Lieberson Names Four New Division Presidents
• RCA-Kirshner 'Calendar' Label Signs Steve & Eydie • Harum Moves To A&M • Critters Ink With Project 3 • • Decca Record Year Gets Big 4th Quarter Push • • CBS London Meet

AVI SHANKAR: CONTRAST IN POP

Int'l Section Begins Pg. 63
BILLY JOE ROYAL
HAS A SCREAMING CHART HIT!

HUSH

ON COLUMBIA RECORDS®
This is a significant year for the musical theater. It won't be a season when giants of the 20's, 30's and 40's will be heard, and therein lies the significance, if not the outlook for musicals over the next 25 years.

In many instances, the sounds that will be heard will be the creation of newcomers to Shubert Row, while some we've been impressed by in recent seasons (John Kander & Fred Ebb, Jerry Herman and Bob Merrill) will hopefully display the kind of consistency of which giants are made. In addition, at least one team fresh from the Top 40—Burt Bacharach & Hal David—will re-do "The Apartment" for the musical stage. And to add another note of interest, that frequent contributor to better soundtrack music, Elmer Bernstein, is turning out the tunes for one of the early 1967-68 arrivals, "How Now Dow Jones?"

In previous months, the pages of Cash Box have cited the contentions of Broadway writers and orchestrators on the subject of whether or not the Broadway stage is ready to provide more contemporary sounds. Their contentions notwithstanding (some say yes, others no), the likelihood is that this season could well see some answers.

Whatever direction the musical stage does take—and we're not adverse to hearing a good supply of melody that respects traditional show score values—the Broadway stage is about to embark on an era when its creators are either part of the youth generation or have matured talent-wise with the sounds of the under 30 population.

To the record business and, in particular the companies that will release the original cast LP's, this is really more important than the amount of money that a label is investing in a show. For if the new writers come through, the matter of investment in Broadway musicals will take care of itself. In these writers are either the growth or retardation of a great source of material for records. And if many of these newcomers are close to the ears of the majority of the population, then the Broadway stage can enter a new era that may well rival the vaunted Golden Age of musical comedy, when, admittedly, composers could think more about their songs as songs than their relevance to a plotline.

It is the difficult task of the new writers to make a score work in terms of both the script and the many performers who will be seeking good songs to record. But, that's the way it is—and giants will be needed to make it work.
Billy Harner
Swings about the girl who slaughters the boys with a mini-skirt and a pair of fishnet stockings...

Homicide Dresser
KA-238 The best-dressed chart-buster of the year!
Thriller Theme.

WAIT UNTIL DARK

MANCINI—featured piano soloist in his music from the new film.

Single ships in this 2-color sleeve.

WAIT UNTIL DARK
THEME FOR THREE

A Warner Bros. release and picture

WAIT UNTIL DARK
Music from the film score
Composed and Conducted by
HENRY MANCINI
Piano Solo—Henry Mancini

RCA VICTOR
The most trusted name in sound
Decca Sails Into 4th Quarter With Product Designed To Maintain Record Sales Profits

WASHINGTON — Already enjoying its best year of sales and profits, Decca Records is sailing into the last quarter of 1967 with the intentions of ending the year on an all-time high. Company, as reported in Cash Box, has set new sales records in sales over the first nine months of 1967. As outlined at a series of regional meetings introducing the Decca product line 20 new albums this fall, all the company's major labels will also add an LP same-name follow-up to Jackie Wilson’s “Higher & Higher.”

The many phenomena that make the music business what it is today are very much embodied in the overwhelming acceptance Ravi Shankar has received in America. The exclusive World Pacific artist, a clashing of东西方 world cultures, has become the idol of millions of string-picking pop youngsters who have become acclimated to the skill Shankar displays when performing on the complex of an instrument that has become Mr. Shankar’s middle name. But his pop acceptance, now only in its infant stage, promises to be huge by the holiday season as a result of a major and comprehensive promotional campaign which is hitting the world Pacific brass has mapped out for the sitarist beginning next week.

Part II of the campaign begins Oct. 16 with the release of three “Sounds of Asia” albums, “Live At The Monterey Pop Festival”/Ravi Shankar, “Roto And Flute”/Koshi Nakanishi and “Young Master Of The Sarod”/Ashkan Khan. In addition to these new albums, the entire Ravi Shankar catalog of World Pacific LP’s will be included in the major promotion.

Showed with Shankar on the cover, is Dick Bock, director of World Pacific A & R (left), Macey Lipman, director of World Pacific sales and promotion (right) and the moustached George Harrison of the Beatles. Harrison is probably one of the few factors in Shankar’s acceptance as a pop idol. The Beatles’ becoming a part of Shankar did much to draw the attention of the teen world the idol of an idol.

INDEX
Album Plans ... 38
Album Reviews ... 42, 44
Basic Album Inventory ... 53
Bliss for DJ’s ... 32
Columbia Machine Section ... 61
Country Music Section ... 56-62
International Cover ... 68
Interviews ... 73
Looking Ahead (Singles) ... 10
New Chart Additions ... 26
Public Service Notice ... 80
R&B Top 50 ... 50
Radio Active ... 18
Recap ... 32
Singles Reviews ... 20, 22, 23
Sure Shots ... 34
Top 10 Ballads ... 30
Top 100 Labels ... 50
Top 10 Albums ... 53
Total Sales ... 12

**Cash Box—October 14, 1967**

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**RC/A Kirshner Title New Label ‘Calendar,’ Sign Steve & Eydie**

**NEW YORK**—The new label established by RCA Victor Records and Don Kirshner has a name and its first attraction. Label is called Calendar Records and signed to an exclusive pact at the label are Steve Lawrence & Eydie Gormon. It was also revealed that Calendar will release the original cast LP of the pair’s upcoming Broadway show which is a follow-up to the short-lived, ill-fated “In the Mood.”

**Our New Face**

**NEW YORK**—If Cash Box has a somewhat different look to you this week it’s because we have changed our printer. Beginning with this issue, Cash Box will be printing in New York. Object: to improve our domestic and international delivery and extend our deadlines so that our coverage is as up to the minute as possible.

We have redesigned our layout, type faces, columns etc. to make locating a Cash Box feature as easy as possible. Our Top 100 cards, which are now being printed on a higher quality stock, are more legible and can be more easily removed from each issue for display and reference.

Our readers have always been responsible for shaping the look of Cash Box. Their needs have been the reason for the development and most of the features we have in our publication today. We would therefore appreciate hearing from anyone who, after studying our new look, has any suggestion that might improve the usefulness of Cash Box.

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**New Label Signings See Procul Harum Ink With A&M; Critics To Project 3**

**HOLLYWOOD—A & M Records has signed the hot British group, Procul Harum, to a long-term pact, it was announced last week by label president president Steve Barlow. The negotiations for this contract were made with A & M Records and Mercury Productions who are the respective owners for all Denny Cordell product outside the United Kingdom. The deal for the top Harum single, “Homburg,” which was produced by Denny Cordell (like the singles, ‘A Whiter Shade of Pale’) has been released in England on the Fontana 30 of the top 50 and on the A & M label in the U.S. Procul Harum, a five member group, will begin their first U.S. tour beginning October 27.

**Lieberson Names Davis, Keating, Schein, Randall Div. Presidents**

**NEW YORK**—Clive Davis has been named president of CBS Records as part of the naming of four presidents at the CBS/Columbia Group.

Their appointments, said Goddard Lieberson, president of the CBS/Columbia Group, was in recognition to their “important contributions to the success of our operations and . . . our continued growth and diversification. The CBS/Columbia Group was formed a year ago under the leadership of our presidents and general managers. They were Davis, Neil Keating, Harvey Schein and Donald Randall.

Davis

Davis joined Columbia Records in 1969 and was made General Attorney in 1961. He became Administrative Vice President, Columbia Records, in 1965.

Keating

Neil Keating in President of CBS direct marketing Services Division. He joined Columbia Records in 1955 and became general manager of the Columbia Record Club in 1968. Keating was promoted to vice president and general manager, Columbia Record Club, in 1969.

Schein

Harvey L. Schein is the new president of the CBS International Division. He joined Columbia Records in 1968. He was appointed general manager of Columbia Records Internationally, in 1963.

Randall

Donald D. Randall, who has been named president of the CBS Musical Instruments Division, joined Columbia Records as vice president and general manager, Musical Instruments, in 1965. Randall was associated with Proctor, approaching the 50th year of his career in the music business.

The direct marketing Services division’s sales programs include the Columbia Record Club and the Columbia Stereo Tape Club. In July, CBS announced that an agreement in principle had been reached on terms by which Sunset House, the California-based gift and specialty catalog house, will provide mail order and fulfillment for a unit of this Division.

The CBS International operation exercises subsidiary companies in 10 countries. Through its subsidiaries, the CBS International Division distributes records and other products in 104 countries.

In addition to Fender products, the CBS Musical Instruments Division manufactures and markets Leslie speaker systems for electronic organs, Rogers Drums and accessories, and Squier Strings for all stringed instruments.
Revercomb Dot Post: Nat'l Sales Director

LOUVER—Ken Revercomb, who recently joined Dot Records, has been appointed national director of sales, reports Arnold Breen, vice president in charge of music operations for Paramount Pictures Corp. and president of Dot Records.

In his new capacity, Revercomb will assume overall responsibility for the company's sales, promotion, branch operations, distributor relationships and production.

Revercomb joined Dot Records following a nine-year tenure with Liberty Records where he served successfully as Southern divisional manager, na.

Al Lewis Named Admin Assistant To Nasarit

NEW YORK—Al Lewis has been named to the post of assistant to the president of MGM. Reliable sources have announced last week by proxy M.G.M. Nasarit.

In his new capacity as administrative assistant, Lewis will be responsible for artist contract coordination and will help to provide liaison between Nasarit and the various executives and divisions of the company.

Now in his 11th year with M.G.M, Lewis has held responsible posts in the Metro-Goldwyn-Mayer sales department and has headed up the chain sales department (Continued on Page 46)

New CB Service—NEW YORK—for our readers has been incorporated along with the new format effective in this issue. All singles considered of commercial value from new labels will include the record company's address at the end of the review.

Al Lewis

STATEMENT OF OWNERSHIP, MANAGEMENT AND CIRCULATION

Pursuant to the provisions of the Act of August 14, 1956, The Billboard magazine, Section 3685b of the Revised Statutes of the United States, and Section 486 of the New York State Business Corporation Law, the undersigned certify as follows:

1. Publish Date: Each Tuesday, October 20, 1967.


3. Name and Address of Publisher, Editor, and Managing Editor:

Publisher: George Albert, 1780 Broadway, New York, N.Y. 10019.

Editor: Irving Liechman—Ed ADM, 1780 Broadway, New York, N.Y. 10019.

Managing Editor: Marty O'Connell, 1780 Broadway, New York, N.Y. 10019.

4. Owner: This magazine is not owned by a corporation, its name and address is stated in article 3. The name and address of the individual, firm, or corporation having the exclusive legal control of the magazine.


5. Known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages or other securities:

None.

6. Paragraphs 7 and 8 apply to the issuer if a company or its subsidiary or any other individual holds or is under any obligation to hold, any stock or bond of the corporation or any company as trustee or in any other fiduciary relationship, the name of the person or company and the amount of the stock or bond held. The trustee shall be considered as the owner of the stock or bond and shall show the affidavit of the person in full knowledge and belief as to the circumstances and conditions under which such stock or bond is held. The name and address of the person or company holding the stock or securities in an amount exceeding 10 percent of the amount of stock or bond issued.

None.

7. Paragraphs 9 and 10 apply to the issuer if it is a corporation, and any person or company other than an immediate family member of any one of the persons named in paragraphs 11 and 12 who is an owner of stock or bonds, mortgagee, creditor or liquidator, holding a direct or indirect interest. The name and address of the person or company (as the case may be) and the nature of interest.

None.

8. Paragraphs 11 and 12 apply to the issuer if it is a corporation, and any person or company other than an immediate family member of any one of the persons named in paragraphs 11 and 12 who is a director, officer or employee, giving the title and address of each director, officer or employee.

None.

9. The date of the Board of Directors of the corporation, list the names and addresses of the officers and the names and addresses of the persons to whom statements of the corporation's annual report have been or will be mailed.

November 1, 1967.

10. The amount of circulation determined by an annual distribution of copies by mail for the previous 12 months.

Total No. Copies Distributed 12,009

Paid Circulation:

Cash Sold to Retail Dealers and Carriers 979

Street Vendors and Carrier Sales 9,189

Total Paid Circulation 10,189

Free Distribution (Includes Samples by Mail)

Free Distribution to Trade and Retailers 12,121

Total Circulation 24,310

Office Sales, Unpaid, Specimen After Printing 15

Total No. of Copies Distributed 24,325

11. A statement that the publication is published by a corporation or an individual in which all or a part of the stock or interest is owned by members of the immediate family of any of the persons named in paragraphs 1, 2, 3 or 4.

None.

12. A statement that the publication is published by a corporation or an individual in which all or a part of the stock or interest is owned by any individual, company or corporation who is not an immediate family member of any of the persons named in paragraphs 1, 2, 3 or 4.

None.

13. The name of the person, company or corporation which controls more than 10 percent of the voting stock or interest in the corporation or individual which is the publisher, the date of the control and the nature of the control.

None.

14. The number of copies in the current issue, the number of issues published annually, the current subscription price and the dates of the last 4 issues of the publication.

20,000 copies, 52 issues, $4.00 a year.

15. The name and address of the business manager, the name and address of the advertising manager, and the name and address of the editorial manager.

Frank Johnson, 1780 Broadway, New York, N.Y. 10019, advertising manager.

George Albert, 1780 Broadway, New York, N.Y., 10019, editorial manager.

16. Certification that statements in the report are true and complete. (Signature of owner, publisher, business manager, or owner)

George Albert, president.
Let a winner lead the way. MARILYN MAYE—headed right up the middle-of-the-road with a bright song from the upcoming musical How Now, Dow Jones* "STEP TO THE REAR"

#9347

*DAVID MERRICK by arrangement with EDWIN H. MORRIS and Company, Inc.
presents
A new musical comedy How Now, Dow Jones
Lyrics by Carolyn Leigh
Music by Elmer Bernstein

RCA VICTOR
The most trusted name in sound

Cash Box—October 14, 1967
A compilation, in order of strength, of up and coming records showing signs of breaking into The Cash Box Top 100. List is compiled from retail outlets.

1. Wake Up, Wake Up (Treadnole—BML)
   Grass Roots (Dunhill 4105)
2. Sea of Love (Cerrito Bob Simon—BML)
   Keith Kats (Jamie 1343)
3. Walking Proud (Alex Peters—BML)
   Pete Kist M (Smokey 72709)
4. Open for Business as Usual (Gregg Davis—BML)
   Jack Jones (Kapp 855)
5. Runway (Dil Shannon—Cook—BML)
   Del Shannon (Liberty 59992)
6. You Keep Me Hangin’ On (Jacquette—BML)
   Vernell Fudge (Atco 6942)
7. All the Time (Caterwood—BML)
   Jimmy Raskull (United Artists 60317)
8. All Your Goodies Are Gone (Composville—BML)
   Jukebox (Revolt 211)
9. From Head to Toe (Jacquette—BML)
   Chris Clark (Motown 1114)
10. Heart Be Still (Burger Web IV—BML)
    Lorraine Ellison (Lone 2074)
11. What’s So Good About Goodbye? (Jacquette—BML)
    Giant Sunflower ( Oaks 104)
12. I’m a Fool for You (Kiss Alon—BML)
    James Carr (Goldwax 235)
13. Take Me Along (Vicki James—BML)
    Rev Charles Singers (Command 4105)
14. Visit to a Sad Planet (Brookhaven—BML)
    Leonard Nimoy (Motown 17038)
15. Souluation (Uptown—BML)
    Caprizes (Sound 171)
16. Lovers of the World Unite (Hills—ASCAP)
    Vagels (ASCAP 13813)
17. What Are We Gonna Do (Kapp—BML)
    Judy Fisk (Kapp 833)
18. Try It (Blackwood—BML)
    Standells (Tower 310)
19. Back on the Street Again (Cherry Lane—ASCAP)
    Sunshine Company (Imperial 66260)
20. Small Talk (Cantoral—BML)
    Claudine Longet (A&M 877)
21. Turn Around, Take a Look (Anjor—BML)
    Leon Pipers (Buddah 11)
22. Blindman (Blackwood—BML)
    Big Brother And the Holding Co. (Mainstream 657)
23. Believe in Me (Luke Hessman—BML)
    Jesse Jeter (ABC Paramount 6684)
24. I’m Gonna Keep What I’ve Got (Davey Moore—BML)
    Slim Harpo (Excello 3299)
25. See Emily Play (Engineer—BML)
    Pink Floyd (Tower 356)
26. Lover’s Roulette (Peel International—BML)
    Mel Torme (Columbia 69180)
27. I Almost Called Your Name (Singleton—BML)
    Margaret Whiting (London 115)
28. Suzanne (Project—BML)
    Neil Marrion (Reprise 9615)
29. What’ve I Done to Make You Mad (SMAC—BML)
    Linda Jones (Lone 2077)
30. Desiree (Mills—BML)
    Left Bank (Smash 2719)
31. Ooh Baby You Turn Me On (Revilot—BML)
    Willie Mitchell (Hi 3125)
32. Melancholy Mood (Low—BML)
    Tommy Roe (ASCAP Paramount 10989)
33. Boppa Do Down Down (T.M.—BML)
    Third Rail (Epic 10248)
34. Where Is the Party (Dickson—BML)
    Melina Ferguson (Compass 7009)
35. Shame on Me (Luba—BML)
    Chuck Jackson (Wand 1166)
36. Little Girl (Tender Tune—Elegant—BML)
    Critters (Kapp 858)
37. Strange Song (Blackwood—BML)
    Harry Belafonte (RCA Victor 47-7963)
38. Something’s Gotten Hold of My Heart
    Holding—BML
    Gone Pinny (Music 1532)
39. Love Is a Doggone Good Thing
    (Foot—BML)
    Eddie Floyd (Stax 232)
40. Mystery of Tallahatchie Bridge
    (United—ASCAP)
    Roger White (Rip A 103)
41. The Frog
    (R&B—BML)
    Sergio Mendes & Brasil 66 (A&M 872)
42. Honey & Wine
    (Screen Gems—Columbia—BML)
    Glenn Yarbrough (RCA Victor 9209)
43. Mr. Dream Merchant
    (Soundtrack—BML)
    Jerry Butler (Mercury 72721)
44. Givin’ Up Your Love
    (Little People, MyTe—BML)
    20 Grand (Columbia 4-65239)
45. When the Good Apples Fall
    (Unart—BML)
    Seekers (Capitol 2012)
46. Just Another Face
    (Parlovin—ASCAP)
    Shades of Green (Jubilee 5590)
47. He Ain’t Gonna Give You None
    (Wax. IV—BML)
    Freddie Scott (Shout 279)
48. Agnes English
    John Fred & Playboys Band (Paula 272)
49. You Better Sit Down Kids
    Chimes, Carlton—BML
    Chev (Imperial 66581)
50. Hole in Me Shoe
    (Este—ASCAP)
    Traffic (United Artists 50218)
EQUINOX RECORDS PROUDLY ANNOUNCES ITS FIRST RELEASE

"The 3rd Prophecy" by The Ilford Subway

THE FIRST OF MANY FINE QUALITY RECORDS NOW IN PRODUCTION BY TERRY MELCHER

EXCLUSIVELY DISTRIBUTED BY ABC RECORDS NEW YORK BEVERLY HILLS / ABC RECORDS, INC., 1330 AVENUE OF THE AMERICAS, N.Y.
Music Businessman (Vice President)

The General Manager we seek has a strong sense of personal direction. His drive and commitment are infectious. He habitually sets and achieves demanding goals. He is expert in the engineering of consensus and maximum group leadership. He is sensitive to the human elements in corporate accomplishments. Subordinates admire his bold and consistent decision making. He prizes talent.

This demanding position as operational head of our music publishing subsidiary, which is a major factor in the industry, calls for extensive administrative experience. An instinct for producing new music, knowledge of how imaginatively to exploit the old, a talent for innovative thinking, a persistent profit orientation, and a record of progressive achievement are also required. We are particularly interested in a qualified executive from the music user side of the entertainment industry.

This unusual opportunity, its compensation (comparable to what single unique assignment may bring in capital gains, as well as your qualifications can be discussed in complete confidence with our consultants by telephoning Robert Fordeyce or John Andrews at (212) 82-6411 after 9:00 A.M. and 5:00 P.M. New York time any weekday or on SUNDAY, October 15th. If you prefer you may send your resume to Fordeyce & Andrews, Inc., 342 Madison Avenue, New York, N.Y., 10017. Our employees are aware of this vacancy.

### Vital Statistics

**Detailede Information About New Titles Which Broke Onto the Cash Box Top 100 This Week**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT’S YOU THAT I NEED</td>
<td>(2:36) Temptations</td>
</tr>
<tr>
<td>#58</td>
<td>Gordon Records #7065</td>
</tr>
<tr>
<td>KEELUCKY WOMAN (2:34)</td>
<td>Neil Diamond</td>
</tr>
<tr>
<td>#79</td>
<td>Bang Records #551</td>
</tr>
<tr>
<td>SPREADIN’ HONEY (2:10)</td>
<td>Watts 103rd Street Rhythm Band</td>
</tr>
<tr>
<td>MAR. CANNES, place</td>
<td></td>
</tr>
<tr>
<td>#61</td>
<td>Elvis Presley with Jordanaires</td>
</tr>
<tr>
<td>#81</td>
<td>RCA Records #47-8272</td>
</tr>
<tr>
<td>#82</td>
<td>Elvis Presley</td>
</tr>
<tr>
<td>#83</td>
<td>Lyzy Day</td>
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<tr>
<td>#85</td>
<td>Lazy Day</td>
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<tr>
<td>#86</td>
<td>Buggalo Down Broadway</td>
</tr>
<tr>
<td>#87</td>
<td>Jody Newborn</td>
</tr>
<tr>
<td>#88</td>
<td>Are You Never Coming Home</td>
</tr>
<tr>
<td>#89</td>
<td>Richard and Me</td>
</tr>
</tbody>
</table>

**Upcoming Events**

A Schedule of Major Industry Events in the Coming Months

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
<th>Place</th>
</tr>
</thead>
<tbody>
<tr>
<td>Record Industry Show</td>
<td>Nov. 22-26</td>
<td>New York City, Sheraton Atlantic Hotel</td>
</tr>
<tr>
<td>Midem</td>
<td>Jan. 21-27</td>
<td>Cannes, France</td>
</tr>
<tr>
<td>San Remo Festival</td>
<td>Feb. 1-3</td>
<td>San Remo, Italy</td>
</tr>
<tr>
<td>Narm Convention</td>
<td>Mar. 17-22</td>
<td>Hollywood, Fla., Diplomat Hotel</td>
</tr>
</tbody>
</table>

Elke Sommer To Co-Host Reception For Cowills

HOLLYWOOD—MGM’s newest rock group, the Cowills, may be receiving a surprise this week, that is if they don’t persuade Cash Box. Group, currently touring the country in behalf of their chart single “The Rain, the Park and Other Things” arrives here Oct. 12 with a reception scheduled for them at the Century Plaza. This will include cocktails, refreshments, and a most attractve hostess in the person of Elke Sommer.

Miss Sommer, contacted by MGM Records, accepted the invitation to appear and said she was anxious to hear the group when they will perform during the evening. Jesse Kaye, coast A&R director for the label, explained that, when the invitation was made he hardly expected her acceptance—“It was just a shot in the dark.”

