Cash Box

July 29, 1967

Newark & The Business Of Music • Paramount's New Music Division: See Label Coming • MIDEM Confab Dates Now Jan 21-27 • Back Cover: A Message To Consumers • Capitol Wins Cartridge Piracy Case • Elektra Offers Checkmate Classics • 'Cantagiro' Winners
A hit in the making.

THE BYRDS

and their single "LADY FRIEND"

Where the tweet sound of success is.

On COLUMBIA RECORDS
The record buyer is in the dark. Although he senses, through modest press coverage, that an historic transition is taking place in the record industry—the evolution of an all-stereo album inventory—he is far from being well-informed as to what it means to him each time he enters a record store. The result is not that he is without a choice in selecting the type of album he desires, but whether or not the form it takes meets with what he assumes are the demands of his present phonograph system.

An encouraging attempt, however, is underway to clear the air and lessen the very real chance that today’s record buyer may walk out of the store not only more confused, but without any record purchase at all; it is consumer education to the fact that he can make the purchase of a stereo record even though he may not possess stereo equipment to play it. Recording engineers have studied the matter and conclude that mono phonographs equipped with light tone-arms—and that includes practically all mono sets produced in recent years—can safely (and with fine results) reproduce a stereo disk. This means that the owner of a mono unit should feel completely secure in the knowledge that while he cannot at present enjoy the dimensional effects of stereo recordings, he can play a stereo disk monaurally until such time that he decides to buy a stereo phone.

To turn a “should feel completely aware” to “is completely aware” is a task that is now being initiated. The Columbia and Elektra labels have started the ball rolling by revealing a number of consumer educational approaches designed to set the record straight. Columbia itself has prepared a comprehensive statement that, in straightforward terms, assures the record buyer, as well as the trade, that a stereo disk is safe in the hands of a mono phonograph. Portions of this assurance will appear in ads, browser cards and perhaps, most dramatically, on stereo packages themselves. Elektra is earmarking its remarks for a prominent position on album sleeves.

Needless to say, we are hopeful that every manufacturer dealing in stereo product will add further fuel to this all-important educational program. For our part, Cash Box is making a consumer-oriented statement on the back cover of this week’s cover. We urge that this statement be used by wholesalers and retailers to inform their customers—dealer and consumer alike—that mono phonograph owners need not fear the purchase of a stereo disk. We advise dealers to display the card. The theory behind the recent price equalization between mono and stereo product was, for all intents and purposes, an eventual all-stereo industry. Consumer education is the key that can open the all-stereo door.
Thank you Radio Stations for forcing us to release this as a single

Tom Jones

SIXTEEN TONS

b/w Things I Wanna Do

40016

Producer: Peter Sullivan

...from his great new LP
Peter Nero’s New Album Is Called XORCHIMILCO

[You don’t have to say it – just sell it]

The title tune from Peter Nero’s new album is already getting heavy play as a single (#9247) and promotion as the theme song for Mexico City’s Olympics in 1968. Album also includes “Guantanamera,” “Michelle,” “Mama” and more. National advertising in Sports Illustrated and TV Guide and other sales support will stir up strong demand for this one. (P.S. The name of the album is pronounced So-chee-MEEL-co. LPM/LSP-3814

rca VICTOR
@The most trusted name in sound
NEWPORT, R.I.—The 1967 Newport Folk Festival got underway July 10th, offering a varied program that placed heavy emphasis on ethic folk music as opposed to bastardizing itself with the star system of the more commercial folk artists and forms. No longer content on building a financially profitable series of concerts around big name performers, the Newport Folk Foundation saw fit to offer a wide range of traditional performers, going so far as to expand the fest five days during the next seven days of additional activity. The "names" were there however, including such luminous performers as Joan Baez, Judy Collins, Peter Seeger, and Theodore Bikel.

Flowr Theme
Perhaps the strongest recurrent theme throughout the festival was that of flowers, the gentle, unobtrusive persuasive force that is, "Flower Power." The flowers were everywhere; stuck in guitars, banjos, and lapels, worn as hair pieces, and scattered throughout the audience. George Wein, producer of the Newport Festivals, was seen more than once on stage with a long stemmed carnation in his hand and July 16th's closing concert was finalized by the performers tossing their flowers into the audience.

Newport Photos, p. 40

FRONT COVER:
Jefferson Airplane is a gift of San Francisco to the world of pop music. One of the first groups to emerge from the San Francisco Bay Area in 1963, the group is today doing hot singles and LP business for RCA Victor Records. A single, "White Rabbit," is number 11 on this week's Top 100, and an album, "Surrealistic Pillow," is number 4 on the LP chart. Jefferson Airplane recently received an outside invitation to an all-star lineup slot in the recent Monterey Pop Music Festival, and are now completing engagements across the country before returning to their homebase, the Fillmore Auditorium in Frisco.

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Ethnic Message Gets Across At Newport

NEWPORT—Performances throughout the series of outdoor concerts and other programs on: folk dancing, story telling, Cajun fiddle, Blue Grass, Gospel, International songs, prison songs folk theatre, and instructive workshops in dulcimer, autoharp, banjo, fiddle, guitar, harp, violin, and zither. Similar addition to the system of workshops was an area devoted to folk arts and crafts where the spectator could see instruments made, stones sculpted, feathers plucked and sold, batik woven.

There were booths set up in which one could try playing an instrument, and like the banjo, offering a wide variety of styles. Communications was another area, for-everybody vine, a record shop had been set up in Festival Field, boasting some hard-to-get and plenty of not-so-hard-to-get folk and jazz LP's.

Attendance Good
The Folk Festival was well attended this year, as always, with the high point being reached July 15th as (approx.) 15,500 persons filled the field for the Country Music and Blues concert. This was the 16th year, and held mostly in the rain, was played to a packed house of music loving people. The workshops were also frequented by great numbers of people, particularly the Cajun fiddle, Gospel, Blues, and topical song areas. An additional area was a "Diner Restaurant Massage Pt. II" at the topical song workshop and both were such a hit that they were sked'ded into two following performances. The song, written about events taking place in Plainridge, (Continued on page 46)

Record of a Multifaceted Festival
The record business of Newport and surrounding areas voiced a great deal of interest, and so, the riot-torn area returned to a some-what calmer state.

All business suffered, of course, during the incidents of shootings and arrests that were occurring. There was no exception. But, a survey of seven different distributors on the possible effect, did indicate concern as to what the future held for some of the key dealers, some of whom lost entire record inven- tories, as well as incurring severe damage to their premises.

Some of the retail establishments may pull through with insurance cov- ers, and as a result of the violence, there was some sort of Federal loan to make up for the lost stock, although no major retail outlets in Newport are operated by whites, although some of the better branches in the area are owned by Negroes.

In this week, N.J., also struck by rioting, there was little damage re- ported from the city's two leading record stores, A. Brooks, Negro-owned.

For as the seven distributors in and around Newport, nore reported dam- age to inventory or premises, even though most were not more than 4-5 miles away from the center of dis- turbances. Distrib working hours were from the center to pol- ice suggestions that they close early. By week's end, however, there were general indications that business was "moving" despite little traffic and, as one distrub put, "a lot of fear in every body."

The distrubs in Newport include Atlantic, Capitol, Roulette, (of State), Kirch-Sauerman, and Ideal. Wendy. Retail outlets include Clinton, Berger Records and Belmont Record. There is also a one-stop, Red Top. See Coin Machine section for a re- port on this phase of the business in the area.

Paramount's New Music Division May See Formation Of New Label

HOLLYWOOD—A new label, possibly called Paramount Records, may be the result of a reorganization recently performed by Paramount Pictures Corp.

It's understood this move is defi- nitely not "pirating," but that such a label is formed, it would fall under the Paramount Music, Inc., division headed by Arnold D. Burk, president of Dot and Paramount vp who will head all recording activities in the music-movie division. Dot has also been named a vp of Famous Music Corp., the company's old-line publish- ing entity.

The division, marking the first time that Paramount's record and film music activities have been combined, is, they say, being headed by Arnold D. Burk, named a vp of Paramount. The music-movie division, called Paramount Music, Paramount Music, Ensign Music, will be run by Burk.

Besides Dot, other labels in the Paramount fold include Viva, Acta, Steed and, most recently, Bob Cower's DynoVoice Records.

All publishing activities, as well as motion picture and television music, will be under the direction of William R. Stinson, who has been named vp and general manager of Paramount's publishing companies.

The formation of the new music division, Davis said that Para- mount foresees an accelerated program of recording and development of new producers, artists and com- posers in all areas of pop music on Broadway musical and film sound-track recordings.

Randy Wood has been president of Dot from 1959 to 1965, with the name "Dot" was renamed "Paramount," after the Paramount Pictures Corp. owned by the Hearst-Business. He joined Paramount in 1964 from Dot Records, which started as a small regional label in Gallatin, Tennessee to one of the leading companies in the industry today, was acquired by Paramount in a multi-million dollar transaction in 1957.

Capitol Victs. Cartridge Piracy Points Up Release Schedule Time Lag

HOLLYWOOD—Capitol Records has received a favorable decision in what is said to be the first piracy suit in- volved as just the Supreme Court, and coast.

The capital had charged that Frank D. Campoy, owner-operator of Record City in San Jose, was "pirating" Capitol product through the unauthorized transfer of Capitol's recorded performance onto tape, Capitol sought an injunction and damages. The defendant demurred to the Capitol complaint on the ground that there had been no cause of action, and argued that the law between so-called "Common Duplicating" and "Duplicating for Inventory." Judge Barnett of Santa Clara County Superior Court, in his memo- rials order (CA Docket No. A 298145), ruled that the defendant was clearly in vio- lation of Capital's rights, drawing no difference between the two terms of "Duplicating" and Duplicating for Inven- tory.

The Court's opinion, dated June 30, also stated:

"It is the defendant's position that once the owner of a composition sells or publishes the same, anyone may re-record it or make a new recording. We do not doubt but that the 'pirating' of the performance of an artist by repro- ducing that performance in an unauthorized manner and selling the same is an act of unfair competition. As much as the copying of another's creation is not alone wrong, so is its use without permission. The defendant's assertion that the sale of a record or tape to the public makes it uncopyrightable, and hence free for all commercial purposes is without merit. The plaintiff has a right to continue to use its copyrighted work, if agrees, to do so. This is not a case of action in unfair com- petition."

Time Lag Noted
There is a growing awareness that the time lag between release of LP's and cartridges shies the evilm of cartridges and LP's. Some labels have
(Continued on page 40)

Justice Dept. To Appeal ABC Merger

NEW YORK—The Justice Depart- ment indicated last month's re-affirmation by the Federal Communications Commission (FCC) of the merger between the American Broadcasting Co., and the International Telephone & Tele- graph Corp.
NEW YORK—"Elektra Communicates" is the theme advanced by the label for its fall line-up of album product, including the debut of a new $3.50 classical line, Checkmate.

Checkmate is the product of a year of research under the direction of Elektra’s executive vice-president, John Coltrane. According to him, the line includes the premiere use of the Dolby Noise Reduction System, process of disk masters from the original multichannel stereo master tapes and masters cut at half-speed. These ingredients, Holzman says, add up to records that offer "superior sound." They are available in stereo only.

The line, debuting with six warhorses cut in England (four sets are for Aug. release, two for Sept.), also features packaging with a thin gatefold approach. Despite the book-type appearance, each Checkmate package -sales up space not greater than an ordinary sleeve.

The Checkmate line, carrying the slogan, "Records Worthy of a King’s Ransom," above the logo, and an explanation of the process below it, has been singled out for a four-day popular music festival, Holzman said. A double-page spread will carry the Checkmate message in major consumer publications.

Elektra also sports a $2.50 line of classically-priced singles. Each single is announced to be the result of the label's expansion of the original stereo line. This series was introduced in 1964 and, Holzman claims, remains the number 1 moderately-priced classical label. Nonequas is essentially a re-issue label.

Elektra: Pop-Oriented

Holzman, who debuted the Checkmate line last week at a series of distrib sales meetings in New York, Chi-

cago, Nashville, Los Angeles, Boston and Philadelphia, said the pop sound has become the label's primary direction. Along with material by the Doors and Love, the label will be shortly introducing albums by the Cotillion plus such steady LP sellers as Judy Collins, the Butterfield Blues Band and the Butterfield Blues Band.

Also introduced at the sales con-
fabs were two singles, "Clear Light" by the Scene East, who feature double-drums, and Tim Buckley's "Goodbye and Hello." Sales at Elektra are up 84% for the first half of 1967, Mel Posner, Elektra’s vice-president and the company's merchandising plans. Aids include a "Noneuch Listening Booth" LP with commentary by music critic Bernard Jacobson. This sampler will be going out to 15,000 college radio stations. Other merchandising assists include in-store displays, di-

ectories and the purchase of half-page magazine and newspaper ads to de-

verge greater coverage to pop disk sound.

Earlier this year, Elektra embarked on a "Total Communications" program, including record, printing, publishing, jingles, and the purchased promotion of New York's WCCO-Harford, Conn. The lat-

in New York, occupying the same space as the Doo-Wop Feeder recently moved into a new home of 1935 Broadway.

Decca Enters Fall Stocking Program With Year's Sales Ahead Of 1966

NEW YORK—Decca Records is enter-
ing its 1967 fall stocking program with a plan of attack considerably "substantially ahead" of its record-

breaking sales pace of 1966, reports Arthur Mathur, vice-president of the company. Accord-

ing to Goldberg, the releases and reissues of this fall season, and are dealer "door-openers" to-

similar, extensive roundup of previ-

ous releases, are included jazz, kids', guitar, polka, par-

ty, Hawaiian, rock and "Golden Fa-

vorites" categories. Along with the new product, Decca will promote with point-of-sale mer-

chandising aids, in the form of mounted lithos, full-color litho books, trade ads, and radio promotion campaigns.

The new sets include "Music to Turn You On" by Pete Fountain (Coral), "Here It Is!" by the Quar-

teen "Three Pieces" (Decca), "Together Again," Kitty Wells & Red Foley (Decca), "The Happy Sound of the Surf's Five" (Decca), "Everything But..." by the Kitchen Cinq (LHI), "The Best of Irma Morgan" (2-LP on Decca), "The Hawaiian Surfers Today" and "Ed Kenney's Hawaii," "Toro—Suite For Two Guitars," "Vin-


AU World-Wide Pact With Spencer Davis

NEW YORK—Mike Stewart, presi-
dent of AU International, last week announced that his label has signed an exclusive, long-term, world-wide con-

tract with the Spencer Davis Group. The two men will be involved in all aspects of the artist's career, and the UA coverage was limited to the U.S. Product handled on UA in-
ducing Lee Ritenour, John McVie, Zoso, "I'm A Man," the current "Somebody Help Me" singles and albums, Spencer Davis Group and "I'm A Man." For the contracting, the group was reorganized by the addition of two new members Phil Sawyer (vocals, and rhythm guitar) and Eddie Hardin (vocalist and organist) to the combination of Spencer Stewart and drummer Pete York. Six songs were recently written by members of the group, including "Here We Go Round The Mul-

erry Bush." These numbers will be included in the UA soundtrack album slated for issue later this year, a compact cassette cross-country tour of the United States and Canada is now in the works for the band, and a week of promotion in the east is being planned prior to the tour. Ron Richards of A.I.R. in London is now producing the initial singles and artist's long-playing record. The contractual

release under the contract.

Atlantic Vees Prep To Tom Dowd, Henry Allen

NEW YORK—Atlantic president Ahmet Ertegun last week announced the appointment of Tom Dowd and Henry Allen to two newly created Vice-presidencies. Dowd was named up in the field of Engineering, and Henry Allen became vice president in charge of promotion for the company. Dowd has been chief engineer in charge of High Fidelity service for the past five years. In addition to overseeing recorded sound, he handled liaison with all outside producers, in-

cluding Jim Stewart of Stax-Volt, Ollie McLaughlin of Karen and Carla, Rick Hall of Fame, Buddy Killen of Doug, Bob Crewe of the Latin, and Mark Golden of South Coast and others. Dowd is also a producer for Atlantic and has supervised sessions with Wilson Pickett, the Young Rascals, Sweet Inspirations and Young Curtis, and has co-produced (with Jerry Wexler) sessions with Aretha Franklin.

Dowd has been with Atlantic since 1965. He's the first full-time re-

cording engineer with the company. Prior to joining Atlantic he worked for the firm on a free-lance basis.

Allen, has been in charge of promo-

tion for Atlantic for the past year, moving up to that post after serving four years as the company's eastern promotion manager. He will have handled promotional activity for the firm throughout the U.S. as well as for labels handled by the company, including Stax, Vee-Jay, Carla, Fame, South Camp, Bright Star and Four Brothers.

Allen has been with Atlantic for 14 years, he joined the firm in 1953. He started with the company as man-

ger of the stock room, and moved into the promotion field a few years later.

Crewe Forms Film Div.

NEW YORK—Formation of the Crewe Company Films, Inc., was an-
nounced last week by Bob Crewe, chairman of the board of the Crewe Group of Companies.

Emergence of Crewe into the motion picture field was marked by the opening of the film production company which will have offices, one of which will be located at the Paramount studios and 9000 Sunset Boulevard. Alan Stroh will head the Sunset office.

The Crewe Companies had recently announced a multi-million dollar deal with Paramount Pictures to cover multiple movie productions. A motion picture for a "The New Age" series projects are called for under the agreement. Currently in various stages of development are "Lionrolo's" and "Armstrong's Rocks and the Rock in the Rock" to star Mitch Ryder.

MUSICALY, Crewe is now composing his first motion picture soundtrack. The film is titled "Somebody's "The Power of Feeling Good" to star George Peppard and Mary Tyler Moore. He will later work with Don Costa on the tune for "Don't Just Stand There."
At last—the most eagerly-awaited single of the year!
They've got a new sound, and they've recorded it on their own label, BROTHER RECORDS (distributed by Capitol, of course).
If you haven't got it, get it from your local CAPITOL sales rep today!
<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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<tr>
<td>44%</td>
<td>Baby I Love You—Aretha Franklin—Atlantic</td>
<td>99%</td>
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<td>41%</td>
<td>Words—Monkees—Colgems</td>
<td>88%</td>
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<td>40%</td>
<td>Baby, You're A Rich Man—Beatles—Capitol</td>
<td>80%</td>
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<td>38%</td>
<td>Pleasant Valley Days—Monkees—Colgems</td>
<td>98%</td>
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<td>37%</td>
<td>Cold Sweat—James Brown—King</td>
<td>87%</td>
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<td>36%</td>
<td>River Is Wide—The Forum—Mira</td>
<td>80%</td>
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<td>33%</td>
<td>Cry Softly, Lonely One—Roy Orbison—MGM</td>
<td>58%</td>
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<tr>
<td>31%</td>
<td>Apples, Peaches &amp; Pumpkin Pie—Jay &amp; Techniques—Smash</td>
<td>72%</td>
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<tr>
<td>30%</td>
<td>Glory Of Love—Otis Redding—Volt</td>
<td>63%</td>
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<tr>
<td>28%</td>
<td>Brown Eyed Girl—Van Morrison—Bang</td>
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<td>27%</td>
<td>Lonesome Road—Wonder Who—Philips</td>
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<td>26%</td>
<td>Sweetest Thing This Side Of Heaven—Chris Barley—Vando</td>
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<tr>
<td>25%</td>
<td>Fakin' It—Simon &amp; Garfunkel—Columbia</td>
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<td>24%</td>
<td>Don't Let The Rain Fall Down On Me—Critters—Kapp</td>
<td>75%</td>
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<tr>
<td>23%</td>
<td>You're My Everything—Tomtrations—Gordy</td>
<td>23%</td>
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<tr>
<td>22%</td>
<td>I Take What I Want—James &amp; Bobby Purify—Bell</td>
<td>67%</td>
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<tr>
<td>21%</td>
<td>It's A Happening World—Tokens—Warner Bros.</td>
<td>43%</td>
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<tr>
<td>20%</td>
<td>Come Back When You Grow Up—Bobby Vee—Liberty</td>
<td>64%</td>
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<tr>
<td>19%</td>
<td>Thank The Lord For The Night Time—Neil Diamond—Bang</td>
<td>96%</td>
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<tr>
<td>15%</td>
<td>Bluebird—Buffalo Springfield—Atco</td>
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<tr>
<td>14%</td>
<td>Drums—Jon &amp; Robin—Abnak</td>
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<td>13%</td>
<td>The Windows Of The World—Dionne Warwick—Scepter</td>
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<td>12%</td>
<td>Don't You Miss Me A Little Bit Baby—Jimmy Ruffin—Soul</td>
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<td>11%</td>
<td>Gentle On My Mind—Glenn Campbell—Capitol</td>
<td>70%</td>
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<tr>
<td>10%</td>
<td>A Thousand Shadows—Seeds—GNP Crescendo</td>
<td>42%</td>
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**LESS THAN 10% BUT MORE THAN 5%**

<table>
<thead>
<tr>
<th>Total % To Date</th>
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<tbody>
<tr>
<td>Happy Blades Of Grass (Jubilee) 33%</td>
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<tr>
<td>Get The Message Brian Hyland (Philips) 18%</td>
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<tr>
<td>Not So Sweet Martha Lorraine Country Joe &amp; The Fish (Vanguard) 25%</td>
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<tr>
<td>Shoot Your Shot Jr. Walker &amp; All Stars (Soul) 47%</td>
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<tr>
<td>It Could Be We're In Love Cryon Shomes (Columbia) 8%</td>
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<tr>
<td>Run, Run, Run Third Rail ( Epic) 28%</td>
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<tr>
<td>Happy Sunshine Co. (Liberty) 25%</td>
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<tr>
<td>Pearl Time Andre Williams (Sport) 18%</td>
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<tr>
<td>Four Walls J. J. Jackson (Cello) 17%</td>
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<tr>
<td>16 Tons Tom Jones (Parrot) 14%</td>
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</tbody>
</table>

Cash Box—July 29, 1967
Cry softly
but carry a big inventory
because they’re already
yelling loud and long for

Cry Softly Lonely One
K-13764

the new chartbreaker
by the one and only

Roy Orbison
27% Income Rise At Pickwick
LONG ISLAND CITY—Cy Leslie, president of Pickwick International Inc., last week reported that his company has shown increases of 27% in net income and 9% in gross sales for the fiscal year ended April 30, 1967 over the same period the former year. In addition, the company's ratio of assets to liabilities rose from 2.6 to 3.9 for the year. This marks the 14th consecutive year in which the economy priced record merchandiser has topped its own figures for the preceding period, making the highest sales and profits in its history. Gross sales for 67 reached $8,209,-301 over the $7,584,196 for 1966. Net income rose from $290,096 to this year's $494,570. Per share income was $1.30.

According to Leslie, "the spectacular success of Pickwick '67" was greatly responsible for reaching new peaks in sales and earnings. The Pickwick line offers budget LP's featuring artists whose material is made available from labels such as Capitol, ABC, Warner Brothers, Reprise, and Jubilee. Recent agreements were also set for release of LP's and Dot product under the Pickwick '67 banner.

Business is also on the increase at the tape and musical instrument division of the outfit. And the premium department, which made 'premium offers' possible for several major products (Armstrong Floor products, Lastr-or-Creme, etc.) became an important source of revenue.

VITAL STATISTICS

**DETAILED INFORMATION ABOUT NEW TITLES WHICH BROKE ON THE CASH BOX TOP 100 THIS WEEK**

| #27 | ALL YOU NEED IS LOVE (3:57) | The Beatles |
| #28 | A THOUSAND SHADOWS (2:25) | The Seeds |
| #29 | CRYING LIKE A BABY (2:35) | The Jive Five |

**BAREFOOT IN THE PARK**

**NEAL HEFTI**

**ALFIE**

**DIONNE WARWICK**

**OUT OF NOWHERE**

**FRANK IFIELD**

**HEART AND SOUL**

**THE INCREDIBLES**

**FAUSTO LANCETTA**

**FAMOUS MUSIC CORPORATION**

**1619 BROADWAY, N.Y.C.**

**EL DORADO**

**Nelson Riddle**

**Jack Barlow**

**Ken Rogers**

**ELLIOTT LESTER**

**CHICAGO**

**Harrington Named Mercury Promo Mgr.**

**CHICAGO**—Fred B. Harrington has been named San Francisco promotion manager for the Phillips, Smash and Fortana labels of Mercury Record Corporation. Harrington, a 43-year-old native of Burbetttsn, Pennsylvania, will work out of Mercury's branch in the west coast state. As an army veteran of World War II, he attended the College of Stutenfind, Ohio and now lives with his wife and two sons in San Rafael, California.
All You Need is Love *The Beatles* Baby, You’re a Rich Man-5964
Capitol Record Club Breaks Ground For Computer Center

THOUSAND OAKS, CALIFORNIA — Ground-breaking ceremonies were held on Monday July 16, for Capitol Record Club’s multi-million dollar computer and fulfillment center, located in the Rancho Conejo area of this country-like Los Angeles suburb.

The new facility, to replace a smaller one presently located in Scranton, Pa., will be a five building complex on a 10-acre site. It will be the largest and most modern mail order fulfillment center for the record club business, housing the company’s correspondence, computer, systems, credit, and administrative offices. Executive offices will remain at the Capitol Tower in Hollywood for 45 minutes away.

The first stage of construction, scheduled for completion in early 1968, will include three buildings totaling 70,000 square feet—a computer center, administrative offices and a training building. Construction of the other two buildings will follow.

Capitol artists Bonnie Owens and Merle Haggard joined Glenn Wallacha, Capitol’s founder and board chairman, Alvin Livingstone, Capitol’s president, John Read, member of the EMI board of directors, and Capitol Record Club officers at the ground-breaking. Also present were many government and civic officials from Thousand Oaks and Ventura County.

William shear, Capitol Records Charting in new material as well as said, “The very latest in business systems and computer technology will be developed here to handle the growing volume of Capitol Record Club business, to better serve its over 1,000,000 members, and to pioneer new methods of marketing recorded entertainment to these areas of the country not accessible to record stores.”

The Thousand Oaks location was chosen, sheck pointed out, because of its ideal year-round climate, reasonably priced housing, and wholesome family environment, as well as it’s proximity to the Capitol executive offices in Hollywood. “This location will make it possible for us to recruit the best computer technicians and mail order managers from all over the United States,” sheck said.