Rand Productions Formed

NEW YORK—John Rhys and Don Dominguez have just formed a new production company, Rand (cir) Productions, which will have its headquarters in Detroit. Rhys and Dominguez also recently formed Rocking Chair Music (BMI), which will serve as the publishing arm of Rand.

Among Rand’s initial projects, top priority is being given by Rhys and Dominguez are cutting with the noted motion picture and television composer. On this album, Savallas will do songs and monologues written by Rhys and Dominguez, who hope to place the set with Capitol Records.

Other Rand projects include the production of several groups for various labels. For Capitol, Rhys and Dominguez are producing the Tartans of Lavendar Lane, whose first single on the label, “Your Baby is All Ready Out,” is set to hit, and another group called the Plain Brown Wrapper.

For A Pairs, Rhys and Dominguez are producing the Scott Richard Case, and for Impact, the Strand of Blue. An agreement has also been made with Les Baxter to co-produce the Forum for Rand.

Rand currently has a stable of twelve writers, and Rhys and Dominguez hope to assemble a wide variety of material, including pop, R&B, and eventually movie scores and stage musicals.

Writers are encouraged to send whatever material they have to Rand C/O Don Dominguez, 7970 Morton View, Taylor, Michigan.

### Music Businessman

(From the West)

The manager of the Top 100 Hits list, James Howard, is a man of many talents. He is not only a successful manager, but also a successful songwriter and producer. He has written hits for such artists as The Beatles, The Rolling Stones, and The Who. He is also a member of the Songwriters Hall of Fame.

Howard started his career as a musician and songwriter, and later moved into management. He has managed some of the biggest names in the music industry, including The Beach Boys, The Monkees, and The Righteous Brothers. He is known for his ability to take a struggling artist and turn them into a successful recording artist.

Howard is a member of the Songwriters Hall of Fame and has been honored with many awards throughout his career. In addition to his work in the music industry, he is also a successful businessman and has founded several companies, including a record label and a music publishing company.

### Upcoming Events

**Country Music Week**

Friday, Oct. 19, 1967

Nashville, Tenn.

**Record Industry Show**

Tuesday, Nov. 22-26, 1967

New York City, Sheraton Atlantic Hotel

**Midem**

January 21-27, 1968

Cannes, France

**San Remo Festival**

Feb. 1-3, 1968

San Remo, Italy

**Narm Convention**

March 17-22, 1968

Hollywood, Fla., Diplomat Hotel

**Cash Box—October 14, 1967**
GLAD TO BE UNHAPPY

AN UNRELEASED MASTER
FROM THE FIRST GOLDEN ERA
PRODUCED BY LOU ADLER
D-4107
NEW YORK: Ronnie Eden has signed Linda Exum, Ronnie Holland, Herndon Band the One Way Street, and Bruce Palmer. He's formed Vernon Productions with Morty Craft. Their first project will be a song called "Treat Me Better" by the Ground Floor People.

The Stax/Volt of England modeled all kinds of groovy new fashions at the Metropolitan Bar & Grill last week. Bob Crewe, whose Bob Crewe Generation just cut a deck for Dot entitled "We're Just Like Us Of England," was in attendance.

Capitol's cameraman Roy Baticchio tells us how Peggy Lee is packing 'em into the Copa, since her opening last week. He also notes that she's getting great reaction to her current show "I Feel It" and that she is featuring selections from her latest LP "Somehow, Somehow." A loughe's Art Wayne reports reaction on Bongi & Judy's initial Budokan at the Opera House last week. His hat off to producer Bob Schwab and his associate, Don Stein, for booking such talent as Alouette's, Ronnie and Marty Thau. He also notes split good music & R&B play on the Younger Generation Symphonia's Mr. G outing of Janis Ian's "Society's Child. Art says, "above all, thanks to Lazlo." The Beatles' "Mystical Mystery Tour" flick is in the can. Speaker and Pauline Davis along with their children are also in a scene of the cinematic effort. It seems that the bass family was on holiday in the area when the scene was sked so they were written in.

Milva, Italy's queen of song, and Richard Fry, English disc jockey, have a concert at Carnegie Hall on Oct. 7.

Aloos is providing a party for the opening of its new angular, angular Hall on Oct. 8. Both concerts were provided by Roberto Landi. The party takes place in the Ristorante del Palazzo on Rapp's Four Corners of the World label and has just signed with MCA.

Rita Moreno, Nino Campoggi, and Mario Giovanni and Corrado Francia shared the spotlight with Milva.

The opening segment of a recent Smothers Brothers TV show was a short skit concerning a network censors' book that was written in crayon. This was apparently a good natured comment on, among other things, the cutting of "Knee Deep In The Big Muddy" from Pete Seeger's appearance on the show.

Milva has a weekly folk music show on the National Educational Television network. The show features interviews with outstanding folk artists, an 'done-a-kind type home movies taken by Sweden's ASCAP member, Stig Landin, and in addition to three tunes played by Judy herself.

The lid on Bobby Vinton looks like he has a top 10 winner with his new single, "Please Love Me Forever." The lid is going both top 40 and good music. It started being heard as we hit the Brind/Hunt hand-hand, sales are strong. Pete also reports that he's been laying in a deck on Cameo, strong play on "Lovey Dovey" by Bunny Siegler, and break-through on "Better Love" by the Ohio Express. He notes that public relations for Columbia Records and before, city editor of the San Francisco News-Pilot and other Copley papers.

Dunhill Records has added another staff member in Dick Burso in charge of all southern California talent. R&B division, including all of Dunhill's marketing, is controlled by the writer, Bryan, who is British, is another area choralist. He also worked with the Paladium and has done choreography for Diahann Carroll and Shirley Bassey. After five months of intensive re-engineering, former Raiders Phil Volk, Drake Levin and Mike Smith are ready to discuss a record deal, we are told, for a label owned by the Brotherhood. To facilitate presentation of their sound, the trio has a selection of self-composed, self-performed and self-produced tunes. For further information, contact Dunhill's Larry Lerman.

A new opening this past week of the all-new edition of "Les Poupées De Paris" (created and produced by Sid and Marty Kroft) is a biggie. The Studio City Liberty v.p. Lee Mendel suggests a sub-tile for the show — "Melodrama," "Movie of the Week." Paramount Pictures' "Waterhole #3" starring James Coburn and featuring 22 minutes of song by Roger Miller (he's never seen in the film). A must for those who dug "Cat Ballou."

BMI hot coast writer and publisher rep, Herb Eisenman, has come up with a new game published by Prince-Stern-Sloan. Retail for a back (but no BMI performance royalties), it's called the Name Dropper Game. Players may select the names of Round Robin and Jewel Akos. It's an easy game for play for two major projects engineered by the ASCAP Public Relations Committee — the Lincoln Center benefit for the N.Y. Cultural Foundation and ASCAP's Salute to the March of Dimes which will be seen in January via a half hour TV color special featuring ASCAP songwriters.

Currently cutting at RCA Victor, Jack Jones, Jefferson Airplane, Stone Country and Gil Bernal — Favorite Retort of the Week — from secretary Selma Williams who made the switch with Dick Peere from Liberty Records to Dot. In answer to a question we put to her recently, "You don't say you're not at Liberty to say?" Sue Raney has fixed the title time from the Warner Bros., movie "Walk Until Dark" for Imperial and will be chipping the theme from the movie. The film stars Audrey Hepburn, Alan Arkin and Efrem Zimbalist Jr. Musical with Nanette Fabray and living in Evans. The McPherson, Pangborn, and two women of the lead in "Lightning Road," an allied Artists flick — her first role in a movie. She's now the "West Coast Girl of the Week."

``
Current Popping Along the Pacific: "Last Wails" by Engelbert Humperdinck (Parrot) in San Francisco, "Ballad of Waterhole #3" by Roger Miller (Smash) in Seattle, "Holiday" by the Bee Gees (Ato) in San Diego, "Blind Man" by Big Brother and the Holding Company (Mainstream) in Portland, "Expressway to Your Heart" by the Soul Survivors (Crimson) in Fresno, "Try It" by the Standells (Tower) in a dead-heat tie with "Get On Up" by the Esquires (Bunky) in L.A.

CHICAGO: Morrie Price, who heads up Metro Record Division, recently hosted a big-time recording and live concert in the Cotillion Room
EVERY ONE A WINNER!

4-TRACK AND 8-TRACK LIBERTY STEREO-TAPE CARTRIDGES
"...DON'T LET IT BE FORGOTTEN
THAT ONCE THERE WAS A SPOT..."

THE LERNER & LOWE BROADWAY TRIUMPH BECOMES AN INCREDIBLE AURAL EXPERIENCE!

(AVAILABLE SOON ON 4 & 8 TRACK STEREO CARTRIDGES)
THE SOUNDTRACK OF CAMELOT!!

... without stint or question, an album of staggering significance!
And as befits such rarity of product, the exploitation effort planned and set for this Lerner-Lowe classic has no precedent in all the history of Warner Bros. Records!
Never before, an Album Presentation so lush, so rich, so alive with consumer provocation!—And never before, the entire Warner Bros. Organization so feverishly keyed to bring about a height and depth of sales excitement commensurate with the special nature of its quality and substance!

MERCHANDISING
• Specially Created Rack Display Unit.
• Floor Browser/PrePack Counter Display.
• Window Pieces; Banners, Streamers, etc.
• Colorful Mobiles.
• Huge Posters in Full Color.
• Color Photos from the Film.
• Camelot Buttons for Clerks; Store Personnel.

ADVERTISING
• Billboard; CashBox; Record World.
• New York Times Sunday Supplement.
• New Yorker; Playboy; TV Guide;
  Various Mass Circulation Media.
• Massive Co-Op Push in Radio, Newspaper,
  Television; Mailers, etc.

PUBLICITY/PROMOTION
• Publicity/Press Kits for Entertainment
  Editors, Radio/TV/Newspaper Commentators,
  Columnists, Record Reviewers.
• Intense AM/FM/College/Radio Station Penetration.
• Voice-Track Interviews on Record & Tape.
• Relentless Day-In, Day-Out Radio/TV
  DJ Excitation.
• Ad Mats and Glossies; Gift Order Forms; Theatre
  Lobby Displays; Total Promotional Saturation.
• Nationwide “Camelot Day” Celebration on
  Thousands of Radio & TV Stations.
**CashBox Radio Active**

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on list indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.  
(SURVEY COMPLETED TO OCTOBER 4, 1967)

<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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<tbody>
<tr>
<td>47%</td>
<td>It's You That I Need—Temptation—Gordy</td>
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<td>47%</td>
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<td>40%</td>
<td>Lazy Day—Spanky &amp; Our Gang—Mercury</td>
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<td>38%</td>
<td>Incense &amp; Peppermints—Strawberry Alarm Clock—UNI</td>
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<td>35%</td>
<td>Love Is Strange—Peaches &amp; Herb—Date</td>
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<td>94%</td>
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<tr>
<td>33%</td>
<td>I Can See For Miles—The Who—Decca</td>
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<td>62%</td>
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<td>31%</td>
<td>Everlasting Love—Robert Knight—Rising Son</td>
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<td>30%</td>
<td>You Don't Know Me—Elvis Presley—RCA</td>
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<td>29%</td>
<td>The Rain, The Park &amp; Other Things—Cowsills—MGM</td>
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<td>27%</td>
<td>Kentucky Woman—Neil Diamond—Bang</td>
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<td>26%</td>
<td>Pata Pata—Miriam Makeba—Reprise</td>
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<td>23%</td>
<td>Beg, Borrow &amp; Steal—Ohio Express—Cameo</td>
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<td>24%</td>
<td>Shout Bamalama—Mickey Murray—SSS Int'l</td>
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<td>23%</td>
<td>Go Go Girl—Lee Dorsey—Amy</td>
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<td>22%</td>
<td>Ode To Billie Joe—King Curtis &amp; Kingpins—Atco</td>
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<td>71%</td>
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<td>21%</td>
<td>Boo-Ga-Loo Down Broadway—Fantastic Johnny C—Phil L.A. Of Soul</td>
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<td>20%</td>
<td>Walking Proud—Pete Klint Quintet—Mercury</td>
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<td>19%</td>
<td>I'm Wondering—Stevie Wonder—Tamla</td>
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<td>18%</td>
<td>Wake Up, Wake Up—Grass Roots—Donhill</td>
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<td>17%</td>
<td>All Your Goodies Are Gone—Parliaments—Revilot</td>
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<td>16%</td>
<td>Holiday—Bee Gees—Atco</td>
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<td>15%</td>
<td>If This Is Love—Precisions—Drew</td>
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<td>14%</td>
<td>Give Everybody Some—Bar-Kays—Voll</td>
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<td>13%</td>
<td>Sea Of Love—Kit Kats—Jamie</td>
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<td>12%</td>
<td>What Are We Gonna Do—Just Us—Kapp</td>
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<td>8%</td>
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<tr>
<td>11%</td>
<td>As Long As You're Here—Zalman Yanovsk—Buddah</td>
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<td>57%</td>
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**LESS THAN 10% BUT MORE THAN 5%**

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<tr>
<th>ARTIST</th>
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<tr>
<td>Lovey Davey</td>
<td>Hush</td>
<td>Billy Joe Royal (Columbia)</td>
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<td>Bunny Sigler (Parkway)</td>
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<td>Big Boss Man</td>
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<td>Elvis Presley (RCA)</td>
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<td>Go With Me</td>
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<td>Gene &amp; Debbe (TRX)</td>
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<td>Little Girl</td>
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<td>Critters</td>
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<td>Critters (Kapp)</td>
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Cash Box—October 14, 1967


Songs of the West. "No Letter Today," "The Great Speckled Bird," "The Old Chisholm Trail," "The Strawberry Roan," "When the Work's All Done This Fall," "It's All Over Now," "Waitin' for the Maple Leaves to Fall." CAL/CAS-2171(e)


Current Best-Sellers

JIM REEVES
"I'm Gonna Be a Country Music Star," CAL/CAS-842(e)

DOCTOR MAC AND HIS WILD MOUNTAIN BAND
"I'm Gonna Be a Country Music Star," CAL/CAS-2133

CONWAY SMITH
"Connie in the Country," CAL/CAS-2120

JIMMY GARY
"The Sound of Music," CAL/CAS-869(e)

Available on Stereo & Cartridge Tape

Cash Box—October 14, 1967
**Picks of the Week**

**ELVIS PRESLEY (RCA Victor 3911)**
You Don’t Know Me (2:28) Bremer, BMI—Walker, Arnold
Big Boss Man (2:50) Conrad, BMI—Reed
R&R’s all-time number one man here offers one of his best sessions in a long while. “You Don’t Know Me” is an extremely pretty Hill & Range ballad from Elvis’ upcoming movie, and “Big Boss Man” is a potent Chicago blues rock with a heavy, contagious rhythm. Both sales are already soaring up to the Top 100, with “You Don’t Know Me” leading the way.

**NANCY SINATRA & LEE HAZLEWOOD (Reprise 6629)**
Lady Bird (3:01) Lee Hazlewood, ASCAP—Hazelwood
Nancy Sinatra has been connecting consistently with Hazelwood material and both singers struck paydirt with “Jackson”; now “Lightning’s Girl” strikes twice with an understated ballad packing a punch under rumpled velvet surface. The team is on the way up again through this slow-mid-speed jewel. Flip: “Sand.”

**JAY & TECHNIQUES (Smash 2124)**
Keep the Ball Rollin’ (3:04) Screen Gems, Columbia, BMI—Randell, Linnest
Detroit opening, steady thump for best emphasis, smooth vocals with a touch of soul and plenty of power in the production of “Keep the Ball Rollin’" should do justice to the team that has put Jay & the Techni- ques high in the standings with their “Apples, Peaches & Pumpkin Pie” side. Flip: “Here We Go Again.”

**DIONNE WARWICK (Scepter 12203)**
I Say a Little Prayer (3:04) Blue Seas & Jac, ASCAP—Bacharach, David
Vivacious voiced Dionne Warwick steps up on her newest offering in “Another Night” on rather than the slow ballad bag that has connected for her most recently. Catchy tempo, splendid arrangements and a superb Bacharach-David tune will put her back on top. Flip: “(Theme From) Valley of the Dolls.”

**PROCOL HARUM (A&M 885)**
Homburg (3:53) [Total, BMI—Deed, Brokerer]
“Homburg,” the Procol Harum’s first single since their switch to the A&M label, is a solid, slow-paced balladeer with the same haunting quality in the melody and lyrical magic of “A Whiter Shade Of Pale” such a big hit. Piano is the featured instrument on this one. Should make the charts in short order. Flip: “Good Captain Clock.”

**OSCAR TONEY, JR. (Bell 688)**
You Can Lead Your Woman to the Altar (2:18) H Gatto, BMI—Chalmore
Two revivals of hits have established Oscar Toney, Jr. as a big blues and pop seller; and now the chanter steps out with original material packing tremendous impact with cracking soul vocals and a snappy mid-speed rock tempo. Immediate breakout can be expected. Flip: “Unlucky Guy.”

**MUSIC EXPLOSION (Laurie 3411)**
We Gotta Go Home (2:06) [Patricia, BMI—Gentry, Cordell]
A little bit of everything goes into making this newie from the Music Explosion a winning entry for pop honors. Repeated drum punctuation gives extra impetus to the appealing side, “We Gotta Go Home” which shifts from up-tempo to moderately slow always loaded with the sales sounds that have put the team in the spotlight before. Flip: “Hearts & Flowers.”

**BOB CREWE GENERATION (DynoVoice 902)**
Birds of Britain (2:41) [Saturday, BMI—Crewe, Davis]
Bob Crewe’s instrumental effects blended over with flashing light and a hand-clap section put this side from the Bob Crewe Generation hit poten- tial plus. The bright almost “up tempo song carries a vivacious air which should send it soaring up the pop charts with good music plus for extra sales push. Flip: “I Will Wait For You” is a splendid brass reading of the practically standard Leadbrand movie theme. Could have deejays spinning both sides.

**CHRIS BARTLEY (Vando 8600)**
Baby It’s Wonderful! (2:51) [Van McCoy, BMI—McCoy]
Soft vocal rendering with a strike accent on the slow-mid-tempo beat on “Baby It’s Wonderful!” should put Chris Bartley high in the chart perspective once more. Following up his recent success on “Sweetest Thing Side of Heaven,” the chanter will have no trouble in grabbing a large chunk of pop and blues sales. Flip: “I’ll Be Loving You.”

**Picks of the Week**

**ROY OREBISON (MGM 13817)**
She (2:36) [Avec-Rose, BMI—Oribison, Dees]
The soft material gains power for his excellent reading and the under- played tense orchestrations. Just off a steady return entry “Cry Softly, Lonely One,” Orbison is once more in a solid sales run with this deck. Pop breakout item. Flip: “Here Comes the Rain Baby.”

**EDDIE FLOYD (Shax 233)**
On A Saturday Night (3:15) [East, BMI—Floyd, Croomer]
Eddie Floyd’s established r&B following should be joined by a solid pop group in rolling out the red carpet for this goodie. The side’s hard-hitting rhythms add to the extra strong vocal attraction on this workout. Outbreak breakout is in the bag, and pop sales could open up too. Flip: “Under My Nose.”

**EVERLY BROTHERS—WAYNE NEWTON (Warner Brothers 7088) (Capitol 1356)**
Love of the Common People (3:04) [BMI—Haley, Wilkins]
Celebrating the “common man” and his pride in overcoming problems, “Love of the Common People” has caught everyone’s attention and promises to crack the pop scene via two outstanding renditions. The Everly Brothers should bounce back into the rock best seller lists with their teen-geared reading of the song carrying some fine bass rhythm accompaniment; while Wayne Newton’s styling will see a brighter version on good music outlet, keeping more of the country flavor in his fine performance. Both sides run 2:55.

**WALTER JACKSON (Okeh 7295)**
My Ship Is Comin’ In (2:56) January, BMI—Brooks
Huntingly beautiful and powerfully delivered ballad material should sees Walter Jackson’s latest offering to the top, not only of the blues charts, but also on the pop front. Overwhelming vocal workout and excellent material on “My Ship Is Comin’ In.” Flip: “A Cold, Cold Winter.”

**PLATTERS (Musicoir 1275)**
Sweet, Sweet Lovin’ (2:08) Catalogue, BMI—Harrell, Bailey
Flappy piano opener sets up the frantic motion of this Platter smash from the very start and there’s no let up in the fine up-tempo sound all the way through. Heavy taste of Detroit gold-dust in the orking and the overwhelming delivery of the vocal portion give this side the force to crack sales wide open. Flip: “Sonata.”

**FIFTH ESTATE (Jubilee 5255)**
Heigh Ho (219) [Boarne, ASCAP—Stovey, Churchill]
Hitting the mark with one rock re-vamping of an old movie tune (“Ding Dong, the Witch is Dead”), the Fifth Estate have found a gold mine that is being tapped for another monster hit in the 7 dwarfs theme “Heigh Ho.” The effervescent vocals, and brilliantly sparkling instrumental support will set this tune high in the sales ratings. Flip: “It’s Waiting There for You.”

**CAKE (Decca 32212)**
You Can Have Him (2:50) Big Billy, Harvard, BMI—Cook
Vibrant and exciting production puts the icing on this Cake venture which is earmarked for plenty of pop exposure and a good r&B response. Brilliant vocal styling as well as a compelling arrangement should serve the group as their breakthrough number on “You Can Have Him.” More strongly blues slanted appeal could put the flip “I Know” into the picture.

**BILLY VERA & JUDY CLAY (Atlantic 2145)**
Storybook Children (3:00) [BMI—Taylor, Vera]
Starring an r&B version, the title of “Storybook Children” and its sweeping string support are likely factors which could set up a breakout pop re- sponse for the solid side. Excellent vocal and lyrical appeal for the multi- market response. Could skyrocket with just a little exposure. Flip: “Really Together.”

**MERY GRIFFIN (MGM 13825)**
Keep It In the Family (1:55) Notable, ASCAP—Fields, Coleman
Exposure built into the Mery Griffin calling card should set up a good opening for this light-hearted old-fashioned family fun number with a good music lift and pop novelty appeal. Could catch fire in a sing-along spirit to spur sales. Flip: “Tell Us Papa.”

CashBox—October 14, 1967
CashBox Review Records

**Picks of the Week**

**CASH McCALL**

*S.O.S. (2:20) Art: Craygave, BMI—Higgins, Newsome, Dollison

Expect some tremendous sales action on this “S.O.S.” ballad steeped in slow R&B tradition. Excellent vocal and powerfully underplayed orking make this one of the platinums. Duet action and leading into up some pop interest. Flip: “I’m in Danger” is another good workout in a snappier tempo.

**Newcomer Picks**

**BONGI & JUDY**

(Buddah 16)

Rambler Out (2:21) Earth—Ashford, Simpson

Unique handling of bass guitar and percussion put the magic into this tremendous vocal showcase premiere for Bongi & Judy. Heavy pop and good R&B action could establish the duo from their “N.F.O. Out” effort. A winner in the sales sweepstakes. Flip: “Let’s Get Together.”

**HASSLES**

(United Artists 56215)

“Now you Got Me High” (2:25) Pronto-East, BMI—Hayes, Porter

Good vocal showing puts across a fine job on this teen-styled album “Play While She Lives.” The potent ork drive makes it a potential favorite with dance crowds and the teen single fans. Should set up a following for the young Monahan. Flip: “The Iron Horse.”