Artist’s Sketch of Center

1. HAPPY TOGETHER — Turtles — White Whale
   2. I’M A BELIEVER — Monkees — Colgems
   3. GROOVIN’ — Young Rascals — Atlantic
   4. RESPECT — Aretha Franklin — RCA
   5. GEORGY GIRLS — Seekers — Capitol
   6. I THINK WE’RE ALONE NOW — Tommy James & The Shondells — Roulette
   7. SOMETHIN’ STUPID — Frank & Nancy Sinatra — Reprise
   8. SWEET SOUL MUSIC — Arthur Conley — Atco
   9. RUBY TUESDAY — Rolling Stones — London
   10. KIND OF A DRAG — Buckingham — USA
   11. I GOT RHYTHM — Happenings — B. T. Puppy
   12. SOMEBODY TO LOVE — Jefferson Airplane — RCA
   13. THE HAPPENING — Supremes — Motown
   14. SHE’D RATHER BE WITH ME — Turtles — White Whale

15. THEN YOU CAN TELL ME GOODBYE — Casinos — Fraternity
   16. A LITTLE BIT ME, A LITTLE BIT YOU — Monkees — Colgems
   17. THERE’S KIND OF A HUSH — Herman’s Hermits
   18. WE AIN’T GON’T NOthin’ YET — Blues Magoos — Mercury
   19. DEDICATED TO THE ONE I LOVE — Mamas & Papas — Dunhill
   20. DON’T YOU CARE — Buckingham — Columbia
   21. THIS IS MY SONG — Petula Clark — WB
   22. CAN I TAKE MY EYES OFF YOU — F. Valli & The Four Seasons — MGM
   23. LOVE IS HERE & NOW YOU’RE GONE — Supremes — Motown
   24. SOCK IT TO ME BABY — Mitch Ryder & The Rebels — New Voice
   25. WINDY — Association — WB
   26. RELEASE ME — Engelbert Humperdinck — Parrot
   27. PENNY LANE — Beatles — Capitol
   28. JIMMY MACK — Martha & Vandellas — Gordy
   29. A LITTLE BIT OF SOUL — Music Explosion — Laurie
   30. SNOOPY VS THE RED BARON — Royal Guardsmen — Laurie

47. GOOD THING — Paul Revere & The Raiders — Columbia
39. I’VE BEEN LONELY TOO LONG — Young Rascals — Atlantic
46. CALIFORNIA NIGHTS — Leslie Gore — Mercury
37. PAUL REVERE & THE RAIDERS — Columbia
46. CALIFORNIA NIGHTS — Leslie Gore — Mercury
37. PAUL REVERE & THE RAIDERS — Columbia
36. DING DONG THE WITCH IS DEAD — 5th Estate — Jubilee
35. I NEVER LOVED A MAN (THE WAY I LOVE YOU) — Ray Conniff — Mercury
34. TO BE LOVE — Buffalo Springfield
33. A LITTLE BIT OR A LOT OF BEAUTY — Northern Lights
32. I’VE BEEN LONELY TOO LONG — Young Rascals
31. BABY I’VE BEEN HAVING YOU — Hair
30. I’VE BEEN LONELY TOO LONG — Young Rascals
29. I’VE BEEN LONELY TOO LONG — Young Rascals
28. I’VE BEEN LONELY TOO LONG — Young Rascals
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2. I’VE BEEN LONELY TOO LONG — Young Rascals
1. I’VE BEEN LONELY TOO LONG — Young Rascals

TOP HITS OF 1967
A COMPILATION OF THE YEAR’S BIGGEST HITS TO DATE

Because Cash Box is continually asked to supply a list of the year’s leading hits to A&M men, producers, radio managers, etc., the following chart will list the Top 50 titles as of the date the feature appears. The feature will be published in the last issue of each month and is compiled from the Cash Box Hit Parade, 1967. Sales figures are for follow-up weeks only as of date. For each week a song was in the Top 100, it receives 136 points. Each #22 record is awarded 124 points. No. 3 gets 122, No. 4 gets 120, No. 5 gets 118, No. 6 gets 116, No. 7 gets 114, No. 8 gets 112, No. 9 gets 110, No. 10 gets 108 points and so on down the line till the No. 50 song which gets 5 points. Only the top fifty titles of any given week are included in the survey. Survey begins with first issue in January.

THRUHEROULLY MODERN MILLS

THE SINNER
Robert Goulet — (Columbia)

WHEN YOUR OLD WEDDING RING WAS NEW
De Angeli Singers — (ABC)

WANNA WALK IN YOUR SUN
The Hunchmen — (U.A.)

DREAM STREET ROSE
Wayne Newton — (Capitol)

CALL MY NAME
James Royal — (Capitol)

MY SUMMER LOVE
Nina & Frederick — (Atco)

YOU’VE GOT YOUR TROUBLE
Jamie & J. Silvia Singers — (ABC-LP)

LITTLE GAMES
Yardbirds — (Epic-LP)

MARY LOU
Slew Foot Five — (Decca-C&W)

MILLS MUSIC, INC.

1619 Broadway
New York, New York, 10019

PUBLISHING e IRA HOWARD—PROP. NGR.
Rouvaun

“New song star born”

Los Angeles Times

A powerful new voice whose soaring style recalls the great tenors of the past.

Single ships in a 4-color sleeve.

“I WANT YOU MORE”

c/w “VESTI LA GIUBBA”

#9231

RCA Victor

The most trusted name in sound
THAT'S DEVIL'S TIMELESS
(Unbetuvable DRUMS)
A LOOKING (Dijon—HARLEM)
LOVE COME ALONG ROW (Irving—"THE"
Drive Mylo—BMI)
"57 PENNY YOU" (Su-Ma—BMI)
SCREEN SAN
Gypsy PEARL
last HA
Cash KEEP (Don—BMI)
CAN'T Dondelion
16 19
in
Q 8
C
NASHBORO

THE EXOTICS
EXCELLO 2284

BOOGALOO INVESTIGATOR
THE EXOTICS
EXCELLO 2284

THE PARTY
BUTCH DAVIS & THE CAPRIS
A-BET 9422

YOU PUT YOUR TOUCH ON ME
THE KELLY BROTHERS
EXCELLO 2286

NASHBORO RECORDS 1011 Woodland St., Nashville, Tenn. (615) 227-5081

Cash Box—July 29, 1967
BOBBY GOLDSBORO is into something big with "TRUSTY LITTLE HERBERT"

UA 50186 Produced by Bobby Goldsboro
Arranged by Bobby Goldsboro
RCA Markets August Album Product

NEW YORK—A thirty-eight album August release has been announced by RCA Victor for the label and its affiliated companies. Front features are The Victrola and Red Seal. Seventeen foreign releases are also being unveiled in the August package.

Pop music, jazz and country product head off the month’s release with ten LP’s: “The Best of Rudy Valee,” “The Other Side of the Moon” with Glenn Miller Orchestra, Waymon Jennings’ “Love of the Game” by Floyd Cramer, John Klein’s “Bells” by the Burton Quartet, Norma Jean’s “Jackson Ain’t a Very Big Town,” “Folksy” with the Hamilton Club, and Yarbrough’s “Honey and Wine.”

The Statesmen Quartet with Hovey Listner and Jimmy Dean’s “Most Richly Blessed” will fill up the inspirational sets. And Four items make up the initial pop, Christmas releases: Floyd Cramer’s “Mas’ J.R. for Christmas,” “Christmas with Hank Snow” and the “Victrola Treasury” by Julie Andrews and “Christmas with Ed Ames.”

Carnegie offerings feature Al Hirt “Struttin’ Down Royal Street,” and the “Movie Themes” from the Living Strings. Other pop LP’s are the “Sound of Country Music” with Dotty West and the “Curtis Team” to the One Love by the Living Strings, the “Ragtimeers’ Music From Thoroughly Modern Millie,” and “Bedtime Stories and Songs with Melba Watson.”

Christmas albums from Camden are “I’ll Be Home for Christmas” by the Living Trio with Chimes and Bells, and Arthur Godfrey’s children’s release of “All I Want for Christmas is My Two Front Teeth.”

Read Seal classic LP’s feature “Stan Getz and Arthur Fiedler at Tanglewood,” John Browning’s recording of Beethoven’s Sonatas No. 31, Op. 110 and Schumann’s Symphonic Etudes, Op. 13, Julian Bream’s “20th Century Guitar” is also bowing in August along with Hanne-Lore Kuhn’s “A Lieder Recital,” Brahms’ Piano Quintet in F Minor, Op. 34 conducted by Arthur Rubinstein, Mahler’s 3rd Symphony, Anna Moffo and a famous cast performing Puccini’s “La Ronde,” and John Gieguld’s “Men and Women of Shakespeare.”

Under the Victrola banner, six albums will be released in August; four pieces of “The New Music” performed by the Rome Symphony Orchestra, Madora conducting; Toscanini’s readings of the “Surprise” and “Clock Symphonies of Haydn; Suites from Carmen; “Let’s Get to the Dance of the Modes” and “Dance of the Water Nymphs” also conducted by Toscanini; Handel’s “Siete Ventis (Cantata for Soprano and Orchestra)” and “Overture to the Joseph Oratorio;” Reiner’s performance of Richard Strauss “Also Sprach Zarathustra;” and Haydn’s “Salve Regina in G Minor” with Mozart’s “Litaneies for the Holy Name” and two Church Sonatas.

Seventeen foreign releases will cover music from Cuba, France, Italy, Israel, Mexico, Sweden, Poland and Switzerland. They will also be released in August on the RCA Victor and Camden labels.

Musicor Releases 14 New Fall LP’s

NEW YORK—Musicor Records is moving into the fall buying season with 14 new albums. Label topper Art Tana reports strong pre-sales and sales as LP’s are set to visit the nation’s major markets shortly for distributor presentation.

In announcing the fall program, Tana said that the firm’s new traditional policy of taking the product and the sales message direct to the distributors will assure close and personal contact with all sales personnel rather than with the brass alone, will be followed. Key to the new Musicor is diversification and a strong merchandising strategy. Back-up product covers such well established Musicor LP’s as pop, country, soul, and Latin. The overall release also contains one album that is produced in Japan and distributed nationally by Musicor.

Singles are carried by key artists from the west, southern, and midwestern areas while Talmadge heads for the coast to cover the rest of the country. Tanimori’s stay in California, Talmadge will also record the Platters and co-host a press and promotion fall reception for the group with Buck Ram, the group’s long-time manager. Tanimori opens an engagement at The Royal Tahitian in Ontario, California, August 4.

New product in the pop area includes “Golden Greats,” a program of contemporary standards; this one features artists Gene Pitney; “New Golden Hits” by the Platters, who also have a current single with “Washed Ashore”; and “New Golden Hits” by the Sounds Spectacular, a new instrumental ensemble recently organized by the label.

In the country field there are five new LP’s, including “By George,” featuring the great solo hits by country George Jones, as well as the well-known team of George Jones and Melba Montgomery in a new set appropriately titled “I’ll Be Home for Christmas:” Both albums, it is stressed, offer brand new material freshly cut by the artists. Another brand new production is by Melba Montgomery in a solo outing titled “I’m Just Livin’” This is the thirteenth also well with her new single of “What Can I Tell My Folks Book Home.”

Wrapping up the country side of the release is a new LP by Jody Lyon, “Golden Nuggets,” which features a collection of her top efforts and most requested selections from both the Golden Nugget, Las Vegas and “Floyd Tillman’s Country,” the veteran singer-songwriter’s first album for Musicor.

On the R B front is “Quarter Of Soul,” the second volume in a series incorporating choice items by four different soul-oriented groups. From Dynamo comes “Tommy Hunt’s Greatest Hits,” an LP which is expected to capitalize on the singer’s success with his new single, “The Complete Man.”

Five Latin albums round out the Musicor release, including new sets by Los Montemar, La Playa Sextete, Chano Scostay, the well-known Los Hispanos, and a debut LP by Tato Diaz, who is also the lead singer of Los Hispanos.

ALBUM PLANS

Deals, discounts and programs being offered to dealers and distributors by record manufacturers.

ATLANTIC-ATCO
15% discount; 30-60-90 billing. Expires Sept. 30.

AUDIO FIDELITY
2 free with every 10 purchased on entire catalog with the exception of the First Component Series. No expiration date announced.

DUKE-PEACOCK
Buy-get-one-free. No expiration date has been set

FORTUNE
1 free album when 6 are purchased in any combination. No time limit.

GATEWAY
Two free for every 10 albums purchased on entire catalog. Expiration date indefinite.

JEWEL-PAULA
One free for every five purchased on entire catalog. No expiration date has been set.

MONMOUTH-EVERGREEN
1 free album with every 10 purchased on entire catalog. No expiration date announced.

NASHBORO
Buy-get-one-free on entire catalog including new LP’s, 100% exchangeable. No expiration date has been set.

ORIGINAL SOUND
15 discount on all LP’s—until further notice.

PHILIPS
Discounts on new releases as well as entire catalog, SMP/SPS series are discounted 10%, all other classical albums discounted 20%. No expiration date announced.

PRESTIGE
15% discount on all LP product until further notice.

ROULETTE
15% discount in free merchandise. Expiration date indefinite.

SCEPTER-WAND
2 Albums free with every ten purchased. No termination date announced.

SIMS
3 free with every 10 purchased on entire catalog. No expiration date.

SMASH-FONTANA
Special discounts available through distributors. Expiration date not announced.

TAMLA-MOTOWN-GORDY
Buy-get-one-free. No expiration date has been set.

TOWER
10% discount on all albums. No expiration date announced.

This was K-R’s first production for the group whose hits include “Cara Mia,” “Come A Little Bit Closer” and “Sunday and Me” to name a few.

Among the groups which have been cut are the Four Tops. Their suppression are the Turtles (Wissert was responsible for “Happy Together” and “She’d Rather Me With Me”), the Lovin’ Spoonful, the Righteous Brothers and others.

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CASH BOX—July 29, 1967

Sunset Gets A Brand New 'Bag'

LOS ANGELES—Ed Barsky, general manager of Sunset Records, has announced a large-scale production of Ross Bagdasarian for the release of a new blank slate CD. With the success of the Chipmunk series, there was no question of the budget label. An initial package of ten LP’s in stereo and mono has been announced. The Liberty and Capitol divisions of Liberty Records, and the agreement allowing minimum of 75 albums per year produced by Bagdasarian.

The Chipmunk catalog, which debuted nearly a decade ago via the best-selling Chipmunk Songs, has since exceeded twenty-five million dollars in record sales. The jump from

natural prominence in the recording field to television was the next move. Bagdasarian, who hunkered down at the CBS network, they are still on the tube in most syndicated markets.

The popular appeal of the Chipmunks has also prompted leading manufacturers in the clothing and soap fields to license “Alvin” for product tie-ins. The Chipmunk albums, which originally were produced for sets to sell at $5.98 and $4.98 will be marketed for $1.80, mono or stereo.

Jay & Americans Cut First Single With Koppelman-Rubin

NEW YORK—Koppelman-Rubin Associates have announced last week that they have cut Jay and the Americans’ first single under the firm’s direction. Executive director Joe Wissert directed the sessions which resulted in “We’ll Meet in the Yellow Forest,” shortly to be released by United Artists Records.
"JILL"

GARY LEWIS AND THE PLAYBOYS

# 55985

COME ON OVER TO THE LIBERTY SIDE

PRODUCED BY GARY KLEIN FOR KOPPELMAN-RUBIN ASSOC.
**Pick of the Week**

**THE WORLD WE KNEW (OVER AND OVER)** (2:12) [Roosevelt, BMI—Kaempfert, Rehbein, Sigman]

**YOU ARE THERE** (3:25) [Sergeant, ASCAP—Turman, Webster]

**FRANK SINATRA** (Reprise 0610)

Without resorting to psychedelics, Frank Sinatra takes listeners on another trip through the inner mind with this introspective ballad packing the solid vocal expressionism and style that have kept the charmer on top despite changes in pop music. Beautiful melody and a vibrant arrangement leave nothing to be desired on this smash outing. Theme from Sinatra’s new movie is the coupling.

**IT’S THE LITTLE THINGS** (2:50) [Chris Marc-Cottion, BMI—Bono]

SONNY & CHER (Ato 6507)

Demand created by exposure of this tune as the flip of a previous S&O outing has indicated ready-made market for this “Little Things.” Heavy emotion stirring oracle sounds and mighty fine singing from the duo go a long way in putting down a job that will spark bright things for the track.

**HEROES AND VILLAINS** (3:33) [Sea of Tunes, BMI—Wilson, Parks]

**YOU’RE WELCOME** (1:17) [Sea of Tunes, BMI—Wilson]

**BEACH BOYS** (Brother 1001)

Debuting their new Capitol distributed banner, the Beach Boys should have no problem in launching it with a smash via this creatively delivered conglomeration of sounds that run the gamut from amusement park boshoph to barbershop harmony. Lyrics that pose some interesting questions should arouse further interest. Quick little welcome parade on the lid.

**YOU’RE MY EVERYTHING** (2:59) [Jobete, BMI—Whitfield, Penzahene, Grant]

**I’VE BEEN GOOD TO YOU** (2:59) [Jobete, BMI—Robinson]

**TEMPLATIONS** (Gordy 7063)

Keeping in the groove that has created a stellar hit string for themselves, the Temptations come out with another ballad side that is built with big things in mind. “You’re My Everything” has brilliant blues vocal plus an arrangement by Norm Whitfield that puts shine on the already gleaming tune. Slow track on the current.

**A LITTLE BIT NOW** (2:26) [Travis & Rittenhouse, BMI—Rugayov, Marshall]

**YOU DON’T PLAY ME AROUND** (2:12) [Brunston, BMI—Clark, Smith]

**DAVE CLARK FIVE** (Epic 10269)

Back in the big beat groove, the Dave Clark Five can be expected to crack the rock charts wide open with this blast of a session. Plenty of shattering work, wailing vocals and a dance beat that doesn’t quit will be going on a long way in carrying the DCV toward the top. Off-beat ballad with a touch of jazz sax makes up the couple.

**JILL** (2:10) [Chardon, BMI—Bonner, Gordon]

**NEW IN TOWN** (2:21) [Chardon, BMI—Perles, Lerman, Sheppard]

**GARY LEWIS & PLAYBOYS** (Liberty 55885)

Look for “Jill” to rake in the jack for Gary Lewis and the Playboys. Consistent member of the best seller club, the seller should find no slack off in sales due to lack of P.A.’s; this track will move smoothly and alone. Catchy slow building ballad with beautiful arrangement. Beach Boys-tish group work on both the top and faster flip sides.

**SAN FRANCISCAN NIGHTS** (3:11) [Sealark & Slamina, BMI—Burdon, Briggs, Weider, Jenkins, McCallough]

**GOOD TIMES** (2:39) [Sealark & Slamina, BMI—Burdon, Briggs, Weider, Jenkins, McCallough]

**ERIC BURDON & ANIMALS** (MGM 15789)

Offering a departure from their regular style, Eric Burdon and the Animals head out on a slower ambling pace through this tour of the love Mecca. Those fans of the San Francisco, and all the “in” followers who gobble up everything related to the spot will probably turn this side into a hit. Pretty guitar work behind the easy-going vocal. Throb- ing blues with big sales impact on the back.

**A WOMAN’S HANDS** (3:23) [Tree, BMI—Tex]

**C.C. RIDER** (2:27) [Tree, BMI—Tex]

**JOE TEX** (Dial 4061)

Well received throughout the r&b locales, Joe Tex has a newie laid down in his familiar talk-and-chant style which should sell up a storm. Moving in a slow shuffling rhythm, the ballad expresses loving appreciation. With its showing practically assured on the blues charts, look for a pop reaction to follow. Flip is a catchy wording of the classic.

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**Pick of the Week**

**LADY FRIEND** (2:30) [Tickson, BMI—Crooby]

**OLD JOHN ROBERTSON** (1:50) [Tickson, BMI—McGuinn, Hillman]

**BYRDS** (Columbia 41290)

The brief trumpet and guitar break on “Lady Friend” is almost reason enough for deejays to hop on the newie from the Byrds; but the deck also crams excellent instrumental work with snappy vocals to make it a hot item. Look for this side to wing. Backing on the single is provided by a folk narrative tune with spinning possibilities.

**THE GREAT BANANA HOAX** (2:57) [Newcomer, BMI—Low, Tulin]

**WIND UP TOYS** (2:27) [Newcomer, BMI—Low, Tulin]

**ELECTRIC PRUNES** (Reprise 0607)

Relying on electronic effects more as auxiliary aid than gimmickry, the Electric Prunes have come up with another psych-rock outing that carries a strong sales attraction. The group’s fine singing and instrumental showing make for plenty of spats and should go a long way on the pop mart. Softened traveling is the coupler.

**YOUR LOVE KEEPS LIFTING ME** (Hulyane & BRC, BMI—Jackson, Smith)

**JACKIE WILSON** (Brunswick 78021)

“Higher And Higher” not only tabs the newest outing from Jackie Wilson, but it also describes the flight of this deck in sales terms. Big showings can be expected across the country on the pop front from this bolting session that sets the artist in his best light. Plenty of solid core support to keep the tempo hopping. Big item.

**GROOVIN’** (2:40) [Slaasar, BMI—Cavaliero, Brigati]

**SLIM JENKINS’ PLACE** (2:25) [East, BMI—Dunn, Cropper]

**BOOKER T. & M.G.’S** (Stax 221)

Gobs of r&b action can well be expected from this groovy instrumental rendering of the Little Rascals’ hit “Groovin’” as served up by the established Booker T and the M.G.’s. Funky organ showing bursts into a hefty jazz rendering of the smash. Big spinning action can also be in store for the solid pounding blues offering on the flip side.

**HUFF PUFF** (2:07) [4-Star, Popcorn, Cord, BMI—Phipkin]

**MICKY DOLENZ** (Challenge 58732)

Micky Dolenz, famed as a member of the phenomenal Monkees, here strikes out on his own and offers a roasting, funky rock stand tabbed “Huff Puff.” The side has a real infectious sound, a combination of Micky’s solid vocals, instrumental backing, and could easily prove to be a hot seller. No information available on the flip side at this time.

**CONTACT** (2:41) [Chardon, BMI—Gordon, Bonner]

**WHERE YOU ARE** (2:48) [Chardon, BMI—Fox, Sheppard]

**TEDDY NEELEY** (Capitol 5867)

Stepping out on a single session, Teddy Neeley puts out a big vocal sound that goes nicely with the heavy arrangements that set a slow drive feeling to his “Contact” side. A little exposure could set this deck on the right track and along the road to acclaim. Downcast tone and lyrics on the big side, but a delightful samba coupler.

**GINA** (2:54) [Screen Gems-Columbia, BMI—Linzer, Randell]

**ESCAPE** (2:27) [Rambo, BMI—Christie, Herbert]

**LOU CHRISTIE** (Columbia 42420)

Easy lifting ballad for “Gina” should put Lou Christie back in the picture on the best seller lists. The tune is a changing pace bright with colorful vocalizing in the Four Seasons—fellow style. A little exposure will be enough to start this deck on a skyrocketing path. Flip is a cute jazzy ballad with good muscle capabilities.

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**Newcomer Picks**

**SMALL TOWN, BRING DOWN** (2:57) [Kama Sutra, BMI—Porch, Andreoli]

**HELANIA** (3:13) [Kama Sutra, BMI—Bruno]

**TONY BRUNO** (Buddah 7)

Nothing but bright things lie ahead for this outstanding melodically—outpouring from Tony Bruno. Coming on with a vocal sound somewhere between Tom Jones and Ray Charles, the better shows up with a de-leverly from the gut. Builds to a blasting finale that assures cash in the coming. Soft self-penned ballad on the coupler.
I WANT TO LOVE YOU FOR WHAT YOU ARE

Produced by: Phil Kahl
Arranged by: Bill Justis
Written by: Norm Simon & Andy Badale

RONNIE DOVE

DIAMOND RECORDS INC. 1650 Broadway • New York, N.Y. 10019
Newcomer Picks

I FEEL GOOD (I FEEL BAD) (2:26) [Screen Gems-Columbia, BMI—Lewis, Clarke]
BLUE REVELATIONS (2:16) [Screen Gems-Columbia, BMI—Lewis, Clarke]
LEWIS & CLARKE EXPEDITION (Colgems 1006)

Step into a mariachi party for the opening and get carried away in a
terrific storm of happy sounds on this introduction to the Lewis
and Clarke Expedition. Big showings should be in store for this magnetic
bouncing rock number that breaks wide open and continues in high gear
to the end. Sadder song on the ballad backer.

IT'S A LAZY SUMMER DAY (1:59) [Breslinshan, BMI—Faragher]
BLUE EYES (2:16) [Preacher, BMI—Dalton, Montgomery]

PEPPERMINT TROLLEY COMPANY (Acta 809)

Every summer features a few hits with a light and sparkling quality
that can only be called a "summer's sound", and this glittery shuffle-ballad
from the Peppermint Trolley Company is highly likely to make it
big in this vein. Should find a big reception in the seasonal market.

PAPER SUN (3:22) [Essen, ASCAP—Winwood, Capaldi, Mason, Wood]
GIVING TO YOU (1:10) [Essen, ASCAP—Winwood, Capaldi, Mason, Wood]
TRAFFIC (United Artists 50195)

Having set well with the British best sellers, the "Paper Sun" sound
should spread its rays widely over the American scene. Uplifting mess-
ces comes off especially well in the ride featuring Steve Winwood
on the vocal and a very nice comb instrumental offering in a light
bouncing-rock setting. Back is well rendered blues-rock.

ALWAYS YOU [Irving, BMI—Asher, Nichols]
SUNOWNERS (Deca 31856)

Some novel harmony, extra brightness in the brass backing and a lot
of lively glitter in the song, "Always You", add up to a prospective
chart climber in store for Australian newies the Sunowners. Plenty of
vitality in this fine slightly folk-flavored medium-fast ballad of love.
Repeat playing on the flip side.

THAT'S HOW IT IS (2:35) [Are-Cragwe, BMI—Dallison, Iland]
SHOW PLACE (2:23) [Tony's Tunes, BMI—Silverz]

OTIS CLAY (Omeredule 1484)

Eye-opening lyrics and a shattering vocal performance by Otis Clay
should put this one high on the r&b charts and give it a real start
at the high hurdles of the Top 100. Look for some bright rections to
this slow strong deck. Snappier tempo on the throbbbing back side which
carries a blues goodie.

LOVE (IT'S GETTING BETTER) (2:26) [Kaskat, BMI—Corell, Trimachi]
THE LIGHT OF LOVE (3:32) [Kaskat, BMI—Chiprut]
GROOVE (Wand 1163)

Flirting phrasing on the part of the Groove makes for mighty pleasant
pop ballad sounds on "Love (It's Getting Better)," a solidly building
ballad side that carries much pop appeal. Unrelenting soft-sell beat that
carries a hypnotic effect should go far in bringing recognition to this
side. Lament of a sort in the coupler.

SEVEN DAYS TOO LONG (2:21) [Popun & Bunston, BMI—Harrell, Bailey]
SOUL SHING-A-LING (2:16) [Popun & Bunston, BMI—Harrell, Bailey]
CHUCK WOOD (Roulette 4754)

Hefthy vocal antics and a solid ork sound should stir up plenty of spins
and a sizeable sales interest in this pop r&b mover, "Seven Days Is Too
Long" by Chuck Wood. Count on a promotion that should see this tune
turning into a bright item. Lower-keyed blues tunes deck out the bottom
side of the single.

ARMY BOUND (2:34) [L. Sherry, K. Sherry]
GO ON! GO ON! (2:47) [Colby, Strata]
LOIS & KAREN (Epic 10188)

"Army Bound" might well be called "front and center" by a lot of
teen spinners. The bouncy tune features a bright flavor and enough
life to have it forward marching to the hitville induction station.
Could set the Sherry sisters Lois and Karen in a major way. Pretty
soft samba stand makes up the B side.

Newcomer Picks

I'VE BEEN LOVING YOU TOO LONG (2:38) [Time & Curson, BMI—Roding, Butler]
TIME CAN CHANGE A LOVE (2:26) [Double Diamond, BMI—Huff]
CINDY SCOTT (Veepe 1268)

Cindy Scott could cash in on her up-tempo rending of the Otis Redding
hit of not too long ago. The solid throbbing version of "I'Ve Been Loving
You Too Long" features an exciting dance beat and the songstress's
vocal antics include a freshness that catches fire. Fancy backing behind
more fine sounds on the flip.

NEW KIND OF LOVE (2:06) [Jarb, BMI—Johnson]
I DON'T WANT A PLAYBOY (1:32) [Crazy Cajun, BMI—Ozen]
BARBARA LYNN (Tribe 5321)

Bright bouncing feeling, strong throaty vocalizing by Barbara Lynn
and a pretty love tune should boost the current interest in female blues
singers through this release of "New Kind Of Love." The tune is
shan-danced with a feeling that should strike home with pop and r&b deejays.
B side is a medium speed ballad.

UNDER THE STREET LAMP (2:45) [Hanzra, Stockbridge, BMI—Smith, Graham, Colbert]
YOU GOT TO HAVE MONEY (2:36) [Hanzra, Stockbridge, BMI—Smith, Cowwell, Graham, Colbert]
EXITS (Gemini 1004)

The Exits enter onto the scene with a grand r&b side that should
hit big in blues outlets, and could break wide open on the pop circuit.
"Under The Street Lamp" is a slow, building ballad that tells the tale
of ambitious teens in under developed areas, dreaming of making it.
This outing could put the group on the charts. Mid-tempo bluesier on
the flip.

HERE COME THE NICE (2:56) [Nice Songs, BMI—Marriott, Lane]
TALK TO YOU (2:06) [Nice Songs, BMI—Marriott, Lane]
SMALL FACES (Immediate 1962)

Overcoming a weak off-beat opening, "Here Come The Nice" picks up
the pace and is transformed into a tempting tune that could catch sales
fire via wide-spread pop spinning. Mid-tempo song that is jammed full
of heat and drives along with solid throbbing beat and breakout vocal-
ing. English influence on an r&b song.

THE FIRST CUT IS THE DEEPEST (3:07) [Duchess, BMI—Stevens]
SPEAK TO ME (2:15) [Nice Songs, BMI—Oldham, Hurst]
P. P. ARNOLD (Immediate 1901)

Delicate harp backing on the verses that gives way to a throbbing
support in refrains makes this a superb sound that should see a lot
of action on the pop and blues fronts. P. P. Arnold's fine vocal sound on
"The First Cut Is The Deepest" and the tune's arrangement are bound
to click. Rhythm and blues waller on the back.

TRY (2:43) [Circle Five, BMI—Salmany]
LIVE TO BE FREE (2:40) [Circle Five, BMI—Salmany]
STICKS & STONES (Coral 62524)

Deceptively slow opening serves to catch the ear, but the deck "Try"
then breaks into a pretty mid-tempo beat item that could stir up a
good deal of attention for the sticks and stones. Nice lover's tune with
the potential to click in a hurry. Faster paced fare on the flip side also has
the sound that could make some sales noise.

Best Bets

STEVE LAWRENCE & EYDIE GORME (Paramount 44229)
- SUMMER, SUMMER, SUMMER (2:04) [Sasqua, BMI—Green, Bonfa] Should be a nice amount of
sales action on tap for Steve Law-
rence and Eydie Gorme via this
bright, tuneful good music item. Keep
it in night.
(1+) BE STILL (2:38) [Hill & Range, Cabani, BMI—Man-
ning, Bonfa] Smooth, pretty re-
mancer on the back.

RUBY & ROMANTICS (Kapp 839)
- WE'LL LOVE AGAIN (2:29) [Screen Gems-Columbia, BMI—Mann, Well] Look out for
Ruby & the Romantics to chalk up
a healthy sales figure with this rhyth-
mic, blues-toned romance effort.
Stirring date. (R+) I KNOW (2:18) [At Last, Saturn, BMI—George] Under-
cut is a woes-oriented toe-tapper.
THE LEWIS & CLARKE EXPEDITION

-A NEWLY DISCOVERED GROUP WITH THEIR FIRST SINGLE-

THE LEWIS & CLARKE EXPEDITION

sing

I FEEL GOOD
(I FEEL BAD)

BLUE REVELATIONS

#1006

Manufactured and Distributed by RCA
INNOCENCE (Kama Sutra 292)  
- SOMEONE GOT CAUGHT IN MY EYE (1:57) [Kama Sutra, BMI—Alcivar, Ortega] Poignant, imaginative love icon could make this deck a real winner. Deserves attention. No information available on the flip side at this time.

RUNAROUNDS (MGM 13768)  
- YOU LIED (2:00) [Peterna, Neema, ASCAP—Bogdany] Solid rock bluesier here. Could go over big with the teen set.

EARL GAINES (Hollywood 1117)  
- MY WOMAN (2:05) [Galilee, BMI—Kilgore] A feelingful, slow-paced love ode, this one could develop into a much sought-after item in the pop marketplace. Bears watching.

LAINIE KAZAN (MGM 19775)  
- ROAD TO RUIN (2:47) [Jillbern, BMI—Knight, Neix, Christopher] Lainie Kazan voices nicely on this moving, tear-stained love ballad. Could see chart action.

JIMMY SMITH (Verve 10536)  
- RESPECT (2:12) [East, Time, Reidval, BMI—Riding] Popular organist Jimmy Smith has come up with a catchy, rhythmic treatment of this famed Otis Redding-penned ditty. Could go places.


MEL CARTER (Liberty 55087)  
- ENTER LAUGHING (2:26) [Colgems, ASCAP—Jones, Culbert, Allen, Spiritual] Ditzy, ditzy ditty from the Columbia flock. Might be a chart-directed item.

TAMS (ABC 10856)  
- MARY, MARY ROW YOUR BOAT (2:38) [Low-Sal, BMI—Bule, Cobb] Full-bodied, blues-toned romance effort over here.

(B+)— EVERYTHING ELSE IS GONE (2:37) [Low-Twi, BMI—Whitmer] Full-bodied, blues-toned romance effort over here.
A Couple of Big Ones

DON'T YOU MISS ME A LITTLE BIT, BABY

JIMMY RUFFIN

SOUL 35035

EVERYBODY NEEDS LOVE

GLADYS KNIGHT & THE PIPS

SOUL 35034
**Best Bets**

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<tr>
<th>Record Reviews</th>
<th>Inexpensive Handmade Look (Brunswick 55334)</th>
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<tr>
<td>WHAT GOOD IS UP (Regent, BMI–Root)</td>
<td>Wild, wicked song that gives the opening sounds pulse out a big beat on this unusual single that could at least give some observers a brief view of why psych lyrics might catch attention.</td>
</tr>
</tbody>
</table>

**Budt Greco (Reprise 9605)**

**She's a Carioca (23:30)**  [Juanita, ASCAP — Gilbert, Jobim, deMoraes] Tuneful, Latin-flavored instrumental - and a good tune for Budt Greco. Should be especially popular with middle-of-the-road listeners.

**I will wait for you (2:48)**  [Vogue, B.I.E.M., BMI — Ginbel, LaGrande] Snapzy version of this cut from the flip "The Umbrellas of Cherbourg." 

**Good Feelings (159581)**


**Sonny (Atco 6506)**

**I told my girl to go away (3:12)**  [Chris Mere, Cetilion, BMI — Bono] Sleepy caroul rhythm on this teen love song and a catchy shift into high-gear at end. Emotional. Lyrics are part of some song to attract attention for this potential sleeper of the summer.

**Buddy Greco (Reprise 9605)**

**I am the king (2:07)**  [Metron, Melody House, BMI — Myers] Peculiar pouting puts the ear on guard and draws attention to the building vocal job put down by Norman Charles. Good music possibilities for this budding artist.

**This is going to hurt (2:52)**  [Audubon, ASCAP — Kessler] Bluesy ballad here.

**Chip Taylor (Rainy Day 8092)**

**You should be from Monterrey (2:45)**  [Blackwood, BMI — Gorgoni] Tune Smith Taylor bowes as an artist on this easy moving ballad casting in on the Summer of Love. Try this for a hot time during the last few months.

**Buddy Greco (Reprise 9605)**

**Will you always be there (2:29)**  [Blackwood, BMI — Taylor, Gorgoni] Lovely ballad backer.

**Jerry (Shout 217)**

**Karate — Boo — Ga — Loo (2:20)**  [Boogalo & Love Lane, BMI — Murray, Kaplan] Sock it to the students and the attraction of boogalo rhythm could put Jerry's only lp back into the charting. Likely to be a big blues item.


**Bobbi Staff (RCA Victor 9251)**

**Sun tan and winding houses (2:67)**  [4 Star, BMI — Chapel] Bobbi Staff plays a nice national radio hit with this lively, hand-snapper. Excellent performance by the lark.

**I can't find my walking shoes (2:09)**  [Crestmoor, BMI — Rhoades] Cute, by Yazidi ditty over here.
NGC 4594
GOING HOME
S-2104

The galaxy known as NGC 4594 has been designated by astronomers as 'the most beautiful'—and so it is. Its earthly counterpart has taken the form of six young men whose only axe to grind is honed on their music and their mutual love of mankind and the beautiful things that life promises.

NGC 4594 ITINERARY
July 18-23, 1967 / Trudy Heller's Trik, New York City
July 24-30, 1967 / Cafe Au Go Go, New York City
August 1-6, 1967 / Cafe Wha, New York City
Early September / Player's Theatre, New York City

SMASH reaches for the stars
Producer: Dick Corby
The future of the Walter Brennan Theatre hangs in the balance. KSFO-
 manufactured in 1964, it square up to the audience as to
whether or not this distinguished fea-
ture show could become a permanent part of the Dan Sorkin Show. Sorkin
ran a contest called "Who loves the
Walter Brennan Theatre." The
winner, James J. Labyrinth, received a
"Love Bomb"—the shell of a genuine
25 lb, aerial World War II bomb
painted in psychedelic colors. It was
donated by the Stratford, Calif.,
Company of Concord. The Walter
Brennan Theatre of Radio and TV pro-
gram director Al Newman and produc-
tion coordinator Pete Scott
were given the bomb to put on the air.
Newman, trying a variety of
factors, found that all he could
do was Walter Brennan, Newman and
Scott did a swatting villain—Scott
portraying Whooping Whoops, crying,
and miscellaneous covered
wagon type people. KSFO's continuity
toctor and Stan has been
on the Walter Brennan Theatre, and
traffic director Brolin
saw a few folks, it was shown.
Clark portrays dead animals. So,
as one can readily see, a great theatrical
tradition is in operation. The
Walter Brennan Theatre was allowed to
perform, and all further develop-
ments breathlessly.

If you think that WMCA-New
York deeJay Dandy Dan Daniels
sings "Secret Season (On
Chance (With You)" on Cameo's newest
release, you're right. It's his disk
and he has all the endorsements
bark in Latin teen beat arrangement.

From Star Dusters to Furnace to Blades of Grass, That's the history of a group of Catholic students who
straed that fresh, summery rame. We might think that the members of that group were of
advanced age with all those
changes. But such is not the case.
Mark Black, lead guitarist, 18; Dave Gordon, drummer, 17; Frank DiChiarra, bass, 18; and Bruce Ames, rhythm guitar, 16. The Blades of
Grass gained its reputation for playing clean, well-structured music for a pubic who was
not always prepared for the
kind of music that they played.

AMAZING MAY'S PROMOTION: It
was one Monday in the middle of May
that the group of Philadelphia radio personalities Tom Brown and Bill Hickorick was
brought to the attention of the
schedule. They performed on a
WWOM-New York station, a
street show, and a record
promotion. The following five shows
attended, there was no change in outlook. Wickham himself is now
producing and an executive,
Radio. The group ran on the wall
for a while, but was able to produce one
record Distributors.
A-May's.
bert kaempfert turns us on!

so say...

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<td>REMEMBER WHEN</td>
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Bert Kaempfert’s Breakout hit single “Talk” on Decca

Coming Soon!... Anita Kerr Singers with their smash hit album “Bert Kaempfert Turns Us On”… on Warner Brothers
These are photographic highlights of MGM's recent, Las Vegas held, Psychedelia '67 Convention which saw the label write $2 million dollars worth of business. The confab was marked by MGM execs and distri...
SALES WILL ALWAYS TELL...
PROOF:
THE RAMSEY LEWIS MOVIE ALBUM.

CADET RECORDS PRESENTS
THE MOVIE ALBUM

STARRING

RAMSEY LEWIS

WITH THE TRIO AUGMENTED BY STRINGS, WOODWINDS, HORNS & VOICES

PERFORMING:

SONGS FROM THE FILM
SUNBURNED
SATURDAY NIGHT IN THE MOVIES
THE DOLPH IN
POMONA BAYS
AGING HOLLYWOOD
FROM RUSSIA WITH LOVE
THE SHADOW OF YOUR SMILE
MAGNIFICENT
RETURN TO PARADISE

ARRANGED AND CONDUCTED BY: RICHARD EVANS
PRODUCED BY ESMOND EDWARDS

LP/LPS 782 MOVIE ALBUM

THERE'S A WORLD OF EXCITEMENT ON CADET
NEW YORK:

The Newport Folk Festival has come and gone for this year. Highlights included a trio comprised of Joe Buss, Mimi Farina and Judy Collins; and appearance by Joanne Mitchell, writer of "Circle Game" and "Urgo For Going"; and all of which included his beginning-to-get-well-known-outside-New York "Alice's Restaurant Massacre Pt. II." Some music that his first child, seen at the fest were; Mr & Mrs Harold Leventhal, Mr & Mrs Al Brackman, Mr & Mrs Sean Ghelen, on the summer tent show circuit.

Marci Lynne, currently working out at the Living Room has signed a managerial contract with Barbara Bell.

George Segal visited Alexander's Dept. Store on July 22nd to autograph copies of his "Yann Yama Man." The store featured 1920's type fashions as a tie-in with both the LP and the flick, "The St. Valentines' Day Massacre.""Steve Jerome, proxy of Real Good Productions, has a new addition to his family. The baby was born July 14th and is named, Shawn Jeffrey, Jr.

Ritchie Becker reports that "My..."

BOBBY VINTON

Jac Holzman, Danny Fields and Tom Rush.

Clyde Otis has signed Jimmy Briggs to an exclusive recording contract with his Argon Productions. The new artist has already been recorded, and a disk affiliation is being negotiated. Otis will also handle management for Briggs. Eden Music, Otis' pubbery, has also been active in recent weeks with several tunes due out soon. These include: "Monica" by Eddie Fisher and "Mother Nature Father Time" by Eddie Arnold on RCA Victor, and "I'm In Your Corner" by Jean Wells on Colia.

The Sherry Sisters stepped up to the Cash Box offices for an all too brief visit this week... as did Dee Mullins and his manager Ray West. Dee's "War Baby" deck on OSS International is getting a lot of pop play.

Tony Secunda is managing the Procol Harum group, whose "Whiter Shade Of Pale" looks like a flat out international hit.

The Serendipity Singers will be at the Stowbrook Music Festival on Aug. 12th, ... The Four Seasons, having just played a Rheingold Central Park Music Festival, are set for the Colony Music Theatre in Latham, L.I. on Aug. 17th. Alan Lober produced and arranged the new Scott McKenzie release of "Look In Your Eyes" on Capitol. The Irv Singer-produced Galaxies IV's "Don't Lose Your Mind" is being re-released by RCA Victor because the original release took place during the height of the strike, ... a new single due out from the Royal Guardsmen on Laurie. ... Rust Records is releasing a follow-up to "These Are Here" by Boots Walker, its called "Magic Carpet."
The Dominic Sills publicity outfit is handling Wes Farrell's accounts and has informed us that the Senate label has signed "the Texas Songbird" Carolyn Hester to a recording contract.

Dot's Lanny Lee says that the "Rhapsodies For Young Lovers Vol. II" LP has been getting hot orders and that the Billy Vaughn Singers' "I Love You" LP is receiving good air-play.

Compass Records' Buzz Willis reports the picking up of two hot masters due out on Compass soon. They are: "Where Is The Party" by Helena Ferguson and "These Days" A Good Girl Is Hard To Find" by the Adventurers.

Todle Fields, who headline at Bimbo's in San Francisco will co-host the Mike Douglas TV show the week of Aug. 28th. ... Premier Talent Associates is doing a big job booking contemporary music groups as late shows.
**Cash Box—July 29, 1967**

**RECORD RAMBLINGS**

We can't help but wonder whether Good is rationalizing here—particularly in light of the previous two issues' Focus/ESP/Oddities coverage. At any rate, it's been a busy week for the band. The most recent press release from ESP announced that the signing of the group to that label was erroneous. The band is presently negotiating with several labels but, at this writing, the SF continent is unaffiliated. For Summit's eliminating 33. Ain't Directors. Married getting. According

**CHICAGO:**

The Faded Blues, who hail from Chicago, began work this week on their first movie "Blow Off Girls," being produced by Creative Films. Boys will be shooting in Chi, Cleveland and New York for the next three weeks. Their Red Schwartz came to town briefly (13) to present plans to radio stations WCFL and WLS for which they were responsible for the hit status here of each of the Tommy James & Shondells disks.

Russ Robbins, head of Directors Corp. (Milw) announced his firm's purchase of Appleton, Wis.-based Target Productions, producers of disks (under the Target Records banner), masters and commercials. Paul Gullis items that Tony Bennett, who just returned from a triumphant European tour, is scoring beautifully with his current Columbia material ("Tony Makes It Happen") and "Days Of Love" (single). Actress-lark Julie Wilson is here for a weeklong stint as hostess on the Jim Conway TV WEEK (WBKB). Newcomers, The Shag, are scheduled for a waxing session at Chess. Producer is Lex D'Arzvea who did the Mrs. Miller LP's. Summit's Tom Amann is reporting progress on the new Yardbirds' single "Ha Ha Said The Clown" (Epic) and follow-up "You Know What I Mean" by The Turtles (White Whale). Local group, The Rising Suns, are negotiating with a major label for the release of their first single "Everybody Should Love Somebody" b/w "Not The Same Girl." Next up at The Club is Chess recording star Little Milton and his review. Here's word from Morty Wax that The Kingsmen (Wand) will be appearing at Edgar County Fair in Paris, Ill. The Righteous Bros. have been added to the Henry Mancini bill at Civic Opera House (22-30). According to promo man Deck Atkins (Summit Dist.), the Fantastic Four have an- other big one in "As Long As I Live" (Ric Tic). The Yardbirds tapes a singles spotlight at Garmisa Dist. are Samantha Jones' "Ray Of Sunshine" (UA), "The Flim Flam Man" by The Mother Love (30th) and "One Wonderful Moment" by The Shakers (ABC). for Tommy Boyce and Bobby Hart, scoring with "Out And About" (A&M), were feted at a cocktail party in the Continental Plaza (20). Hosts were Jack White, Seymour Greenspan, Earl Glicken and the staff of Summit Dist.
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### POP PICKS

**THE PERCY SLEDGE WAY** — Atlantic (SD) 8116

Percy Sledge shows his way of singing a collection of excellent pop and R&B goodies. The ditties include Sam Cooke’s “You Send Me,” Otis Redding’s “I’ve Been Loving You Too Long (To Stop Now),” Ray Charles’ “Drown In My Own Tears,” and Johnny Ace’s “Pledging My Love.” The LP could very well develop into a monster, as Sledge sings in tender and touching style.

**THE STAX/VOLT REVUE, VOL. 1** — Various Artists—Stax (S) 721

Recorded live in London, this Stax/Volt set of soul promises to deliver major sales returns for the label. Among the swinging, rocking tracks are Booker T. & the MG’s “Green Onions,” Eddie Floyd’s “Knock On Wood,” Carla Thomas “B-A-B-Y,” and Sam & Dave’s “Hold On, I’m Comin’.” Exciting performances by all artists should insure the disk’s success.

**EVERYTHING BUT THE KITCHEN CINO** — LHI (7) E 12000

The Kitchen Cino delivers a healthy batch of rock outings for the approbation of the listener. The melodies include “B-A-B-Y,” “The Sorry Song,” “Please Come Back To Me,” “Last Chance To Turn Around,” and “Need All The Help I Can Get.” The album should create a good deal of excitement.

**MUSIC TO TURN YOU ON** — Pete Fountain—Coral CRL 57496/75496

Pete Fountain applies his lyrical clarinet to a happy, romantic album of pop tunes, highlighted by ditties from the movies. Included on the set are the title song, “Music To Turn You On,” “Thoroughly Modern Mille,” “Music To Watch Girls By,” and “Bourbon Street Parade.” The artist demonstrates why he is one of the foremost clarinetists in the business on the LP, and the disk should enchant Fountain fans.

**FOR ONCE IN MY LIFE** — Carmen McRae—Atlantic (SD) 8143

Carmen McRae sings a selection of pop melodies which her fans are bound to take to their hearts. The tunes include “For Once In My Life,” “Until It’s Time For You To Go,” “The Look Of Love,” and “It’s Not Going That Way.”

**THE HAPPY SOUND OF THE SKEWFOOT FIVE** — Decca DL 49/47/47015

The Skewfoot Five uncorks a bubbly brew of fun-for-all melodies performed with a view towards keeping the listener smiling. Among the happy tunes are “Georgy Girl,” “Thoroughly Modern Millie,” “Strangers In The Night,” and “On A Clear Day (You Can See Forever).” The music is bright, bouncy, and perky, and the album should provide many carefree hours of listening.

**THE FIRST LOOK AT ... FOREVER & EVER** — Jubilee JMG/S 8062

The first look at Forever & Ever, a folk-rock duo, is edifying indeed. They have penned all the tunes on this LP, and their material is poetic and lyrical. The melodies include "Friday Woman," "Saints And Sinners," "The Beautiful Night," and the charming "Early Morning Bath." Forever & Ever are a pair to be carefully watched.

**HAPPENING ‘LIVE!’** — Outsiders—Capitol T/ST 7174

All the excitement of a “live” performance is captured on this swinging LP. The Outsiders deliver a stirring rendition of their hit, “Time Won’t Let Me,” and a soft, silky version of “Michelle.” Other top tracks are “Ain’t Too Proud To Beg” and “Help Me Girl.” The disk figures to stir up plenty of consumer reaction.

**CANNED HEAT** — Liberty LRP 3526/LST 7526

Canned Heat, a group of blues musicians, play eleven tunes with ferocity and intensity, taking traditional country-styled blues and adapting them to the electric guitar and harmonica and to ensemble rather than solo frameworks. The songs include “Rollin’ And Tumblin’,” “Catfish Blues,” and "Dust My Broom." This one deserves the close attention of blues aficionados.

**HUGH MASEKELA’S LATEST** — Uni 3010/37010

Hugh Masekela sings and plays the trumpet in a selection of varied outings in a wide range of African, jazz, and blues styles. The songs include “Society’s Child (Baby I’ve Been Thinking),” “Lily The Fox,” “I Just Wasn’t Meant For These Times,” “Havanna And Everything.” The artist demonstrates great versatility on the LP, which should create lots of listener enthusiasm.

**THE SUPER HITS** — Various Artists—Atlantic Group (SD) 501

This album’s “hits” is the first in the new Atlantic group series containing outstanding hits originally issued on the Atlantic, Stax, and Dial labels. Among the tunes are “Respect,” by Aretha Franklin, “When A Man Loves A Woman,” by Percy Sledge, “In The Midnight Hour,” by Wilson Pickett, plus nine others. The package should fast become a collector’s delight.

**TOROS (SUITE FOR TWO GUITARS)** — Vicente Gomez & Richard Podolor—Decca DL 4873/48737

Vicente Gomez & Richard Podolor, Guitarrist’s present a musical picture of the brave bulls. He is accompanied by Richard Podolor on guitar and receives an instrumental backing. Narrations by Tom Dixon introduce the music. The haunting music and poetic narration capture the essence and flavor of the world of the fighting bulls. Listeners interested in bullfighting as well as fine guitar music should respond favorably to the LP.

**THE DIRTY DOZEN** — Music from the Original Soundtrack—MG M/E 1415

Music from the original soundtrack of the film, “The Dirty Dozen,” starring Lee Marvin. Frank De Vol’s score is expertly tailored to a picture filled with excitement and high adventure. His music reflects the military milieu and action of the movie. The album should establish itself as a favorite with movie music buffs.

**PRIVILEGE** — Original Soundtrack — Uni 3065/73065

Soon to be released, "Privilege" is a movie that could stir up a great deal of controversy, and lots of interest in the soundtrack album featuring a score by Mike Leander, The English rock stars Paul Jones, former Manfred Mann man, who sings "Free Me" and "I’ve Been A Bad, Bad Boy" which will bow on a single soon.