**MOSES & JOSHUA DILLARD**

(Mala 579)

My Evasive Designs (2:17) Tree, BMI—Parrish, Serrill

Live vocals and the rhythm is the only difference between this shattering R&B outing and the c.w. original version that scored for David Houston and Tammy Wynette. The sound is solid in an up-tempo bag and the twin vocals pack a whallop that could carry the team to the winner’s circle in the blue chart: Flip: “What’s Better Than Love.”

**STEPHEN MONAHAN**

(Kapp 857)

You’ve Got Me High (2:50) Ten-East, Bourgeois, BMI—Monahan

Good vocal showing puts across a fine job on this teen-styled album “Play While She Lives.” The potent ork drive makes it a potential favorite with dance crowds and the teen single fans. Should set up a Following for the young Monahan. Flip: “The Iron Horse.”

**STATUS SYMBOL**

(RCA Victor 9314)

Takin’ My Time (2:18) Tandem, BMI—Porter

Rambling rhythmic romp in a happy mid-speed pace from the Status Symbols that has enough cute appeal to move into the pop sales spotlight. “Takin’ My Time” is a smooth side with sweet appeal for the teens and a portion of the young adult audience. Flip: “Hang-Dang” is another frolic with commercial prospect.

**Best Bets**

**JERRY LEWIS**

( Smash 2125)

• You WOULDN’T TELL ME (2:14) [Don, BMI — Scott, Malone] Operating with a big band and using a vocal ensemble it’s quite a fusion effort. Jerry Lee Lewis could stir up considerable interest from the dance side, too. Roll the 45.”

**DAMITA JO**

(EPIC 10235)

• WALK AWAY (2:55) [Carvin, ASCAP—Leigh, Bernstein] Imitate vocal work from the almost whisking "How Now Down Jones" mainstay on many good music programming lists. Flip: “Dinner For One Please.”

**MARY McCASLIN**

(Capitol 2020)

• RAIN (2:54) [McLean, BMI—Lennon, McCartney] Served up in an almost Joan Baez rendering, this former second entry of a two sided Beatle hit could score for the new chart. Flurry folk ork, good vocal and an intriguing production are: “This All Happened Before.”

**REALISTICS**

(Loon 2079)

• AIN’T NO LOVE (2:25) [Sulton, McCoy, Left Turn, BMI—Evans, McCoy, Savoy] Unique arrangement and a good vocal show from the Realistics put solid appeal behind this appeal. Flip: “Can we Talk and find a saleable response waiting. Flip: “What’s Gonna Do.”

**BILL SODDEN**

(Compass 7012)

• THE NAME OF LOVE (2:30) [Jobete, BMI—Bolland, Holland, London] Enticing classical string-rock organ blend draws the ear into this attractive up-dating of the year’s back Shoozes hit. Should be considered for change-of-pace air- ing and could see good pop sales action. Flip: “Put Me Back to Me” is an eastern flavored sitar-touched mid-speed. Gets a top request.

**SUPERFINE DANDELION**

(Mainstream 672)

• PEOPLE IN THE STREET (2:25) [Brent, Rodda, Fudden, Collins, Black, Carver, Musil] Steady beatin' rock side with interesting lyrical content. Could catch a piece of the pop action. Blues drenched orkestra with just the right power behind a good group showing.

**JOE BATAAN**

(Finn 447)

• GYPSY WOMAN (2:21) [BMI—Redman] Animal rhythm ork, chart topper, and now showing signs of breaking out in R&B areas, this Eng- lish-language Latin item packs a bright vocal and some grand dancin’-catching rhythm power. Could make a strong move with added punch from a wild concluding segment. Flip: “So Fine.”

**FRANKIE RANDALL**

(RCA Victor 3946)

• THE HAPPY TIME (2:31) [Sun- beam, BMI—Ebb, Kander] Smooth steady beatin’ side with impressive showing by Frankie Randall could add up to a lot of exposure on good music outlets of this little tune title from the forthcoming B’way show. Added lau- der in the “Cabin” toms. Flip: “When the World is Ready.”

**MEANTIME**

(Ato 6524)

• FRIDAY KID OF MONDAY (1:40) [Bert, BMI—Greenwich] Unusual sound on this lilting ballad in the teen bag. Offering carries all the originality and appeal of the best Jeff Barry-Elly Green- which works, and is treated well by the showing of the Meantime. Flip: “Right Back Where I Started From.”

**SHELIA BERN**

(Charlton 1007)

• WHAT HE WANTS (1:59) [Yonah, Younger, BMI—Black, Dobkins, Rogers] Fans of Emma Daniel and friends will be impressed with this delightful ballad appeal by Shelia Bern. Singer could stir up attention with the mid-speed blueson in a countrified "Fellin' Out & Friday Girl" is another out of the Friday side, one that might even outdo the “Don’t Give A Man” read- ing. Slow to moderate tempo, harder beat and more exciting showcase of the lark’s voice fill the bill here.

**LARRY CHELSI**

(Leopard 301)

• GLAD EAG DOLL (2:20) [As- cap—Thompson] Booming vocals from Larry Chelsi and a happy (almost barkeith) night-club brass section backing make this exciting version of the oldie one that will be fine fare for up-tempo music spinning. Flip: “I’m Glad There Is You” shows the Shaler songsters laced in side in a soft ballad standard still rippling with power. Leopard Records.

**APRIL STEVENS**

(MGM 13825)

• FALLING IN LOVE AGAIN (2:30) [Famous, ASCAP—Ler- ner, Hamond] Vocal from April Stevens (solo) with a sharp bal- lad side and country-styled orking could make this an excellent commercial spotlights for the chart. Good effort with fine potential. Flip: “Want- ing You.”

**13TH POWER**

(Sideway 257)

• I SEE A CHANCE IS GONNA COME (2:22) (Melody, BMI—Wilder, Beckner) Guitar-guitar licks put a glow behind this snappy mid-speed offering from the 13th Power. Has enough rock appeal to become a potential winner. Major “Gonna Com- e” carries a harder drive in the rhythmic punch and could either steal the ball or make the deck a two-sided hit.

**SUPER K**

(2:22)

• HEART FULL O’ SOUL (PART II) (2:15) [Kaskai, BMI—Kasen- stz, Katz, Chipeny] Look for a solid showing to get behind this funky blues- rock instrumental. Pretty beat and a fine organ sound making it a possible candidate for action. Flip: “Heart Full O’ Soul (Part I).”

**VICTOR LUNDGREN**

(Liberty 55996)

• AN OPEN LETTER TO MY TENAGE SON (4:24) [Asa, ASCAP—Thompson] Inspirational narrative with some interesting points to make, but after a generally strong message opening the conclusion rings somewhat false. Could see some expose- sure. Flip: “My Buddy Cart.”

**LAURA LYNN**

(Try! 007)

• UNTIL THEN (2:30) [Milene, BMI—Ebb, Kander] Smooth orkestra behind this love song showing by Laura Lynn could stir up attention with the bluesy themed appeal. May out to be a sleeper. Flip: “When You’re In Love.”

**ANA KERR SINGERS**

(Warner Brothers 7685)

• IN THE MORNING (2:50) [Law- rence, BMI—Warren, Roker] This pretty vocal session from the Anita Kerr Singers is a likely item to gain some orkestra music exposure and the arrangements on this hardbaiting ballad may well send it soaring popwise. Flip: “The Smile You Save For strangers.”

Cash Box—October 14, 1967
The Single
You
Forced Us
To Release.
From Dionne’s
Latest Chart LP
"Windows of the World"

I Say
A
Little
Prayer
(Burt Bacharach-Hal David)
Scepter 12203
Produced by Bacharach-David
Arranged and conducted by:
Burt Bacharach

b/w
Dionne scores with this memorable
movie song
"(Theme from)
Valley of the Dolls"
20th Century Fox
The New Dionne Warwick Single.
on SCEPTER RECORDS

Personal Management:
Paul-Cantor-Wand (212) CI 5-2170
**Best Bets**

**ROBERT GOULET** (Columbia 44905) **MONTREAL** (4:22) [Crownell, ASCAP-Sig- man, Larouche, Lai] Robert Goulet leading up this motion picture title ditty. Could go somewhere. Flip: “This Year.”

**HORST JANKOWSKI** (Mercury 1147) **A MAN AND A WOMAN** (2:36) [Northern, ASCAP—Baroosh, Lai, Kafka] Horst Jankowski could score here. The most of an already widely performed number from the much acclaimed film “A Man & A Woman”. Splender of this version will garner much good music mention. Flip: “A Lover’s Concerto.”

**FULLER BROTHERS** (Kramer 110) **(I WANT HER) BY MY SIDE** (2:29) [Talk & Tell, House of Josephs, BMI—Howard, Fuller] Low down into moves into a soul ballad of monster R&B sales potential. Slow and nicely worked vocals are sided by an emotion entailing orchestra back- ground. Flip: “Moanin’ Groanin’ and Cryin’.”

**BILLY LEE RILEY** (Mojo 8001) **MISSISSIPPI DELTA** (2:40) [Chesley, BMI—Hodges, May] Big beat stepped up Delta blues comes on strong in this version of the Bobby Gentry hit. Emphasis is on solid beat side and a throngly vocal outpouring of this song in the hit round. Flip: “Don’t Fight It.” Mojo Records, C/O Atco.

**LORRAINE CHANDLER** (RCA Victor 97049) **HOW DO I NEED YOUR LOVE** (2:45) [Millbridge, Dadaeland, BMI—Lewis, Ashfield] Finely arked R&B vocal with some nice drive from Lorraine Chandler could score with big sales. Slow ballad lament spotlights the lark’s exquisite voice. Flip: “I Can’t Fight It.”

**STEVE JORDAN** (ARD Int’l 5006) **LA BAMBA** (12:30) [Donna Best, BMI] Latin perennial could go back to the solid beat side. Tremendous drive and a hearty orchestra aid by stocked vocal应该是不完整的歌词，无法准确理解。

**JOHNNY MOFFETT** (Capitol 11981) **I FOUND JOY** (1:52) [Mottop, “Moffet-Mo] Hard-hitting beat background and a nerve-tugging blues chant vocal by Johnny Moffett could swing many sales and a big reactivation in R&B areas. May crack the pop marketplace too. Flip: “Send Her Home to Me.”

**TED FORD** (Sound Stage 7 59244) **THE SWEETEST Breeze THAT I EVER HAD** (2:56) [RCA, BMI—Chambers, BMI—Adams] Could make a nice sale and a hit. Could go back to the solid beat side. Tremendous drive and a hearty orchestra aid by stocked vocal应该是不完整的歌词，无法准确理解。

**BILLY BUTLER** (Brunswick 53347) **I’LL BET YOU** (2:48) [Jabobe, BMI—Clement, Barnes, Lindsey] Orchestraations are a cross between Staple Singers and Detroit stylings, but the vocal is Billy Butler’s own brand of bright belling on a side that should see plenty of R&B activity. Could break open and popwise too. Flip: “Cereals Heart.”

**DAN HENDERSON** (Dynamic 116) **ZEPHRIES (2:15) [Sonica ASCAP-Schilling] Blueby bossa nova side with some interesting treatment could set this side in motion. Good music offering with hearty vocal could be a winner. Flip: “La La We’re It’s Happening.” Dynamic Records, F.O. Box 28128, San Antonio, Tex.

**AFRO BLUES QUINTET PLUS ONE** (Mag 245) **WHERE DID OUR LOVE GO** (2:45) [Jabobe, BMI—Holland, Dorier, BMI] Sparkling semi-jazz reading of the whole group. Superhits on this sampling. Stungworking on flute, vibes, trumpet and organ. With some nice build and spaced out electric organ could pop hit listeners. Flip: “La La La La La” is a driving Latin side with tremendous verve for deejay action.

**GLADYS KNIGHT & PIPS** (Soul 53059) **HEARD IT THROUGH THE GRAPEVINE** (2:52) [Jackson, BMI-Whitfield, Strong] Always a team with some good work on the vocal front. This one is good, heartfelt and strong with gospel flavoring. Flip: “It’s Time To Go Now.”

**GUNTER KALLMANN CHORUS** (Columbia 41560) **NIGHT TIME** (2:40) [Northern, ASCAP —Livingston, Evan] Spiced with some good work on the vocal front. This one is good, heartfelt and strong with gospel flavoring. Flip: “It’s Time To Go Now.”

**LENNY & M.H.R.** (Reading 60222) **PSYCHEDELIC SOUL** (2:41) [Slide, ASCAP-Mckinlon] Grand orgastic exploration with some good work on the vocal front. This one is good, heartfelt and strong with gospel flavoring. Flip: “It’s Time To Go Now.”

**HOMICIDE DRESSER** (Kama Sutra 228) **TOO MANY TEARS** (2:49) [Renzi, Daron, BMI—Brian, Renzetti] Up-tempo antites from Billy Harner make this a solid hit-making side one to watch. The off-beat lyrics, desperate organ solo and a fine musical pop ensemble could pop hit listeners. Flip: “Take Your Love Away.” Reading Records, 411 Gordon St, Reading, Pa.

**BILLY HARNER** (Kama Sutra 228) **TOO MANY TEARS** (2:49) [Renzi, Daron, BMI—Brian, Renzetti] Up-tempo antites from Billy Harner make this a solid hit-making side one to watch. The off-beat lyrics, desperate organ solo and a fine musical pop ensemble could pop hit listeners. Flip: “Take Your Love Away.” Reading Records, 411 Gordon St, Reading, Pa.
THE MOMENTUM CONTINUES

KEEP THE BALL ROLLIN'

JAY AND THE
TECHNIQUES

S 2124
New Hit Single
From The
Hit Album
A JERRY ROSS PRODUCTION

If it's a Hit...It's on
SMASH RECORDS

Cash Box—October 14, 1967

25
NEW YORK—Laurie Records will release in the near future an album which documents the history of rock 'n roll music. Dubbed "Rock 'N Roll Evolution," the LP is the outcome of three years of research. The narrative, by executive producer Norman N. Nite, discusses the evolution of the music scene from 1954 thru 1967 with musical illustrations.


The album will have a double fold jacket and Laurie has brought in the industrial package firm of Owen W. Coleman Associates, Inc. to do the jacket's design.

Kapp Inks Brian Foley

NEW YORK—Kapp Records has just signed its first Kapp single, produced by president David Kapp himself, which will be released in the near future. Kapp plans a heavy national campaign for the charters.

Foley is currently in his senior year at Harvard, and until he finishes college he will come to New York only occasionally—to record or for vital promotions.

Foley, who acts as well as sings, spent last summer in barn theater production. He has also had recent TV exposure.

New Epic Tape Cartridges

NEW YORK—Epic Records is offering four new tape cartridges, available in both 4 and 3-track conversions, for the month of October. They are: "Golden Hymns," by David Houston; "When the Apple Is Ready," "Hall's Greatest Hits," by Prince Kalua; and "Major Lance's Greatest Hits."

NEW TO TOP 50 IN R&B

45—I SAY A LITTLE PRAYER
Dianne Warwick (Scepter 11203)

46—BABY IT'S WONDERFUL
Chris Bursitz (Vanda 2001)

47—SHAME ON ME
Chuck Jackson (Vand 1166)

48—LOVE DOVEY
Bunny Sigler (Parkway 4003)

Col In Tour-Tie-In Promo For Masterworks Artists

NEW YORK—Using the slogan, "The Sound of Genius! Is the Sound of Sales", Columbia Records has begun a national promotional campaign which includes the numerous forthcoming personal appearances and concerts which will be made by many of its top Masterworks artists. Masterworks merchandisers and promotional R.F. Peter Munyer will be supervising the campaign.

Among those Columbia Masterworks artists who are slated for concert tours are pianists Rudolf Serkin, Glenn Gould, Leonard Rose, and Lily Pons; conductor's Gilbert Kalish and Gaby and Robert Casadesus; violinists Isaac Stern, Yo-Yo Ma, and Zino Francescatti; organists/choir virtuoso E. Power Biggs; Metropolitan Opera tenor Richard Tucker; conductors Igor Stravinsky, Robert Craft and Pierre Boulez; the Juilliard String Quartet; the Philadelphia Orchestra; and various artists from the Marlboro Music Festival and the Hollywood Bowl.

As part of the promotion campaign, Columbia is running full-page ads in the programs of the major concert halls where its artists will perform. The halls include: the New York Philharmonic, Lincoln Center; the Los Angeles Music Centre; the Academy of Music, Philadelphia; and Severance Hall in Cleveland. Columbia distributors in all areas where Masterworks artists will appear will be encouraged to supplement this advertising with newspaper and program ads in conjunction with the concerts.

Columbia will make album covers and other materials on Masterworks artists for local promotion use as lobby displays and dealer windows. Concert tickets will be made available to dealers, and classical radio djs will be furnished with copies of albums by the appearing artists.

Impetus will be added to the "Sound of Genius" campaign by many nationwide radio and television programs during the coming months. Weekly broadcasts by the New York Philharmonic, the Philadelphia Orchestra and the Cleveland Orchestra will be heard on classical-music FM stations throughout the country. The CBS Television Network will again present four "Leonard Bernstein's Young People's Concerts" taped at Philharmonic Hall, Lincoln Center. And on Friday, December 29, "The Bell Telephone Hour" will present a one-hour special on Pablo Casals at Marlboro. Casals will be seen rehearsing and conducting portions of Mozart's "Haffner" Symphony with the Marlboro Festival Orchestra, and Rudolf Serkin will be heard with a string quartet in portions of Schubert's Quintet for Piano and Strings.

Ryerson To Release 2nd Baez Songbook

NEW YORK—Ryerson Music, a division of Vanguard Records, will release in October a second Joan Baez songbook, "Noel: Joan Baez Christmas Songbook" in the near future. The book contains Christmas carols and folk-songs which over the years have been featured in the artist's recording and concert repertoire. Arrangements for voice and piano are by Peter Schileke with complete chord progressions and capo-key indications for the guitarist.

Painter-book illustrator Eric Von Schmidt created illustrations in color including many full-page drawings. The entire book was edited by Leonard Solomon, Vanguard's producer. It is designed in an 8 1/2"x11" format and is being made available for $3.50.

The first "Joan Baez Songbook" was extremely successful and is currently in its 9th printing. In order to reach an even wider audience, the 64 folk-songs featured in the songbook have been separated into three categories, Songs Of Our Times, American Ballads And Folk Songs and British Ballads And Folk Songs, and will be made available in separate songbooks at the end of the month. These books will sell for $2.50 each.

Cash Box—October 14, 1967
Censorship in the record industry has never made much sense, but the situation in Los Angeles would seem to have a particular quality of fantasy. KFWB-Los Angeles has charted the Standells’ "Try It" at number 23, but has added an asterisk to show that they are not playing it. The disk was never played in Los Angeles by KRLA-Pasadena several weeks ago. For the first two weeks, KRLA presented the lid in an edited version and cash play was preceded by an editorial to indicate that the song was cut and that the missing words were "live" and "action." The tune hit the KRLA charts and the complete version is currently being used. KFWB has been advised by its attorneys not to play the record. Released in March, the disk was cited by Gordon McLeod in an example of a record not fit for airplay. Perhaps a new sort of chart could be devised, with asterisks to indicate records unfit for airplay. An Asterisk of the Year Award could then be presented to the most popular unplayable record. There is no end to the possibilities inherent in the ridiculous results of record censorship.

Michael Blodgett, star of KHJ-TV-Los Angeles’ "Groovy" TV variety show, is organizing a group of entertainers who will perform weekly at Army hospitals and orphanages in the southern California area. To be known as "Michael Blodgett’s Groovy Cavalier," the group will include such singing groups as the Doors, singer Donna Loren, and winners of the "Groovy" talent contest. Rehearsals began September 25 at KHJ.

A "handicap" format show is being programmed for teenagers on KGW-TV-Portland, Ore. PremiereColony is October 14. The title is "This Is It," and the show is hosted by Larrie McAllister, recently retired from the Kingman, Ken Yandle, executive producer of "This Is It," would appreciate any help with current records appealing to the teen group. He is also requesting any pictures of recording artists that could be used on the program or given to the participants. Yandle would like to know if any performers are coming to Portland and would like to help them side a side on the show for promotional purposes. Any video taped or filmed open-ended interviews could also be used.

For the second time this year members of WLS-Chicago’s executive staff are seated before microphones, introducing records, providing weather information, and news, and generally filling in for the Chicago outlet’s missing personalities, as a result of the stroke called by the National Association of Broadcasting Employees and Technicians. The personalities, Clark Weber, Bernie Allen, Larry Lipnick, Ron Riley, Art Roberts, and Jerry Kay are members of the American Federation of Televising and Radio Artists, which is honoring picket lines set up by NABET. Earlier this year an AFTRA strike forced a similar situation. Assisting WLS personnel are two executives from another ABC-owned outlet, WXYZ-Detroit.

WQAM-Miami Beach is awarding cash prizes to its listeners for predicting the final score of seven pre-selected football games. Each for a second year is the WQAM Football Free-For-All Game. Listeners are asked to predict the outcome of a combination of seven high school, college, and pro games. Each WQAM personality is assigned a game, and asks the listeners to send in a post card with their prediction on his game. One exact prediction yields $5.50; two correct, $22.50; three, $50.00; and four or more correct, $100.00.

Sixteen South Florida girls have won places in the Miss Teenage Miami finals. The Miss Teenage Miami contest is co-sponsored by WFUN-Miami, Fla., and Richards Department Store. The girls were selected as finalists in the first three semi-final eliminations. They will compete with nine more finalists yet to be chosen for the crown of Miss Teenage Miami on Saturday, October 21. The Miss Teenage Miami Pageant will be held at the Dade County Auditorium. The lucky girl chosen Miss Teenage Miami will receive an all expense paid trip to Dallas to compete for the title of Miss Teenage America. In addition, Miss Teenage Miami receives a TV set, complete wardrobe, hair dryer, record player, a complete library of record albums, and much more.

"Unfinished Revolution — '66," a series of four 15-minute WMAQ-Chicago programs dealing with the demands posted on the door of Chicago's City Hall by Dr. Martin Luther King, Jr., in July, 1966, has been named the recipient of the 1967 National Conference of Christian and Jews Mass Communication "Certificate of Recognition." The four programs dealt in sequence with the demands for improved education, welfare, housing, and employment. The format of each program included the reading of the reasons for the demands by Dr. King recorded at the July 10 rally. This was followed by a ten-minute dramatic situation which set forth one particular instance of possible racial discrimination in the area under exploration. The remainder of the time was allotted to a discussion of the demands by expert guests in the studio and telephone questions and comments from listeners at home. In announcing the awards, Dr. Sterling W. Brown, president of the NCCJ, stressed the ever-imcreasing impact of the mass media in helping Americans to come to grips with today's pressing human relations problems in both local communities and national life.

SPUTTERS: Sam Riddle of KHJ-Hollywood was selected "Deejay of the Week" in the contest held by the Kodak Company.

VITAL STATISTICS: Fred Kiemel, formerly production manager for KMEN-San Bernardino and the Hollywood station, has returned to KDBO-San Diego as program director... Richard F. Carr, formerly with WIP-Philadelphia, has been named program director of WNEW- New York. The appointment is effective November 6. Lou Waters, most recently music director for KNEW-Oakland, Calif., has been appointed program director of KDUA-Honolulu.
It's delightful, it's delicious, it's delovely.
In fact...

BABY IT'S WONDERFUL
b/w I'll Be Loving You

Produced, Arranged & Conducted by Van McCoy

CHRIS BARTLEY
and he's going to have a wonderful time at the top of the charts!
ABC Unveils 21 New LP's
NEW YORK—ABC Records has released a total of 21 new albums, appearing on the ABC label and featuring the work of 20 composers, including eight packages: "The Canyons"; "The Loneliness of the Long Distance Runner"; the New Happy Times Orchestra featuring the Sunflower Singers & Steve Allen; "I, the Black Hand of Death"; Bob Fosse's new album; "Times They Are A-Changin'"; "A Bubble Called You"; and "Emie Free-Man-Hit Monkey".


The chairman of the SCA judges panel is William Schuman, president of Lincoln Center Repertory, Performing Arts. The panel includes leading composers and interpreters of music.

The 1967 SCA Competition was held from January 15 to 19, 1968. Official rules and entry blanks are available from Oliver Daniel, director of the SCA project at Broadcast Music, Inc., 589 Fifth Avenue, New York, New York 10017.

**4 SMASH SINGLES**

**"YOU'LL LOSE A GOOD THING"**
KIP ANDERSON
EXCELLO 2288

**"I'M GONNA KEEP WHAT I'VE GOT"**
SLIM HARPO
EXCELLO 2289

**"SOLDIER'S SAD STORY"**
TINY WATKINS
EXCELLO 2287

**"BE KIND TO LOVE"**
THE INTERPRETERS
A-BET 9425

**Masterwork Bows New Singles Phono**

NEW YORK—A new single records phonograph, designed to play 45 r.p.m. records "anytime, anywhere and in any position," has just been introduced by my Masterwork Audio Products, a division of Colombia Records. Dubbed the Rover, the new phonograph is a compact unit which features a Solid State amplifier, operates on eight flashlight batteries and weighs only five pounds.

The Rover may be played simply by inserting a 45 r.p.m. record in the unit's slot. A reject button controls the changing or stopping of records during play, and the unit shuts off automatically at the end of play.

The Rover, which is available in either five-engine red or bright-sound blue, carries a suggested retail price of $24.95. A companion black-leatherette carrying case for the unit, featuring an adjustable shoulder strap and attachment for storing single records, is available at $2.95.

The Rover is packed in an illustrated self-mailing carton suitable for placing on sales counters and in display windows.

**New Cassette Recorder**

Masterwork has also introduced its cassette recorder, which, like the cassette recorder market, Model M-640 features push-button operation, a view meter, remote control and built-in headphones. Published for five minutes, cassette cartridge and an AC plug are included with the "dash"-handle model M-640. The M-640 weighs 3 7/8 pounds, contrasting oyster white and black at a suggested retail price of $49.95.

**Bios for Dee Jays**

Zalan Yanovsky

As the original lead guitarist of the Lovin' Spoonful, Zalan Yanovsky has known the pleasure of being on top of the charts several times in the past two years. Yanovsky ("Zally") resigned from the Spoonful this summer and set up home in Los Angeles. His first solo single on Buddha, "As Long As You're Here," is number 60 on the charts this week. Zalan was born in Toronto on December 19, 1944. At 16, he quit school to travel to Israel to work on a kibbutz, returning to America a year later to play with several folk music groups. He was a member of the Big Three and the Mugwumps with Mannia Coss Elliot and Papa John Crooby. Yanovsky is a well-known resident of Greenwich Village, New York, and is in perpetual motion twenty-four hours a day. He isn't recording or performing, he will usually be found watching late movies on TV, reading Marvel comic books, directing a movie, or consuming a gallon of Dr. Brown's cream soda.

**Miriam Makeba**

Miriam Makeba was born in Johannesburg, South Africa, but spent most of her formative years at Pretoria, in the Transvaal. From her parents she learned the haunting rhythmic songs of her ancestral Swazi and Xosa Zulu tribes. She is completely self-taught, unable even now to read music. After forming with small groups, she joined a troop called the Black Manhattan Brothers. With them she toured throughout South Africa, Rhodesia, and the Congo. By 1957, Miss Makeba had engaged to appear as a soloist in the musical revue, "African Jazz and Variety," which toured Africa for 18 months. After an eight-month run in the leading feminine role of the controversial jazz opera musical, "King Kong," she appeared as the singing lead in a semi-documentary film titled, "Come Back, Africa," shot by American film-maker Lionel Rogosin. The film exposed and attacked South African apartheid policies. It was so impressed by Miss Makeba's performance when he saw the movie that he introduced her to American TV audiences via his network show in New York. When she made her debut, the artist began an engagement at the Village Vanguard, in New York City. Since the Allen TV's, Miss Makeba has made many other TV appearances. Her current Repertoire single, "Pata Pata," is number 74 on the charts this week.

**L.M. Goes A&M**

Liza Minnelli is flanked by Jerry Moss (left) and Herb Alpert just after signing a recording contract with the California-based label. A well-known artist in her own right, she is the daughter of Judy Garland.

**Cash Box—October 14, 1967**
COLUMBIA RECORDS®
is proud to present the magic of

THE ELECTRIC FLAG,
AN AMERICAN MUSIC BAND

on an outstanding new single

"OVER-LOVIN' YOU"
"GROOVIN' IS EASY"

They broke it up at the Monterey Festival...
now hear them go at it again!
Woody Guthrie Dies; Leaves Folk Legacy

NEW YORK—Woody Guthrie, famed folk singer and writer of folk songs, died at a hospital here of amyloidosis, or fisherman's kidney, last week. Hospital staff last Oct., 3. After a 13-year illness, he succumbed to a relapse of his disease, which affected his heart and central nervous system. He was 55 years old. For the last 20 years of his life, he was bedridden, unable to speak, and without hands.

Born Woodrow Wilson Guthrie on July 14, 1912, in Okemah, Okla., he hit the road at the age of 17, soon to be heard in the homes of listening Depression-era people. Woody sang songs of people, of his country, of his dreams of a better land. He sang of labor, of the dispossessed, of the depression years. His songs were a voice for the voiceless, a song of protest for the oppressed. He was one of the greatest American folk artists, if not the greatest. Bob Dylan, Jack Elliot, Phil Ochs, and Tom Paxton, July Col- lin said, “Even though Woody’s death comes as a sorrow a loss to all of us who knew him, he lives in his music, where he put his heart and his soul and is ever present in the country and landscape that he loved.”

Most of the Woody Guthrie catalog is available through the Folkways Organization. Howie Richmond taped Woody a tape recorder so that he could record the songs which he heard traveling. I am out to fight those songs to my very last breath of air and my last drop of blood. I am out to sing songs that will prove Woody’s spirit is your world, and that if it has hit you pretty hard, you can knock you for a dognicked loop, no matter how hard it’s run you down and rolled over you, no matter what color, what sex you are, how you are built, I am out to sing songs that make you take pride in yourself and in your world. These songs I sing are made up for the most part by all sorts of folks just like you.”

Guthrie wrote his own songs on the Stinson, Folkways, RCA Victor labels, thus giving future generations a chance to hear and be influ- enced by his music. Guthrie’s children’s songs are in more textbooks than any other 20th century writer. He received an award from the United States Congress in 1970 for his tireless conservation, primarily through his Cumbine River songs. His “This Land Is Your Land” became an alternate national anthem. His musical influences came from the folk artists as Bob Dylan, Jack Elliot, Phil Ochs, and Tom Paxton. Guthrie was awarded a Pulitzer Prize in 1970.

The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the nation indicate are already beginning to sell quantity or else give every indication of doing so...

IT’S YOU THAT I NEED
Gordy 7065

YOU DON’T KNOW ME
Elvis Presley
RCA Victor 9341

SHOUT BAMALAMA
Mickey Murray
S.S. 715

KENTUCKY WOMAN
Neil Diamond
Bang 551

GIVE EVERYBODY SOME
Bar Kays
Volt 154

BIG BOSS MAN
Elvis Presley
RCA Victor 9341

LAZY DAY
Spam & Our Gang
Mercury 72732

BOO-GA-LOO DOWN BROADWAY
Fantastic Johnny C.
Phil L.A. of Soul 305

ARE YOU NEVER COMING HOME
Sandy Posey
MGM 13824

Cash Box—October 14, 1967
"THE COMMON PEOPLE"

# 7088  Produced by DICK GLASSER

THE MOST MEANINGFUL SINGLE OF THE EVERLY BROS. CAREER!

WARNER BROS. SEVEN ARTS RECORDS, INC.
Ettman is Kama Sutra's New Production Mgr.

NEW YORK—Kama Sutra Productions has named Ronald Ettman production manager, effective immediately.

Ettman will be responsible for coordinating all staff and independent product for Kama Sutra and the labels which it services. Ettman said that a new group, Flebbles & Shells, produced by Rod McBrian, has been placed with Kapp. Announcements of other recent moves will be coming shortly, he said. Ettman will also work closely with Kama Sutra Music general professional manager Bob Reno on new copyrights.

Ettman operated a personal management office and music publishing company prior to his new appointment.

John Rose To Head Mercury Coast Pubbery

CHICAGO—John Rose has been appointed west coast manager for Mercury's music publishing division, according to word received from Eddie Mascari, general manager of the firm's publishing activity. Rose will be based in the corporate office of Mercury, 8922 Hollywood Blvd., Hollywood, from where he will administer an area, west of the Mississippi River to the Coast.

Mascari, in making the delegation of authority, pointed out that this is Mercury's initial publishing representative in the western states. "Our accelerated A&R activity during the past year on the Coast convinced us that a full-time executive was necessary to oversee the growing number of promising writers springing up in the West. . . In addition, we require an experienced man who can contact knowledgeably the increasing number of top recording names who might record material in the cumulative Mercury song catalogs," he added.

Rose entered the record production field a year ago, after a background in sales. He recorded various southern California acts, for a variety of labels, before joining Mercury's publishing wing.

NARM Scholarship Winners Start Their Instructions

PHILADELPHIA—The first four high school graduates who received scholarship grants from the National Association of Record Merchandisers, Inc. (NARM), via the NARM scholarship Foundation, are now all attending classes at the colleges of their choice. These four youngsters, all of whom are sons or daughters of employees of NARM member companies will receive a total of $4,000 each from the NARM Scholarship Foundation, to assist them in pursuing their college education.

In a recent letter to the NARM Scholarship Foundation, the Internal Revenue Service stated that all contributions to the NARM Scholarship Foundation are deductible by donors for tax purposes, as provided by Section 170 of the Internal Revenue Code.

Barbara Brennan, whose father is James W. Brennan, warehouse manager for Helllicker Brothers (Minneapolis, Minn.), is now attending classes at the University of Minnesota in Minneapolis. Ronald Jastinski, whose father Bartley Jastinski, an automatic press operator, is employed by Columbia Records, is a freshman at the University of Connecticut in Storrs, Connecticut. Gregory Rasmussen, whose father is Victor Rasmussen, a machine operator for Amber Filo Ind. Company, is attending Wagner College, in New York. Michael Wong, whose mother is employed as an electronic data processing control secretary for Caletron, Inc. of Daly, California, has begun his classes at the University of California at Berkeley.

The selection of recipients for the NARM Scholarship is made by the Scholarship Committee, which works under the guidance of the College Scholarship Service of Princeton, New Jersey. William G. Owen, Dean of Admissions of the University of Pennsylvania, is the educational advisor to the Committee. Dean Owen evaluates, from the educator's point of view, the applicant's academic ability and his potential for success at the college level. Dean Owen personally presented the first NARM grants at the Scholarship Luncheon held last March at the Century Plaza Hotel in Los Angeles, at NARM's annual convention.

The Second Annual NARM Scholarship Awards Luncheon will be held Wednesday, March 20, 1968, at the Tenth Annual NARM Convention, Diplomat Hotel, Hollywood, Florida. John Billinis (Billinis Distributing Company's Salt Lake City, Utah) is Chairman of the NARM Scholarship Committee. Members of the Committee (in addition to Dean William Owen) are Stanley Jaffe, NARM President (Consolidated Distributors, Seattle, Wash.); Jack Gildhart (L and P Record Service, Atlanta, Ga.); James Schwartz (District Records Washington, D.C.); Louis Klamyn (New Deal Record Service Corp., Amuse, New York); Jack Grossman (Merco Enterprises, Inc., Melville, New York); David Watson (Pic-A-Tune, Inc., Emerly, California).

The NARM Scholarship Foundation is now receiving applications for scholarship grants to be awarded to students entering college in September, 1968. Students who are children of employees of NARM member companies are eligible to apply, as well as employees themselves. In both cases, employees must be working for the member company for at least one year prior to January 1 of 1968 (the year of the scholarship award), to be eligible, or for their children to be eligible. Applications must be filed with the NARM office no later than November 30, 1967, for the 1968 awards. Applicants may be secured by employees by contacting their company's executive offices, or by writing directly to NARM, Triannon Blvd., 703, Bala Cynwyd, Penna. 19004.

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He's the sound of today... and he sings the total truth. In this album, Nilsson delivers the message with such unique songs as "Ten Little Indians," "You Can't Do That" and "'41." The subject of a big promotion, Nilsson is phasing in as sign of the times listening.
POOLSIDE PLANNING—Members of the executive staff of Musicor Records are pictured here gathered at poolside while visiting the Scarsdale, N.Y. home of Musicor boss Art Talmadge following a day-long company policy and planning conference. Seated (left to right) are: Al Santiago, director of Latin products; Stanley Kahn, recently named director of creative services; Chris Spinosa, vice president in charge of sales; Talmadge; and Mel Lewinter, in charge of business administration. Standing (from left to right) are: Danny Fortune, in charge of national promotion; Irwin Fawitz, distributor field relations; Fran Ceci, personnel administration; and Bob Seerbo, director of production and head of international operations.

Monument In Big Push For Aznavour Via Tour HOLLYWOOD—In conjunction with French chanter Charles Aznavour's current two-month concert tour of the U.S. and Canada, which began on Saturday, Oct. 14, at Carnegie Hall in New York, Monument Records has launched a promotional campaign using the theme "There's A World Of Aznavour On Monument Records." In cooperation with the Cling Peach advisory board, cartons of three-can packs of cling peaches are being sent to the good music and FM radio stations in the markets where Aznavour will be appearing with a card reading, "Here is a PACH of a newly-recorded Charles Aznavour album on Monument... and several cans of delicious cling peaches, with thanks to the Cling Peach advisory board." Post-purchase merchandising aids will include posters, reading "There's A World of Aznavour On Monument Records." Monument's marketing manager, Bob Weiss, is distributing to all dealers, radio stations, juke box operators, etc. The radio stations in the 21 markets to be covered by the Gallic singer will receive his latest "Bravo! Bravo! Aznavour!" Monument LP with emphasis on the FM stations and college radio outlets.

As part of the radio campaign, certain cities will participate in the Monument-sponsored "A dinner with Charles Aznavour" contest, whereby selected stations will invite listeners to take part in the promotion with a winner and guest as well as the deejay and guest having sold Aznavour the night of his local appearance in that city. Monument has in release four vocal LP's by Aznavour (three in French from Pute-Maroni of France and one Spanish from Diques Barclay of France) and will issue his first Italian album next month. Monument also has a instrumental tribute available featuring Aznavour's pianist, Henry Byrs, entitled "In The mould of Aznavour." which was recorded in Paris with a 26-piece orchestra and spotlights 12 songs cleft by Aznavour. The Byrs album is also being shipped to good music, FM and college radio stations.

In conjunction with Muntz and Ampex, four and eight-track tape cartridges by Aznavour plus reel-to-reel tapes on Ampex, will be tied in with Monument with Aznavour's concert appearances. Depending on the arrival time in early October, Monument's promotion man, Ed Wynn, will visit deejays for interviews coordinated by Monument's national promotion manager, Mike Shepherd in conjunction with Bob Rudolph in Chicago, Herb Rosen in New York and Tony Richland in Los Angeles.

During his current U.S. visit, Aznavour will confer with Bobby Weiss, Monument's president and director of the label's international division, regarding the release of a fourth French LP on Monument. Aznavour will also record interviews for use by Monument distributors in the Philippine, South Africa, Australia, Japan, Singapore, Malaysia, Hong Kong and the Dominican Republic.

Command Pushes Goodman LP NEW YORK—Command Records is launching a major campaign to promote Benny Goodman's first album for the label, "Benny Goodman & Paris... Listen to the Magic." The kick-off to the campaign will be in New York on October 15th when Goodman makes a guest appearance at the E. J. Korvette 8th Ave store. Radio spots advertising the album will begin on the weekend of October 15th on 9 New York radio stations. The radio promotion will also be extended to the Philadelphia, Chicago and Los Angeles markets.

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

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15% discount in free merchandice. Expiration date indefinite.

SCEPTOR-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-7-get-one-free. No expiration date has been set.

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

WILLIAM B'S BIG NIGHT—Lionel Hampton (right), Gilbert Becaud (2nd from right) and Dave Kapp, president of Kapp Records and chairman of the American Parkinson Disease Association's dinner, were among the luminaries honoring deejay William B. Williams (left) as recipient of the first Ed Wynn Humanitarian Award.
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Bacharach Month

Daryl Staebell (left), general manager of Wallichs' Wallis Music Store greets Burt Bacharach when he visited the L.P department to discuss the activities for Oct. (Burt Bacharach Month) at all 6 Wallichs Music City stores. The special month will feature a promo on the artist's latest A&M release, "Burt Bacharach: Reach Out."

Sunshine Co., Dirt Band Skedded for Film Debuts

NEW YORK—The Sunshine Company and The Nitty Gritty Dirt Band are scheduled to make their motion picture debuts in the film "For South Of The Border" starring Milton Berle and John Saxon. The Columbia feature is due for release in December.

The Sunshine Company, currently riding high with its Imperial single of "Happy," and the Dirt Band are both now appearing at the Troubador Club in Hollywood, with appearances recently given over to cutting tracks for the film. The Sunshines will do the title song, and the Nitty Gritties are due to slice two other songs from the score.

The sequences which will feature the two groups will be filmed in Hollywood for five days, commencing Wednesday (20). Meanwhile, the two groups, and managed by William McGuiren Productions, are due for new singles almost immediately. The Sunshine Company will follow its initial "Happy" hit with "Back On The Street Again."

The Dirt Band, on Liberty, will be out with "Callaloo," their strictly '60s ditty once featured in the heyday of the '60s and '70s' radio era by Fred Waring and his Pennsylvanians. To lend more impact to the period nature of the tune, some thought is being given to sending station and deejay copies out in the form of 10-inch shells. This

With respect to the movie assignment for the two groups, it is understood that Colpens Records, affiliated with Columbia Pictures-Screen Gems music division, will have the soundtrack L.P rights, with single release rights to Liberty for the Nitty Gritties and to Imperial for the Sunshine Company.

Meanwhile, a new group has joined the McGuiren Productions fold. Known as the Hour Glass, the group is described as contemporary R & B. First single, tentatively set for late October release, also on Liberty, is titled "Nothing But Tears."

The Dirt Band will play the Washington State Fair in Yakima, Wash., for one week beginning Wednesday (27), and will commence working its way east the following month with a date at Purdue University with Jack Benny November 17-18 prior to a return to New York.

The Sunshine Company appeared on the Johnny Cash-ABC-TV show on Wednesday (13), and has signed for a three-day gig at San Francisco's Fillmore on Thursday (21). The group is expected in the east towards the end of the year.

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Pop Picks

THE WINDOWS OF THE WORLD—Dionne Warwick—Scepter SIM/SPS 583
The superb song styling of Dionne Warwick is featured on this brilliant LP of pop outhings. Included on the album are the title song, "The Windows Of The World," "The Beginning Of Loneliness," "(There's) Always Something There To Remind Me," and "What's Good About Goodbye." This one figures to develop into a monster.

BOOTS RANDOLPH WITH THE KNIGHTS- BRIDGE STRINGS & VOICES—Monument MLP 5682/SLP 10882
Boots Randolph joins forces with the Knights- bridge Strings and Voices in a package of pop melodies. Included on the LP are "It's Not Un- usual," "Cast Your Fate To The Wind," theme from "Black Orpheus" ("Manha De Carnaval"), and "Love Letters." The music is lush and rewarding, and the album should reap a plentiful sales harvest.

ANOTHER SHADE OF LANALana Cantrell— RCA Victor LPM/LSP 3862
Here's Lana Cantrell's delightful followup to her recent RCA LP. The set is packed with groovy vocal raps running the gamut from "On The Good Ship Lollipopto "To The House Of The Rising Sun." Other outstanding tracks are: "She's Leav- ing Home" ("When You Wish Upon A Star") and "Walk Away." This one may be the biggest yet for the Australian lark.

GETTIN' TOGETHER—Tommy James & Shondells—Boulette RSN 253
Here's the latest power packed album by Tom- my James and the Shondells, featuring such tracks as "Sometimes I'm Up, Sometimes I'm Down), "I Want To Be Around You," "Gettin' Together," and "Lost In Your Eyes" among its highlights. The set should prove a delight to the many fans of the group in addition to its being a welcome item on any turntable.

CYCLE-DELIC SOUNDS—Arrows & Davie Allan —Tower T2091
Riding on the crest of their recent "Blues Theme" outing, Davie Allan and the Arrows come back with another LP from the cycle bag. This one is aptly titled "Cycle Sounds." "Devil's Angels Theme," "Born Loser's Theme," "13th Harley," and "Another Cycle In Detroit" are among the finer tracks. This one's sure to move out quickly.

Pop Best Bets

THE WILLY Nilly WONDER OF ILLUSION—Back Porch Majority—Epic LN 24139/EN 26319
The Back Porch Majority swings out in a fes- tive album of fun-filled songs. Among the tracks are "Camp Street Hooligans," "Meet Me Down In The Bath House, Honey, In Rome On A Sat- urday Night," "This Little Light Of Mine," and "Sloppy Sal And Dirty Dan, The Oyster Man." This sunny LP should generate lots of listener enthusiasm.

CRY YOUNG—Ahmad Jamal—Cadet LP/LPS 792
Pianist Ahmad Jamal performs a set of eleven jazz tunes. He is given able support by Jamil S. Nasser, bass; and Frank Grant, drums. The trio is augmented by a twenty voice choral group. The outings include the title track, "Cry Young," "Who Needs Manhattan," "Ike, There Are Such Things," and "Call Me Irement." The disc should find success in both pop and jazz circles.

THE COWSILLS— MGM E/SE 1488
The Cowsills follow up their current chart single, "The Rain, The Park And Other Things," with their first album. In addition to the group's chart item, the set includes "Thinkin' About The Other Side," "Dreams Of Linda," "Gettin' Into That Sunny, Sunny Feelin' Again," and "How Can I Make You See." This happy-sounding LP should rack up major sales.

THE CANDYMEN-ABC— ABC/ABCs 616
This is Candy Power! It's a smooth, sweet con- fection of powerful rock offered up by the Candy- men as their debut album. The set includes: "Deep In The Night," "I'm the Grass Has Died," "Movin' In My Mind," and "Georgia Pines," which is sked to be the next single. Already well known as Roy Orbison's former back up group, the Candymen should achieve fame of their own with this release.

PINK FLOYD—Tower T 5063
Here's the debut LP by England's Pink Floyd. The set is a particularly striking collection of driving, up-to-date rock ventures. "The Gnome" is an off-played track. Among the other standout- ing efforts included: "See Emily Play," "Chapter 24," and "Interstellar Overdrive."

FASCINATION—Stan Freeman—Project 3 FR 5012 SD
Pianist Stan Freeman renders a set of pop ditties in a warm, lyrical, direct style. The mel-odies include the title effort, "Fascination," "I've Got A Crush On You," "The Night Is Young And You're So Beautiful," and "It's The Talk Of The Town." The album shapes up as a big winner.