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CASH BOX — July 29, 1967
THE MOTHERS
newest album

ABSOLUTELY FREE

Hateful, Repugnant
& A Waste of Money
SONG OF KAMA—Festival MMS 6781
A dramatic re-creation of the Kama Sutra of Vatsyayana, the Hindu rites of love. The album was adapted from the book by Mohan M. Klon-jeet; the narration is by Shri Ben Hayeem. Back-ground music is performed by master musicians of India. With the new frankness towards sex, the recording is likely to become popular.

'LEGEND OF THE BLUES' Vol. 1—Memphis Slim—Jubilee GJM (S) 8003
This is the first of six projected albums recording the "Legend Of The Blues." Memphis Slim (Peter Chatman) is an appropriate choice to lend off the series. His blues efforts, such as "Little Lonely Girl," "Forty Years Or More," "Lend Me Your Love," and "I Feel Like Ballin' The Jack," are superb. The set should be of major importance to blues fanciers.

HERE IT IS! THE EXCITING PIANO AND RHYTHMS OF THE QUARTETTE TREES BIEN—Decca DL 193/71893
The Quartette Trees Bien consists of a piano (Jeter Thompson), bass (Richard Simon), percussion (Albert St. James), and congo drums (Percy James). The music is pulsating and rhythmic, and deft melodic touches are always dominant in the themes of such tunes as "Jasmine Eyes," "The Embodiment Of Your Smile," and "Autumn Leaves." The package should soon become a jazz favorite.

HAPPENINGS—Bobby Hutcherson—Blue Note BLP 4293
Vibraphonist Bobby Hutcherson sets out on a rhythmic excursion through a set of jazz sessions. He plays vibes and marimba, and is supported by Herbie Hancock, piano; Bob Cranshaw, bass; and Joe Chambers, drums. Six of the seven tracks were written by Hutcherson, among them are "Aquarian Moon," "Head Start," and "When You Are Near." The LP shapes up as a big winner.

GRITS & GRAVY—Eric Kloss—Prestige 7486
Alto saxist Eric Kloss cooks with gas on an LP of jazz sessions. Among the numbers are the title track, "Grits And Gravy," "Softly As In A Morning Sunrise," and "Milestones." "A Day In The Life Of A Fool," by Luiz Bonfa, and Henry Mancini's "Slow Hot Wind" are pointed in the direction of the record buying public, and the work of Jack Byard on piano is outstanding.

THE MUSIC OF ARNOLD SCHOENBERG, VOL. VI—Conducted by Robert Craft—Columbia M2L 342/343 782
A 2 record set comprising various works of Arnold Schoenberg. The compositions include "Serenades, Op. 24," performed by the Columbia Chamber Ensemble; "Anhinga," the Gregg Smith Singers and the Ensemble; and "Wind Quintet, Opus 26," the Westwood Wind Quintet. All five works on the LP are masterfully conducted by Robert Craft. This quality package should find fast favor with classical music devotees.

BLUE LIGHTNIN'—Lightnin' Hopkins—Jewel LP 6000
Lightnin' Hopkins sings the blues—low down blues, happy blues, and blues. The tunes include "Found My Baby Crying," "Back Door Friend," "Louisiana Dog Blues," and "Move On Out." Parts one and two. The artist renders his material with soul and feeling, and the album should be particularly popular with listeners who dig the genuine article in blues.

SWEET RAIN—Stan Getz—Verve VV 6-6993
Tenor saxist Stan Getz performs five smooth, glistening jazz sessions. The numbers include the title track "Sweet Rain," "Litha," "O Grande Amor," "Con Alma," and "Windows." Getz receives the stellar support of Ron Carter, bass; Grady Tate, drums; and Dick Coles, piano. The artist plays poetically on the LP, which should get heavy sales action.

A LITTLE TASTE—Johnny 'Hammond' Smith—Riverside 496/4996
Johnny 'Hammond' Smith performs seven jazz sessions. The set includes the title track, "A Little Tast," "Nica's Dream," "Cleopatra And The African Knight," and "Brake Through." Personnel in addition to Hammond on organ, are Virgil Jones, trumpet; Houston Person, tenor sax; and Luis Taylor, drums. The organ's sustaining quality is used to full advantage on the LP, which should move briskly in jazz circles.

PISTON/MARTINU/REFI/ROUSSEL—Julius Baker, flute/Anthony Makas, piano—Westminster XWN 19121/WST 17121
An album of 20th century sonatas for flute and piano. The disk includes Bohuslav Martinu's "First Sonata For Flute And Piano"; Albert Roussel's "Andante Et Scherzo Pour Flute Et Piano, Op. 51"; Walter Piston's "Sonata For Flute And Piano"; and Paul Reif's "Banter For Flute And Piano." Excellent performances by Julius Baker, flute, and Anthony Makas, piano, should compel the attention of classical music lovers.

POP BEST BETS

ODETTA—Verne Forecast FT/FTS 3014
Displaying brilliant artistry, Odetta sings a set of folk-oriented ditties calculated to appeal to a broad spectrum of musical tastes. Included on the disk is a beautiful version of "Strawberry Fields Forever," "Little Red Caboose," "Hogan's Alley," and "African Prayer." The artist performs with consummate style, and the LP is certain to score big with her many followers.

JAZZ BEST BETS

FIGHTING BACK—Greig McRitchie Band—Cadet LP/LPS 4963
Conductor and arranger Greig McRitchie brings back the big band concept to jazz, updating the sound with a modern touch of harmonic color. Fine solo players such as Shelly Manne, drums, Russ Freeman, piano, Joe Mondragon, bass, and Tony Rizzi, guitar, are featured. The tunes include "Jeepers Creepers," "Runnin' Wild," and "Gregg's Bread." The set should titillate the interest of jazz fanciers.

CLASSICAL PICKS

PISTON/MARTINU/REFI/ROUSSEL—Julius Baker, flute/Anthony Makas, piano—Westminster XWN 19121/WST 17121
An album of 20th century sonatas for flute and piano. The disk includes Bohuslav Martinu's "First Sonata For Flute And Piano"; Albert Roussel's "Andante Et Scherzo Pour Flute Et Piano, Op. 51"; Walter Piston's "Sonata For Flute And Piano"; and Paul Reif's "Banter For Flute And Piano." Excellent performances by Julius Baker, flute, and Anthony Makas, piano, should compel the attention of classical music lovers.

CLASSICAL PICKS
Thank You, Nancy
FOCUS ON JAZZ

Jazz Star John Coltrane Dies Of Liver Ailment

NEW YORK—John Coltrane, tenor saxophonist and a leader of the avant-garde jazz movement, died last Monday (17) at Huntington Hospital, Long Island, of a liver ailment. The 40-year-old musician is reported to have complained of stomach pains for several weeks, but had refused to see a doctor until the Friday prior to his death. He entered the hospital Sunday for surgery in treatment for an inflamed liver.

Born in Hamlet, N.C., Sept. 23, 1926, "Trane" developed a musical background from his father who played the violin and his mother who played the piano. He later enrolled in the lines of his early hero Sidney Bechet.

By the late 40's, he had worked with several of the leading men in the jazz field, including Nat "King" Cole, Davis Quintet and Dizzy Gillespie.

About 5 years ago he began to experiment with music, and developed new techniques described by Nat "King" Cole. He also turned to religious and Oriental influence for exploratory material.

Reaching the peak of acclaim in 1965, Coltrane was named "Jazzman of the Year" by Down Beat magazine, was voted "Outstanding Man of the Year" by the Down Beat magazine of fame; and took honors for Album of the Year with his "A Love Supreme."

Affiliated with Impulse Records since 1962, Coltrane has released 17 LP’s and of these one is yet to be released. "Expression" which last set was cut in February, and the title was chosen by him the Friday before his death.

Coltrane had a home at Candlewood Falls, New Jersey, was survived by his widow Alice McLeod Coltrane, his mother and four children—John Jr., Rasha, Michelle and Oran.

(Photoby Mort Fega on this page)

Coltrane, Frank Sinatra. A concert tour scheduled for the summer of ’65, was limited due to his crowded work schedule. Nevertheless, due to demand, it was extended. Appearing on the bill with Sinatra were Sergio Mendes and Brazil ’66 and comedian Pat Henry, Buddy Rich’s Orchestra provided the backing, augmented by a 12-piece string section.

The trip started with matinee and evening performances at Pittsburgh’s Civic Arena on July 14th, followed by a Public Auditorium (6); matinee and evening performances in Chicago (10 & 11); two concerts in Philadelphia’s Convention Hall (13 & 14), and the Civic Center in Baltimore.

Local arrangements for the tour were handled by Franklin Frie’s Triangle Productions Inc. in Chicago, Detroit, Cleveland and Philadelphia. Fold Brothers Super Attractions handled matters in Philadelphia, Pittsburgh and Baltimore.

CRC Adds To Staff

HOLLYWOOD—William A. Shock, vice president of operations of Capitol Records, Inc., has announced the addition of Donald C. Feddo and Edward R. Frank to his staff.

Fowe joins CRC as national distribution manager, reporting to Russell H. Niehaus, deputy director of advertising.

For the past 10 years, Fowe has served as distribution services manager of Columbia Records, Inc.

Frank who has been chief building engineer for Columbia since 1956, will become building manager for the new CRC facility, presently being constructed in the Los Angeles area.

In the interim, Frank will work on Niehaus’ staff as project coordinator.

Le T. West Coast Maer

NEW YORK—George Lee, Warner Bros. east coast operations manager, has left to visit the west coast for A&R meetings. He will continue on for the regional sales meetings.

John Coltrane is dead, and with his passing another of the giants has fallen. More than anyone else, Coltrane brought new spiritual dimensions to the avant-garde movement in jazz, a style which has produced many jazzmen, some more worthy than others, but none with greater impact. Trane, as he was known, displayed it all, and his explorations into the ultimate jazz sound with product of the time played with big bands, small groups, rhythm and blues and any number of his. Coltrane played it Today, if you had to name one saxophone player who has exer-

Newsmaker

SOLID JOE & JAZZ—"Joe Williams (left) is shown playing his Solid State LP, "Presenting Joe Williams of the Joe Williams Jazz Orchestra," on Joe Franklin’s New York-based TV.

Scholarship Winner Announced

By Federation Of Music Clubs

NEW YORK—Jay Thompson, a baritone presently teaching voice and singing, will receive a doctorate from the University of Missouri at Kansas City Conservatory of Music, was selected as the first recipient of a $2,000 scholar-

ship which was announced last week by Mrs. Louis Zahn, chairman of the International Music Scholarship Committee of the National Federation of Music Clubs.

With this award, Thompson will study in England at the London Opera Centre.

The scholarship was made possible by the generosity of Mrs. Robert W. Roberts of Flin, and Miss Margarette G. Baiz of New York. It was instituted at the direction of the late Mrs. Olivepark, arranged by the US Embassy.

For the London Miss Ruth Waterman, 20-year-old British violinist will attend the Juilliard School of Music under an ex-

change scholarship.

Le T. West Coast Maer

NEW YORK—George Lee, Warner Bros. east coast operations manager, has left to visit the west coast for A&R meetings. He will continue on for the regional sales meetings.
John Coltrane

In Memory Of A Great Artist
NEWPORT FOLK FESTIVAL-'67

YOUNG WRITERS/SINGERS—(from the left) Daddy Ste. Marie, writer of such songs as "Now That The Buffalo's Gone" and "My Country 'Tis Of Thy People You're Dying," plays the mouth-bow, a traditional instrument found among primitive peoples throughout the world. A Vanguard artist and member of the Cree tribe, she has long been among the most eloquent spokesmen for full equality of the American Indian. Arlo Guthrie, oldest son of Woody Guthrie, shown performing his marathon, "Alice's Restaurant (Massacres Pt. II)." Arlo (Reprise) stopped the show on three different occasions. Lorely Joanie Mitchell, perhaps best known for her "Circle Game" and "Urge For Going" compositions, is shown as she makes her major debut as a performer at the Newport Folk Festival. Gordon Lightfoot (UA) writer of "The Early Morning Rain," performs with his 12-string guitar. Novelist/performer/poet/writer Leonard Cohen, writer of "Suzanne" and "Dress Rehearsal Rag," sings at Newport. His first waxing is due out soon on Columbia.

MUSIC AND FLOWERS—(from the left) Joan Baez (Vanguard), Judy Collins (Elektra) and Mimi Farina (Vanguard) sing together, a trio of folk luminaries rarely heard. The Jim Kweskin Jug Band (Vanguard) is shown in their usual fun-filled, driving, funky performance. The fiddler standing slightly behind the group is Richard Green, who nearly tore down the stage with his exciting jazz treatments. Theodore Bikel (Elektra), Oscar Brand (Elektra) and Pete Seeger (Columbia) offered delightful folk songs from many different bags.

COUNTRY AND OLD-TIME MUSIC—(from the left) Raymond Melton, from Carroll County, Va., plays his 4-string dulcimer, Ramona and Grandpa Jones work on some down home country sounds with Merle Travis, whose clean, finger-picking guitar style has won many an audience over the years. Maybelle and Sarah Carter, surviving members of the original Carter Family, making their first joint concert appearance in 40-years, The Galax String Band, from Galax, Va., comprised of Kyle Greed on banjo, Roscoe Russell on guitar, and Benton Flippin on fiddle. At the far right is Billy Monroe, the "father of Bluegrass Music," shown with his mandolin.

THE GOSPEL AND THE BLUES—Katy Bell Nubin and Sister Rosetta Tarpe offer their mother/daughter gospel renditions to the audience at Festival Field. Cambridge's Jim Kweskin is shown backing up Sippie Wallace, who is seeking to cut an LP with the Jug Band in the Fall. Columbia's powerhouse group, the Chambers Brothers, plays its blend of folk-Blues-gospel to a delighted audience. The drummer is Brian Jones. Muddy Waters is shown working out the Blues with a solo from Cambridge named, Leonida. Muddy had heard her in the Blues workshop and brought her onto the stage with him.
Claude King has the big C&W single that's going straight to the Pop.

"Laura (What's He Got That I Ain't Got)"

Claude King
Where the action is King-size.
On COLUMBIA RECORDS.
Compass inks Kathy Keegan & O. Worthington: Buys Masters

NEW YORK—Compass Records has signed songstress Kathy Keegan and pop pianist Oliver Worthington. The label has also just acquired two R&B masters.

Inked to an exclusive pact by Compass, Kathy Keegan will make her first recordings for the label in the next few months. William Kissner will arrange the label’s material for those recordings.

Oliver Worthington’s first Compass session single, “Night-Adder,” was completed earlier this month. It is due for immediate release.

A&M: Norman-Leonard record Maxwell, the TV "The breaking branch for his "Crowd."

Jerry Blatt for the TV Theatre Inc. is his Corp. association with the TV branch of the Compass Distri- buting Corp. was the manager of Cleveland's branch of the Compass Distributing Corp. in 1966.

With his past experience and performance, Blatt makes an excellent addition to A&M Records in an area of recording that is becoming more and more important to the music-buying world," stated Jerry Moss, pre- sident of A&M.

MGM Pics Reports Record Revenues & Earnings

NEW YORK—Metro-Goldwyn-Mayer, Inc. has announced higher revenues and earnings for the 40 week period ending June 3 1967 in any comparable period since separation from Loew’s Theatre in 1959. The report was made in a quarterly letter to stockholders from Robert H. O’Brien, president and chief executive of MGM.

The statement to stockholders stated that during the 40 weeks of the current fiscal year, net earnings hit $8,750,000, an increase of 43% over the same period last year.

With revenues of $74,625,000, and with per share earnings of $1.88, compared to $1.28 the year before; and a quarterly dividend of 50c was announced.

During the quarter, MGM Records has been worth a valuable addi- tion to A&M sales and continual representation on the singles best sellers, many of the most popular artists in the singles field included on the record division’s support roster. The Piano of Hermin, Eric Burdon and the Animals, Sandy Posy, the Lovin’ Spoonful and Every Mother’s Son. Cited albums included “You’re a Good Man Charlie Brown” and soundtracks from “Doctor Zhiv- vago” and “Grand Prix,” and LP’s from Experience, Jimmy Smith and the Blues Project.

Spearheading the record earnings and sales for the MGM’s box office, draws from current films including “The Dirty Dozen” and long-running films such as “The Missiles of October” and “Grand Prix.”

O’Brien noted that the coming fiscal year shows promise of further record breaking potential through the up- coming release of “Gone With the Wind” and “Far From the Madding Crowd.”

Television sales and forthcoming specials contributed to the company’s

Costa Cutting First LP For Verve Label

LOS ANGELES—Don Costa, who has been successful in the music field through work as a film composer, arranger and conductor, and as a recording artist, has become a conductor and artist, has begun cuttings sessions of “Doctor Zhivago,” “Boulevard,” and “Grand Prix.”

Heress noted that the coming fiscal year shows promise of further record breaking potential through the up- coming release of “Gone With the Wind” and “Far From the Madding Crowd.”

Television sales and forthcoming specials contributed to the company’s

We're LONG on Service at......

Cash Box—July 29, 1967
CBS/Group Decentralizes

NEW YORK—Goddard Lieberson, president of the CBS/Columbia Group, last week announced the promotion of Les Grossman, former vice president and assistant to the president, and the appointment of four other members in the company’s program of decentralization of financial functions.

Lieberson joined CBS in 1958 and worked as senior and general auditor until he became assistant controller in 1961 and vice president of the finance division in 1965. In 1965, Lieberson was appointed vice president of development and became responsible for the exploration, study, evaluation, coordination and execution of major development and diversification activities of the CBS/Columbia Group. In his new post, Lieberson will continue to plan and oversee these actions, and he will be responsible for directing the complementary functions of market and economic research. He is also to assist Lieberson in managing and the fulfillment of present objectives of the firm plus formulating new strategies and objectives.

Lieberson also noted that four new controllers were appointed, and that the Group program of decentralization of financial functions had been completed. The plan had begun in 1966.

The four new appointments went to Theodore K. Sullivan, who will handle the Columbia Records division; Joseph J. Cucich, vice president in charge of operations and controller of the CBS direct marketing services division; Nicholas Cirillo with the CBS/Paramount division; and Harold Travis at the CBS musical instruments division.

A Whopper Of A Slip-Up

NEW YORK—In last week’s C&W chart, inadvertently left out the title “World’s Biggest Whopper” by Junior Samples on Chart Records, was the song, “The Love Of My Life,” written by Slim McKeever on RCA Victor was listed as number 26, but should have been in the number 27 slot.

EXCLUSIVE CONTRACT—Les Ledo and Paul Schaffer, of the Paul Schaffer organization, signed exclusive songwriting contracts with Millene Music, an ASCAP affiliate of Aught Productions. Wesley Rose, president of the company, stands at the right, as the ceremony takes place in the Aught-Rose headquarters in Nashville.

Gartenberg To Exec Yee Post At CBS Mktg. Div.

NEW YORK—Seymour L. Gartenberg has been appointed executive vice president of the CBS direct marketing services division, according to an announcement made last week by Cornelius F. Keating, Jr., and general manager of the division.

In his new position, Gartenberg will direct operations, controllership, development, administration, order service and product planning, credit and collections, and the research and planning functions of all operating units of the division. Services programs of the direct marketing services division include the Columbia Record Club, Columbia Stereo Tape Club, Columbia Masterworks Subscription Service, Columbia Musical Treasuries, Records Unlimited and Just airls Sales.

Gartenberg joined Columbia Records in 1956 and advanced to positions in the accounting and financial sections of the firm. He became vice president of the finance division of Columbia Records in 1965, and was made vice president and assistant to the president of the CBS/Columbia Group last year.

Mason Records Revives Crosby-Like Crooning

NEW YORK—In a business where new musical trends crop up with each new generation, and gimmickery is considered standard operating procedure, it is somewhat rare to see the debut of a new label aimed at propagating a near-extinct form of music—the sound of the 30s. The label is Mason Records and the owner (and sole artist at this point) is Steve Mason, a former singing waiter whose “hug” is crooning the pop ballads from an era that saw Bing Crosby and Ross Columbo holding down popularity positions much akin to those currently held by the Rolling Stones. Not only does Mason feature a bill of fare composed strictly of classic pop ballads, but he delivers them in the style that once charmed flappers to flip and bobby soxers to bob. His vocal efforts aimed almost entirely at the 35-year-old plus audience, the erstwhile teeny-boppers who were hopping before bob became an “in” art form.

At this point, Mason Records has a catalog of two albums and eight singles, with distribution limited to the New York area. The label is as close to a one-man operation as can be found in the business, with Mason constantly changing uniform as he becomes label president, promo salesman, arranger and artist almost simultaneously. To date Mason’s drive to revive the past is an uphill battle, a one-man crusade which he hopes will spread beyond the confines of the five boroughs here. Word-of-mouth was the basis of his publicity until he began making frequent appearances on the New York-based Joe Franklin TVer, “Mental.” As interest begins to grow in the label, Mason, who operates out of 516 Decatur Ave. in the Bronx, is sending out feelers to such areas as Chicago, L.A., and thru the F division and Los Angeles for distribution and handling of the label, with hopes of reaching the good portion of the best audience which certain audience that remembers “I Surrender, Dearest.”

Mellin Forms Pubbies With Fisher And Bregman

NEW YORK—Robert Mellin has established two music publishing firms: one with Eddie Fisher and another with Buddy Bregman. The Bregman firm is called Subar Music, while the firm formed with Eddie Fisher has not yet been named. Both firms will be BMI affiliates and will base their operations in London, primarily working on the world-wide placement of TV, stage, and cinema music.

MONO LP PRICE INCREASE

In answer to retailer and one-stop requests, Cash Box is providing data on those labels which have announced price increases of their mono LPs to the level of stereo. This section should be detached and placed where 44¢ can inform consumers of the price rise. Additions will be made when they arise. Cash Box urges labels not represented, but which have made similar moves to bring their moves to our attention.

ABC (BluesWay, Dunhill, Jordan & Tangerine): Effective Date: June 19; Comments: Elimination of Command mono line.

A&M: Effective Date: June 5

ATLANTIC: Effective Date: June 9

AUDIO FIDELITY: Effective Date: July 1; Comments: All $3.79 LP’s are now $4.79; “Best Of” series, formerly $2.98, is now $4.79.

CBS (Columbia, Epic, Date): Effective Date: June 5

CAPITOL: (Angel): Effective Date: July 1; Comments: Rise applies to pop & classics, “W” series.

CHESS-CHECKER-CADET: Effective Date: June 12; Comments: Chess Sermon and Checker Spiritual LP’s not include.

DECCA (Coral, Brunswick, LHI): Effective Date: July 7

DISNEYLAND: Effective Date: June 12; Comments: DQ series retail at $1.89 for mono or stereo; Storytellers, formerly $4.79 stereo, now $3.79 stereo; Vista Fantasound for mono or stereo; soundtracks on Vista $3.79 for mono or stereo.

ELEKTRA: Effective Date: June 9; Comments: Except 300 series at this time.

GNN-CRENSHAW: Effective Date: July 1

KAPP: Effective Date: July 1

LAVIERE: Effective Date: June 26

LIBERTY (World Pacific, Pacific Jazz, Mint, Dolton, Blue Note, Soul City, & Robert Thames): Effective Date: June 12

LGM: Effective Date: June 9

MTA: Effective Date: July 15

MUSICOR (Dynamo): Effective Date: Immediately

ORIGINAL SOUND: Effective Date: July 1

RCA (Coloms): Effective Date: June 1

ROULETTE: Effective Date: June 25

SCEPTER-WAND: Effective Date: July 1; Comments: Albums by Justin Wilson are recorded in mono.

TOWER: Effective Date: June 12; Comments: Hob gospel series not included.

WARNER BROS. (Reprise, Loma): Effective Date: June 12; Comments: All albums designated “R,” “W,” as well as those designated “RS,” “WS” and “LS,” in 44¢ single albums on WS, Reprise and Loma, will bear a suggested list of $4.79; All albums designed as “P,” “F,” “FS,” and “BS,” will carry a suggested list of $5.79.

A Tasty Ride

Acta Records has just signed the Peppermint Trolley Company, picture here. Reading left to right, they are: Casey Cunningham, Denny Faragher, Jimmy Faragher, and their producer/man-ager Dan Dalton. Acta topper Ken Meyers is seated, right.

Cash Box—July 29, 1967
This is the group that taught a bass, a drum and a couple of guitars to come off like a motorcycle. Davie Allan and the Arrows are able to express all the sounds of today from the wild pulse of the cycle to the fragile wail of today. These four albums talk anybody’s language. And from the albums, two great singles.

BLUE’S THEME 295, CODY’S THEME 341

The SWINGING ENGLAND SOUND OF THE PINK FLOYD

Is this Britain’s hottest new group? Bully if it isn’t! Their new single is already in the UK’s top ten. The second in a row to get there. So start thinking pink.

THE PINK FLOYD/SEE EMILY PLAY 356
Mass., proved to be a crowd pleaser and resulted in Arlo's being acclaimed a bright star on the folk horizon.

**Tribute To Guthrie**

The New York, New York, concert, held on the 16th, was ended by the singing of "This Land Is Your Land" (originally written for the war effort and heard by thousands of our troops overseas). Arlo Guthrie sang the song to the audience, who were moved to tears by its emotional and patriotic content.

**Highlights**

Elektra's Judy Collins appeared off and on during the ten-day Festa country fest as well as on the last night of the festival. She was accompanied by Linda Ronstadt, who sang with her on "Laura." Judy Collins and her husband,install a radio station on the roof of the Guthrie Children's Fund building.

**Old Time Music**

Several forms of old time music were more adequately represented by the New Lost City Ramblers, the Galax String Band (from Galax, Virginia), and Washboard Carter, Raymond Melton, Jimmy Driftwood, and Jean Ritchie. These musicians served together on the mountains of (West Virginia), kept the hammering dulcimer tradition alive. In the old time shows, we were reminded of what John Cohen said when speaking of the current preponderance of folk music. As he stated, "there's plenty right now, but this is gone time, it's gone for good."

**Wexler Adds Monterey Gift To Neil Cole Rock Prod.**

NEW YORK—In a letter mailed last week to Low Adler, Atlantic executive vice president Jerry Wexler requested that "serious consideration" be given to contributing "a significant allocation" of the recent Monterey Pop Festival's proceeds to the United Negro College Fund Music Division.