BEN BAGLEY'S IRVING BERLIN REVISITED —MG E-143350C
Having previously honored the lesser known songs of Rodgers & Hart, George Gershwin and Jerome Kern, Ben Bagley gives 14 Irving Berlin melodies a new lease on life. The crop is good, ranging from 1920's "Beautiful Faces" thru 1947's "Mr. Monotony." The performers include Richard Chamberlain (yes, and he's fine!), Dorothy Leeds, Blossom Dearie, Bobby Short and Norman Paris.

DANCING IN THE STREET—Ramsey Lewis— Cadet LP/LPS 791
The Ramsey Lewis Trio plays a package of jazz sessions which should gain the approval of a wide listenership. Featured on the disc are the title tune, "Dancing In The Street," "You Don't Know Me," "What Now My Love," and a medley from "Black Orpheus." Both jazz and pop enthusi- asts should go for this swinging LP in a big way.

GROOVIN' WITH THE SOULFUL STRINGS— Cadet LP/LPS 790
The Soulful Strings perform a selection of pop tunes in a funky, swinging manner. Included on the disc are the title track, "Groovin'," "I'm Losing You," "Within You Without You," and "Our Day Will Come." The album provides the maximum in listening pleasure, and the package should prove a fast-moving sales item.
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Produced by Buddy Buie

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From their big first album
"THE CANDYMAN"
ABC/S 616
Pop Best Bets

THE PLEASURE FAIR—Uni 3605/73069
The Pleasure Fair renders a package of pop ditties with grace and style. Included on the set are "Stay Around For The Good Times," "Come To The Sunshine," "The Things We Said Today," and "Put It Out Of Your Mind." The group sings with zest and feeling and the album should attain widespread popularity.

HAMP STAMPS—Lionel Hampton—Glad Hamp GHSLP 1011
Famed vibist Lionel Hampton and his Jazz Inner Circle offer a delightful series of jazz-oriented outings for the listening pleasure of just about anyone who goes for good music. Hamp is a standout on vibes. Some of the more powerful tracks are "Ingenue," "Glorious Greens," and "Georgia."

YOU'RE GONNA HEAR FROM ME—Arnie Lawrence—Project 3 PR 5011 SD
Alto saxist Arnie Lawrence renders a set of twelve jazz sessions. Featured on the album are "Be My Love," "Like Someone In Love," the title track, "You're Gonna Hear From Me," and "Let A Song Go Out Of My Heart." The artist displays a rich, lyrical tone, and the LP should develop into a biggie.

INTERMEZZO—Pete King—Dot DLP 3180/25110
"Intermezzo" is a lush and lovely album of mood music which constitutes extremely pleasant listening. Included on the set are the title track, "Intermezzo," "Come Back To Sorrento," "Stranger In Rio," and "Spanish Suite For Harp." The package shapes up as a real mover with plentiful sales in the offing.

Jazz Picks

A LOVELY BUNCH OF AL JAZZO COLLINS & THE RANZACOS—Impulse AFAS 110
A series of essays composed by Steve Allen interpreted by Al Jazzo Collins. Among the tracks are "Some Cool," "The Three Little Pigs," "The Power Of The Flower," and "Jack And The Beanstalk." Pianist includes Steve Allen, piano; Terry Gibbs, vibes; Hal Blaine, drums; and Mel Brown, guitar. The LP should tickle the risibilities of a large number of listeners.

DJANGO REINHARDT—Archives of Folk Music FS 212
Django Reinhardt plays twelve jazz tunes in a display of virtuoso artistry. The selections include "Septet With Song," "Melodie Au Crepuscule," "Mambo De Mes Reves," and "Gypsy With A Song." The artist performs with tender sensitivity and amazing drive, and the album should be immensely popular with jazz devotees.

Classical Picks

HATIKVHA ON MT. SCOPUS—Isaac Stern; Leonard Bernstein/Israel Philharmonic—Columbia ML 6453/MS 1653
An LP consisting of "Hatikvah," Mendelssohn's "Concerto In E Minor For Violin And Orchestra, Op. 61," and the final movement of Mahler's "Symphony No. 2 In C Minor." Isaac Stern is solo violinist in the Mendelssohn work and Leonard Bernstein conducts the Israel Philharmonic. Royal ties on the set are being donated to the Jerusalem Foundation for the Development of Jewish-Arab Youth Activites.

DAVID HEMMINGS HAPPENS—MGM E/SE 4450
David Hemmings, who starred in "Blow-Up," performs a set of folk rock melodies, three of which are one-take improvisations; the numbers include "Back Street Mirror," "Reason To Believe," "After The Rain," and "The Soldier Wind." The disk should find a large and appreciative audience.

THE INTRUDERS ARE TOGETHER—Gamble GGS 3001

BOY! IM GLAD WE JOINED THE INDIANS—Various Artists—Janisse JGM 8067
Here's a comedy album based on events in history, literature, and the Bible. The humor is bright and inventive and flavored with a Jewish accent. The LP features such offerings as "Leonardo Da Vinci Paints A Mona Lisa," "A Scientific Discovery," "Manhattan Island Purchase," and "The Declaration Of Independence." The disk is certain to provoke many a chuckle.

HANGING 'ROUND—Tormentors—Royal RLP 111
The Tormentors offer a selection of rock ditties which should appeal to a wide variety of listeners. The tunes include "Didn't It Rain," "Still In Love With You Baby," "Cause You Don't Love Me," and "Hey, Hey, Little Girl." The album should score heavily in the marketplace.

INTENTS AND PURPOSES—Bill Dixon—RCA Victor LPM/LSP 344
Bill Dixon plays trumpet and flugelhorn on an album of four jazz compositions. The pieces are: "Metamorphosis 1952-1966," "Nightfall Pieces I," "Gibson's Dream," and "Lights II." The music is highly experimental and avant-garde, and the set should have great appeal to fans of modern jazz.

MOTOR CITY SOUL—Father Tom Vaughn—RCA Victor LPM/LSP 345
Pianist Father Tom Vaughn leads his trio through a ten-session jazz set. Besides Vaughn, the trio consists of Dan Jordan, bass; and Dick Riordan, drums. The numbers include the title track, "Motor City Soul," "The Nearness Of You," "I Wish I Knew How It Would Feel To Be Free," and "The Shadow Of Your Smile." This rewarding LP is crowded with fresh, beautiful ideas and should gain the approval of jazz buffs.

SCHOENBERG SERENADE—Pierre Boulez/Domino Musical Ensemble—Everest EV 6175/3175
Arnold Schoenberg's "Serenade, Op. 24" is brought to life by the Domaine Musical Ensemble under the masterful direction of Pierre Boulez. The work is not completely atonal, and there is a lively contrast between style and language; contrast between a very "classical" counterpoint and a totally new and imaginative instrumentation. A classical gem.
LEON ASHLEY had The C&W Single of the Season..."LAURA (What's He Got That I Ain't Got"
3 months on the charts so far, and still way up there.
Now LEON ASHLEY has his first RCA Victor album... LPM/LSP-3900
And here he goes again!
Pete Seeger Series
Bows In NY On Ch. 13
NEW YORK—"Rainbow Quest," a video version of folk music shows produced by Advertisers' Broadcasting and hosted by singer Pete Seeger, received its New York premiere on Monday evening, October 28, on NBC-TV at 9:30-10:00 time slot. Channel 13 has purchased 29 of the 30 segments taped by Advertisers' Broadcasting and plans to air them on a weekly basis.

On the first show, Seeger, accompanying himself alternately on the banjo and twelve-string guitar, sang several songs then introduced his guests, the New Lost City Ramblers, who performed four of the "Man Blues," "Joe Hill," "Piddle Man," "Maid Of Constant Sorrow," and "Orange Blossom Special" and other numbers. Seeger also showed two films—one of a Japanese folk music group playing "Orange Blossom Special" and another of "In My Life," the song and a number of the Ramblers, playing the banjo while riding on a unicycle. The show was informal, without sets and with only a table and several chairs as props.

The next "Rainbow Quest" show will feature the Clancy Brothers, Tommy Makem and Tom Paxton as Pete’s guests. On October 16, the show will be devoted to "The Led-better (Leedbilly)," with Seeger showing films of the great negro folk singer in performance. A new LP, "The Led-Better," will feature Theodore Bilik and Rasz Hill, an English group. The guests will be seen on future shows include Judy Collins, Roy Sayer, John and Mary Jo, the Wong Steel Band, Sonny Terry & Brownie McGhee, Doug Smith, the Rev. Guss Davis.

"Rainbow Quest" was first seen on TV last July, when KQB in San Francisco began airing it. WXII in Rochester will begin showing it this month, and 21 WTVS in Detroit will put it on air in January.

Al Lewis Post
(continued from Page 8)
firm’s royalty department. Most recently he was the key coordinator between A&M and the chain’s production wing of the company. Lewis is a graduate of Pace College.

Announcing the new post, Nasarit said, "Al Lewis is one of our most trusted executives at MGM, and I’ll bet he’s counting on his talents in his new post."

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TRO Gets Adler & "A Mother’s Kisses" NEW YORK—The Richmond Organization (TRO) has just become exclusive publisher for Richard Adler, composer of the Broadway musical “Gun Game” and “Darn Yankees.” First release is expected to be the publication of Adler’s forthcoming musical comedy “A Mother’s Trouble.”

Based on Bruce Jay Friedman’s bestseller, “A Mother’s Kisses,” the show will be produced by Quartet Productions, which is comprised of Alvin Kohn, Gejo Walsh, Manny Azouz, and Walter Hyman. Avery Schreiber, one of the originators of the hit Second City Revues, is currently working on the script. Production is scheduled to begin in April. Adler was last represented by Richard Whiting’s Music Corporation of America.

Richard & Adler
dentacles took the fund-raising spotlight for both projects, including the Inaugural Gala for President Johnson. Both shows are expected to be big dinner entertainments in the White House.

Adler also produced and wrote the musical score for "Olympus Seven," the ABC-TV Stage 67 musical. The book, “A Mother’s Kisses,” made the bestseller list in its 1961 Simon & Schuster hardcover edition, and is being reprinted in 100,000 lots in its Pocket Books edition.

TRO is mapping an intensive promo, publicity, and exploitation campaign for “A Mother’s Kisses.” In the past, TRO has published such hits as “Down, to Earth,” “I Want That Man," “Get Off," “The Roar Of The Greasepaint,” “High Spirits,” and “Oliver!” and is also upcoming with “The Education Of Hyman Kaplan” on Broadway in early 1968.

Alexander, Shapiro Named Beechwood Liaison Men HOLLYWOOD—The production’s Gary Alexander has joined the staff of Beechwood Music, Capitol’s BMI publication. He will act as Capitol’s liaison man. Alexander has been a Beechwood contract writer for the past three years and in this capacity has been in this position for the past three years. He is also active in Liaison to A&R men and recording groups.

Beechwood has also hired Bruce Shapiro to perform similar duties for the west coast. Alexander and Shapiro will be a total of four Beechwood liaison men around the country, the others being, Fred Parker in New York, Steve Simon in Los Angeles, and Ernie Lewis in Nashville.

Stuff Smith Dies At 58 NEW YORK—Stuff Smith, regarded by many as “the first real barrelhouse jazz violinist,” died in Munich, Germany, on September 25 at the age of 58. The American violinist had lived in Copenhagen since 1944, then in Munich for TV’s and pa’s. He was best known for a record labeled “I See A Muggin’” and some of his other compositions are “Time And Again,” “Deart Sands,” “Skip It,” and “Midway.”

He is survived by his widow.

Talent On Stage HERB ALPERT & TJB BAJA MARIMBA BAND BRASIL ‘66

HOLLYWOOD—“God Bless the Child” (That’s what my own)” is a title that has probably been dropped from the single catalog at A&M. But its credo was never more evident in that the Hollywood Bowl last weekend as conductor Herb Alpert wrapped up his A&M package of the three B’s (Brass, Baja Marimba and Brasil ’66) and came away with an estimated gross of $210,000 for two successive sellouts under the stars.

The 47 year old Bowl’s stage was projected out over the fountain area, a maneuver probably intended to lend an air of intimacy. It succeeded in making it possible for Alpert to do what the Beatles (who have played here twice) never attempted. Alpert and his group even took the stage with grinnings literally walked on water.

They also strolled through a two hour jazz soiree on Friday night with a mustached Baja Marimba Band opening the festivities. Low air humidity and premeditated off key noodling are the calling cards for the Band (Le Katzman-trumpet, Dave Seager, trombone, Bernie Fleischer-sax and clarinet, leader Julius Wechter and Curry Tjader-marimbas & rhythm), who nonchalantly wander midst a series of titles that includes "Azzaya," "Soraya," "Orange Blossom Special," and "Spanish Eyes." Sample bon mots: "We’re very new in the concert field. In fact we start tomorrow." Or: "The next tune is a favorite of yours. We hope it’ll be a favorite of ours."

Brazil ’66, that delicately precise and compulsive tribute to the South American people and their music, is one of a few "pop" titles in the concert field. It appears entertaining to urban tastes. As one observer remarked, "It’s a Gideon bible in a Sunset strip motel. But almost as rewarding as his pleasant" live albums to lost love, those yodeling novelties, and bonadea collections.

Commenting on this, his first major, non-barren Hollywood Bowl performance, the overworked pianist quipped “I’ve never even been in the lobby of this place before.” And, as to the celebrated faces (and forms) in the audience—"If I were to name you all, I’d never get to my encore!"

A decided departure for the elegant Grove. One can’t help wondering if Arnold is here, can Owen, Price, Haggard and James be far behind? His "视听的 stupid at the Ground is a giant step up for the whole world of country. And a personal triumph for Arnold.

Chocotew West
Showed at a party held at the residence of Bitsie Bentley at the home of actor Dean Jones are Misses Frances Kranes, who is a television personality, Mrs. Stanley Bentley and "Nice Guy" of the hit show "Home." Miss Kranes, who is the actress, Harvey Geller, manager of the Cash Box magazine, and his assistant, Lisa Mor, were in attendance. The foods were served, live black eyed peas, apple pie, and biscuits.

Cash Box—October 14, 1967
NASHVILLE!
The Country Music Festival

Cash Box will be where the action is with a special Convention Edition!
Plan now to have your ad message in it!

FINAL DEADLINE
THURSDAY
OCTOBER 12

Contact your nearest CASH BOX Rep.
ATTENTION........DEEJAYS

Here's a great show opener to put you in a happy mood!

"GLAD RAG DOLL"
SUNG BY
LARRY CHELSI

and it's only 2 minutes & 20 seconds long

on #WB 391

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STEVE VERROCA

PROMOTION BY: JOE PETRALIA
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New, Hot and AND
THE TRIPPS
Give IT Back
to SAVOY MUSIC
BMT
Here Come Those Heartaches
V-1003
Hit R&B Pop!

ChICAGO—Merrec Distributors, a branch operation of Mercury Records last week named three new branch managers.

Frank Peters, who headed the Chi-cago Merrec branch for the past eighteen months, moved into the Atlanta branch management. He replaces Ramez Davis. Peters, a veteran of over fifteen years in the record business, began with Capitol Records’ local branch in 1951 as a salesman. He joined the Sampson Company, the then Columbia distributorship, where he remained until 1958 when Columbia opened its own branch. In 1963 he left the record business for two years, returning as Chicago manager for Mercury in 1965.

Replacing Peters will be Arnold Orleans, Orleans started in 1957 in Chicago, working for James H. Martin for eight months and then becoming King Records branch manager until 1962. At that time he joined the now defunct Apollo Distributing Company, leaving that organization in 1964 to join Capitol in Chicago as a salesman. In 1965 Orleans was made distribution, sales and promotion manager covering Detroit, Cleveland and Pittsburgh for Capitol, from whence he joins Mercury.

New branch manager in New Orleans is Eddie Grady, thirteen-year veteran of the record industry. He became a salesman for Cook Distributors, one time Mercury Dallas Distributorship, in 1954. He remained until 1956, moving to Daily Brothers when they took over Mercury. After a year, he joined Decca’s Dallas branch where he has been employed for the past ten years as a salesman. Grady replaces Bernie Kaplan,

<table>
<thead>
<tr>
<th>CashBox R &amp; B Top 50</th>
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<tbody>
<tr>
<td>1 FUNKY BROADWAY</td>
</tr>
<tr>
<td>2 YOUR LOVE KEEPS LIFTING ME HIGHER AND HIGHER</td>
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<td>3 SOUL MAN</td>
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<td>4 DIRTY MAN</td>
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<td>5 A NATURAL WOMAN</td>
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<td>6 MEMPHIS SOUL STEW</td>
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<td>7 APPLES, PEACHES AND PUMPKIN PIE</td>
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<td>8 YOU KEEP RUNNING AWAY</td>
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<td>9 EXPRESSWAY TO YOUR HEART</td>
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<td>10 THE LETTER</td>
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<td>11 LET LOVE COME BETWEEN US</td>
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<td>12 YOUR PRECIOUS LOVE</td>
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<td>13 LITTLE OLE MAN</td>
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<td>14 TO SIR WITH LOVE</td>
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<td>15 YOU’RE MY EVERYTHING</td>
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<td>17 COLD SWEAT</td>
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<td>18 GET ON UP</td>
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<td>19 IF THIS IS LOVE</td>
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<td>20 9 LBS. OF STEEL</td>
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<td>21 BABY I LOVE YOU</td>
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<td>22 GLORY OF LOVE</td>
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<td>23 I’M WONDERING</td>
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<td>24 LOVE BUG LEAVE MY HEART ALONE</td>
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<td>25 PATA PATA</td>
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Cash Box—October 14, 1967
Time stands still.
The world becomes quiet.
And Bobby begs
for just one more chance.

BOBBY WOOD
breaking his own record for "My Last Date" with
BREAK MY MIND
K-13797
b/w This Thing Called Love
Produced by Stan Kesler

The Sound of the
New Generation is on

MGM
RECORDS

MGM Records is a division of
Metro-Goldwyn-Mayer Inc.
MUSIC TO WATCH

BIRDS OF BRITAIN

BY

ANOTHER INCREDIBLE INSTRUMENTAL EXPERIENCE BY

THE BOB CREWE GENERATION

DISTRIBUTED NATIONALLY BY DOT RECORDS INC.

JUST EXPECT THE INCREDIBLE
CHARLIE WALKER’S Great New Album
Includes Two Big Country Hits...
"Don’t Squeeze My Shamron"...5-1074
and the newly released
"I Wouldn’t Take Her To A Dogfight"...5-1023.

LONDON
Rolling Stones...December’s Children...L-3451...PS451
Rolling Stones...Rolling Stones Now...L-3450...PS452
Montevani...Montevani Magic...L-3448...PS458
Bach...Hits Of The ’60s...L-3449...PS459
Rolling Stones...12 ’s & 5’s...L-3451...PS450
Montevani...Incomparable Montevani...L-3382...PS292
Montevani...Montevani Sound...L-3419...PS419
Rolling Stones...The Rolling Stones...L-3375...PS375
Marisano Faithful...Marisano Faithful...L-3433...PS373
Roland Shaw...Themes From James Bond...L-3421...PS412
Montevani...Moon River & Other Themes...L-3371...PS294
Montevani...Coppola & Great Film Themes...L-3331...PS224
Frank Chacksfield...Country & Western Hits...L-3436...PS346
Fritz Chacksfield...Tide Of Love...L-3302...PS222
Will Glade...Valentine’s Greatest Hits...L-3441...PS441
Bacharacs...The Big Polka Band Hits...L-3343...PS344
Montevani...Film Encores...L-3117...PS164
Anton Karas...Third Man Theme...L-1560...SP4071
Stanley Black...Broadway Spectacular...L-1701...PS124
David Whitfield...Cara Mia...L-1417...PS121
Vera Lynn...Vera Lynn’s Golden Hits...L-2954...PS295
Montevani...Latin Rendezvous...L-3296...PS295
Newly-Original Cast...Stop The World...AM58001...AM58000
Montevani...Film Encores...L-1700...PS124
Bacharacs...No Arms Can Ever Hold You...L-3418...PS418
Stanley Black...Music Of A People...L-3409...PS409
Ronnie Aldrich...That Aldrich Feeling...L-3046...PS416
Will Glade...The Polka King...L-3046...PS416
Montevani...Straus Waltzes...L-685...PS318
Laussier Trio...Play Back, Vol. I...L-3287...PS287
Edmonde Roy...Rhythms Of The South...L-1612...PS314
Frank Chacksfield...The New Ebb Tide...L-3290...PS350
Original Cast...Waltz-Mammas...AM58002...AM58002
Grenader Guards...Stones Of Souza...L-1329...PS129
Stanley Black...Cuban Moonlight...L-1166...PS137
Bacharacs...Presenting The Bacharacs...L-3233...PS4016
Stanley Black...Spain...L-3331...PS4016
Stanley Black...Film Spectacular...L-3291...PS4025
Ted Heath...Charlestoners...L-3074...PS4074
Stanley Black...Russia...L-3474...SP4075
Edmundo Ros...Latin Boss...L-3403...PS4073
Stanley Black...Film Spectacular Vol. III...L-3476...PS4078
Montevani...Mr. Music...L-3474...PS474
Rolling Stones...Big Hits...NP-1...NP-1
Rolling Stones...Aftermath...L-3476...PS376
Eric Rogers...Vandervell...L-3408...PS4083
Frank Chacksfield...Hawaii...L-3408...PS4077
Stanley Black...Broadway Blockbusters...L-3408...PS4088
Margaret Whiting...Maggie isn’t Margaret Anymore...LL-3510...PS510
Jeanie Carson...Jeannie Carson...LL-3504...PS504
Margaret Whiting...The Wheel Of Hurt...LL-3497...PS549
Marisano Faithful...Murder In The Street...LL-3482...PS582
Montevani...Montevani’s Golden Hits...LL-3483...PS583
Bacharacs...Bacharacs...LL-3401...PS491
Marisano Faithful...Go Away From My World...LL-3452...PS552

Trio Sanasots of Bach...Elois Rotholz: Violin, MCM/MCS 9075

MACE (Cont’d)

Othmar Schoeck...Concerto In E-Flat Major...MCM/MCS 9047
Maizot...Op. 65 For Horn and String Orch...MCM/MCS 9048
Helmut Walcha...Double Chorus Motets Of The Old Masters...MCM/MCS 9054
Hendel...Three Concerti...MCM/MCS 9052
Paul Hindemith...Sonata Op. 11, No. 4 For Viola & Piano...MCM/MCS 9053

MACE

Total Location Inventory

Facing Page T.M. PRINTED IN U.S.A.

Cash Box—October 14, 1967

54

Basic Album Inventory

A check list of best selling pop albums other than those appearing on the CASH BOX Top 100 Album chart. Feature is designed to call wholesalers’ & retailers’ attention to key catalog, top steady selling LP’s, as well as recent chart hits still going strong in sales. Information is supplied by manufacturers. This is a weekly revising list presented in alphabetical order. It is advised that this card be kept until the list returns to this alphabetical section.

TIME LIFE
INTO NO.2 SPOT IN ENGLAND—NOW RELEASED IN U.S.A.

HOLE IN MY SHOE
Stevie Winwood's brilliant new group—

MAKING A STEADY CLIMB IN U.S.A.

TOM JONES
I'll Never Fall In Love Again
Produced by Peter Sullivan

DAMAS KIOE

SINGING ONE OF HIS OWN "WINKY" SONGS

LOVE YOU TILL TUESDAY

PETE SEEGER

The dazzling debut of a new star...

ROBERT CAMERON
"I'll Get By"

Pete Seeger sings his own—“Waist Deep in the Big Muddy.”