Offering congratulations on the success of the festival, Wexler noted the response of the predominantly white audience to acts featuring Otis Redding and Booker T. & the MG's. In donating to the Negro College Fund, he said, it furthers the "potential of some deserving Negro youngster to become tomorrow's Otis Redding or Leonenty Price."

Among others cited in the note as being "deeply committed" were John Phillips and Andrew Oldham.

**Carolyn Hester Signs With Willie Cash's Coral Rock Prod.**

NEW YORK—Folk singer Carolyn Hester has signed a three-year deal for record production with Wes Farrell's Coral Rock Productions. The deal does not preclude any label negotiating offers, as Miss Hester is free of her record contract with Columbia and is now working an LP for Coral Rock. Farrell plans to spend the remainder of the summer working with her on the album. Miss Hester will go on tour in England for the month of September.

**Capitol Piracy Case**

(Continued from page 7) contractual stipulations with their duplicators calling for the release of a tape recording of the song "My Love." It's understood that one label estimator of 45,000 copies estimated on its smash album. Once a long LP is released, it can be used by pirates for the manufacture of cartridges and sold to retailers as "custom" purchases. This goes both for 4 and 8 track tapes.
THIS SHOULD HAVE BEEN A THREE PAGE AD BUT WE HATE TO BRAG*....

THIRD IN A SERIES OF CHART MAKERS....

A NEW MOOD...

THREE ACTION SINGLES ON VIVA

---

A NEW STAR...

Zig Zag News / THE SOUND SANDWICH

I Don’t Want To Follow You / THE WAILERS

I'm Gonna Go Bummin' Around / SONNY CURTIS

*Besides, it costs too much.

DISTRIBUTED NATIONALLY BY DOT RECORDS, INC.
AGAIN!

THE PROVEN SALES STORY FROM DOT RECORDS

THE BILLY VAUGHN SINGERS

I LOVE YOU

THE BILLY VAUGHN SINGERS

UP-UP AND AWAY - THIS IS MY SONG
IT'S JUST A MATTER OF TIME
GROOVIN' - SUNDAY WILL NEVER BE THE SAME
I GOT RHYTHM
YELLOW ROSES MEAN GOODBYE
ONLY I

SOMETHIN' STUPID
I LOVE YOU AND YOU LOVE ME

Produced by SNUFF GARRETT

DLP-25813
HENRY MANCINI
DOOLETOWN PIPERS

HOBBY.—It was a capacity house at the Greek Theatre for opening night exercises involving Victor Andrews, who sings, and Mister Errol. (Complete orchestra).—Except for two empty seats behind the C.B. at the bandstand, the auditorium was completely filled. Mr. Andrews, with a glaze directed to the audience, launched into a rendition of "Wildwood" which demonstrated the rare ability to make music without ever touching the keyboard. It's the kind of touch safecrackers pray for, and it produces a cache of kicks. (Lucky MGM Records!)

Eddie Karam's deft direction lent business to arrangements that showed off the Williams throat, as well as a stereo sound system in perfect balance.

Errol made his first appearance after a 15-minute opening set by the headliner, launching into a rendition of "Autumn Leaves" that demonstrated his rare ability to make music without ever touching the keyboard. It's the kind of touch safecrackers pray for, and it produces a cache of kicks. (Lucky MGM Records!)

His 30-minute turn took its "Misty," "That's All," "Gypsy In My Soul" and a couple other finger exercises, with firm center-stage support from Al McKibbon on bass, Bill Douglas on drums and Jose Mangual on bongos.

Errol returned with his patented leather hair and patented grunts after intermission to poke through some firm-name-wearing things with Andé. They obviously enjoyed this shadow-puppet show and the box office was contagions.

In fact, it was pretty much at this point that the evening picked up pace and kept along to conclusion, some 2 1/2 hours (including intermission) in concert. The over-long can be attributed to Andy's predilection for between-tunes jokes and anecdotes.

It produced laughs, in addition to diglets from a few, but could have been sandwiched into times of interest and those who prefer lyrics to punchlines.

Seeds

NEW YORK—Solid rock, spiced with far-out harmonies and electronic sound effects, made up the first, second and third courses in the evening billing fare offered by the Seeds on Friday night, June 14, at the newly-opened Free, title tune from the latest Williams album to earn a gold coat, "Dear Larry, Drums of Wine And Roses," ad infinitum—and the crowd greeted each familiar number warmly, as if it were a homage to "A Man And His Microphone." What the whole, Andy was with it, in fine voice that the outdoor arena and its chilling temperature failed to flail. With items such as "Danny Boy" held out, the mob, as if they returned better than 5.0% interest.

And, a 40-piece orchestra under Eddie Karam's deft direction lent business to arrangements that showed off the Williams throat, as well as a stereo sound system in perfect balance.

Errol made his first appearance after a 15-minute opening set by the headliner, launching into a rendition of "Autumn Leaves" that demonstrated his rare ability to make music without ever touching the keyboard. It's the kind of touch safecrackers pray for, and it produces a cache of kicks. (Lucky MGM Records!)

His 30-minute turn took its "Misty," "That's All," "Gypsy In My Soul" and a couple other finger exercises, with firm center-stage support from Al McKibbon on bass, Bill Douglas on drums and Jose Mangual on bongos.

Errol returned with his patented leather hair and patented grunts after intermission to poke through some firm-name-wearing things with Andé. They obviously enjoyed this shadow-puppet show and the box office was contagious.

In fact, it was pretty much at this point that the evening picked up pace and kept along to conclusion, some 2 1/2 hours (including intermission) in concert. The over-long can be attributed to Andy's predilection for between-tunes jokes and anecdotes.

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New Ampex Process

NEW YORK—Six labels are taking advantage of a newly-developed Ampex process for reducing background noise during tape playback in recording fifteen new classical albums for near future release.

The new process, called EX+, is said to allow the listener to hear the volume of sound recorded on the master tape over standard recording techniques. This greater volume passed on the tape duplicates reduces extraneous noise as much as 50%, vastly improving the signal-to-noise ratio.

Donald V. Hall, general manager of Ampex Stereo Tapes, said that music recorded with the EX+ process can be played back at a substantially lower volume that greatly reduces the noise level.

Initial albums recorded with the new process include two recordings for London, Archive, DGG, Philips, Mercury and Vanguard.

The albums are duplicates on a high quality polyester based Ampex film and feature Ampex engineering designed to prolong head life.

NEXT WEEK:

112—SO GOOD
Don & Goodwill (Chess 27435)
118—LET'S LIVE FOR TODAY
For Your Love (Capitol 25002)
127—BACK TO BACK
B. T. Poppy BTO (BTO 1002)
131—FISTFUL OF DOLLARS
(Soundtrack RCA Victor LOC/LOS 1713)
136—TIM HARDIN 2
(Pever Forecast FT/FTS 3022)
49—YOU DON'T MISS YOUR
King Curtis (Ato 4948)
35—YOU'RE MY EVERYTHING
Temptations (Gordy 7063)
47—GROOVIN'
 Booker T. MG's (Stax 214)

Contrast Writer

Marvin Irey (left) signs an exclusive writer's contract with Columbia Records. "Our composition catalog will be impressed," said Marvin Irey. Irey himself is presented on the charts with "Apples, Peaches, Pumpkin Pie," by Jay & The Techniques on the Smash label, and "It's Very Ross production, Closed, with the Pipers piping, were three of the most famous Mancini-Mercury standards — "Days Of Wine And Roses," "Charade," and "Moon River." Also a good deal of Hank-sounding music provided by the urban composer—a tearful shrill while introducing "The Concert For Peace" as "My most recent academy award loser," and a beautifully executed hit, announcing the arrival of a baby boy at drummer Jack Splinga's house. "Will the production make a bow?" says Mancini and most of the 40 piece orchestra rises to the occasion.

Mancini's innumerable credits include 20 Oscars, scores to 15 films in the past seven years and 17 Grammies, a record total for the record industry academy. In his last appearance at the Greek, Mancini mentioned that he has instructed three children through college on the royalties of "Moon River." "I'd like to mention," he added, "that I am Love."

Procol Harum Changes Mgrs.

NEW YORK—Tony Secunda has taken over management of the British band Procol Harum. Procol has also added two new members, it was announced in London last week. In his new role, he now consists of drummer and guitarist. Procol Harum has already re-recorded all unreleased version of their "Shades Of A Pale" on London's Deram label and is appearing on the screens, and is in the final stages of preparing its first album for international release.

A series of concerts throughout Europe is scheduled for August.

Seeds

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THE CASH BOX
BULLSEYE

COUNTRY REVIEWS

- Best Bet
B+ very good B good

THE CASH BOX
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LOVE OF THE COMMON PEOPLE (2:50)
Trees BMI—Hurry, Wilkins)

WAYLON JENNINGS & WAYLORS (RCA Victor 9259)
Here's a deck by Waylon Jennings and the Waylors that could turn into a twin-sided smash for the songster. One side is "The Chokin Kind," an appealing country cut and bound for a big reaction. Flip, "Love Of The Common People," could also do quite well for itself with some airplay. Neither side should be overlooked.

JACKSON AIN'T A VERY BIG TOWN (2:25)
[Acclaim BMI—M. Alpin)

NOW IT'S EVERY NIGHT (2:22) [Starday BMI—Hayes]

NORMA JEAN (RCA Victor 9258)
Here's a new item by Norma Jean, dubbed "Jackson Ain't A Very Big Town," which should be another Top 50 item for her. The songstress should have her fans out for this one in a hurry. "Now It's Every Night" is a midsized cut of a triangular romantic sort.

I REALLY DON'T WANT TO KNOW (2:11)
[Bill & Range BMI—Robertson, Barnes]

DEEP WATER (2:13) [Milene ASCAP—Rose]

CARI SMITH (Columbia 41233)
Cari Smith takes the oldie, "I Really Don't Want To Know," laces it generously with feeling and comes up with a lid that should appeal to a good many country buyers. Plenty of spinners should get on this one. On the flip he comes across with an easy-paced bouncer called "Deep Water."

MY LOVE FOR YOU (1:54)
[Acuff-Rose BMI—Ashworth, Watson, Moreland]

YOU'RE TEARING MY HEART OUT (2:00)
[Acuff-Rose BMI—Ashworth—Archer]

ERNIE ASHWORTH (Hickory 1466)
Ernie Ashworth's latest bid for chart honors, called "My Love For You (Is Like A Mountain Range)," ranks as one of his best entries in quite a while. The lively, infectious romancer stands a good chance to shoot real high. Flip side reverses the theme with a blouser called "You're Tearing My Heart Out."

A WOMAN IN LOVE (2:18)
[Lin-Cal, Ring-A-Ding BMI—Anderson]

I WANT MY BABY (2:57)
[Heartstone, Mule-Rose ASCAP—Blair, Kay]

BONNIE GUITAR (Dot 17029)
Bonnie Guitar's followup to "You Can Steal Me" is an excellent side called "A Woman In Love," which has a healthy amount of twin-market potential. Look for this swaying, easy-paced charmer to cause quite a stir in both country and pop areas. Another real pretty session on the flip, "I Want My Baby."

ROHO AND THE BLACK BANTAM (2:25)
[Ly-Renn BMI—Keltow, Blakow, Johnson]

WE NEVER GET HUNGRY ON SUNDAY (2:19) [Regent BMI—Null]

ARCHIE CAMPBELL (RCA Victor 9257)
Following right behind his recent "Cockfighter" winner, Archie Campbell comes across with a sequel entitled "The Black Bantam." Another fun-filled tale of "fowl deeds" in the Wild West, this one looks like another charter for the comedian. "We Never Get Hungry On Sunday" is a touching corny-braced ballad, worth a listen or two.

GET THIS STRANGER OUT OF ME (2:25)
[Forest Hills BMI—Owens]

HOBOS PRIDE (2:35) [Four Star BMI—Frizzell, Mulkey]

LEFTY FRIZZELL (Columbia 41265)
Lefty Frizzell offers what could be a winner for him in this plaintive, blues-tinged ballad. Tabled "Get This Stranger Out Of Me," the lid is a pretty item that may bring Lefty right back into the high spots on the charts. "Hobo's Pride" is a well-done dopper.

TOBACCO ROAD (2:26) [Cedarwood BMI—Loudenslirk]

WAVE GOOD-BYE TO ME (2:00) [Wilderness BMI—Bowman, King]

TOMMY CASH (United Artists 5015)
"Tobacco Road" has made it in pop and rb versions in the past and may well pull in loads of coin, country-wise, via this rendition by Tommy Cash. The songster offers one of his best outings ever on this fun-filled item. Flip is a thumping ditty called "Wave Good-bye To Me."

Wilburons To Quit Road For Six-Month Leave
NASHVILLE—One of the most successful of Nashville's vocal acts, the Wilburn Brothers have announced that they will take a six-month leave of absence from touring the road, effective Dec. 1, in order to spend time catching up with other business interests, including filming of segments for their video package, recording dates and appearances on the Grand Ole Opry.

According to Doyle Wilburn, one half of the brother duo, "We need to be in Nashville more. Less than 45 days at home a year is just not enough time to tend to all of our businesses." Some of these businesses include their publishing house, Sure-Fire Music, which has capped a healthy amount of BMI awards since its founding in 1950, and their Wil- helm Talent Agency, which they formed in 1960. The agency, operated by Smiley Wilson, handles a wide range of country music acts ranging from headline acts to complete bands, and has recently added a department directed by Chuck Lehrke to handle the scheduling and production for the Loretta Lynn I.R.A. World Championship Revue.

Milene Inks Two Writers
NASHVILLE—Milene Music announced last week the signing of Edna Lewis and Les Ledo to exclusive songwriters' contracts. According to Wesley Rose, president of the ASCAP pubbery's parent firm, Acuff-Rose Publications, Inc., the duo's signing represents the beginning of a major effort to expand the Milene catalog.

Some of the hit songs attributed to Edna Lewis include "Loneliness Ain't A Sin" (2:03) and "Lipstick On Your Collar." Les Ledo's pennings include the Al Hirt smash, "Cotton Candy," as well as "It's Just A Little Bit Too Late." Wayne Fontana also has cut several of Les Ledo's tunes.

The Milene catalog features such standards as "Take These Chains From My Heart" and "It's A Sin" as well as "We Live In Two Different Worlds," "Pins And Needles" and "No One Will Ever Know." Its most recent outing is the Hank Williams Jr. waxing of "Nobody's Child," penned by Cy Cobin and Mel Ford.

Monument Signs Hancock To Recording Contract
NASHVILLE— Monument Records has signed a new recording contract with Hank Hancock, to its C&W roster, according to an announcement from label president Fred Foster, Nashville. Hancock, who also a writer for Foster's Combine Music, will have his first release out immediately. The deck couples "What Of Tomorrow?" and "You're Mine." Currently one of the hottest indie labels in the country field, Monument is represented on the title this month with 50 with four records, including those by Dolly Parton, Jeanne Seely, Robert Mitchum and Billy Walker.

Ashley Releases First LP, Extends Distributor Setup
NASHVILLE—Ashley Records last week released its first LP, "Country Music With Soul," by Margie Singlet- ton, and at the same time renewed the completion of arrangements for Spartan of Canada to distribute the Ashley line throughout that country. The label's current outing of "Laura" (What's He Got That I Don't Get? 1:56), which is threatening to be one of the big hot-single items of the year, has already been released in Canada under the new arrangement.

Other foreign agreements completed by the Ashley setup include those with Stur Record Industries (PTT) Ltd. of South Africa and Fontana Records of London. Both are releasing "Laura" immediately.

I FORGOT TO CRY
Capitol 5948
Published by Hill and Range

LOUVIN'S GREATEST PERFORMANCE
Picked for the Top Ten
Billboard, Cash Box and Record World

CHARLIE LOUVIN
produced by Kelso Herald

Management: WHIRM Agency
801 16th Ave South, Nashville, Tenn.
We have noticed a growing trend in the country recording world toward the competitive cover record—a situation considered highly unusual in this area. For many years cover records were shunned or shied, except in cases where the original version of a song had already hit and in the last couple of years actual competing covers have gained more and more favor with producers.

In some quarters the cover record is still frowned upon as the byproduct of unprincipled or even unscrupulous individuals. Many musicians, artists and label execs are the opinion that the market is barely large enough to support one version of a given record, much less two or more competing renditions. And to some degree, this line of thought has its merits. As one country producer put it, "One of the reasons why the country music business is superior to other areas is because of the courtesy and friendliness of the people who are supposed to be rivals. Take away that friendliness and that courtesy and you have kick-backing and skullduggery and you have nothing more than the other areas of the business with a twist thrown in."

But let's look at the other side of the coin. Let's look at the in-depth view of the word "competition" and what it means to the consumer. Naturally, all of us would much prefer to have a lock on all the little things for which we have worked. But, at the same time, how many of us have seen a job done or heard a record with the reaction "I wish they'd do it better?" This type of thinking has been the basis of American industry for 200 years. It has proven to be quite successful over the long haul. Competition compels companies to keep their new heights in order to create a better product in order to keep the consumer from going elsewhere. Without competition, product tends toward becoming stagnant and man's drive to keep things covered with competition, creativity, and enthusiasm, will be continually improving, much to the delight and benefit of the consumer. The bickering that we hear sometimes be conducted tastefully, whether in pop or country markets. Cut-throat practices are inherently wrong from the standpoint even when they are labeled "competition."

However, we feel that competing products offer the consumer a greater healthy sign, and can only serve to keep the business growing.

Wayside Records has signed Marvy Lewis and Jerry clay to exclusive recording pacts, and is preparing immediate releases on both artists. Little Richie Johnson, who handles the label's national promotion, has been signed by the firm to A&R all sessions.

David Houston heads for Europe at the beginning of August for a tour of England, France and Germany. David is scheduled to arrive in Europe on Aug. 7 for press cocktail parties (7 & 8), followed by appearances at the Grafton Ballroom in Liverpool, the dance club in Newcastle (11). From there it's off to Deutschland, where, in addition to the G.I. bases, the singer will also be doing German TV appearances. According to the label, there is tremendous possibility of his spending two days touring Scotland before going to the States, where he is scheduled to be in Malone, N.Y. on Aug. 24 and New York on Aug. 26.

The crowds pouring into Nashville this summer have prompted the Grand Ole Opry to expand its program to four nights a week. In addition to the Friday night Opry and the Saturday matinee, there will also be a Saturday matinee, enabling 15,000 plus to visit the Opry each weekend.

The third annual dinner and awards show of the Academy of Country Music was held in Los Angeles, according to an announcement by Academy president Tex Williams.

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LIVELY AND BAY "SANTA FE ROSE" BOB WHITE

A PROGRAMMING GEM

DECCA 32162

PUB. BY MIRAMAR MUSIC 6417 West 84th Street Los Angeles 33, Calif. 90045

ON PYRAMID RECORDS

JUKEBOX CHARLIE—Johnny Charles—Little Darlin’ LD 4006/SLD 8086

Johnny Paycheck raked up a nice score with his "I'm a John Doe," and it was repeated well with his followup album, titled after that single. "Haggardville," features some nice material, as well as with his recent chart single, "Motel Time Again," the songstress offers a cross-section of recent hits and newer material, serving up such tracks as "Touch My Heart" and "Big Brother," among others.

THE WORLD OF JUNIOR SAMPLES—Chart LP 1005

After hitting the country market like a firecracker with his single version of "World's Biggest Whopper," Junior Samples packages a whole passel of yarns good for many a belly-laugh. In addition to the full-length track of "Whopper," Samples also spins a batch of fish stories aided by the man's marries. For example, "It Happened To Junior" (with Jim Morrison).

REMINSICING TIME—During the recent celebration in Nashville when the Acuff-Rose setup opened its new offices, old friends took time out to share memories and visit in general. Some of the figures on hand at the jaw sessions include (left to right) Reii Stilson, Artie Elkins, Mel Schiller, Dee King, Wesley Rose, Minnie Pearl and Roy Acuff, shown above.
A sure chart topper!

Jim Edward Brown
climbing fast with his hit single
“Pop a Top” #9192
RCA Victor

The most trusted name in sound
TOP COUNTRY ALBUMS

1 BUCK OWENS AND HIS BUCKAROOS IN JAPAN (Capitol T 784371)
2 NEED YOU (Sperry James (Crestyl 2703)
3 BEST OF EDDY ARNOLD (RCA Victor LPM 3792)
4 ALL THE TIME (Jack Greene) Decca DL 4904 DL 4905
5 DANNY BOY (Roy Price (Columbia CL 2677/CS 9477)
6 I'M A LONESOME FUGITIVE (Merle Haggard (Capitol T 7703)
7 IT'S SUCH A PRETTY WORLD TODAY (Wynn Stewart (Capitol T 7377)
8 COLD HARD FACTS OF LIFE (Foster Wagener (RCA Victor LPM/LSP)
9 WALK THROUGH THIS WORLD (George Jones (Music Arr 2119/MSS 3119)
10 YOUR GOOD GIRL'S GONNA GO BAD (Tommy Wiseman (MGM 34305)
11 DON'T COME HOME A-DRINKIN' (Sheena Perry (Decca DL 4842/74842)
12 SINGING AGAIN (Ernie Tubb & Lorette Lynn (Decca DL 4872 DL 4871)
13 GEORGE JONES GREATEST HITS (Columbia MCL 2116/MS 3116)
14 WALKIN' IN THE SUNSHINE (Roger Miller (MGM/Hollywood 27092 MS 67092)
15 DRIFTING APART (Warner Mack (Decca DL 4883/74853)

HEART WE DID ALL WE COULD (Lee Arnold (RCA Victor LPM/LSP)
BLUE SIDE OF LONESOME (Jim Reeves (RCA Victor LPM/LSP)
LONELY AGAIN (Shel And (RCA Victor LPM/LSP)
ANOTHER STORY (Buck Owens (Decca DL 4867/74867)
IT'S A GUITAR WORLD (Chet Atkins (RCA Victor LPM/LSP)
WHAT AM I GONNA DO NOW (Beatle Hobbs (Capitol T 7705)
AMERICA'S MOST WANTED BAND (Beatle Hobbs (Capitol T 7721)
DIESEL ON MY TAIL (Jimmie Jones (RCA Victor LPM/LSP)
COOL COUNTRY (WILLIAMSON (Decca DL 4871 DL 74871)
THE SONG OF ROBBINS (Mayhew (Columbia CL 2678/CS 9478)
JOHNNY CASH'S GREATEST HITS (Decca DL 4872 DL 4871)
THANKS, HANK! (Jay McDaniel (Monument LP 3077 SPL 10073)
ALL MY TOMORROWS (Pamela Lynn (Decca DL 2196 DL 21961)
STONEHAME'S COUNTRY (N. R Branch (MGM/E/CS 4653)
RUBY (Johnny Darrell (United Artists UAL 3594/UAS 6594)

KAY TOLLIVER (Lucky Eleven 004)
• YOU MAKE ME FEEL GOOD (Combine, BMI—Wilton, Pise) Watch out for Kay Toller a haud in a list of all the tune, this buoyant, contagious love-ode. Striking new sound.
(B+) WHEN HE'S REALLY GOOD [Big Foot, BMI—Riley] Courage-filled weeper on this side.

JUDY LYNN (Columbia 44220)
• I LOST MY WINGS LAST NIGHT (2:50) (Trees, BMI—Hurley, Poole) Might be big things in store for Judy Lynn as a result of this outing. Side is a moving, slow-paced tear-tugger that could win the enthusiasm of a wide audience.
(B+) I DON'T PLAY WITH MATCHES ANYMORE (2:05) [Music, Music, Music, ASCAP—Gallop, Bart] On the back, the lark offers a spicy boomer.

DICK FLOOD & PATHFINDERS (Totem 789)
• SURE GETS DARK (1:45) [Hemlock, BMI—Flood] Here’s a sad but swinging toe-tapper that could pull in heavy sales of sales for Dick Flood. Watch it move.
(B+) I DIDN’T SEE YOU STANDING THERE (2:50) [Hemlock, BMI—Flood] Undercut in a building mid-tempo instrument.

LEIGHTONS (Sequoia 500)
(B+) OUR HONEYMOON (2:12) [Lencal, BMI—J. & G. Nunnally] Cute, catchy love duet.
(B) TERRIBLE TANGLE WEB (2:16) [Sea Shell, BMI—Mize] Another love duet over here, but this one is full of woe.

BIG TOM (Little Cowboy 3004)
(B+) BABY ALL NIGHT LONG (2:50) [Central Songs, BMI—Howard] Steady-moving tear-tuger for the serious listening audience.
(B) AN OPEN LETTER (2:15) [Mayhew, BMI—Dee] sincere talker, addressed to John and Caroline Kennedy, about the meaning of the late President Kennedy’s death.

THE CASH BOX BULLSEYE
I HATE TO SEE ME GO (2:18) [Skol, BMI—Curtis]
YOU WIN AGAIN (2:05) [Fred Rose, BMI—Williams]
MOLLY BEE (MGM 13770)
A tuneful, spirited woe, “I Hate To See Me Go” should pull in sales aplenty for Molly Bee. The lark is really in good form on this one. Give it your full attention. “You Win Again” is a full-boiled, blues-oriented love ode that could also see action.

IF YOU GOT PROBLEMS IN YOUR HOME (2:50) (Window, Mayhew, BMI—Kingston)
THE LITTLE FOLKS (2:50) (Jack, BMI—Clement)
JOHNNY DALLAS (Little Darlin’ 0026)
Johnny Dallas made some country noise with “Heart Full Of Love” and should capture that action with “I’ve Got Problems In Your Home.” This twangy, shuffling ode delivers the message that problems can’t be solved by running away from them. “The Little Folks” is a slow-moving tale of marriage and love.

CALHOUN TWINS (Stop 123)
• SHE CAN’T FORGET [Window, BMI—Kingston] The Calhoun Twins made a lot of noise with their “Goin’ To The Dogs” single, on Monument, and they might well have another winner with this outing. Side is a tuneful, shuffling bluesier filled with all sorts of sales potential.
(B+) BAD GIRL’S GOOD ENOUGH FOR ME [Window, BMI—Kingston] Infectious finger-snapper on the flip.

LEON RAUSCH (Longhorn 580)
• I’M SO GLAD MOM CAN’T SEE ME NOW (2:17) [Sure Fire, BMI—Russell] This feelingful, romance-filled woe could develop into a fast-selling item in the country marketplace. Excellent performance by Leon Rausch.
(B+) PAINTED ANGELS (1:52) [Saran, BMI—Stovall, McBride] Brick-paced, romance-oriented lament.