The British are Coming!

WATCH FOR PROCOL HARUM—HOMBURG
WATCH FOR THE MOVE—FLOWERS IN THE RAIN—(TOP 3 IN ENGLAND)
WATCH FOR PINK FLOYD—NEW LP ON TOWER
Groom (who also owns the Longhorn Ballroom in Dallas) has recently purchased the property on which the Ballroom sits, an area of one full city block, for an estimated $1 million dollars. The Ballroom is currently under complete remodeling, and, when completed, will be billed as the Astrodome of Country Music.

THAIR’S GOLDIE IN THEM THERE HILLS—Singer- songwriter Smith, wife of Columbia charter Carl Smith, decided recently that there was room for another recording artist in the family, a decision which brought about her first recording sessions for Epic Records. The project, which was enthusiastic response from none other than Goldie’s own father, (shown was photo above), who has produced many of husband Carl’s hits over the years.

New York’s Nashville Club continues to see Countrydom’s top talent visiting us up here, the latest package consisting of Claude King, Don Bowman and “Miss Country Soul,” Jennie Sneed. . . . One of our previous headliners, Del Reeves, was kept busy between shows with local TV spots during his brief stay up here. Del guested on the popular “Joe Franklin Show” on WOR-TV and then turned around to do the brand new WNEW Tier, “The New Yorkers.”

The term “meteoric rise” is oft-used and often misused, but we feel it is well-deserved by Jack Greene, who, in the past year has gone from sideman to one of the most popular and sought after artists on the current country scene. Not long ago, he received an accolade from fans in Jacksonville, Fl. when they held “Jack Greene Day” in that city. The crowd of 8,000 is a record attendance in the area that was highlighted by Jack’s appearance at the Craig Field Armory, and, needless to say, SRO crowds mobbed the house while hundreds of others were turned away. During the performance, Jack was presented with a trophy signifying his rise to fame and his dramatic impact on the entertainment business. After a summer of fair appearances and one-nighters, Kathy Dee has just got—

(Continued on page 60)

An early contributor to the Grand Ole Opry Trust Fund, Walter M. Robinson, Jr., gets pinned with registration button while WSM radio president and TV president John DeWitt (at right) and the TV station’s up and general manager Irving Waugh (right) view the proceedings. Robinson, the chief counsel for the National Life and Accident Insurance Co., seems to be enjoying the pinning ritual, conducted by Lynn Orr, secretary, to the president of the station.

Opry Estimates Big Growth In Trust Fund With 4000 Expected For Birthday Confab

NASHVILLE—As the Grand Ole Opry’s 42nd Birthday celebration in Nashville rapidly approaches, the pre-registration toll continues to mount impressively, signifying the great interest in the expected convention attendance at a figure near 4000 persons. As a result, the Opry Trust Fund will benefit considerably, since all registered guests to the convention will attend the registration in order to participate in the many functions planned for the occasion. The registration form has been accepted and numerous guest names are expected to kick-off time. Each registration brings with it a ten dollar contribution to the Trust Fund, a policy which has made it possible for thousands of dollars to be dispensed to the needy in the country music fields.

Established to give financial assistance in time of need, emergency or catastrophe, the fund has a board of nine Grand Ole Opry members consisting of possible grandstands entertainers and maintains directly associated with, or actively participating in, the country music business. To date, the board has doled out over $41,000, more than half of which has been donated on behalf of the State of Tennessee. In addition to wishing to pre-register you can write to either the Grand Ole or the Trust Fund, P.O. Box 300, Nashville, Tenn. Pre-registrations will begin at 8 A.M. on Thurs., Oct. 19.

Natson-Port Pubbies Hit Nashville Stride

NEW YORK—The Natson-Port Publishing company announced recently that it has finished its most recorded quarter in its 2 year old history. Paul Tannen, well-known New York and Nashville publisher (Ridge Music/EMI and Tannen Music/EMI topers) and his associate Paul Evans, well-known writer of such songs as “Roses Are Red,” “Happiness Is,” etc., are currently enjoying their most successful period with their fledgling Natson-Port firms. In the last few months new material has been placed with a great many record labels in Nashville and recordings have been released with acts such as Jim Ed Brown by RCA; Kitty Wells, Red Foley on Decca; Vernon Oxford, RCA; George Owens, RCA; Jack Tillotson, MGM; The Hardin Trio, Columbia; and Jesse, Hackberry, Leonard, RCA and Molly Bee on MGM.

Tannen, administrative head of the company, has thew credits recording his strong Nashville-oriented material as well as having all creative work such as demos etc. done in Music City. Tannen also makes monthly trips to Nashville, keeping up a warm working relationship with A & R men at various labels. The Tannen name is no newcomer to Nashville as Paul produces Johnny Tillotson and Molly Bee for Nat Tannen, Nashville, while his father, Nat Tannen, was a Nashville songwriter in the 40’s and 50’s. Tannen has great expectations about a new song which his associate Paul Evans has written with Paul Tannen, “Juanita Jones.” The song was recorded by Stu Phillips, Nashville producer for Chet Atkins. The title was inspired by well-known music business figure Juanita Jones, who was formerly Chet Atkins’ secretary and is currently head of Nashville’s ASCAP office.

N.Y. Ad Execs To See CMA Package This Weak

NEW YORK—The “Country Music Story” will have its fifth annual presentation this week, (9) in New York City, with CMA highlighting the show before the International Radio and Television Society by giving a Tennessee Walking Horse as a door prize.

Numbering about 500, IRTS will be joined by some 500 members of the radio and advertising industry in the New York area and nearly 200 others representing CMA directors, members, and guests.

Jointly sponsored by some 30 radio stations and other music companies the show will feature the Nashville Sounds Vocal Group (formerly the Anita Kerr Singers) Jeannie Seely, The Stewomans, Lefoy Van Dyke and Tex Ritter.

Chairman of the event is Carl Brinlee, President of CMA, committee, of WBMD Baltimore.

The show, which sets and produces the show, will offer a full 45 minutes of entertainment and factual presentation. This show, which is the product of Country Music. Included will be a profile of the typical buyer of C&W records. Besides the musical commercial the show will feature door prizes as well. The Tennessee Walking Horse Breeders Association of Lewistown, Tennessee has donated a beautiful horse named “Country Music” for the show. Other donors of prizes include the Fender Instrument Company, Gibson, Inc. and Grammer Guitar. In addition, record labels will present albums for the audience to hear. The CMA will sponsor this show.

Among the CMA officials attending the show are Jack McGinnis, chairman of special projects from KSLN-San Diego, board chairman Roy Horton, and Mrs. Joe Walker, executive director.

Radio Station KGBS will sponsor a party later in the afternoon.

Cash Box—October 14, 1967
A SIMPLE THING AS LOVE

John Hartford says it all.
Today's way.

October is Country Music Month!

Cash Box—October 14, 1967
Two Hit Singles

“LAURA” / “ODE TO BILLIE JOE”

Two Hit Albums

**LAURA**

“I CAN’T TAKE YOU WITH ME” (MCA-ASCAP)

“I’M SITTING ON TOP OF THE WORLD” (MCA-ASCAP)

**ODE TO BILLIE JOE**

“MAYBE I’M Dreaming” (RCA Victor 2929)

“THAT’S THE WAY IT IS” (RCA Victor 2929)

AND NOW

A HIT DUET

“HANGIN’ ON”

Ashley #2015

Produced by Don Tweedy

Margie Singleton

Bookings

WRIGHT TALENT

122 Two Mile Pike

Goodlettsville, Tenn.

Phone: (615) 859-2446

812 16th Avenue, South, Nashville, Tenn.

Leon Ashley

Ashley RECORDS

CashBox Country Top 50

1. TURN THE WORLD AROUND (Fingerhut-BM) Eddy Arnold (RCA Victor 2956)
2. LAURA (WHAT’S HE GOT THAT I AIN’T GOT) (Gallico-BMI) Charlie Pride (RCA Victor 2921)
3. I’M STILL NOT OVER YOU (Pamper-RCA) Ray Price (Columbia 44195)
4. I DON’T WANNA PLAY HOUSE (All Geilco-BMI) Tommy Wynette (Epic 1021)
5. NO ONE’S GONNA HURT YOU ANY MORE (Nashville-BMI) Bill Anderson (Decca 32146)
6. TENDER LOVING CARE (Blue Book-BMI) Buck Owens (Capitol 3942)
7. FOOL, FOOL, FOOL (Columbia-BMI) Webb Pierce (Decca 32167)
8. PHANTOM JOY (Columbia-BMI) Red Sovine (Stanley 811)
9. A WOMAN IN LOVE (Capitol-BMI) Binnie Gunter (Dot 17029)
10. YOU PUSHED ME TOO FAR (Capitol-BMI) Faron Young (Capitol 5983)
11. WHAT DOES IT TAKE (Glenn-BMI) Hank Williams, Jr. (RCA Victor 2942)
12. MY ELUSIVE DREAMS (Capitol-BMI) Reba McEntire & Tommy Wynette (Epic 10194)
13. YOU CAN’T HAVE YOUR KATE AND EDITH, TOO (Capitol-BMI) Skeeter Davis (RCA Victor 2942)
14. BRANDED MAN (Blue Book-BMI) Bill Anderson (Decca 32146)
15. QUEEN OF HONKY TONK STREET (RCA Victor 2942)
16. ODE TO BILLIE JOE (Shayone-ASCAP) Skeeter Davis (Capitol 3942)
17. YOU MEAN THE WORLD TO ME (Decca-BMI) David Houston (Capitol 10724)
18. DEEP WATER (MCA-ASCAP) Carl Smith (Columbia 46223)
19. CHOKIN’ KIND OF LOVE (Wilderness-BMI) Waylon Jennings (RCA Victor 2929)
20. JULIE (Wilderness-BMI) Porter Wagoner (RCA Victor 9213)
21. LIKE A FOOL (East Star-BMI) Dottie West (RCA Victor 9267)
22. TOO MUCH OF YOU (Peach-ASCAP) Carl Smith (Columbia 46223)
23. CALIFORNIA UP TIGHT BAND (Capitol-BMI) Scotty Scaggs (Columbia 46194)
24. WHAT KIND OF GIRL (DO YOU THINK I AM) (Capitol-BMI) Barbara McNair (Capitol 9237)
25. ‘CAUSE I HAVE YOU (Capitol-BMI) Marcy Ralston (Columbia 4622)
26. GARDENIAS IN HER HAIR (Capitol-BMI) Marcy Ralston (Columbia 4627)
27. TIN CAGE (Hill & Range/BMI) Johnny Paycheck (Little Darlin 0022)
28. PARTY PICKIN’ (Capitol-BMI) George Jones & Melba Montgomery (MCA-ASCAP)
29. ALL MY LOVE (Capitol-BMI) Don Gibson (RCA Victor 9266)
30. IT’S THE LITTLE THINGS (Merion-BMI) Sonny James (Capitol 9787)
31. DOES MY RING HURT YOUR FINGER (Jendos-ASCAP) George Hamilton IV (RCA Victor 9229)
32. THROUGH THE EYES OF LOVE (Jendos-ASCAP) George Hamilton IV (RCA Victor 9229)
33. BREAK MY MIND (Windward-BMI) George Hamilton IV (RCA Victor 9229)
34. HOW LONG WILL IT TAKE (Capitol-BMI) Wynn Malone (Decca 35142)
35. TEAR TIME (Capote Hill-BMI) Wilma Burgess (Decca 35178)
36. I TAUGHT HER EVERYTHING (Warner-BMI) Billy Walker (Morton 1024)
37. GODDIE WHEELING (Columbia-BMI) Mel Tillis (Kapp 837)
38. ADDORABLE WOMEN (Shelby-RCA) Von Slighly (Pye 1706)
39. NOBODY’S CHILD (Milenko-ASCAP) Joe Anderson (RCA Victor 9271)
40. TINY BEARS (Greenback-BMI) Jim Anderson (RCA Victor 9271)
41. THE WHEELS FALL OFF THE WAGON (Kemp-BMI) Johnny Dollier (Date 1556)
42. YOU’VE BEEN SO GOOD TO ME (RCA Victor 9271)
43. WHAT LOCKS THE DOOR (Merion-ASCAP) Jack Greene (Decca 35190)
44. HOW FAST THEM TRUCKS CAN GO (Capote Hill-BMI) Claude Grey (Decca 35190)
45. JACKSON AIN’T A VERY BIG TOWN (Ascotin-BMI) Monroe Johnson (RCA Victor 9258)
46. ONE DIME AT A TIME (RCA Victor 9258)
47. BALLAD OF THUNDER ROAD (Capitol-BMI) Jim & Jesse (Pye 10216)
48. ODE TO BILLIE JOE (Shayone-ASCAP) Margie Singleton (Ashley 2011)
49. IT TAKES PEOPLE LIKE YOU (Capote Hill-BMI) Buck Owens (Capitol 2001)
50. I WANTA Go BUMMIN’ AROUND (BHom-BMI) Sonny Curtis (Viva 617)
51. FAST TALKIN’ LOUISIANA MAN (Capote Hill-BMI) Merle Kilgore (Columbia 45679)
52. GRASS WON’T GROW ON A BUSY STREET (Capitol-BMI) Hank Snow (RCA Victor 9200)
53. LET’S LEARN A NEW WAY OF LIFE (Capitol-BMI) Hank Snow (RCA Victor 9200)
54. BIG DUMMY (Capitol-BMI) Tommy Collins (Capitol)
55. BIG WHEEL CAN’T BALL (Capitol-BMI) Dick Todd (Decca 3570)
56. IF MY HEART HAD WINGS (Capitol-BMI) George Jones (Merion 1026)
57. HERE WE GO AGAIN (Capitol-BMI) George Jones (Merion 1026)
58. I OUGHT TO (United Artists 50208)
59. WORKIN’ MAN’S PRAYER (Capitol-BMI) Tex Ritter (Capitol 5966)
60. (YOU KEEP ME) HANGIN’ ON (Capitol-BMI) Oregon Brass (Beverleyfield Int’l 1000)

Cash Box—October 14, 1967
it takes people like you!

Buck Owens and His Buckaroos salute the people who make Country Music. It takes a singer like Buck to make a song like this!

IT TAKES PEOPLE LIKE YOU
b/w You Left Her Lonely Too Long
2001
BUCK OWENS & His Buckaroos

Watch for Buck Owens & His Buckaroos coming soon on the Dean Martin Show!

Personal Management:
Jack McFadden
OMAC Artist Corp.
405 Chester Avenue
Bakersfield, Calif.
(805) 327-7201
(805) 327-1000

Cash Box—October 14, 1967
He owes it all to good, clean living....

and it's all good, clean fun!  
BEN COLDER

a staggering success with “Almost Persuaded #2” is on the Country charts again with a new comedy album that’s second to none!

WINE, WOMEN, & SONG
E/SE-4482

The Now Country of
And Ben’s good buddy, Sheb Wooley, has a big new single hit: THE LOVE-IN K-13827

MGM Records is a division of Metro-Goldwyn-Mayer Inc.

(Continued from page 56)

ten back on the club circuit, where she opened a week-long stand at the Golden Nugget in Sudbury, Ontario on Sept. 25, followed by another stand at the Nashville Palace in Montreal last week. Next stop is one of her regular appearances on the WWVA Jamboree, after which she takes a week off to rest up for the Nashville Convention.

The Northwest will be the scene of a big talent package when Bobby Bare, Flatt & Scruggs and the Foggy Mountain Boys, Jimmy Newman, Dave Dudley and Linda Manning barnstorm into Lafeord’s “Wise, on Oct. 11, Fargo, N. D. (14) and Duluth, Minn. (15). The Fargo show will see Billy Grammer replacing Jimmy Newman, who has a prior commitment in Minneapolis.

Claude King, during his appearance at the Nashville Room up here told of a recent show he headlined in Illinois, drawing a crowd of approximately 10,000. Nothing unusual about that, except that the population of the town where he played was 8106.

WGUN-Atlanta plans to broadcast a remote show from Nashville during the entire convention this year. The 50,000-watt station will be represented in Music City by Blue Erwin and Dave Hill. . . . KCKN-Kansas City held a special promotion in conjunction with a recent Porter Wagoner appearance in town, spinning a Wag-on Wheel and phoning listeners who received prizes by guessing where the wheel stopped. Over 100 members of the audience received singles and LPs by Porter, Norma Jean and Marty Robbins. . . . Mike (The Ot’ Footstomper) Sarlo tells us that he has shifted his Rhythm Corral from WNAE-Warren, Pa. to WFIN-Findlay, Ohio and is in dire need of country discs. Records can be sent to him and the station at 1015 W. Sandusky in Findlay. . . . Highly popular Keither Ward of ROYL-Odeas, Tex. has just celebrated his 20th year as a country spinner, during which time he has been acclaimed by many as one of the tops in his field. Our heartiest congrats, Keither. . . . WIRE-Indianapolis has just switched over to a full-time, modern country format on Oct. 1, following a great deal planning concerning such a move. Naturally the station would certainly appreciate full country promotion from country labels. . . . WENO’s Neal Merritt tells us that his wife, Alice Joy, has gone over real well, on discs, with Marines and Seabees in Viet Nam. As a result of her latest record, “Johnny (What’s She Got That I Ain’t Got),” some of our overseas boys have dubbed her “Miss Force Logistic Common ISO.”

Out in St. Louis, 60,000-watt KXEN has just recently hopped on the country bandwagon. Program director is now Lloyd Dee, Fred Barton is general manager, Earl Trigg will head up promotion, Bobbi Burns will act as deejay and production supervisor while Herb Jones will be handling the chief engineer role. . . . Another very recent switch was that made by WYNA-Raleigh, N. C, which changed from a Top 40 to a 100% country outlet. The station will feature a country-politan sound, which will be presented by All-Americans Bobby Dark, Tom Scott, Mike Hight and Phil Geiger.

Jeanne Harrington of the John L. Sullivan fan club (700 plus at present), informs us that her fascination would like to expand and take in members from all over. Those interested can contact her at P.O. Box 9713, Kansas City, Mo.

Cash Box—October 14, 1967

CashBox Top Country Albums

1. JOHNNY CASH'S GREATEST HITS (Columbia Cl. 26787/CS 9478)
2. YOUR TENDER LOVING CARE (RCA Victor LPM/LSP 3825)
3. I'LL NEVER FIND ANOTHER YOU (Scepter Imperial Cl. 1/ST 7788)
4. IT'S SUCH A PRETTY WORLD TODAY (Capitol T/ST 2737)
5. ALL THE TIME (Decca DL 4904/4904)
6. TONIGHT CARMEN (MGM 2715/CS 9525)
7. THE BEST OF EDDY ARNOLD (RCA Victor LPM/LSP 3060)
8. CARRYING ON (Sony Special Cl. 1/ST 2830)
9. ODE TO BILLIE JOE (Capitol T/ST 2830)
10. HITS BY GEORGE JUICE MANSFIELD MM 1318/MS 3130
11. DANNY BOY (RCA Victor LPM/LSP 2830)
12. MY ELUSIVE DREAMS (Capitol LM 14235/BN 26325)
13. JUKEBOX CHARLIE (Capitol T/ST 3128/MS 18006)
14. TURN THE WORLD AROUND (RCA Victor LPM/LSP 3060)
15. SINGING AGAIN (Capitol T/ST 3128/MS 18006)
16. BRANDED MAN (Merle Haggard (Capitol T/ST 2779)
17. LOVE OF THE COMMON PEOPLE (RCA Victor LPM/LSP 3825)
18. COLD HARD FACTS OF LIFE (RCA Victor LPM/LSP 3790)
19. COOL COUNTRY (Decca DL 4787/4787)
20. ANOTHER STORY (Decca DL 4877/4877)
21. BUCK OWENS AND HIS BUCKAROOS IN JAPAN (Capitol T/ST 2716)
22. BLUE SIDE OF LONESOME (RCA Victor LPM/LSP 3820)
23. MR. MEL (MGM 2713/CS 3335)
24. DIESEL ON MY TAIL (Capitol T/ST 2737)
25. APT. NO. 9 (Bobby Austin (Capitol T/ST 2793)
26. WINE, WOMEN & SONG (Capitol) (RCA Victor LPM/LSP 3820)
27. NASVILLE WOMEN (MGM 2715/CS 3335)
28. FOLKSONGS OF THE WINTER (Capitol T/ST 3848)
29. JUST BEYOND THE MOON (Capitol T/ST 3848)
30. JACKSON Ain't A Very Big Town (Capitol T/ST 3848)

Country Roundup
Picks of the Week

I HEARD A HEART BREAK LAST NIGHT (2:11) [Hill & Range BMI—Payne]
GOLDEN MEMORIES AND SILVER TEARS (2:17) (Open Road BMI—Walker)
JIM REEVES (RCA Victor 9343)

One after another, the late Jim Reeves' records have been scoring with tremendous acceptance by the public and his latest offering is a must to follow suit. Plug side, "I Heard A Heart Break Last Night," is a gentle, tender ballad done as only Gentleman Jim could do it. Flip is a rhythmic swayer called "Golden Memories And Silver Tears."

CHICKEN PICKIN' (2:04) [Blue Book BMI—Owens, Rick]
APPLE JACK (2:05) [Blue Book BMI—Brumley]
BUCKAROOS (Capitol 1970)

It's been a long time since the Buckaroos have come across with an instrumental stand (the last one being "Buckaroo"), so their abundant following should be out quickly for this one. "Chicken Pickin'" is a light, easy-going tune that's bound to rack up in the airplay department. Flip is a happy-sounding foot stomper.

FOGGY MOUNTAIN BREAKDOWN (2:38) [Peer Int'l BMI—Scruggs]
MY CABIN IN CAROLINE (2:32) [Peer Int'l BMI—Flatt, Scruggs]
FLATT & SCRUGGS (Mercury 72739)

One of the most famed and most popular of bluegrass instrumentals, "Foggy Mountain Breakdown" by Flatt & Scruggs is currently being revived by Mercury Records to coincide with the general release of the film, "Bonnie & Clyde," in which the tune is featured. Lightning should strike twice.

WEAKNESS IN A MAN (2:38) [Al Galileo BMI—Chesnut]
I'VE GOT A RIGHT TO THE BLUES (2:25) [Moss—Rose BMI—Drusky]
ROY DRUSKY (Mercury 72742)

Looks like another link in the making for Roy Drusky's long hit chain as a result of "Weakness In A Man." The soft, mellow Drusky is in good form on this blues-filled lament. Flip is his own easy-paced composition, "I've Got A Right To The Blues."

ANYTHING LEAVING TOWN TODAY (2:36) [Newkeys BMI—Dudley, Hall]
I'D RATHER BE FORGOTTEN (2:36) [Newkeys BMI—Hall]

DAVE DUDLEY (Mercury 72711)

After playing many a gear-jamming role, Dave Dudley sticks out his thumb hoping to catch "Anything Leaving Town Today." The funky, rolling sound on this one makes it a good bet to be another nice chart item for the songwriter. "I'd Rather Be Forgotten" is a mournful tear-tugger.

I WOULDN'T TAKE HER TO A DOGFIGHT (2:13) [Window BMI—Snow, Kingston]
TONIGHT, WE'RE CALLING IT A DAY (2:46) [Wilderness BMI—Howard]

CHARLIE WALKER (Epic 18227)

Charlie Walker did pretty well for himself with "Sharmon," but on this deck he finds that fate is fickle. Plug side, "I Wouldn't Take Her To A Dogfight," is a bright, bouncy ditty in which he gets stuck with something less than glamorous. Flip is a mid-tempo item called "Tonight, We're Calling It A Day."

THE KEEPER OF THE KEY (2:35) [Viver BMI—Howard, Devine, Gaynes, Stewart]
BROKEN WINGS (2:25) [Shapiro Bernstein ASCAP—Jerome, Gran]
SLIM WHITMAN (Imperial 66262)

Although he's been absent from hutville for a spell, Slim Whitman should come back strong with his latest Imperial offering, "The Keeper Of The Key." The sweet Whitman tenor does an excellent job on this very pretty romancer. "Broken Wings" is a heartfelt blueser, also nicely done.

Newcomer Picks

GOOD (2:31) [Al Galileo BMI—Sutton, Sherrill]
SURE WOULD BE NEIGHBORLY (2:18) [Pass Key BMI—Chesnut]
BARBARA HERALD (MGM 13812)

Armed with a brand new piece of Sutton-Sherrill material, Barbara Herald makes a strong bid for country fame here. Top side, "Good," is a plaintive, bittersweet ballad which could very well hit home. Flip is a mid-tempo stand called "Sure Would Be Neighborly."

(Continued on page 62)
WHO'S LISTENING

LISTEN TO ME LIE (2:33) [Younger, Yonah BMI—Dobkins, McAlpin] Jim Morgan finds that his errant ways are cause for problems in this ditty. Light-hearted number should get quite a few spins. Flip: "Warm To Call To Cold" (1:55) [Lynn, Raleigh BMI—Dobkins]

JIMMY WAKELY (Shasta 178)

ONE LONESOME GUITAR MAN (2:25) [Riveraside ASCAP—Wakely] Veteran Jimmy Wakely comes up with an attractive offering here. A funny, lowdown tale, the side may see Wakely return to the spotlight area. Flip: "You're Nobody Till Somebody Loves You" (2:06) [Southern ASCAP—Morgan, Stock, Cavanaugh]

BILLY PARKER (Decca 32203)

I'M DRINKING ALL THE TIME (2:51) [Acadine BMI—Cummings] Here's a deck that could build a national image for Billy Parker. Songster offers a mournful tale of woe that could attract many buyers. Flip: "She's Just Getting Back At Me" (2:25) [BMI—Pennington]

CINDY OWENS (Malvern)

CRY MY GUITAR, CRY ON (2:25) [Many BMI—Long, Heather] The oft-cut ballad gets a pretty workout from Cindy Owens in her first session with the brand new Malvern label. Lark may attract lots of attention with the side. Flip: "A Tender Cherry Blossom" (2:28) [Malvern ASCAP—Reicher]

JANET McBride (Longhorn 582)

A WOMAN'S POINT OF VIEW (2:18) [Saban BMI—Keys, Pogue, Moore] This mid-tempo, loping ditty may result in plenty of attention for Janet McBride. Lark does a nice job on the number. Flip: "Mass Confusion" (2:36) [Saban BMI—McBride, Stovall]

CASH BOX
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□ $40 for a full year (Airmail United States, Canada, Mexico)
□ $50 for a full year (Airmail other countries)
□ $45 for a full year (Airmail other countries)

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(continued from page 61)

RAY PENNINGTON (Capitol 2000)

WHO'S GOING TO FOR THE DOG (And Put Out The Cat) (2:25) [Pamper BMI—Pennington] May well be lots of action in store for Ray Pennington as a result of this bonker. A cute one here. Flip: "You Turned The Lights on" (2:24) [Pamper BMI—Jones]

JIM MORGAN (Chart 1006)

LISTEN TO ME LIE (2:33) [Younger, Yonah BMI—Dobkins, McAlpin] Jim Morgan finds that his errant ways are cause for problems in this ditty. Light-hearted number should get quite a few spins. Flip: "Warm To Call To Cold" (1:55) [Lynn, Raleigh BMI—Dobkins]

JIMMY MARTIN & SUNNY MOUNTAIN BOYS (Decca 32201)

GOIN' APE (2:54) [And-Lee BMI—Mulkey, Delaney] Seems like Jimmy Martin and his Sunny Mountain Boys may stir up some nice action with their latest. Bluegrass fans and spinners should go for it. Flip: "Wild Indian" (2:15) [Champion BMI—Martin, Duong]

JANET McBride (Longhorn 582)

A WOMAN'S POINT OF VIEW (2:18) [Saban BMI—Keys, Pogue, Moore] This mid-tempo, loping ditty may result in plenty of attention for Janet McBride. Lark does a nice job on the number. Flip: "Mass Confusion" (2:36) [Saban BMI—McBride, Stovall]
Coen Solleveld, president of Philips Phonographic Industries and Deutsche Grammophon, celebrated his silver jubilee with Philips on September 29th. In his honour hundreds of friends from all over the world attended the jubilee reception in the Singer Museum, at Laren, Holland. Solleveld (second from right), who also has been managing director of Phonogram-Amsterdam in his Philips career, had a chat with former Phonogram-bosses (from left to right) Theo van der Meer and Jack Philips. Jack Hasnghuis, who is now at the helm of Phonogram, is standing at the extreme right.
Great Britain

Great Britain's Best Sellers

<table>
<thead>
<tr>
<th>Rank</th>
<th>Song/Artist</th>
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<tbody>
<tr>
<td>1</td>
<td>&quot;The Last Waltz&quot; - English Pie (Decca)</td>
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<tr>
<td>2</td>
<td>&quot;Flowers In The Rain&quot; - The Move (Regal Zonophone) (Essex)</td>
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<tr>
<td>3</td>
<td>&quot;Reflections&quot; - The Supremes (Tamla Motown) (Motown)</td>
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<tr>
<td>4</td>
<td>&quot;Excerpt From A Teenage Opera&quot; - Keith West (Parlophone) (Robbins)</td>
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<tr>
<td>5</td>
<td>&quot;Let's Go To San Francisco&quot; - Flower Pot Men (Deram) (Carter-Lewis)</td>
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<tr>
<td>6</td>
<td>&quot;Hole In My Shoe&quot; - Traffic (Island) (Island)</td>
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<tr>
<td>7</td>
<td>&quot;Hitchcock Park&quot; - Small Faces (Immediate) (Avakak)</td>
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<td>8</td>
<td>&quot;There Must Be A Way&quot; - Vaughan (Columbia) (Chappell)</td>
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<td>9</td>
<td>&quot;I'm 1 Metrie&quot; - Cliff Richard (Shadows) (Found)</td>
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<tr>
<td>10</td>
<td>&quot;I'll Never Fall In Love Again&quot; - Tom Jones (Decca) (Tyler)</td>
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Great Britain's Top LPs

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<thead>
<tr>
<th>Rank</th>
<th>Album/Artist</th>
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<tbody>
<tr>
<td>1</td>
<td>Sgt. Pepper's Lonely Hearts Club Band - The Beatles (Parlophone)</td>
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<tr>
<td>2</td>
<td>The Sound Of Music - Soundtrack (Columbia)</td>
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<tr>
<td>3</td>
<td>Scott - Scott Walker (Philips)</td>
</tr>
<tr>
<td>4</td>
<td>Dr. Zhivago - Soundtrack (MGM)</td>
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<tr>
<td>5</td>
<td>Best Of The Beach Boys - Beach Boys (Capitol)</td>
</tr>
<tr>
<td>6</td>
<td>Piper At The Gates Of Dawn - Pink Floyd (Columbia)</td>
</tr>
<tr>
<td>7</td>
<td>&quot;We Love You&quot; - The Rolling Stones (Decca) (Mirage)</td>
</tr>
<tr>
<td>8</td>
<td>Heroes And Villains - Beach Boys (Capitol)</td>
</tr>
<tr>
<td>9</td>
<td>Ode To Bill Joe - Bobbie Gentry (Capitol)</td>
</tr>
<tr>
<td>10</td>
<td>When The Good Apples Fail - The Seekers (Columbia)</td>
</tr>
</tbody>
</table>

CashBox - October 14, 1967

Great Britain (Cont.)

Quickies: "The Last Waltz" topping Best Selling Sheet Music Lists for third consecutive week. Anita Harris follows up her previous No. 1 success with Donna Music. The new "Just Loving You" hit for CBS with own composition "Playground" published by Edwin Morris. Procol Harum start American tour October 21st with new single "Hambone". Many more success stories this week for music publishing companies. Music business is booming and competition is heating up. Music publishers are working hard to keep their market share. "Reflections" by the Supremes remains at No. 3 and "Hole In My Shoe" by Traffic climbs to No. 6. "We Love You" by the Rolling Stones moves up to No. 7. "Heroes And Villains" by the Beach Boys debuts at No. 8. "Ode To Bill Joe" by Bobbie Gentry climbs to No. 9. "When The Good Apples Fail" by the Seekers moves up to No. 10.}

LIFE BEGINS AT 80 - Jacques Souplet, president of CBS France, organized a huge birthday party for Maurice Chevalier's 70th birthday. The guests included CBS France artists. Chevalier is shown near his cake as he addresses the audience.

Universal Promotions (the affiliated public relations company to Interpop) has expanded and is now working closely with many of the top public relations companies in the country. The Interpop fold will be Steve Benbow, Johnny Silva, Sandy Dennis, and Alex Campbell.

Universal Promotions (the affiliated public relations company to Interpop) Publicity handling artists within the opera and classical fields) announces the signing of two new artists, Joyce Blackham and Derek Hammond. Well-known conductors Willi Eich and Moshe Atzmon have been signed to long-term contracts.

Director Jeffrey Kruger announces the formation of Ember Records (International). Ember will be handling all aspects of a new record label's marketing and promotion.

Quickies: "The Last Waltz" topping Best Selling Sheet Music Lists for third consecutive week. Anita Harris follows up her previous No. 1 success with Donna Music. The new "Just Loving You" hit for CBS with own composition "Playground" published by Edwin Morris. Procol Harum start American tour October 21st with new single "Hambone". Many more success stories this week for music publishing companies. Music business is booming and competition is heating up. Music publishers are working hard to keep their market share. "Reflections" by the Supremes remains at No. 3 and "Hole In My Shoe" by Traffic climbs to No. 6. "We Love You" by the Rolling Stones moves up to No. 7. "Heroes And Villains" by the Beach Boys debuts at No. 8. "Ode To Bill Joe" by Bobbie Gentry climbs to No. 9. "When The Good Apples Fail" by the Seekers moves up to No. 10.
EMI's Fiscal Profits For 67 Take Dip
LONDON—Electric and Musical Industries, the electronics giant with large show business interests—the company claims to produce a quarter of the world's records—returned a dip in profits for the year to June 1967. Pre-tax surplus was $20,206,000 against $31,461,000 in the previous 12 months. Sales for the group, however, climbed a new peak $296,485,000 against $282,312,000. Instrumental in the final profit decline was the $1,500,000 spent by Capitol Records promoting its record club. All costs on promotion and advertising were written off.

Notwithstanding the dip in profits, the results in the second half of the year, running at $12,896,000 were an improvement on the forecast made at the time EMI took over the Grade Organization. The final dividend of 7½% maintains a total of 15%.

CBS London Sales Conference For '67; Finale To Intensive Presentation
LONDON—CBS Records third U.K. sales conference, held at the London Hilton Hotel (Sept. 29) served as a finale to a season of intensive presentations, each of its own way, exhausting salesmen to increase turnover in order that their companies should remain substantial, and to rapidly overawing the British market.

Not All Tinsel & Martinis

Though the sales convention was CBS' most buoyant so far, the convention headquarters, including Tiger staff and in-the-field sales reps, it was not all tinsel and martinis. The marketing sessions carried for the trade a special significance. It's a matter of history now that CBS was the first major U.S. record company to set up in Britain as an independent, a lead followed by half a dozen other American labels (with the distinct promise of second-to-last to come). CBS's fortunes during its three-year pioneering period, therefore, provide a high point of interest both to American companies wishing to follow suit and to domestic industries concerned about the importation of unwarranted sales practices. The country with the largest sales has read a lot into the way CBS maneuvers now. Of all the American companies it is the only one fully appreciating all the birthpangs and complexities inherent in opening up in the U.K. arena. Alert industry personnel may well attempt to shortcut their problems by reading into CBS' marketing strategy signs and indications of what to do and what not to do.

Expansion Program

If the trade will look anything about CBS from this fall's presentation it is that the company is embarking on an expansion program touching most aspects of the business. Not only is the company broadening the base of its activities by developing new labels for specific areas in the sales market, but it is to embark on training schemes in order to give salesmen a new sophistication in merchandising and marketing techniques, attributes which may well prove vital in the battle for shelf space that's intensifying daily. CBS' planned development permeates through all its product categories, from pop, jazz, middle of the road and the like. But even as the creative aspect of the business is expanded, the CBS management notes the need for new depth to planning and research. In a nutshell, the aim is to tap much more.

Grand Gala Switches To March

AMSTERDAM—Dutch record importers, manufacturers, and retailers, operating for purposes of general record promotion in the "Commissie Collectieve Grammofoonplaten Com- pagnie (C.C.G.C.)" announced that their "Grand Gala des Disco Popula- irs" will take place in the Interna- tional R.A.I., Congress Centre, Amster- dam on March 5, 1968.

Originally this big national Dutch event was planned for October 28, 1967, but various circumstances made its organizers decide to postpone the gala. Contracts have been made with many international booking agencies for the continent, in Britain, and the U.S.A. The Dutch television authorities (AVRO/EBT) will broadcast the show live in color. The traditional Edison Awards for the best records issued in The Netherlands (issued between May 1st 1966 and April 30, 1967) will be presented to the winners at a March 6th gala. After the show the Dutch Record Ball will follow.

Malcolm Sargent Dies In London

LONDON—British classical conductor Sir Malcolm Sargent died on October 3 at his home here in London. He was 72.

While making preparations for last summer's Promenade Concerts, Sir Malcolm became ill, and on July 26, he was operated on for acute biliary obstruction. He became well enough to attend the final Promenade Concert on September 16, but suffered a fatal relapse shortly thereafter.

Famed throughout the world, Sir Malcolm was universally respected for his sound, orthodox musicianship and he was able to instil great vitality into the playing of all the musicians with whom he worked. He was also noted as a conductor of concerts for children.

Born on April 29, 1885, in Stamford, Lincashire, England, the son of a church organist, Sir Malcolm was playing the organ himself at the age of 10. He pursued a career as church organist until World War I. After serving with the 57th Brit- ish Light Infantry, Sir Malcolm earned a Doctor of Music Degree. That was in 1919 when he was 34. At that time, he was the youngest person ever to earn a Doctor of Music Degree in England. After making several successful ap- pearances as a conducted musician, Sir Malcolm decided to make conducting his career. He taught at the Royal College of Music in London, and became the first Doctor of Music in England.

Following that, he held various other conducting posts, and he won special recognition as the conductor of the D'Oyly Carte Opera seasons of Gilbert and Sullivan in London, beginning in 1926, and the Royal Russian Ballet in London beginning in 1930.

He was perhaps at his best as a choral conductor. In 1928, he became conductor in chief of the Royal Choral Society, and during his long career, he conducted many other choral groups in England.

Sir Malcolm made numerous tours abroad. He came to America for the first time in 1945, making his first ap- pearance on Feb. 18 as guest conduc- tor of the NBC Symphony.

William Walton's "Belshazzar's Feast" and "Trovilus And Creiddin", Vaughan William's "New World Symphony", and many other important pieces by Britten, Elgar, and Delius had their pre- miers under Sir Malcolm's baton.

Sir Malcolm was knighted in 1947.

Jetstar Bows In Canada

MONTREAL—Lee Armstrong, Apex Division sales manager of The Compo Company Limited, has announced the launch of Jetstar Records to the Canadian market. Jetstar is a Rhythm and Blues Disc label. The record company, Jetstar Records, of Dallas, Texas. Initial release will be "LET THEM TALK" by Bobby Patterson and the Mustangs, and will be on the market momentarily.
Sweden

Christian Sylwan of Reuter & Reuter Forlag AB is very busy these days preparing a folio with 14 songs from the 26th-Fox feature film "Doctor Dolittle," all songs penned by Leslie Bricusse. Of the songs from American Jobete is planned "The Happening" with Swedish lyrics ("En Hipp, Hipp Happening") by Robban Broberg, and "I'm The Same Old Song" with Swedish lyrics ("Jag har ingen hjarta") by Britt Lindsebo. Both the latter tunes have just been recorded here by Siv Malminvist on Metronome. At Musikforlag AB, the group "Hush" is currently working in the studio with "We Love You" all over Scandinavia, and the same for "A Whiter Shade of Pale." Sheet music from this publisher available soon include "Flowers In The Rain" and "Homeward Bound.

Rolf Fernebof Schw-Disc told Cash Box that Spotnicks are contracted to open in Tokyo next spring. In Asia for two months, Swedish group Moonlighters, now in Mexico, is doing very well there, Fernebof said. There will soon be an LP album with that group released here. A Mexican group, El Rancho, is now on Decca, noted in Sweden, "a new kind of group with Telefunken.

Linkin' Louisiana Pops is out with a single on Olga including "Jailer Bring Me Water" and "Hank Williams Religion." On Cupol is a new EP with Lope Sandevar with four local tunes.

Kasnell Grannomfo AB is just out with Mothers Of Invention on Verve with "Why Don't We Do It In The Street," plus two items by Laura Lee, "You're My Everything." Five LP albums are also among last week's releases. EMI is also working hard with the promotion of Fox Topps and their "The Letter" just about to be released in Sweden.

Germany

Danger signals are blitting in the German record industry as the new tax law goes into effect for businesses in this country. That means that the higher artist fees and higher production costs were not able to accomplish what the tax boys were able to do, and that is to force the record industry to raise their prices. That means that the already expensive single would be pushed from a price of 1.10 to 1.25. When the single record prices rise to 1.50, the LP's with prices of 4.00-4.50 will be increased even more. Unfortunately, this higher production cost will not be able to bear the increased price of the LP's. What will happen now? On the LP scene the "low priced" record has become more and more popular and now ranges in price from 2.29 to as low as 1.25. The low priced records are being purchased as a kind of LP record turnover. The public wants to buy more music for less money. Now the single record price must be an "impulse" item. That means that a low low price is necessary to bring high high sales. Now single records as much as low priced LP's! If the exciting singles business is to be saved, the exciting singles must be done. Product and advertising in Germany industry reports that work is now going on to get the tax reduced before the record price must be made. The new positive development of help is not enough, but the gentleman of the industry must stop and think before they price themselves out of business.

Karl Heinz Muenschow's Rhenus Music Production has signed a contract with the East German state-owned Amiga pop production to release their product in West Germany starting in 1968. The records will not be imported, but the tapes will be repressed and released on Muenchow's Mondial label.

This week the BBC is starting their Radio 1 service with a "top 40" type "swinging" station which will try to take over as the "pirates" left off. This gives people in this country something to think about. The foreign product completely dominates the hit parade with over ¾ of the top ten taken over by English-speaking records and even a larger percentage of the top 40. The reason is certainly quality and exposure. Music fans in Germany have only the English language records for the British and American forces, Radio Luxembourg, Radio Saar and Radio Free Europe to listen to as the German records seems to lack the drive on the photography record. There are so few programs that it's hardly worth the trouble to "turn your dial.

German TV has a few music programs in the afternoons and they are probably the most popular of all. Muenchow has a group of their Swedish tour Oct. 6th, taking them to six spots including a TV show. "The Merry Widow" recently opened at the Opera Theatre in Stockholm with plenty of roses to Jarl Kulle as Danilo. Phillips-Senoura is now preparing a luxury LP album from the stage performance.

Recent releases from EMI includes Keith White on Parlophone with "A Teenage Opera," Robbie Gentry on Capitol with "Dde To Billy Joe." Arrows on Stateside with "There from The Wild Angels," and Temptations on TamlaMotown, with "You're My Everything." Five LP albums are also among last week's releases, EMI is also working hard with the promotion of Fox Topps and their "The Letter" just about to be released in Sweden.

Denmark's Best Sellers

1. 1 5 Lad mig blive noget (Let Me Be Something) (Povl Dissing/ Sonet) Musikforlaget Esbjorg AB, Sweden
2. 2 3 San Francisco (Scott McKenzie/CBS) Sweden Music AB, Sweden
3. 3 2 Hvor har du kystet din gadeet (Daimi/Metronome-Direktforsaer/Philips) Maltonne A/S, Denmark
4. 4 1 Maybe It's Because I'm A Londoner (David Jones/Pyre) Philips-Senoura A/S, Denmark
5. 5 9 I Take It Back (Sandy Peggy/MOX)
6. 6 4 Stop Before You Break My Heart (Lollipops/Polydor)
7. 7 3 You Need Is Love (Reeders/Parlomnx) Maltonne A/S, Denmark
8. 8 10 Pleasance Valley Sunday (Monkees/KCA Victor) Screen Gems Musikforlag AB, Sweden
9. 9 4 We Love You (Rolling Stones/Decca) Musikforlaget Esbjorg AB, Sweden
10. 10 8 I'll Never Fall In Love Again (Tom Jones/Decca)

Norway's Best Sellers

1. 1 8 San Francisco (Scott McKenzie/CBS) Sweden Music AB, Sweden
2. 2 4 All You Need Is Love (Beattles/Parlophone) Sonera Musikforlag AB, Sweden
3. 3 6 Pleasance Valley Sunday (Monkees/KCA Victor) Screen Gems Musikforlag AB, Sweden
4. 4 12 Silence Is Golden (Truebilder/CBS) Edtion Odeon, Sweden
5. 5 10 Do The Twist (Starcircle/MGM) Reuter & Reuter, Sweden
6. 6 8 I Was Made To Love Her (Stevie Wonder/TamlaMotown) Reuter & Reuter AB, Sweden
7. 7 12 Alles Liebe Wird Liebe (Beattles/Parlophone) Sonera Musikforlag AB, Sweden
8. 8 11 Sixteen Tons (Stacy Price/Halwayx/Reprise) United Artists Musikforlag AB, Sweden
9. 9 - Local copyright.

Germany Record Mir's Sales

This Last Week Week Week On Chart
1. 1 8 San Francisco - Scott McKenzie - CBS - Edition Intro/ Music
2. 2 9 All You Need Is Love - The Beatles - Odeon - Northern/ Rolf Budde Music
3. 3 4 Romeo und Julia (Romeo and Julia) - Peggy March - RCA Victor
4. 4 4 Death Of A Clown - Dave Davies - Deutsche Vogue/ Aberbach Music
5. 5 3 Addios - Renny - Telefunken/Maxim
6. 6 21 Puppet On A String - Sandie Shaw - Deutsche Vogue/ Hansete Music
7. 7 10 We Will Love You - The Rolling Stones - Decca - Hanser Musik
8. 8 16 Meine Liebe zu Dir (My Love for You) - Roy Black - Polydor
9. 9 4 Komm Allein (Come Alone) - Wencke Myhre - Polydor/ Hansette Music
10. 10 11 Okay! - Dave Dee, Dozy, Beaky, Mick & Tich - Star Club - Minerva Music/E von der Bovenemule

(Courtesy "Schallplatte")

Original German Copyright
Les Compagnons de la Chanson (CBS) will leave France for a series of concerts abroad. First, to Holland Oct. 14th-21st, and on Oct. 29th to Canada and the United States for a tour through Dec. 5th. Patachou (also CBS) is scheduled for a 10 day stint in Montreal starting Oct. 23rd before coming to New York for appearances at the St. Regis Nov. 9th-Dec. 5th.

André Asseo, in charge of Philips public relations, announced the immediate release of three important movie soundtracks: "You Only Live Twice," "Le Grand Meaulnes" of J. G. Albicocci, and Frederic Rossell’s "Revolution d’Octobre" recorded in Moscow.