FORREST GREEN (King 6107)
• THE SHELL (2:37) [You & Me—Green] Potent, blues-laden ballad could get loads of attention for Forrest Green. Give it a careful listen.
(B+) THE STRANGE ONE (2:30) [You & Me—Green] Haunting moan on the flip side.

HYLO BROWN (K-Ark 762)
(B+) HAPPINESS DON’T LIVE HERE ANYMORE (2:07) [Stringtown, BMI—Brown] Flavie love ballad with a steady beat.
(B) HEY, HEY BIG CITY (2:08) [Stringtown, BMI—Brown] Catchy finger-snapper.

WILLIAMSON BROS. (Gold Star 00284)
(B+) HERE WE GO AGAIN (2:12) [Dick, BMI—Lanier, Speagie] Sorrowful, close-harmonized shuffler.
(B) A FOOL LIKE ME (1:57) [Gold Letter, BMI—Williamson] Blues-oriented love item.
The third International Light Music Festival of Venice took place at the beginning of the month. One of the most important events of the Italian musical year, the Festival drew internationally famous artists from many countries. Our cover shows Caterina Caselli (CGD) who was awarded a Golden Gondola for "Perdono" voted the best selling song performed last year with sales exceeding 280,000; and Al Bano (EMI Italiana) awarded a Silver Gondola for being voted the best newcomer.
GERMANY

As the summer swings into full gear, the U.S. and England hits continue to play an all important part in the pop field in Germany. The two hit parades list over 15 songs, of which 8 are of German origin and 7 are foreign smash hits. The jingle boxes still seem to favor the German platter, while the fantastic number of discoteques around Germany are pushing the U.S.-English platter. Radio play seems to be fairly well divided, with the German hit still getting the edge on air. But many of the foreign stations push out platters on the top 10 charts.

England is still king of the road at present with Sandie Shaw, Dave Dee, Dozy, Mick & Tich, Whistling Jack Smith, Manfred Mann, Cliff Richard, The Who and the Tremeloes. The jingle boxes are more modern, with Liverpool groups like the top 10 singles not beginning to catch on and it shouldn’t be long before names like Wilson Pickett, Aretha Franklin, and British groups will be heard on the jingle boxes.

Two of the top 10 records are done in English by local artists. Andy Fisher, who already has his 3rd hit in a row, and Eve are not getting international action, however, the foreign language hits are starting to hit the top 10 lists.

The pop world is very divided here. The German hits are typical German numbers with a few foreign numbers thrown in. The modern sounds of their English counterparts. The record buyers seem to prefer to buy the original when buying “beat” or “soul” sounds and will not shell out their money for German copies. The cover records in German of top hits sell fairly well (few reaching the top 10 mark), but seldom do as well as the original goodie. The two top selling artists for this half year seem to be Dave Dee, Dozy, Beaky, Mick & Tich for the English language. Both artists have seen several hits in a row in the coveted top 10.

Larry Yaskiel’s promotion firm “Stirrwood-Yaskiel” is busy pushing the new releases by The Easybeats (“Heaven & Hell”), The Bee-Gees (“To Love Somebody”), Sam The Sham (“Black Sheep”), Janis Ian (“Society’s Child”) and several others.

Jean Claude Pascal has signed a long term pact with Polydor. He was former assistant to John Phillips in London.

Ariola is giving an international plug to the new “Tops For Dancing” LP with Joe Mento’s “happy sound.” The LP covers the top hits and has 28 tunes in non-stop playing order. Due to the success of German instrumentalists like Hart Kerswell, the line is getting a big push.


“Silence Is Golden,” by The Tremeloes, is also getting top plays by the public.

Holger Voss from Peer Music tells us that the big push items for the publishing house right now are “Little Bit O’ Soul” by The Music Explosion and “Pleasant Valley Sunday” by The Byrds.

The young firm Deutsche Vogue is crowing about their great success in the hit lists. According to the trade paper Neue Musikmarkt, the firm has lead the list of hits with the most hits in the top 40 for 6 of the last 8 months and were in second place behind Electrola in January and second place behind Teldec in May (to account for the other two months). Fries results for a young “minor” label.

That’s it for this week in Germany.

GERMANY—JUKE BOX-RADIO-SALES FAVORITES

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GERMANY—RECORD MANUFACTURERS SALES

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DENMARK

“La Bostella” b/w “Iris Laser” is the title of a new Tono single by the Swed Nicolaes Orchestra. The band has recorded “La Bostella” by the Danish Graungauerd Orchestra, b/w the locally copyrighted “Dansesie,” winner of the Song For Europe competition some years ago. More recent releases from the (former Petus Duck Clark with “Don’t Sleep In The Subway,” the “Fifth Estate with “Ding Dong! The Witch Is Dead” and “Alfie” by Dionne Warwick, all three on the Vogue label, are starting to make waves. Metronome includes Baimi and Caesar, doing one tune each from a local flipper on Metronome, Bay Charles on Karselli with “Here We Go Again” and Tommy Roe, also on Karselli, with “It’s Now Winter” . The new Metronome Records has also released four new AB Paramount albums, Jacks Beat Records has a new single by the Okay.

FINLAND

After 16 months on the LP chart here, “The Sound Of Music” (Soundtrack/Record) was finally dropped off. The Finnish LP chart includes the five most sold albums every month.

Fred Phillips, recording artist, has just waxed “Oy Sanoo Hii P.A.,” which is the Manfred Mann success, “Ha! Ha! Said The Clown” in Finnish. Anita Hivronen, also on Philips, has recorded “Tell The Boys” in Finnish. Eko Rakkonen, another Philips release, is doing very well at the moment with the hit, “Rakasta, Kärsä Ja Unohdta” and “Kyllähn Sotan Ja Rakkautta” (Rannanoff And Juliet), also a tango.

NOWAY

Finn Erikson has a new single “Sweet Maria” b/w “Music To Watch Girls By” on the Trilia label in Norwegian. Jan Helian has just waxed “Release Me” b/w “Merci Cherie” for Teletronic.

Recent releases from A/S Nera include a large number of new RCA Victor recordings, among then Nina Simone with “Night And Day.”

SANDINAVIA

The Hooten Singers have a new single “There Goes My Everything,” on Polar in Swedish, b/w a local tune.

Sonet is importing the Swedish group, Honds, and the British group, Longo, on a tour which started in Gothenburg July 16th, and closes in Nyköping July 30, after hitting 23 spots.

Denmark’s Best Sellers

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Finland’s Best Sellers

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Finland’s LP Best Sellers

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Cash Box—July 29, 1967—International Section
Despite Pirate Station Crack Down, London, Caroline Plan To Stay On

PIRATE RADIO BAN—The Postmaster General has announced that the Government is to enforce the law banning pirate radio stations from August 15, 1967. This is just six weeks before the BBC's new popular music service is due to come into operation at Leicester (November 8); Sheffield (November 15) and Merseyside (November 22) followed later by stations at Stoke on Trent; Nottingham, Brighton, Leeds and Durham. So far five pirates have agreed to discontinue their stations on the understanding that the ban comes into operation. These are Radio 335, Radio 227, Radio 270, Radio 390 and Radio Scotland. However, the two major pirates, Caroline, both registered in the Bahamas, have decided to ‘walk the plank’ and defy the ban. It is understood that they plan to move their operations from abroad. Under the new law British citizens involved in any way with the pirate stations must become exiles facing arrest if they return to Britain.

October Rio Song Fest Set for a Scheduled June 1967 Date

LONDON—Augusto Marzagago, director of Fonshow, the 2nd International Pop Festival to be held in Rio de Janeiro on Oct. 19th to Octobre 29th 1967, was in London recently on the last lap of a world tour. The Vice President of the Festival, the Honorary Chairman of the President of Brazil, Costa e Silva and sponsored by the Government of Rio Janeiro, the festival is open to non-commercial interests but aims to bring together under one roof at one of the great pop talents of the world. This year 32 countries will be represented.

The festival is in two parts: National and International and takes place in Rio’s indoor stadium with a 30,000 capacity. There will be five major Golden Trophy Awards for the best National groups and seven temporary prizes valued at over $17,000. Last year’s winner was German conductor/composer Helmut Zacharias who presented his Trophy to the German Academy of Pop Music. The value of the festival as far as records are concerned can be gauged by the fact that New Zealand, in the ‘Gina’ by Les Reed and Mitch Murray and performed by Wayne Fontana, although placed 4th eventually sold 150,000 records in Brazil, where the Beatles are now more popular than the Beatles.

The 13-strong international jury will consist of famous artists of many nationalities including Nelson Riddle (USA), Maurice Jarre (France), Jacques Brel (Belgium), Bert Kaempfert (Germany), Marcello de Martinho (Brazil), Hachidali Nakamura (Japan), Melina Mercouri (Greece) and the Russian poet Eugenio Eutchenko. It is also likely that British composer John Barry will attend. Artists lined up include Alain Barriere (France); Mina (Italy); Duo Ouro Negro (Portugal); Caterina Valente (Germany); Arletta Zola (Switzerland); Ledward List (Holland); Jack Jones (USA); Zoi Kuruskis (Greece); Les Reed (U.K.); Jean Valerie (Belgium); Monica Zetterlund (Sweden); and Olvera Vosco (Yugoslavia). It is hoped that Englebert Humperdink from the U.K. will also attend. Specially invited guests will include Henry Mancini, Duke Ellingon, Sandra Dee, Julie Andrews, Dimitri Tiomkin, Herb Alpert, Andy Williams and Creed Taylor from MGM Records.

'R 0 Matusa,' Performed By Taranto & I Balordi, Wins Naples Contest

NAPLES—"R 0 Matusa," a Durium-published song performed by vet performer Nino Taranto and a new group I Balordi, won the 15th annual Neapolitan Song Contest, held here recently.

Of the 30 songs presented, the winning number and one other were the only entries performed in a modern style. It was felt that a lack of original inspiration, except for the winner and several other tunes, again, was a feature of the contest. The qualifications are completely absent from the Italian and international hit scene. The contest is in the offing next year.

RCA Color, To Name Director Of Firm

ROME—Giuseppe Ornano, managing director of RCA, has announced that he will become director of RCA Color, a producer of color TV tubes whose formation was announced in a recent issue of Cash Box. Ornano said that someone from RCA, with extensive experience in the tube business, will be appointed to cover this area.

MIDEM Changes Confab Dates: Jan 21-27

LONDON—The organizers of MIDEM, the global record industry convention in Cannes, France, have changed the dates for the second edition of the event to Jan. 21-27, 1968. This was deemed necessary in view of the dates of the San Remo Festival, which will be held in Italy the week of Jan 21-27, 1968.

The new dates will allow the organizers to continue with the records trade and industry in general to participate in both events.

Terry Oates’ RCA Post Points To Label’s Indie Europe Status

LONDON—The latest move in RCA’s formative plans for an independent European operation comes with the announcement that Terry Oates, for the past two years professional manager of Chappell’s Music, will join the company as of August 1, in the newly created post of manager of artist development. Oates, who will be responsible to RCA’s deputy managing director, Bernard T. Nees, will coordinate the many company functions of popular A & R promotion and with the activities of all RCA artists both British and International. Commenting on the appointment Nees emphasized that the gap between an artist’s performing life and recording activity had closed, requiring greater collaboration on both sides. Oates’ job will be to ensure that RCA artists and records are foremost in the world market.

Rainieri & Motowns Named Winners Of Cantagiro

FIUGGLI, ITALY—At the competition held on the final night of the sixth edition of “Cantagiro,” Italy’s huge “singing tour,” 18 year old singer Massimo Ranieri (CGD) was awarded first prize in the “B” classification, which includes all newcomer artists, and the Motowns (RCA) were named first in the “C” classification, which includes all groups. The “A” classification, which includes all top name artists, was eliminated this year, ostensibly because Ezio Radaelli, who conceived “Cantagiro,” and is responsible for organizing the tour and the contest, felt that he wanted to avoid the controversy of a competition between top Italian singing stars Adriano Celentano and Rita Pavone.

36 singers and 15 groups took part in this year’s “Cantagiro.” The tour’s caravan included more than 350 cars. Performances were given on 18 consecutive nights in 18 different locations throughout Italy, and an average of 25,000 people attended the nightly shows. Judging by these figures, “Cantagiro” is still the largest musical show in Italy, but because of the presence of top Italian stars, the A classification in the talent contest and the inferior TV and radio coverage which the event received this year, the event has lost a bit of its promotional value. The events presented in this year’s contest has so far made the charts.

The influence of “Cantagiro” on the record business does not, in our opinion, justify the expenses which our record firms have incurred in support of the event.

Venice Fest Not Televised Abroad

MIYLAN—The recent Third International Light Music Show of Venice was not televised through the facilities of the European Broadcasting Union (EBU) or Intevision (to Eastern Europe) as previously reported in Cash Box. According to information received from the organizers of the event, and reported by the emcee of the contest, planning and handling of affairs of the affair was to take place. This also included some South American countries, including Brazil and Argentina. It was later learned that these transmissions were never planned.

Sandie-Hisapavol Deal

MADRID—At the moment Sandie Shaw arrived at Madrid airport for a new tour of Spain and Portugal, the British record company had signed an exclusive contract with Sandie Shaw for Spain, Mexico and Portugal, where her records will appear under Hisapavol label, except for Spain, where they will appear under Gamma label.

At the same time, Hisapavol announced that Ahak records will be distributed by the company. On the other hand, Hisapavol recordings will be distributed by DICEA (Diasco Centro Americas S.A.) in Central America, Guadalajara, Guatemala, Nicaragua, Costa Rica and Panama; José Antonio Hurt, president of DICEA, was recently in Madrid, where he and Hisapavol finalized the deal.

Cash Box—July 29, 1967—International Section
Following the Cash Box leader of a few weeks back concerning the "second front" of the American charts by Brits, it is interesting to note that, vice-versa the British charts reflect a similar resurgence of state-side talent on this side of the Atlantic. That the British Top Twenty of today is almost entirely composed of American acts is largely due to the American palate still hungers for the best Britain has to offer, confirms the healthy balance of exports and imports which this country has developed. The British Top Ten Britain had a weekly average of 17 - 20 entries in the American Top 100. Today the level is around 12 - 17. On the other hand, the average number of American entries in the British Top Ten is around 10, but is slightly higher usually. The major interplay between the English and American pop market.

The first LP, to be released by Liberty since going it alone in Britain is "It Must Be Him" by Vicki Carr. The set is tagged after Vicki's hit single, which is still riding high on the British charts. Liberty is also heading for its second offices, having acquired the Johnny Manns single "Up And Away" issued on June 16th and published by Carlin Music. This will be the Johnny Mann Singers' first British hit and a chart double for Liberty.

Roland Kluger of Palette Records in Belgium was in London recently to talk with Geoffrey Heath of Palette's London office. During Kluger's five-day stay he also had talks with David Plat of Essex Music who handles Good Music catalogue on behalf of WEA. Other interested parties were the American publishers ASCAP and BMI. Kluger has also been publishing Pop Records regarding the release of "Tata", and an album "Trumpet on a String". Both artists are scheduled to open the new London office of the Original New Orleans label which will also include singles by King Curtis, Eddie Floyd and Glen Campbell.

Further executive changes have been made in the top echelon of ATV London. John Gordon Heffer is now the main contact adding responsibilities to Louis Benjamin. Gordon Heffer was formerly director of Pye Records, which is owned by ATV. Benjamin will assume responsibility for the merchandising, publicity and tour operations of the Central American label. ATV's new executive staff is an all-British group formed by ATV Music (London) Ltd and Century 21 Toys Ltd. Gerry Anderson remains chairman of the group. All these companies are associated with the highly successful puppet series, "Thunderbirds," on ATV. Benjamin's new appointments will in no way affect ATV's normal distribution arrangements.

EMI held a 'good luck' party for the Kooloes on the eve of their eight-week European tour to promote their latest single, "Woe Is Love My Dear," which was penned by folk singer Bert Jansch and published by Transatlantic Music. The show was held at the Savoy Hotel in London, England, Germany, Switzerland, Norway, Sweden, Denmark and Malta.

Jazz, pop, blues and ballad enthusiasts from all over the world will welcome Britain for the National Jazz and Blues Festival to be held at the Royal Windmill Theatre on August 11th. This will be the 7th Festival organised by the National Jazz Federation and Marquess Club. Among artists taking part will be Donovan, the Small Faces and Paul Jones; from America will be Zoot Sims, Al Cohen and Yusuf Lateef. Latin indie producer Micky Whitman is responsible for two new potential charters. Jeff Beck's "Tallyman," the follow-up to his Top Twenty "Limb's Lining," smash and the new Herman's Hermits song, "Merrie Me," of the pen of folk singer Donovan.

Donovan, both discs are on Columbia. The single, "I'll Never Fall In Love Again," has been published by the non-pop catalogue of Crown and Lapidus of America. First two LP's are "Soul Serman" and a second, "The Original New Orleans." Singles will include discs by King Curtis, Eddie Floyd and Glen Campbell.

Further, some newsmakers of the month were the following: Sergio Nunez Falcon resigned from his position as manager of public relations for Capitol Records. It is probable that Sergio will go back to working as a Jamaican animator artist.

Among the latest recordings made by record companies are "S' Ten" and "I Need Somebody" by the Question Marks, "Baby I Want You" and "Gettin' Ready Tomorrow," by Tommy Rivers, and "Clandeg El Amor" and "El Libro De Magia" by Karina.

The latest Orfeon productions are "Von A Mi" and "Palmeras" by Los Hitters; "Piloto" and "Corazón" by the new group in ten years older than Enrique, and this is her third marriage. Enrique is 24 years old and says he is the happiest he has ever been since his marriage to Carolina. Enrique Gurza is playing guitar.

Jimmy Nicol and Eddie Quinn left town to go to the United States, where they will promote the new album and single they made at the RCA studios.

New Capitol releases are "La Chica Y La Luna" and "Besas Mas Suave," by Lalo Durante, "Halelame" and "Contigo Aprendo" by Lacho Gatica, (who recently left town for Europe to record an ABC contract there) and "Papa" by European chart Adamo, who sings in Spanish such songs as "Tu Nombrecito," "Era Una Linda Flor," "Un Mechor De Tus Cabellos" and "Quiero." Capitol told us that they just signed French singer Jacqueline Felay do to a live LP of her night club show.

Musart records released a marvelous EP by Spanish singer Gloria Lasso, who has been signed to the label Orfeon released "Miraje," and "I Like The Way." Liberty's "Be Re Lovers" and "Run, Run, Baby, Run" by Tommy James and the Shondells.

On his own label, "Acuraro," Enrique Guzmán released his "El Rock," which is a potpourri of popular rock tunes, and "Caminar," a new song on which Guzmán plays his guitar.

Mexico's Best Sellers

1 Yo Soy Aqueal—Raphael (Gamma)—Carlos Lico (Capitol)—Martin Rocca (Philips)

2 Nino Lico (Capitol)—Antonio Prieto (RCA) — Gloria Lasso (Musart)— Angelica Maria (Musart)—Triolo Romantico (Cinega) — Magda Franco (CBS) — Carmita Jimenes (CBS) — Olga Guillot (Musart) — Hnos. Castro (Capitol) (Emeric)

3 Adoro—Carlos Lico, (Capitol)—Armando Manzanero (RCA)—Manny Bolanos (Musart)—Enrique Guzman (Acuraro)—Sonia (RCA)—Los Kusters (Lonek)—Cesar Costa (Musart)

4 Celoso (Jahcar Jordan)—Hector Antonio Muniz (RCA)—Los Panchos (CBS)—Conny Franch (MG5)—Johnny Albinos (Peerless)—Hnos. Ferrandez (Musart) (Orfeon)Lifecycle—Lorena Lori (Musart)—Rosie Feliciano (RCA)—Olga Guillot (Musart)—Ruben Zepeda (Novedo) (Musart)

5 Cuando Tu No Estas—Raphael (Gamma)

6 Creo Que estamos Solos (I Think Were Alone) — Tommy James (Roulette) — Los Bittos (Orfeon)—Enrique Guzman (Acuraro)

6 Perdulmin—Beatriz Carrero (Philips) — Enchito Sibilla (CBS)

6 Algo Tento (Something Stupid) Frank & Nancy sinatra (Reprise)—Enrique Guzman and Silvia Pinal (Acuraro)—Francis and Johnny Labour—Silvia Pinal (Orfeon) — Veronica Prieto (Musart) — Lorenzo Leo (Cinega)—Jose Feliciano (RCA)—Olga Guillot (Musart)—Ruben Zepeda (Novedo) (Musart)

7 She (Elia) — The Monkees (RCA) — Cesar Costa (CBS) — Los 4 Crickets (CBS) — (Mumusa)

7 Los Monkees (Monkees’ Theme) — The Monkees (RCA) — Los Monkeys (Orfeon) — Los Shippsy (Capitol) — (Mumusa)

Great Britain's Best Sellers

This week's Top Ten on charts:

1 Whiter Shade Of Pale—Procol Harum (Decca) (Essex)

1 All You Need Is Love The Beatles (Parlophone) Northern

1 Alternate Title—The Monkees (RCA) Screen Gems

5 She'd Rather Be With Me—The Turtles (London) Robbins

6 4 You Baby—The Rolling Stones (London) Robbins

7 There Goes My Everything—Engelbert Humperdinck (Decca) Burlington

7 Never—Northern Lights—Black Floyd (Columbia) Magdalene

7 Growin’—Young BASCA (Atlantic) Sparta

7 Respect—Aretha Franklin (Atlantic) Shapiro Bernstein

6 Carrie Anne—The Hollies (Parlophone) Granito

1 San and the Traffic—Island) Island

1 Here Comes The Nice—The Small Faces (Immediate) A Valve

1 San Francisco—Scott McKenzie (CBS) Dick James

17 Seven Rooms Of Gloom—Four Tops (Tamla Motown) Jobete

18 If I Were A Rich Man—Topol (CBS) Vandal

19 Ok—Dave Dee, Dozy, Beaky, Mick & Tich (Fontana) Lynn

20 3 Strong Chill The Cream (Reaction) Drafteal

11 Don't Sleep In The Subway—Peltor Clark (Pye) Webbeck

1 Take Me In Your Arms—Glendys Knight (Tamla Motown) Carlin

19 Sweet Soul Music—Arthur Conley (Atlantic) Cop Con Local copyrights
DAVE DEE, DOZY, BEAKY, MICK & TICH

feasting on success in the TOP TEN chart in Britain, France, Germany, and Holland

NOW TAKING A BIG BITE OF THE CHERRY IN THE $ MARKET
Before starting with the usual weekly news let us glance at this week's charts. Once again after eight strong years on the record market, Adriano Celentano (Clan) and Mina (CBS) are the top protagonists on our record scene. Adriano is listed again at the top of the charts with his new song, "La Coppia Più Bella Del Mondo." According to Clan, the disk has now sold over 400,000 copies.

Mina has re-entered the chart this week with her wonderful Italian version of the Brazilian hit, "La Banda." Mina introduced this hit via the weekly TV show "Saturday Night." The sales of her disk are constantly increasing; and it is probable that within a few weeks it will be listed on the chart. Celentano's hit, "La Coppia Più Bella Del Mondo," is published by the Clan publicity, which recently also became a member of the Leonardi Publishing Group. "La Banda," Mina's hit, is sub-published by the R.I.F. associated publisher, La Cieca, a member of the Alberto Carisch publishing group. Original publisher of "La Banda" is Fernetti.

Let us also examine the chart success obtained by the recordings presented at the recent "A Disk for the Summer" contest. "Summer Disc" is the most important summer contest organized here. It is the only contest whose results can be considered similar to those of the San Remo Festival. A special promotion has been planned by CDI for this handsomely-packaged special release.

Ariston Records has informed Cash Box that Claude Pascal of Edition Tartu from Brussels, recently became a member of the Leonardi Publishing Group. "La Vannoi. Ornella's 1st French disk will soon be published on the market in France. It will be sub-published in Italy by the R.I.F., and distributed by Vogue.

Dante Pannuti, owner of the Cielo Video publishing group, has announced that his firm is sub-publishing in Italy four of the top hits by Atlantic's the Young Rascals, namely, "Groovin'," "Sue," "I've Been Lonely Too Long," and "If You Knew.

R.I.F. has scheduled the release of the Italian version of the first two solo hits by the Italian group "La Rosa Nera" (now, Vico Nell' Mente) respectively. This will mark the Rascal's debut on the Italian market for the young group. A strong promotional campaign for the Rascals is planned for next season.

The New Vaudeville Band is presently touring Italy. After the great success which this band enjoyed in the Italian market by Phono
gram, the band has presented another disk here. Title is "Seek a Boo," published by the R.I.F. A new disk by Ricordi has an Italian version of the song by their top artist, Bobby Solo.

Get Back to the New Vaudeville Band
Phonogram has released their "Finchley Central" single here, which is also published by Southern.

Southern has informed us that 22 records are part of the Winchester Cathedral Record Labels. The company will be released in Italy under the 12 of them originally grooved in our country.

The Disc of Pope is strongly working to introduce their talents on the record scene. They have just released the first single by Roberto Fia, a young discovery who made his public debut on two TV shows in Logano and Napoli.

Albino Fidenzo, Don Powell and Janet Smith, all of Dischi Parade, will appear next week at the First International Festival of the Folk Music. The Festival will be televised.

Bentley Records is strongly promoting the Rogers, who were formerly with Kansas Records. The group took part in the Cantagiro, and in the Pesaro TV show, The Rogers will also appear in the Oscar Del Successo show planned for the end of August.

Another Italian group The Patrick Samson Set, (formerly with RCA) is being strongly promoted by Fonit Cetra. They have performed in the Cana
go, too.

It is possible that some action may be taken soon to curb the flow of cheap imported albums into this country. For the last few years, import sales have been increasing considerably at the volume of cheap overseas album product (mostly of American origin), which is being illegally imported to the market as prices by the record importer.

We have in this country a tariff board, which investigates cases where import sales are increasing at the expense of local product. The tariff board is a government organization, and is, in the main, sympathetic towards the local manufacturing, because it is in the interest of the domestic industry at prices for imported products as eucalyptus oil and cutlery. Why not a similar enquiry on behalf of the record industry?

While the tariff board cannot control the purchase price of imports into Australia, it can impose tariffs that bring the final retail price of imported goods to a line that the Australian market can meet, and should be welcomed by the record industry of this country. The record industry of Australia, both directly and indirectly, provides employment for thousands of Australians, and it should be protected from the growing threat of cheap imported albums.

The copyright owners in this country are interested in the effects of cheap imports on the general price structure of records. So much so that they are seeking ways of helping the local disk manufacturer. In a recent issue of the publication "SESAC Music," Rudolph Bare, a director of the music publishing house of D. Davis & Co. Pty. Ltd., and chairman of the Copyright Owners White Society of Australia, wrote on the matter of copyright royalty in relation to imported records. Said the law is not explicit on the rate of royalty applying to records imported, and copyright owners will have to consider methods for protecting their interests against the danger of indiscriminate importation of low-price disks.

On the subject of mechanical rights, it should be pointed out that mechanical licensing of disks in the United States does not clear the records for Australia and New Zealand. Obviously, the royalty paid under the provisions of the Law of the United States is only paid by the record companies and will be protected in the United States; for this reason it is natural that when records are imported into Australia and/or New Zealand the companies who control the mechanical rights in the disk records are entitled to a separate royalty.

It seems that the rate of royalty applied to imported products is at the discretion of the record manufacturers. There is a set figure (6% of retail selling price) for all locally manufactured records.

CBS of Australia, via their promotion chief Des Sten, pulled a rather neat trick (if somewhat scarce), in commissioning to launch the Giorgio Cucinetti version of "La Rosa Nera" (The Black Rose). We received in the mail a plain box containing only a black record. I'm sure half the trade, ourselves included, figured that the black box was after them. It was something of a relief to receive the follow-up material, plus pressing, from the Australian record company.

Dick Hening has joined Astor records as record promotion manager for Australia. Dick is well-known in the business, having been for many years in companies both in the European and American markets.

New locally-produced product from the Festival group includes Ross W. Wylie (on the Sunshine label) with "Short Skirt," and "Paper Bunnies the (Kodak) "Singing in the Rain" (Gli Guida)

Terry Hall (Festival) with "The Abingdon Mail" b/w "Black And White." Dick defenders believe that the records are entitled to a separate royalty.

For several years, Ross W. Wylie has been working with the Festival group and has released his latest album, "Till The End Of Time" by Nelson Eldig. "Super Psychodefile" by the Ventures, "Paint Me Black" by Gary Lewis & The Playboys, "Sixth Anniversary Album" by Slim Whitman; "The Nitty Gritty Dirt Band; "Intimate Excitement" by Viki Carr; and "Bunch-A-Banjos on Broadway" by Freddy Cannon.

Dee-jo Don Rainsford, after several years with station 3UZ, has joined the 3UZ staff at station 3DB. At the moment Don is doing the 2-to-4 pm show Monday through Friday.

Week Week On Charts
This Last Weeks
1 5 4 "La Coppi Più Bella Del Mondo"—Adriano Celentano/Clan
2 4 12 A Chi Fausto Lessi/R.I.F. Published by Curci
3 4 12 "La Mia Serenata—Jimmy Fontana/RCA Published by RCA
4 1 10 "Stasera Mi butto—Rocky Roberts/Durium Published by Curci
5 1 7 "La Rosa Nera—Gigliola Cinquegetti/C.G.D Published by Sugarman
6 1 La Banda—Mina/R.I.F. Published by La Cieca
7 9 "Nel Sole—Al Bano/EMI Italiana Published by Slet
8 12 "Stasera Mi butto—Erique #/Ricordi Published by Ricordi/El & Chris
9 11 "Non C'E' Niente Di Nuovo—I Camaleonti/CBS Published by RCA
10 12 "Quando e' Rombino—Ricordi/RCA Published by RCA
11 12 "Non C'E' Niente Di Nuovo—Bobby Solo/Ricordi Published by RCA
12 11 "La Rosa Nera—Roberto Carisch Published by Curci
13 13 "Stasera Mi butto—Isabella Iannetti/Durium Published by Durium/Leonardi
14 11 "Uno Tranquillo—Ricardo Del Turco/C.G.D Published by Sugarman
15 11 "Piu'—Alberto Carisch/Durium Published by Durium

Italy's Best Sellers

The hits obtained by the Publisher
ALBERTO CARISCH
sprang from Italy all over the world.

An example:
CALIENTA EL SOL which reached the 714th recording.

Why do you not assign your repertoires in Italy to Albert Carisch?

Milano (Italy), piazzetta Pattarsi, 2 phone: 896.662—896.709—684-038

Dee-jo Don Rainsford, after several years with station 3UZ, has joined the 3UZ staff at station 3DB. At the moment Don is doing the 2-to-4 pm show Monday through Friday.
Japan's Best Sellers

This Week

1. Sergeant Peppers Lonely Heart Club Band — The Beatles (EDELON)
2. Kimiko Waga Inochi — Sam Taylor (POLYDOR)
3. Sergio Mendes & Brasil '66 — Sergio Mendes & Brasil '66 (LONDON)
4. Adano Deluxe — Adano (ODEON)
5. Mantovani Golden Album — Mantovani & His Orch. (LONDON)

LOCAL

This Week

1. Shirikutakusu — I Really Don't Want To Know — Yoh-i-Suwa (POLYDOR)
2. Makia-No Taimo — Hibari Misora (COLUMBIA)
3. Taiyo-No Oeges — Okay Forget (TOSHIBA)
4. Silence Nagai-Boshi — Love (TOKYO)
5. This is Creeque Alley — This is Creeque Alley (CBS)
6. Kimo-Tamani — Yuto Kayama (TOSHIBA)
7. Yoritoyo Koyamato — Fujio Ishihara (TOSHIKA)
8. Hoshi-Da Haiyo — Burue Satake (PHILIPS)

INTERNATIONAL

This Week

1. Seaside Bound — The Tigers (POLYDOR) Publisher/Watanabe
2. Maria-No Inumi — The Blue Comets (CBS) Publisher/Watanabe
3. I Really Don't Want To Know — Andy Williams (CBS) Sub-Publisher/Aberbach Tokyo
4. I Love You — The Carnabeats (PHILIPS) Sub-Publisher/Shinko
5. Kimi Afai — The Jaguars (PHILIPS) Publisher/Shinko
6. Blue Chateau — The Blue Comets (CBS) Publisher/Watanabe
7. Let's Go Shake — The Runnys (Seven Seas) Publisher/Seven Seas
8. Hanayo Pan — Tommy James (Roulette) Sub-Publisher/
9. Everything Under The Sun — The Walker Brothers (PHILIPS) Sub-Publisher/
10. I Was Kaiser Bill's Batman — Jack Smith (London) Sub-Publisher/
11. Yubi To Tomoni — The Wild Ones (Capitol) Publisher/Watanabe
12. Taiyo No Tsuhaha — The Spiders (PHILIPS) Publisher/Shinko
13. — Mini Mini Rock — The Goofas (Seven Seas) Sub-Publisher/Seven Seas
14. Boku No Mary — The Tigers (POLYDOR) Publisher/Watanabe
15. Koi No Hallelujah — Jun Mayuzumi (Capitol) Publisher/Ishihara

Australia's Best Sellers

1. A Whiter Shade Of Pale (Procot Harum — Deram) Essex Music
2. This Is My Son (Procot Lessems) — Lessems Music
3. San Francisco (Scott McKenzie — CBS) Associated Music
4. Growin' (Young Rashe & Allen) — Albert & Son
5. Pictures Of Lily (the Who — Polydor) Essex Music
6. Up-And Away (4th Dimension — Liberty) Belinda Music
7. Waterloo Sunset — Toshiba
8. The Girls In Paris (Lee Hazelwood — MGM) Boone & Hawkes
9. Crecque Alley (Mamas & Papas — RCA) Associated Music
10. Carrie Anne (The Hollies — Parlophone) Dick James Music

Holland's Best Sellers

This Week

1. All You Need Is Love (Beattles/Parlophone) (Leeds Holland-Basart Amsterdam)
2. Okay (Dave Dee, Dozy, Beaky, Mick & Tich) (Fontana) Impala-Basart (Amsterdam)
3. Carry On (Holland/Parlophone)
4. Then I Kissed Her (Beach Boys/Capitol) (Belinda/Amsterdam)
5. When I Was Young (Eric Burdon & The Animals) (MGM) Schaefer-Basart (Amsterdam)
7. b.o.s.s. (Roy Charter/Arioso)
8. Waterloo Sunset (Kens/Pye) (Belinda/Amsterdam)
9. Beestjes (Ronnie & De Ronde/Delta) (Altona/Amsterdam)

THE BEST DOWN UNDER — In promoting their latest Warner Bros. LP, "The Best Of Peter Paul And Mary," P., P., & M. with another Peter, Paul, and Mary at radio outlet 2UE in Australia. The second P., P., & M. is of the Australian Record Company. Top photo, left to right, are: Des Steen (ARC's promotion manager), Paul Stookey, Mary Travers, Lucy Goryl (ARC), Brian McGrick (ARC sales), Paul Yarrow, and 2UE deejay Bob Rogers. The trio then went on to visit outlet 2UE and present deejay Tony McLaren a copy of the album. Shown from the left are: Des Steen, Lucy Goryl, Brian McGrick, and Tony McLaren (foreground).

Cash Box — July 29, 1967 — International Section

CARANIA ENTERPRISES IN HOLLAND PREPARE TO OPEN A NEW ESTABLISHMENT ON AMSTERDAM'S REMBRANDT SQUARE. BOVEMA DESIGNED A SPECIAL COLOR AD FOR THE "HOLLAND" MAGAZINE CAPTURING THE IMPRESSIONS OF THE CARANIA. FANS Were Told To Throw The Flowers On The Stage During The Belgian Vedette's Recent Concert Performances In Rotterdam And Scheveningen. The Ademo Show At Rotterdam Will Be Aired By VARA TV ON FRIDAY, 25TH AUGUST.

CEMENTING THE BARCLAY/BOVEMA ALLIANCE—Shown here (from the left) are: the Messers..., Oegs, director of NEGRAM; Balay, managing director of the Barclay Group; Titts, financial director of the Barclay Group; and success of the BOVEMA at the proxy of BOVEMA; Kellerman, commercial director of NEGRAM; Bral, director of Barclay in Belgium; Roel, foreign manager of Barclay; and Maassen, director of Barclay in the Netherlands.
**Monument-Lebendiger Ties**

HOLLYWOOD—Marking the first direct music publishing agreements to be reached for the six associated Monument-owned labels in South America, Monument president Fred Foster and representatives from various Latin American firms have signed contracts with one of the leading music companies in Latin America, Monument in Brazil, effectually immediately.

Foster, accompanied by Ferraneta head Enrique Lebendiger, negotiations were completed with Lebendiger in his capacity as vice-president and director of the international division for Foster's record and music publishing operations. Thus, Ferraneta will represent Monument, Vintage, Music City Music, Longhorn, Songs of the World and World Wide World.

Lebendiger's first action will be to license local language versions of such Monument-owned copyrights as "Single Girl," "Satin Pillows," "Music From the House of the Sandy Posey Italian-language MGM catalogue," "Somebody" and "Single Girl" plus the French discoid of the same song on RCA by Sylvie Vartan, in both cases.

In addition to the six Monument-owned labels, Ferraneta Brazil and Argentina will acquire the foreign rights controlled by Combinado Portugues, which handles for Bamboo and Matamoros plus specific copyright rights available from Mar-Son and Ahab Music. Monument is also exploring other areas of music publishing representation with Lebendiger's Ferraneta firms in Chile, Peru, Mexico, Colombia, Uruguay and Ecuador.

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**Argentina's Best Sellers**

This Week

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Puppet On A String (Ferraneta)</td>
<td>Cavalliri (CBS)</td>
</tr>
<tr>
<td>2</td>
<td>Basta Se Ficar</td>
<td>Jaba (RCA)</td>
</tr>
<tr>
<td>3</td>
<td>Tenteis</td>
<td>Juba (RCA)</td>
</tr>
<tr>
<td>4</td>
<td>La Plana</td>
<td>Ronnie Von (Polydor)</td>
</tr>
<tr>
<td>5</td>
<td>Amor De Preto (Smart)</td>
<td>Mitincho (RCA)</td>
</tr>
<tr>
<td>6</td>
<td>Que Pasara (Ferraneta)</td>
<td>Palito Ortega (RCA)</td>
</tr>
<tr>
<td>7</td>
<td>Que Quero (Ferraneta)</td>
<td>Banda The Topper (RGE)</td>
</tr>
<tr>
<td>8</td>
<td>Toque De Arda</td>
<td>Shelton (Ferraneta)</td>
</tr>
<tr>
<td>9</td>
<td>Por Que Eu</td>
<td>Victor (Ferraneta)</td>
</tr>
<tr>
<td>10</td>
<td>Quero Toque De Arda</td>
<td>Shelton (Ferraneta)</td>
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</tbody>
</table>

**Brazil's Best Sellers**

This Week

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>O Bem Rapaz</td>
<td>Embui Wandaly Cardoso/Capabam</td>
</tr>
<tr>
<td>2</td>
<td>Com Coração</td>
<td>Orfeu/Recife/Ed.</td>
</tr>
<tr>
<td>3</td>
<td>Somethin' Strange/Ed.</td>
<td>Estudio (Ed.) Roca/Nancy &amp; Frank</td>
</tr>
<tr>
<td>4</td>
<td>Só Você Quer</td>
<td>De Quem Gosta De Mim (Ed.) Roberto Carlos/CBS</td>
</tr>
<tr>
<td>5</td>
<td>Prata</td>
<td>Ed. Deckel/Ronnie Von/Polydor/Francisco Petronio/Conti</td>
</tr>
<tr>
<td>6</td>
<td>Música De Amor</td>
<td>Estudio (Ed.) Roberto Carlos/CBS</td>
</tr>
<tr>
<td>7</td>
<td>Amor Maior</td>
<td>Estudio (Ed.) Tries/RCA</td>
</tr>
<tr>
<td>8</td>
<td>Tem Que Ver</td>
<td>Quem Te Ve (Ferraneta)</td>
</tr>
<tr>
<td>9</td>
<td>Penny Lane</td>
<td>Ferraneta/The Beatles/Odeon</td>
</tr>
<tr>
<td>10</td>
<td>Coleo</td>
<td>Estudio (Ed.) Tries/RCA</td>
</tr>
</tbody>
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**Top Five Double Compilations**

This Last week

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Tributo A Martin Luther King</td>
<td>Wilson Simonal/Odeon</td>
</tr>
<tr>
<td>2</td>
<td>Poor Side Of Town</td>
<td>Johnny Rivers/RCA Victor</td>
</tr>
<tr>
<td>3</td>
<td>Anna</td>
<td>The Beatles/Odeon</td>
</tr>
<tr>
<td>4</td>
<td>Noir C'est Noir</td>
<td>Halliday/Philips</td>
</tr>
<tr>
<td>5</td>
<td>Coisa</td>
<td>De Ambrosio/Philips</td>
</tr>
</tbody>
</table>

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**Brazil's Top Ten LP's**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Francis Albert Sinatra &amp; Antonio Carlos Jobim</td>
<td>Reprise</td>
</tr>
<tr>
<td>2</td>
<td>The Monkees</td>
<td>The Monkees/RCA Victor</td>
</tr>
<tr>
<td>3</td>
<td>Ronnie Von</td>
<td>Ronnie Von/Polydor</td>
</tr>
<tr>
<td>4</td>
<td>Blues Alligators</td>
<td>Bobby Vee/Philips</td>
</tr>
<tr>
<td>5</td>
<td>Banda The Topper</td>
<td>Palito Ortega/RGE</td>
</tr>
<tr>
<td>6</td>
<td>Toninho Cereatti</td>
<td>Toninho Cereatti/Philips</td>
</tr>
<tr>
<td>7</td>
<td>Banda The Topper</td>
<td>Palito Ortega/RGE</td>
</tr>
<tr>
<td>8</td>
<td>O Bem Rapaz</td>
<td>Embui Wandaly Cardoso/Capabam</td>
</tr>
<tr>
<td>9</td>
<td>Com Coração</td>
<td>Orfeu/Recife/Ed.</td>
</tr>
</tbody>
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Cash Box—July 29, 1967—International Section
A JURY of 37 international journalists acclaimed Rog Whittaker the prize of the Press, consisting of a cheque for $24,000.00 ($600) given to the participant with the greatest talent and the most winning artistic personality.

France came in second, obtaining the sum of $100,000.00 ($2000). The French team was composed of Theo Sarapo, Dany Marco, Rachel Romuald (a comical cowboy figure) and Alice Doun.

Our own Belgian team came in third and received the sum of $75,000.00 ($1500), Representing Belgium were Flemish singers Marva, Ann Soetaert, Jimmy Frey, French speaking Claudia Sylva and Lucky Jones.

The British team won 200,000 B.F.R. ($400) and kept the Cup which they also won last year.

Teamleader of the British was Rex Berry; musical director was Johnnie Spence, and press & publicity officer was Tony Harrow.

The daily heats were as follows:

<table>
<thead>
<tr>
<th>Score</th>
<th>7/7</th>
<th>7/8</th>
<th>9/9</th>
<th>10/10</th>
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<tbody>
<tr>
<td>1.00</td>
<td>19.0</td>
<td>20.0</td>
<td>21.0</td>
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<td>31.0</td>
<td>32.0</td>
<td>33.0</td>
<td>34.0</td>
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<td>36.0</td>
<td>37.0</td>
<td>38.0</td>
<td>39.0</td>
<td>40.0</td>
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<tr>
<td>41.0</td>
<td>42.0</td>
<td>43.0</td>
<td>44.0</td>
<td>45.0</td>
</tr>
</tbody>
</table>

Through the British team proved to be far superior to the others and nobody refuted their victory, the contest was the scene of many incidents mainly caused by the international Jury.

President of the Jury was Andre Rosat, chief of the “Spectacle” Department of the S.S.M.

Other members of the Jury were: Belgium; Lies Huybrechts, programmer of the R.T.T. Emile De Radoux, joint-director of the Musical Service of the R.T.T. Germany; Wolfram Reesch, director of the Music Suddeutscher Rundfunk; director of the music T.V. Suddeutscher Rundfunk; Helmut Stoldt, director of the German-speaking programs of the Compagnie Luxembourgaise de Radio-Telediffusion, France; Unity Hald, editor of the famous French Magazine “Le Folklore” and William Smith, director of the British Broadcasting Organization (B.B.C.), London, where the contest was held.

...
“Business is soft,” “sales are cold,” “the summer stinks.” So go the laments of many of our operators and distributors during this normally slow season. Trouble is, the horrors of the summer slump have been exaggerated over the years until a lethargic state of mind has arisen which sees the vacation season as a time of absolute hibernation. Bunk! There are still millions of coins dropping into the machines every day—maybe not the usual total but nevertheless, it’s business as usual at every location. There are still locations to be gained, equipment to be serviced, models to be replaced. But like reeds bending in the wind, too many members of the trade succumb to a “do nothing, wait till the fall” state of thinking, which is about as productive as selling water in a flood.

If you say business is soft, the treatment is not to sit back and groan but to utilize the extra time doing the jobs you might have been too busy to think of last winter. What jobs? How does the shop look? Could it use a facelift, a paint job, some paneling? What about those half-dozen machines lying about the place, gathering dust and taking up space? Could they be cleaned up, rented out to private parties or traded in at advance of a new piece later on or something right now to replace that “dog” over in Charley’s Bar? What about the volume of used records in boxes scattered here, there, everywhere? Could they be cleaned off and cataloged on shelves for the start of an accessible record library? No shelves? Get some lumber and put the boys to work.

Interested in putting out some 100mm machines? Take one cigarette machine at a time off location, replace it with a spare, talk to the factory reps or distributor parts specialists for the necessary parts for converting the unit yourself. If not, send it down to the pro’s and let them make the changeover for you. Having any trouble with breakin’s? There’s quite a few barrel assemblies on the market at reasonable prices and the summer’s a perfect time to fit out your trouble-spot machines with a little extra security.

If your operation is so big that you the operator do little more than paper work, take advantage of the extra time the slow summer allows you and pay calls on your locations, especially the places and the people you never see during the busy seasons.

Short and simple, compensate for whatever time you might have on your hands this summer to complete those neglected jobs, to call on those forgotten locations, to modernize your shop and inventory facilities. You know best what can and should be done and there’s not a better time for it than right now.

Newark Chaos Result In Losses
For Operators and Locations

NEWARK, N.J.—The unbelievable chaos which finally exhausted its hopelessly fury in this city last week, left a specter of wreckage which reminded the observer of a World War II bomb site. The enormous extent of damage is still being compiled by the police and insurance companies, but it is apparent that a large share of the overall destruction has suffered by the coin machine firms operating in the area.

Runyon, Sisco and the other operating companies, both large and small, whose machines were located in the bars and restaurants in the riot area, were only permitted into the destroyed section last Tuesday, or at the very earliest Monday, to inspect their losses. What they found in many cases were cannibalized jukeboxes, cigarette machines and games lying in the gutter, empty of records, cash, permanently destroyed cabinets and mechanisms. In addition to the loss of equipment and hard cash in the coin box, operators faced the prospect of losing the location itself since many spots carried no extended insurance against such rioting. Loss of location entails loss of any bonus or loan to the owner, unless some portion can be recovered through location bankrupt-cy proceedings much later on.

Even those locations outside of the riot-torn area suffered as most of the population remained at home for security. Surprisingly, the two game arcades on Market Street reported no damage other than debris on the sidewalk front.
WHIPPANY, N. J.—Announcement has been made by Fred Pollock, president of Rowe Manufacturing, of the resignation of Fred Pollock, vice president of marketing.

Pollock, who had been with Rowe since 1961, stated that he was leaving for personal reasons and that the parting was amicable. With regard to future plans, Pollock said, "I am considering several opportunities at the present time but will probably take a few weeks’ vacation before any announcement."

He added that, "Fred Pollock has a fine record of accomplishment in the industry and has made many valuable contributions to the company. We wish him well in his future endeavors.

According to Harper, there are no plans to appoint a replacement for Pollock but instead, his former responsibilities will be assigned to other staff members.

Sherman 1967 NAMA Gen. Chairman

CHICAGO—Howard H. Sherman, president of Edward Vending Company, Columbus, Ohio, has been appointed general chairman of the National Automatic Merchandising Association Convention and Trade Show of Automatic Merchandising to be held October 28 to 31, at Donnivan Hall of the International Amphitheatre, Chicago, Ill., according to James T. McGuire, NAMA president.

As general chairman, Sherman will be in charge of the overall planning of the 1967 NAMA convention. Four days of workshops and discussion meetings will be held at the Conrad Hilton Hotel. Featured on the convention program will be "route men incentive compensation," "route analysis and control," "data processing for vending companies," "the potential of convenience foods," and a simulation training seminar for route men and supervisors.

Exhibitors at the show will include manufacturers of vending machines, of parts and components, and of vendible products. Some 10,000 vending industry executives and personnel are expected to attend.

Meyer Gelfand, senior vice president, The Macke Company, Washington, D.C., has been appointed chairman of the nominating committee of the National Automatic Merchandising Association, James T. McGuire, NAMA president, announced last week.

Other members of the committee are Robert Croarkin, Martin Vending Service, Macon, Mo.; Charles E. Healy, The C.E. Healy Company, Cincinnati, O.; Ted B. Nickol, Service Station, Inc., San Bernardino, Calif.; and Paul F. Seizer, The Vending Company, Kansas City, Mo.

Sixteen delegates from seven members to serve as directors of the association for three-year terms. The nominations will keep the association board at the maximum number of 21 members, composed of nine independent vending operators, six national or regional operators, five machine manufacturers, and one supplier, according to Gelfand who is also a director and senior vice president of NAMA.

Names of eligible members of NAMA should be sent to the Nominating Committee, NAMA, 7 South Dearborn Street, Chicago, Ill. 60603.

Jupiter Spots Three Mid-Atlantic Distribs

MIAMI—Three new distributors, in the midwest and southeast, for the Jupiter jube box line, were announced today by Bob Taran, vice president of Jupiter Sales of America, with headquarters at 3421 N.W. 35th Street, Miami.

They are Bernie Garcia, Service Center, 4344 South Sunnylane, Columbia, S.C., for the state of South Carolina; Arnold Taksen, D & I, Coin Machines, 411 Keeker Street, Harrisburg, Penn.; and Joe DiSalvo, 7-11 Broadway, New Bedford, Mass., for the state of Massachusetts.

An Assn. "How To"

CHICAGO—MOA president, James Tolisano and executive vice president, Fred Granger, in their never-ending drive to help establish state and local associations has prepared a guideline for those of the industry wishing to start an association in their states.

Tolisano said, "Like anything else, it usually takes a nucleus of a few dedicated men to get an association started."

"Somebody has to take the bull by the horns and say, 'Let's get organized,' then, with the aid of two or three others, you are ready to call a preliminary meeting and start the ball rolling."

Tolisano related further, "Forming a new association is a serious matter, and I think it's better 'Build it to last, too. Too often organizations are started in an impetuous fashion, and it very often fails. The weakness of the proposition is sacrificed for speed; such organizations often fall apart because of lack of simple discussion and time to let the members take stock in the "by-night" organization and that it is solidly based on exhaustive discussion and careful planning.

Anyone wishing a copy of the step by step procedure for organizing an association can obtain one by calling or writing the MOA office at 228 North LaSalle Street in Chicago.

For a job well done, Les Montooth (left) presents Lou Casola with association citation while Francis Roper (center) looks on.

SPRINGFIELD—Harry Schaffner, of Schaffner Music Company, Alton, Ill., is the new president of the Illinois Coin Machine Operators Association (ICMOA) for the remainder of Lou Casola’s unexpired term (until the next election during the forthcoming MOA Convention and Trade Show in the Pick Congress Hotel). His election to this important post heralds a new era in Illinois coin machine activities, whereby a dedicated coinman from the deep southern portion of the state sits the vitally important shoes of ICMOA president, as numerous complex and vital issues must be resolved.

Another pressing issue resolved during the general meeting, Sunday afternoon, July 16, was the unanimous vote approving the selection of a new executive director pursuant to the Florida association’s selection of Julius Stoum (profiled in the July 22 issue of Cash Box), to direct the organization’s activities. A committee chaired by Percy Harry Schaffner (with Lou Casola, Fred Granger, Les Montooth, and Francis Roper) was impaneled to begin the search for an aggressive young man for the important post.

Meanwhile, in another resolution the rank and file of ICMOA adopted a revolutionary, new dues structure (actually patterned after the Florida plan) whereby manufacturers and dealers pay an annual per diem fee for every employee, $25.00 per employee; (b) one employee (minimum of 200 employees; 0 to 4 employees, $25.00; 5 to 7 employees, $300.00; 8 to 12 employees, $500.00; etc. The object of this new structure is, as a treasurer, to keep the treasury in the area of some $20,000 per year to handle the necessary expenses.

Even as he bowed out as president chairman of ICMOA Lou Casola could not decline with the urging of his colleagues, to accept a post on Harry Schaffner’s committee to seek an executive director to run the association. Though he wished to back away he was headed the calls of the membership and accepted.

When Fred Granger, executive vice president of MOA, (emcee for the Mid-West Distributing Co., Rockford, for the annual Illinois coinman dinner) struck the opening theme the throng was seemingly electrified by the emotional buildup.

In a quavering voice longtime Illinois coinman Lou Casola formally resigned and turned over the gavel of authority to Harry Schaffner, another dedicated Illinois veteran operator.

Les Montooth, of Montooth Phonograph Co., Peoria; and Francis Roper, of Mid-West Distributing Co., Rockford, (who earned the plaudits of the membership for his excellent planning and promotion for Lou Casola Night in the "Vending Inn East" with Lou Casola with a plaque from his friends for the job he did in the hardest tolling and staunchest directors and members of ICMOA.

Cash Box—July 29, 1967

Schaffner Succeeds Casola At ICMOA

• Ops Seek "Florida Style" Director

MERCHANDISERS HANDBOOK

No. 3

Artists’ Photos—Here’s a nifty idea, never fully exploited by the music operating industry, but pushed to the hilt by more than a few bars and restaurants in big metropolitan centers—displaying signed photographs of entertainers. There are no natural color problems, only a series of interest in the jukebox location, especially if displayed on or near the machine and more especially if the photo is personalized to the location owner or the bartender by the star himself. Photos of popular record artists, with inscriptions reading something like "Best Wishes to Phil and all the gang at the Colonial Inn," signed by the star, are first rate attention getters and not too difficult to obtain. Many artists, their managers and record companies should be happy to receive requests for display shots from music operators. You can write directly to his record label and either he, she or someone in the staff should take care of the job. Simply let them know what they’d like written on the picture. It’s also a good idea to program one or more of their tunes on the machine.

Carrying this idea one step further, New York operator Sam Morrison thinks actual tours of selected jukebox locations by the stars themselves (much the same as comic Jerry Lewis and actress Bette Davis tour theatres to promote their latest films) would boost the location and the artist’s new record. This is an especially good thought for semi-stars or groups on the way up or new artists trying to get a start.
Profile: Gil Sonin — The Accent is on Good Will

Spotlighting the Cash Box Profile Series is Gil Sonin, one of New York's more prominent operators and owner of Gil Music Company located in Brooklyn. Sonin is treasurer of the Music Operators of New York and devotes much of his time working for the Association. Gil has served as Chairman of the New York City Coin Machine Division of the United Jewish Appeal and is largely responsible for the success of the 1961 United Jewish Appeal Annual Diner with his tremendous contribution in planning the event.

To a man on the move, time is of the essence, this is why Sonin attaches a two-way remote radio to his belt to keep in constant communication with his road headquarters. Gil is constantly loaning one of his machines to a worthy charitable event and feels this will go a long way in letting the general public know that operators are not just a bunch of money hungry characters. Sonin is a true gentleman and is respected by the entire trade to an unprecedented degree.

Gil, has your family always been in the coin machine business or did you enter it on your own?

My Father has been in the business for thirty years and I started on my own in April of 1957 when I bought the Music Operation route from Sol Tabb.

What sales formula do you stress in obtaining and maintaining your locations where it be service or good public relations?

It's service and public relations, but I think a more applicable word would be... good will... going above the normal way of doing business and giving your customers that little "extra" something that makes them appreciate your service.

In the past three or four years, the new bars opening up are primarily opened by persons from the minority groups... they need assistance, and the equipment to do a good job. How do you operate and get the best deal and the proper service? If you can provide them with this information, they will operate with the result a better business relationship.

Of the equipment you operate, what percent of your route is composed of music as compared to amusement and cigarette?

My operations are on Long Island, in the Brooklyn, Queens and Nassau communities where music seems to be the biggest attraction. Music takes up 75 to 80 percent and the other 20 to 25 percent is comprised of amusement and cigarette equipment.

Until about three years ago, our cigarette locations were given to operators who dealt primarily in cigarettes, but as they became increasingly more profitable we began to keep cigarette locations on the route.

How do you go about programming music for your locations?

My route men keep a list of requests from the location customer and owners and we go by the list, primarily. We try to give the patrons of the local location what they want to hear the type of music they want to hear. We use the one-stop and charts to some extent as a guide to the new releases. We listen to every record and if a new tune fits into the music program of a particular bar then we tape it.

We also maintain a library of old numbers and quite often we get a request for an old Glenn Miller or Mills Brothers' tune. The customers are surprised to hear them. Requests are important, they let you know what the customers want to hear and if they want to hear a particular number... then, they'll play it.

What type of location have you found best to program the little LP's?

We find that rhythm and blues locations are the best spots to program the little LP's.

Do you use any particular merchandising technique at the location to make people play the machines?

The only thing we do is display some of the record covers over the machine, sometimes this lot the customers what style of music is on the record.

Do you ever approach the small grocer or drug store owner and talk to them about placing a cigarette vendor on their premises?

Yes, but the first thing we look for is security, otherwise, we don't bother. If the security is good, we offer them a higher inducement because the value is there. In most small stores like this, especially candy stores, cigarette

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Upper Mid-West Musings

Cab Anderson and his family in Canada for a two week vacation and Cab got in some nice fishing... Lloyd Williamson... Al Eggermont Sr. and Jr. in town for some of the same things... John McManus... John Krueger... John Eggermont Sr. & Mrs. Gordon Rumberg and their two lovely daughters in the cities overnight. The Rumbergs just returned last week from a month's vacation on the west coast and driving back took in Disneyland and a day in Las Vegas... Hank Krueger in the cities with the service men. Cassie Spitz buying some records for the day some buying... Dick Schroeder, Rochester, in town for the day some doing some shopping... Mally Karlsson in the cities for the day buying parts and records... Clayt. Norberg in town for the same purpose... George Shearing at the University of Minnesota Pop Concerts a guest... Rosa at Diamond Lil's... Sonny & Cher and Nancy Ames at the Convention Hall for the Minneapolis Aquatennial... The Harveys and the Porters family have just returned from a 10 day fishing trip into Canada... Mrs. Porter left Thursday for L. A. to bring back Earl's mother for a vacation...
Wometco Appoints New Senior V-President

MIAMI—Chester H. Merrill has been appointed senior vice president of Wometco Vending of South Florida, Inc.

He will report to Van Myers, senior vice president in charge of Wometco's Vending Division.

Merrill joined Wometco in 1965 as a special assistant to Mr. Myers. Prior to joining Wometco, Merrill was a special representative for The Vendo Company, one of the country's largest manufacturers of vending machines.

In addition to its south Florida automatic vending and food service operations, Wometco also provides automatic and manual food and refreshment services throughout the State of Florida, as well as in Washington, D.C., Maryland, Virginia, North and South Carolina, Tennessee, Georgia, and the Bahamas.

Silver News

WASHINGTON—John B. Stevens, Executive Vice President of International Silver Company and Chairman of SUA's Executive Committee, recently stated that the objective of the Silver Users Association is a free market for silver. This is in line with U. S. silver policies which call for the recognition of silver as a commodity vital to industry and its withdrawal from our monetary system.

Committing on the changing role of silver in our economy, Stevens told the Idaho Mining Association Convention in Wallace, Idaho, that, "Silver today is an industrial commodity; silver a hundred years ago was a monetary metal. The technological demands of the 20th century have forced the abandonment of the last remnants of the monetary traditions of the 19th century."

Stevens continued, "We in the silverware industry are sorry to see the use of 900 fine silver discontinued in the minting of subsidiary coins. They were almost sterling in quality; however, in our coins we can no longer afford the luxury of using silver. The Association has asked the Treasury to stop using silver in the minting of half dollars."

He added, "My only reaction to the argument that a prestige coin is needed is that a silver plated coin of 90 percent copper hardly be called one of prestige."

Assuring his audience of the silver users' interest in the mining industry, Stevens said, "Your production of silver is our livelihood. We are concerned with your problems and we will support you in your efforts to obtain necessary assistance from the government."

Composed of members who account for approximately 75 percent of all silver consumed by the arts and industry in the United States, the Association asks that disposition of silver remaining in the Treasury be made so as to permit an orderly transition from the present market situation to a free market.

Cash Box—July 29, 1967

THE HAPPENING
Herk Alpert & TJ (ABR 360)

THERE GOES MY EVERYTHING
Engelbert Humperdink (Parrot 40015)

CAN'T TAKE MY EYES OFF YOU
Frankie Valli (Philips 40449)

GIVE ME TIME
Dusty Springfield (Philips 40545)

CHAPEL IN THE MOONLIGHT
Dean Martin (Reprise 0601)

ASHORED WASHER
Platters (Mousic 1231)

THERE MUST BE A WAY
Jimmy Ruffin (United Artists 50179)

I LIKE THE WAY
Tammy James & Shondells (Roulette 4756)

SAN FRANCISCO FLOWERS IN YOUR HAIR
Scott McKenzie (Ode 101)

YOU,WANTED SOMEONE TO PLAY WITH
Frankie Laine (ABC 10946)

THANK THE LORD FOR THE NIGHT TIME
Neil Diamond (Bang 547)

CRY SOFTLY, LONELY ONE
Roy Orbison (MGM K-13754)

DON'T BLAME THE CHILDREN
Johnny Davis, Jr. (Amuse 9252)

COME BACK WHEN YOU GROW UP
Bobby Vee (Liberty 53964)

MY HEART CRIES FOR YOU
Connie Francis (MGM 13773)

ALL YOU NEED IS LOVE
Beatles (Capitol 406)

* Indicates first week on chart
California Clippings

WE'RE HAVING A HEAT WAVE... Question of the week, Is there any place where it's cool? Maybe the line should have stated, "It looks like a long hot summer", because it's probably going to get hotter before it gets cooler. Activity should start dimming with the fall line up (thank goodness) of phonographs being prepared. At least it gives operators and distributors alike, something to look forward to.

MAGIC BASEBALL KEEPS PERFORMING FOR SIMON DISTRIBUTING... According to George Murasku the Magic Baseball" game is still selling like hotcakes, as a matter of fact they are presently awaiting another shipment of this sure fire winner. An expert order just went out to the Far East. We are also told that used equipment is moving along very well. Another shipment of Valley pool tables should be arriving at any time now. George tells us that if the sales keep up the way they have then the place will be emptied.

NEW VALLEY 101 ON DISPLAY AT C.A. ROBINSON... Hank Tran- tle tells us that this beautiful table is on display in the showroom and it is getting great response from operators. Hear that Bob and Ann Richard-son of Simi Valley Amusements in Santa Susanna, were in visiting with the most recent and best husband and wife operating teams in Southern California. We're told that Mike Hall, service manager for C.A. Robinson Co., is taking a brief respite from his arduous duties and busy days (and there have been quite a lot of those, according to Mank) to spend a few days in the wilds of Sequoia National Park.

FROM THE RECORD RACKS... From Jerry Barish of California Music we get the not too surprising news that the Beatles are coming on in a big way with their latest single from Capitol, "All You Need Is Love," Flip, "Baby You're A Rich Man" is also heavily requested. Eric Burdon and the Animals are the other group with a possible two sided hit, "San Francisco Nights" and "Good Times." Respectable Aretha Franklin's follow up is "Baby I Love You" waxed on the Atlantic label. Brenton Wood has a sharp follow up to "Oogum Boogum Song" in "Give Me A Sign" on Double Shot. "Ita, Ha, Sai, The Clown" by the Yardbirds looks pretty good, according to Jerry. The Solle sisters of Lienhagen predict great success for the latest import from Los Rawls with his tale of woe "Show Business." Looks good for Mel Carter's recording of the standard, "Stardust" on Imperial.

HERE AND THERE... From Circle International we get the news that Carl Lawson of Steelemade in San Francisco, was in visiting with the gang. A new salesman, Dave Koistra has been added to the staff. Chuck Jackson is presently on vacation. Dean McMurdie has been keeping busy by calling on their accounts.

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SUCCESS is becoming to haunt Fred Gottlieb, Vendo's general manager. Because of last year's highly successful Chicago convention, Gottlieb is predicting every available exhibit space for this year's conclave, October 27-29, in the Pala Group Hotel. Gottlieb is confident that his old numbers will hold up well in advance. Thus, Fred is now getting a leg up on the needs of the trade. And, as has been Mackey's assistance, the exhibitors are expanding their exhibits, and the prospect of the trade meeting will be a thing to be celebrated.

Success in New York was the result of an open invitation to all interested parties. As a result, the New York convention is expected to be a big departure in the field of vending.

A surprise packaging of Fred Pollak from his vital marketing post at Rowe Mfg. Co. last week has definitely stirred up a bit of news in the trade. Pollak had his office in the Minneapolis office in the past, but his presence this week in Windy City will certainly be noted. This is another example of the fact that the vending industry is always looking for new ideas and new talent. The presence of Pollak in New York is sure to be a boost for the industry.

ALONG COINROW: There's normally very little production activity in most of the factories during the last part of July and early August because of the usual shutdowns for vacation. However, a caller can occasionally find some of the exes on hand to expedite parts shipments, etc. During the trip "round the horn" last week we managed to visit and chat with: Ross B. Scheer, busy sales vegas at Midway Mfg. Co., . . . Frank Luppino and Bernie Cohen, at Seeburg Corp., . . . Alvin Gottlieb and Jud Weinberg, who are keeping busy at D. Gottlieb & Co., while the plant is shuttered for vacation. When we visited with Mort Secore at Chicago Dynamic Industries we noticed that there's always a lot of activity in the offices. Presently Mort is singing the considerable praises of Chi-Coin's spankin' brand new "Cries Cross" "Ski-Ball" and "Riverica" puck shuffle alloy bowler. . . Bill DeSelm at Adv. West, over at Williams Electronics, are very pleased with the wide acceptance of Williams' "Apollo" single-player flipper, "Alnus" park bowler and "Coronado" big ball bowler.

Milwaukee Mentions

When Nate Victor, of S. L. London Music Co., hosted a two-day service school, July 11 & 12, he anticipated an excellent turnout both days, since the Seeburg "Hydro-Swirl" coffee machine was featured. Even his lofty attendance estimate was surpassed on Tuesday and Wednesday, according to reports. Jim Kegels, of Seeburg's vending field engineering staff, contributed the classes, aided and abetted by London Music's Don Emer. George Faust, James Grimes, Walter Glish, Richard Whiting and Carl Betz. . . Among the operators on hand on July 12 were: For Automatic Vending, in Oak Creek; George Steele and Earl Whead in representing P.V. Industries; . . . Larry Pries, Charles Joslyn and W. Pries; W. C. Steele for Automatic Vendors, Robert Olson, Eugene Surdo, Ed Lockhart and Alfred Stas, for Servonator, Inc.; Ray Suber, Phil Wilson and Willie J. Hopkins, for Subrend, Inc.; for Automatic Merchandising Corp.; Ken Hatch and Dick Hefferson for Jackson Vending Co.; Earl Cross and Al Merker, Stanley Vendors; and for Watson's Vendors — Richard Watson, Tom W. Thompson, Tom Kislors and Lyle Watson.


COLD DRINK VENDORS

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<tr>
<td>Aces &amp; Dues</td>
<td>$650</td>
<td>BALLY 6242H COFFEE, 395</td>
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<td>Rowe 1-1000</td>
<td>$500</td>
<td>CIGARETTE VENDORS, 500</td>
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<td>Rowe 1010A, Ice 695</td>
<td>$500</td>
<td>National 11 ML, 10</td>
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<td>Seeburg 425</td>
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<td>Rowe 20-700 Electric, 175</td>
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<td>Vendor Gold</td>
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<td>Seeburg 40-140</td>
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With the purchase of $100.00 or more of any equipment advertised in this ad, we will give you...

**NEW TELEVISION SET**

**NEW ROLLING BALLS**

**NEW TARGETS featuring Bouncing Ballys**

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**Now Shipping COBRA and FUN BALL**

**NEW EXTERIOR EYE APPEALING COLOR GLASS**

**NEW LARGER EYE APPEALING SCORE GLASS**

**SIMULATED DAYTIME AND NIGHTTIME TARGETS**

**CASH BOX—July 29, 1967**
COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

A Compilation of Phonographs and Amusement Machines Actively Traded On Used Coin Machine Markets—New Machines Are Listed Elsewhere In This Section

ROW AND MUSIC MACHINES

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Mannys On The Road

The touring Mannys in front of the Wurlitzer plant.

NORTH TONAWANDA — Vacationers Harold Manny and his wife were recent visitors at the Wurlitzer plant while on their way to visit relatives in Boston. C. B. Ross, old time friend of the Schroth Music Company service manager took the Mannys on a personally conducted tour of the plant facilities.

It seems the Mannys are quite the camper enthusiasts. For the past several years they have spent their vacations in the Colorado Rockies, the Grand Teton Ranges and the Western Provinces of Canada.

The couple hail from Hermiston, Oregon and while in the East, plan to visit Expo 67 and make a return visit to the captivating Niagara Falls. They travel in an air-conditioned camper with built in racks for their golf clubs and carts.

The couple is so pleased with camper vacations that, as they say, “We wouldn’t take a vacation any other way.”

More Cans Mean More Dough At CCC

NEW YORK—The Continental Can Company, manufacturers of cold drink beverage cans, achieved the highest sales and earnings in its 63 year history in the three and six months ended June 30. Thomas C. Fogarty, chairman, said, “the company capitalized on the strong demand for beverage containers and we expect to set new records for both sales and income for the fourth consecutive year.”

MOA Prexy To Speak At La. & Miss. Meet

NEW ORLEANS — MOA President, James Tolisano and Executive V-P, Fred Granger will address a meeting of the Louisiana and Mississippi operators at the Pontalballeau Motor Hotel in New Orleans, on July 29, 1967. There will be a cocktail party at 6:30 PM and a dinner beginning at 7:30 PM.

All operators and their guests are cordially invited to attend, regardless if they are a member or not. A full schedule is planned for the meeting, so be sure to attend.

Tobacco Exec Speaks On Strickman Filter

NEW YORK — Robert H. Walker, president and chairman of the board of the American Tobacco Company said last week: “We are, of course, interested in the news of Robert L. Strickman’s development of a cigarette filter reported to materially change the chemical composition of cigarette smoke and reduce the ‘tar’ and nicotine content. “The fact remains, however, that the cause of cancer is not known nor has any component of cigarette smoke been clinically proven to be a cause of cancer or any other disease in human beings.

We look forward to further evaluation of this development by an independent laboratory on behalf of the industry and as soon as practicable by our own research laboratories. We have repeatedly stated that matters of a scientific nature such as this are best solved in the research laboratory rather than in public controversy and we would sincerely hope that Mr. Strickman’s development is a step forward in this direction.”

Long Salem’s To Bow July 31st

WINSTON-SALEM, N. C.—An extra-long version of the nation’s top-selling menthol cigarette—Salem—will be introduced nationwide July 31 by R. J. Reynolds Tobacco Company. The new “super king-size” Salem, which is being marketed in addition to the popular Salem menthol cigarette, is more than one-half inch longer than “king-size” cigarettes.

W. S. Smith, Jr., executive vice-president of R. J. Reynolds, predicts that the new Salem will quickly become the nation’s most popular 100-mm menthol cigarette. The number of 100-mm brands now distributed nationally or regionally exceeds 25.

Directors of R. J. Reynolds also announced a quarterly dividend of 50 cents per share on the common stock, payable September 5, 1967 to stockholders of record August 10, 1967. This dividend is at the same rate paid in previous quarters this year.

Halper Holds Forth at Struve Class

Seeberg regional service manager Leo Halper (left) fills the lads in on the latest jokes circulating around Los Angeles, midway in service class conducted at Struve Distributing’s Phoenix, Arizona showroom. Subject of the session was the electronic circuitry of the Stereo Showcase phonograph. Struve’s Jim Phillips revealed that the servicemen passed on some excellent comments on Halper’s lectures and said they’re all looking forward to a school on schematic reading to take place this September.

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MY FIRM OPERATES THE FOLLOWING EQUIPMENT:
JUKE BOXES CIGARETTES VENDING MACHINES OTHER
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Cash Box—July 29, 1967
SITUATION WANTED—ATTENTION: OPERA-
TIMES, ANGEL ALLEYWAY. Highly re-
spirable in management of vending routes, Mu-
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SPORTING GOODS. Must be in good condi-
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WE PAY TOP PRICES FOR ALL.
RECORDS, 45'S AND LP'S. NEW or
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RECORDS, 45'S AND LP'S. NEW or
ONLY—ANY. Make an offer. Write to 
ABBY, 125-02 Rockaway Blvd., 
Jennings, N.Y. 11427.

WANT TO BUY USED AND NEW PINBALL 
MACHINES ACROSS THE BOARD. Off 
all机型. All trade considered. Write 
the owner. 7126 Onstead Ave., 
Chihuahua 6101 A 11, (ITALY) (MALO

WANTED: TWO EXPERIENCED MECHANICS 
for late equipment, juke boxes, pin balls, 
bowling, etc. Non-tire, non-food, non-
night. Call: Tony, 1315 N. Ashland Ave., 
Chicago, Illinois.

SELL YOUR SURPLUS 45'S TO THE NATION'S 
largest user. We are the nation's foremost 
purchaser. Price for your records will be 
fixed for you. Price your own 45's.

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Chicago, Illinois.
Runyon Sales Co. Hosts Highly Successful 100 MM Conversion Class.

New York and New Jersey servicemen huddle around the Rowe Riviera cigarette vendor as Al Panuzzo from the Rowe Factory explains how to remove the 85 mm columns and replace them with the 100 mm conversion kits.

NEW YORK—The Runyon Sales Company of New York hosted a very successful service class for the conversion of the Rowe Riviera Cigarette Vendor to 100mm columns, last Thursday. The conversion class was instructed by Al Panuzzo from the Rowe Manufacturing Company in Whippany, New Jersey.

As host for the Runyon Company was sales ace Lou Wolberg, who provided the hungry service technicians with sandwiches and cold drinks. Lou said, "the 100mm trend is the coming thing for the cigarette vending business," and advises, "operators to get in on the ground floor by making the conversion as soon as possible."

The widespread interest in the 100 mm trend is indicated by the large turnout of servicemen attending the class. Among those in attendance were: from the Runyon Company, Ivor Green, Ivor Kempner, Sidney Gerber, Larry Raphiele, James Gough, Joseph Tibola, Ruffino Figuero and Frank Pitonzo who assisted Panuzzo in the instruction.

Servicemen attending were: Sam Morrison and Steve Tannahill of Musical Moments; Martin Dumnow; Elke Amuse; Co.; George Anderson, Vincent Contessa, Majestic Operating Co.; Hyman Diamond, Ben Diamond, Diamond Vending Co.; Don Keegan, Bill Morrow, Cornwall Co.'s; Carl Peterson, C & L Amusement Co.; Harry Gutman, Elliot Gutman, Selmar Sales Corp.; Neil Rosenberg, George Norberg; Beverly Vending Co.; Roger and Henry Getzoff; Adolph Blou; Red Circle Music Co.; John Tarpey, Eagle Vending Co.; Fred Collay, Sr., Arthur Baker, Pat Malone, La Salle Music Co.; Phil Capezza, Ed Diener, Carlo Vending Co.; Jack Bookey, Jack Berger, J.A.R. Vending Co.; Herb Kaufman, Carol Vending, Nat Specter; Lomax Vending; Ralph Menintraub, Joseph Venuti, Imperial Vending; Steve Herrman, L & A Music Co.; Dave Moll, Boro Automatic Music Co.; Nick Sherry, Sherry Music Co.; John Trapani, Bob Reiersen, Dee Jac Dist.; Raymond Di Giovanni, Ed Stack, Yankee Vending Corp.; and Lenny Capoessell from Friendly Vending Co.

Servicemen gather around as Panuzzo and Frank Pitonzo explain the methods of conversion. The process is relatively simple—the cost moderate.

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Notice To The Record Buyer

You are probably aware that there has been a general price equalization between mono and stereo albums in recent weeks. Indications point to an eventual stereo-only release of albums by your favorite artists. During this transitional period, you may find it increasingly difficult to obtain mono versions of the albums you want. If you are the owner of a mono phonograph manufactured in the past five years or so, the statement below is intended for you. If, after reading it, you remain uncertain as to whether you can play a stereo recording on your unit, inform your dealer of the type of mono phonograph you own and the date purchased, and he will let you know if your phonograph is capable of playing a stereo recording without harming the grooves:

Stereo records can be played on today's mono record players with excellent results. They will last as long as mono records played on the same equipment, yet will reveal full stereo sound when played on stereo record players.

Technical developments in recent years have enormously improved the quality of today's phonograph. When stereo records were first introduced, they could not be played on machines designed to play only monaural records. In recent years all phonographs—both mono and stereo—have been so markedly improved that this limitation is no longer effective.

Groove information of a horizontal, side-to-side nature is common to both mono and stereo records. In addition, stereo records have built into their grooves information that occurs in the vertical plane. Played with modern equipment, today's stereo record will transmit all the horizontal information through monaural playback and, when played back through stereo equipment, will additionally transmit the vertical information.

The importance of this to record purchasers is that they need no longer hesitate to buy, play or build collections of stereo records although they have monaural playback machines. Improvements made in the design of the pickup in current monaural machines make it possible to play stereo records with no greater incidence of skipping and with no greater wear than when played on stereo machines. The life expectancy of the records will remain the same. Further, the three-dimensional, "spatial" effect of stereo—while not revealed through a monaural player—will remain unaffected in the grooves, available for subsequent play on a stereo phonograph.

Today's full-separation stereo disc is now unchallenged in quality and represents the future of the record industry. While most labels will continue to produce monaural records, it is nevertheless clearly to the advantage of consumers who own monaural players to buy, give and build collections of current records in the stereo versions, anticipating their future ownership of a stereo phonograph.