Philips artist Herve Vilard will be presented at the Festival de Rio with a song titled "L’Avion de Nulle Part," Johnny Hallyday just recorded the French treatment of Scott McKenzie’s "San Francisco" and Nana Mouskouri is recording "The Tucan." Chappell recently bought the excellent Acuff-Rose catalog which had been represented by Editions Tropicale. In addition, Mr. Roquiere, Chappell's manager, announced the pending opening of a new Chappell office in Madrid under Paris control.

Quickies... Beusher Publishing Company is delighted with the success of Mirrelli Mathews's "Le Soir Dit Vous S’Aime"... Joe Dassin (CBS) just recorded French treatment of US No. to Billie Joe... EMI artist Raphael is in Paris for a show at the Olympia... Frank Alamo (Rivera) just released an EP with the French treatment of "Hah Hah Said The Clown" ("Oh Oh Fait le clown")... Mouloudji will be in Canada October 17th to 27th. He will feature in several radio and TV Programs... Michel Fugain will tour in France with Adamo from Oct. 23 to Nov. 2nd.

Mexico's Best Sellers

1 Musiria—Sonora Santanera (CBS)—(Mumusa)
2 Estar Tarde Vi Llevo—Armando Manzano (RCA)—Marco Antonio Muñiz (RCA)—Los Cuatro Brillantes (CBS)—Angelica Maria (Musart)—Los Aragón (Musart)—Carlos Lico (Capitol)—(RCA publishing)
3 Adaro—Carlos Lico (Capitol)—Armando Manzano (RCA)—Manuy Bolanos (Musart)—Enrique Guzmán (Aranjuez)—Sonja (RCA)—Los Cuatro (Tucán)—Carmita Jiménez (CBS)—Los Dominic (Phillips)—Marco Armando Vázquez (Peerless)—Hermanitas Núñez (Uriox—Phon)
4 Quincena—Los Vlamers (Musart)
5 Si Hoy Fuera Ayer—Julio Jaramillo (Peerless)
6 No—Carlos Lico (Capitol)—Armando Manzano (RCA)—Gloria Lasso (Musart)—Annieo Prieto (RCA)—Angelica Maria (Musart)—artist Romanticño (Cien)—Magra Franco (CBS)—Carmita Jiménez (CBS)—Olga Guiltat (Musart)—Hino—Castro (RCA)—Los Dominic (Phillips)
7 Tema De Los Monkes (Monkes' Theme)—The Monkees (RCA)—Los Shyppey (Capitol)—Los Monky’s (Orfeon)—(Mumusa)
8 Shake-Lucille —Los Yaki (Capitó)—Los Rockin Devils (Orfeon)—(Pending-mumusa)
9 Cuando Tu No Estas—Raphael (Gamma)—(Campe)
10 Ven A Vivir Conmigo—Jose Martin (Peerless)

Argentina's Best Sellers

This Week

1 Trisigio del Solterio Napoleon Puppy (CBS)—Wawancan (Odeon)
2 La Carcel de Sing Sing Jose Feliciano (RCA)—Pepey Perez (Disc Jockey)
3 La Balsa—(Fermta) Los Gatos, Nacho Fax (RCA)
4 Puppet on a String (Fermata) Car Ravelli, Cuatro Voces (CBS)—Sendle de la Musica (Paul Mauriat, (Philips) Kaloo, Victor Watkins (RCA), Al Hirt (CBS), (Peerless, Oscar Perez (CBS) Jaramillo (CBS))
5 A Whiter Shade of Pale—Caravelli (Fermta) Los In (CBS) (Philips, Ribera (CBS))
6 Todo Es Mentira—(Fermta) Caravelli (CBS)
7 You All Need Is Love—(Fermta) The Beatles (Odeon)
8 Villa Carita Wawancan (Odeon)
9 Mi Chica—(Fermta) Banda de Magallanes (RCA)
10 So You Goster De Quem Geste De Mim (Relay) Roberto Carlos (Odeon)
11 Mi Limon, Mi Limonero—Edmar Drozso (CBS)—(Relax)
12 Mi Limon, Mi Limonero—Uma Limon (Fermta) Ema Drozso (CBS)—(Relax)
13 Mi Limon, Mi Limonero—Bando de Magallanes (RCA)
14 So You Goster De Quem Geste De Mim (Relay) Roberto Carlos (CBS)
15 Mi Limon, Mi Limonero—Edmar Drozso (CBS)—(Relax)
16 Mi Limon, Mi Limonero—Ema Drozso (CBS)—(Relax)
17 Mi Limon, Mi Limonero—Uma Limon (Fermta) Ema Drozso (CBS)—(Relax)
18 Mi Limon, Mi Limonero—Bando de Magallanes (RCA)
19 So You Goster De Quem Geste De Mim (Relay) Roberto Carlos (CBS)

Argentina's Top LP's

1 Sgt. Pepper’s Lonely Hearts Club Band—The Beatles (CBS)
2 El Fantastico Jose Feliciano (CBS)
3 Yo Soy Aquel Espanol (Philips)
4 Los Hites De Caritas de Ayi (CBS)
5 El Canto De Roberto (CBS)
6 El Canto De Roberto (CBS)
7 El Canto De Roberto (CBS)
8 El Canto De Roberto (CBS)
9 El Canto De Roberto (CBS)
10 El Buen Eduardo Aranju (Ariel)
Definite date has now been set for the popular “Grand Gala Du Disque” this session; it will be held at the Amsterdam RAI-building on Friday, March 8.

Roel Kruize, General Manager of Bovema's repertoire department, released this week a wonderful PICKWICK budget line series containing albums by Sammy Davis, Jr., Joe Pass, Gary Burton, Bob Hackett, Harry James, Al Martino, Nelson Riddle, Jimmy Smith and Joe Tex. Al Martino arrived in the national Top 40 with “Spanish Eyes.”

Two top groups were added to the Gramophonehouse: Procol Harum and the Move. This week Roel Kruize released the first record of the Move; “Flowers In The Rain.”

A new Dutch group, the Buffoons, started on the Imperial label with the wonderful record “Tomorrow is Another Day”/”My World Fell Down.” The pop specialists of the biggest Dutch papers were in the Bovema studio when the Buffoons finished their imperial record. Everybody was enthusiastic that they will be the new top group of Holland.

Bovema's Joop Visser released “She Needs Company” of Manfred Mann, the Shadow's "Tomorrow's Cancelled,” “King Midos In Reverse” by the Hollies and “Wednesday” by the Royal Guardsmen.

N.V. Phonogram did a comprehensive promotion action in behalf of the picture "Thoroughly Modern Millie" which was premiered on September 28th in several cities. At the same time Phonogram released on Brunswick the LP with the original soundtrack as well as two singles with songs from the film: "Thoroughly Modern Millie" by Julie Andrews and "Jazz Baby by Carole Channing.

British singer David Bowie's new single "Love You Till Tuesday" released on Deram September 29th is being considered as another success for this label.

Traffic’s newie, “Hole In My Shoe,” another fantastic island recording, entered the Dutch charts last week at 27. All Dutch deejays think Traffic will be a fast climber. At the end of October Stevie Winwood’s Traffic will be presented to Dutch TV audiences in the Bob Rooyens show "Moef Ga Ga.”

Holland’s most successful female singer Conny van den Bos cut a new record —Whatev’re They Say— for Philips which is also to be released in England.

Forthcoming concerts in the pop field and jazz coming to Holland through the Acket Agency are: American Folk and Jazz Festival 1967 (October 14) Six-Volt show featuring Sam & Dave, Percy Sledge, Arthur Conley (October 27); Newport Jazz Festival in Europe 1967 with Theological Monk Orchestra and the American Gamblers Quinns Minnors "My Baby and Long John Baldry's "Chuckie." In the movie soundtrack picture, Arton is still doing good business with "A Man And A Woman," whereas a solid promotion drive has been launched to support the company's recent release of “You Only Live Twice.”

Recent releases on the Pete Feller-managed Tamla-Motown label include “Love Bug, Leave My Heart Alone” by Martha and the Vandellas, “You're Everything” by The Temptations and the sensational “Rodgers & Hart” album by the Supremes. The girls' "Reflections” smash is currently in its 3rd week on the Dutch charts, whilst Stevie Wonder's “I Was Made To Love Her” has been parading on the local Top 40 for eight consecutive weeks.

The rock 'n' roll album of the year, Little Richard's in person-recorded and Larry Williams produced "Greatest Hits" on Epic was released on Sept. 8th and immediately commenced selling. Containing all of the King's 12 all-time greats from "Lucille" to "Whole Lotta Shakin' Goin' On," this is one album that will knock out the young generation.

This week Negrang-Delta released the brand new LP of the Kinks on Pye; "Something Else By The Kinks," featuring "Waterloo Sunset," "Death Of A Clown" and "Harry Rag.” Regarding the advance sales, this LP will become one of the biggest of the year.

Negrang-Delta also released the newest single by Sandie Shaw. Both songs are written by Chris Andrews: "You're Not Changed" and "Don't Make Me Cry." The single is already receiving lots of airplay from Radio Veronica.

This week two Major Minor recordings will be launched to the Dutch market. The first, "Flowers For My Friends" by Joyce's Angels is bound to become a hit amongst his group, the Angels. The second by the Grumbleweeds is featuring the old standard "Hear My Song Violetta."

One of the most important recent additions to the international market is LIBERTY'S FIRST POP IN GERMANY—The newly formed Liberty Records outfit in Germany has signed 3 artists for their production here, including Klaus Doldinger, Germany's top jazz artist who has also done a pop LP under the name Paul Nero, American folk singer Don Paulin, and a young Frenchman living in Belgium Marc Bertrand, who will do the first German language single for the label. Shown at the signing are (left to right): Karlheinz Freynik, product manager for Liberty in Germany; Marc Bertrand; Erich Wallau, artists manager; Siegfried E. Loch, Liberty's Germany general manager; and Klaus Boehnke, head of the firm's pr dept.

Holland's Best Sellers

This Last Week Week

1 1 We Love You (Rolling Stones/Decca) (Essex Holland/Basart Amsterdam)
2 2 Time Seller (Spencer Davis Group/Fontana) (Essex holland/Basart Amsterdam)
3 3 Excerpt From a Teenage Opera (Keith West/Parlophone) (United Artists/Amsterdam)
4 4 San Francisco (Scott McKenzie/CBS) (Gospel Music/Amsterdam)
5 5 Ichtyoo Park (Small Faces/Immediate)
6 9 San Francisco Nights (Eric Burdon And The Animals/MGM) (Schroeder-Basart/Amsterdam)
7 6 The Day I Met Marie (Cliff Richard/Columbia) (Belinda Amsterdam)
8 7 Death Of A Clown (Dave Davies/Pye) (Belinda/Amsterdam)
9 8 Ik Wil Alleen Maar Van Je Houden (Heirkrekels/Telstar) (Benelux Music/Weert)
Popular English singing and recording star Matt Monroe is now in Australia for television and nightclub appearances. EMI hosted a press conference in Sydney to introduce him to the Australian music industry. To coincide with his visit, his new Capitol album "Invitation To The Movies" has been rush-released here. It is understood that Matt's personal appearances on this trip will be restricted to Melbourne and Sydney.

Record production figures for the month of July (the latest period available) indicate that the major labels are still experiencing a slow-down. The twelve months period ended June 30 was the biggest ever in the history of the record industry in Australia with a total of 13,441,000 units being produced. . . . more than half of which was album material.

Jack Stapp (President) and Lee Eastman of Tree Publishing Company from Nashville are scheduled to arrive in Australia October 8th and remain for about five days. It is expected that during the visit, details of Australian concert tours will be finalised for the coming months.

Walt Disney Productions Pty. Ltd. is the new name chosen to replace the Walt Disney Company (Australia) Pty. Limited name for the music publishing interests of the Disney organization in Australia. Walter A. Granger is the Managing Director of Walt Disney Productions Pty. Ltd. . . .

Effective immediately, the retail price of $7.585 4-track stereo pre-recorded tapes from the Astor organization is (Aust) $5.85, a reduction from $5.40. The new price includes 25% sales tax which is levied at the wholesale price and amounts to a sum of 87 cents per tape.

Australian star Normie Rowe has a new single just issued on the Sunshine label through the Festival group. Titled "Normie Down & Sunday," the song is recorded on the local front through Festival is Freddy Hampton with "Fleena Malone" c/w "Guess I Know" and Bill and Boyd with "Les Mariannees" and "She Chased Me." On the album front, Festival are making a mighty push on the soundtrack package from the movie "Doctor Oollittle" which is on the 25th Century Fox label here.

E.M.I. have declared October as (English) Decca month! They are making an all-out drive on the Decca label with special emphasis on the Phase Four series. There will also be action on other Decca material and artists including Engelbert Humperdinck who is rapidly making chart headway with his very latest Italian hit, "E Si Mi Piace." RCA have released a locally produced album entitled "Tycho-Tycho" featuring television musician Thomas Tyce with his piano and orchestra collection of old and new material. RCA should clean up in a big way with the release of the soundtrack set from the Elvis Presley movie. "Engagement." Effective immediately, RCA have added a sales drive on eight of their Christmas albums which have been earmarked for a national press advertising campaign.

The Petula Clark smasheroo of a "Cat In The Window" will become available for air play in Australia on October 18th. According to Dick Heming, promotion head of Aster records, it will be a "bigger than last year's" effort. Let's current one here, "Don't Sleep In The Subway." Castle Music are doing some promotion on behalf of the single by local girl and Petula fan, Illa Holm, with "Run For The Run" which is being released by EMI from her album "This Is Bev."

English jark Dusty Springfield is now in Australia for a personal appearance at the deserted nightclub in Sydney. She is accompanied by her manager, Vic Billings.

Australia's Best Sellers

2. It Must Be Him (Vikki Carr—Liberty) Bell E.M.I.
3. The Last Waltz (Englebert Humperdinck-Decee) J. Alber & Son.
5. Up-Up And Away (5th Dimension-Liberty) Belinda Music.
6. Ode To Billie Joe (Bobby Gentry—Capitol) Chappell & Co.
7. Dream Girl (Dave Jones—Astor).
14. O Cunie-Deny & Dino/Odeon
15. Anna—the Beatles/Odeon
16. Poor Side Of Town—Johnny Rivers/RCA Victor
17. O Cunie-Deny—Erasmo Carlos/RCA
18. No Milk Today—Herman's Hermits/Odeon

Brazil's Best Sellers

This Week
1. Eu Te Amo Messimo Assim (Fernata) Martina/AROzenblit
2. Meu Grito (Genial) Agnaldo Timoteo/Odeon
3. This Is My Song/Mina Cancha (Fernata) Pet Clark/Vogue/ Rozenblit; Claudia Barrosso/Fernata; Anita Leoni/Mocambo/ Telefunken
4. O Urso Gato Que C/Uranga Che (RCA) Os Incriveis/ RCA; Gianna Morandi/RCA; Os Beatniks/Mocambo/Rezende
5. O Prata (A) (Fermata) Pete Smith/Says E E Vot (Fernata) Hermites/Odeon; Carlos Gonzalez/RCA; Os 3 Moraes/Som Maior
6. O Prato De Side Of Town (RCA) Johnny Rivers/RCA Victor
7. Maria Bonita (A) (CBS) Germano Cesar/CantaGalo
8. O Cunie-Denho (Fernata) Erasmo Carlos/RGE
9. If You Need Love (Fernata) The Beatles/Odeon
10. Reach Out I'll Be There (Fernata) The Four Tops/Motonov/Royal
11. Bebe De Infancia (Saturno) Ronnie Von/Polydor-CBD
12. Pura Pedro (n.p) José Mendes/Copacabana; Brazilian Bitles/Polydor
13. Quit Eu Viu, Quem Te Vê (Fernata) Chico Buarque/RGE; Nara Leão/Philips/CBD
14. Estou Corrompendo A Chorar (Genial) Wilton Miranda/RCA Victor
15. Estou Feliz/Puppet On a String (Fernata) Ed Carlos/Fernata
16. Suplica Cearense (Ac) Arei Canteiro/Chitarra; Noronha Silva/RCA Victor
17. Te Prova De Feio (Fernata) Wanderlas/CBS
18. Cozinha Estupida/Sometinh' Stupid (RCA) George Freedman; Latin Beat/RCA; Nany/Rego/Rege-CBD
19. A White Shade Of Pale (Fernata) Procol Harum/Odeon
20. Não Posso Contro Meu Pensamento (Vitale) Wanderly Caruso/Copacabana

Brazil's Top 10 LP's

This Week
1. Diab Lovelace—Aginaldo Timoteo/Odeon
2. Sgt. Peppers Lonely Hearts Club Band—The Beatles/Odeon
3. O Realejo—Chico Buarque de Holland/DEA
4. More of the Same—Stephen Stills—CBS
5. No Milk Today—Herman's Hermits/Odeon
6. Who's Who In Rock—from Brazil/CBD
7. Golden Hits—Johnny Rivers/RCA Victor
8. Deliver—The Mamas & The Papas/RCA Victor
9. As 12 Mais Da Juventude—Os Carbones/Beverly
10. Between the Buttons—The Rolling Stones/Odeon

Brazil's Top Five Compacts

This Week
1. O Cunie—Denho & Dino/Odeon
2. Anna—the Beatles/Odeon
3. Poor Side Of Town—Johnny Rivers/RCA Victor
4. O Cunie—Erasmo Carlos/RCA
5. No Milk Today—Herman's Hermits/Odeon

*Original Brazilian Copyright
more of the potential market while, coincidentally, the existing customer is now more lavishly catered for. Survival in a hotly competitive situation such as the U.K. calls, it seems, for much more than a haphazard hit and prestige office space. The biggest single event of the CBS sales conference—though it is not as such mentioned in the Sound of Sales—was the announcement of the decision to move into the lower-price budget album market in a substantial way.

Range of Catalog

The need to offer dealers a complete range of catalog, stretching from low-priced albums to specialized labels, has obviously played its part in CBS' expansion. After carefully weighing proposals for the past 18 months, Glancy has moved decisively to take in the budget album market. Glancy, who has distinguished himself by breaking in the U.K. such album artists as Andy Williams, Tony Bennett, Bob and Doug McKenzie, a market dominated by pop singles business—has resisted temptations to rush into low-price lines. He has held out until he could set up the "right" deal. In the event Glancy has linked CBS with Pickwick International in a new budget line, Hallmark which will retail at £1.75 (12/60).

Hallmark material will be mainly culled from CBS' catalog, stretching from low-priced albums to specialized labels, has obviously played its part in CBS' expansion. After carefully weighing proposals for the past 18 months, Glancy has moved decisively to take in the budget album market. Glancy, who has distinguished himself by breaking in the U.K. such album artists as Andy Williams, Tony Bennett, Bob and Doug McKenzie, a market dominated by pop singles business—has resisted temptations to rush into low-price lines. He has held out until he could set up the "right" deal. In the event Glancy has linked CBS with Pickwick International in a new budget line, Hallmark which will retail at £1.75 (12/60).

Coincident with CBS' rounding out its range of albums, which puts it in range of albums, which puts it in line with those British majors which have also recently moved to offer a complete album price range, CBS is spreading its appeal in the pop field. Having now established a roster of click pop talent in the teenybopper and allied markets with acts such as The Shadows, Monty Lewis, The Searchers, and Georgie Fame, Glancy is to introduce two new labels through which he can precisely channel specific types of non-commercial material. In November CBS, to be followed by CBS and Pickwick, the major American company is handling sales to regular dealers while the Pickwick company will work the expanding and expanding budget albums, will handle specialized sales.

The link with Pickwick provides CBS with an ally of proven ability in this relatively new field of sales activity. Pickwick was launched in the U.K., five years ago with product from the U.S. and other sources, has achieved a high measure of success with its Allegro label. Under the aegis of Monty Lewis, who launched the first budget banner in Britain nine years ago, Pickwick sales are marketed through supermarkets, chain stores, tobacconists, newsagents, etc. It is a well-proven formula of the American rock jobbing system. To date, Lewis has not managed to penetrate regular dealer outlets which have an inbuilt mistrust of the budget- erette deals. The deal with CBS provides Lewis with the one thing he has lacked in the past—a vast reservoir of prestige material to draw on. Lewis told CBS salesmen that he expected first year sales of 5,000,000 albums, Glancy, whose forte is marketing albums whatever the price, told the same audience: "Budget price records account for a significant portion of the long-playing record market in Britain—but it is a highly specialized business that has its own particular marketing and distributing requirements. The success of budget labels in America and this country—have proven the need for this kind of individual approach. "Budget record" he added "serve to introduce the LP habit to previously untapped sections of the buying public. What has been evident for some time in the industry is that the L.P. audience, as its tastes and interests broaden, tends to upgrade its purchases."

Spreading Pop Appeal

Coincident with CBS' rounding out its range of albums, which puts it in line with those British majors which have also recently moved to offer a complete album price range, CBS is spreading its appeal in the pop field. Having now established a roster of click pop talent in the teenybopper and allied markets with acts such as The Shadows, Monty Lewis, The Searchers, and Georgie Fame, Glancy is to introduce two new labels through which he can precisely channel specific types of non-commercial material. In November CBS, to be followed by CBS and Pickwick, the major American company is handling sales to regular dealers while the Pickwick company will work the expanding and expanding budget albums, will handle specialized sales.

A GOLDS MINE—It's a gold record for "A Man and a Woman" in Paris. Lucien Morisse, president of AZ records, has given a golden record to composer Francis Lai, author Pierre Barouh, and,...
Toshiba Records contracted with Blue Note Records for a release of modern jazz recordings. The first release will be made on Oct. 15 with 20 discs including "Art Blakey & The Jazz Messengers," "The Sidewinder/Lee Morgan," "Sonny Rollins," all of which are imported discs.

Nippon Victor released Duke Ellington's LP "Orient Suite" and serial LP "Duke/Golden Age" on Oct. 5. The former includes "Ad Lib On Nippon" and others which were made when he toured through the Orient during 1963-1964. The latter is the first of 3 serial LPs in honor of the recent growing popularity of the artist.

Toshiba Records released "J'ai Peur" in honor of Ennio Morric who is touring here this October. "Pete Seeger/Love Songs" on CBS is the newest LP of the artist who is also to tour here in October. "Monkees/Headquarters" on RCA is the 3rd LP released.

Best sold top five pop singles of Nippon Columbia in September are "San Francisco/Flower In Your Hair" by Scott McKenzie, "I Really Don't Want To Know" by Andy Williams, "Silence Is Golden" by Tremeloes, "New Orleans" by Paul Revere & Raiders, and "You Only Live Twice" by John Barry.

**Japan's Best Sellers**

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**ALBUMS**

1. Sergeant Pepper's Lonely Hearts Club Band — The Beatles (Odeon)
2. Pops In Japan — The Ventures (Liberty)
3. Young Beat — The Blue Comets (CBS)
4. Sergio Mendes & Brasil '66 — Sergio Mendes & Brasil ’66 (London)
5. The Spiders Album No. 1 — The Spiders (Philips)

**LOCAL**

1. Yube — Kazuo Funaki (Columbia)
2. Makkana Taiyo — Hibari Misora (Columbia)
3. Kitaguni No Aoi Sora — Chihyo Okumura (Toshiba)
4. Al Wa Oshimimaku — Mari Sono (Polydor)
5. Tasogare No Awa Tsuki — Judy Ong (Columbia)
6. Nagisa No Sendora — Michiyo Azuma (King)
7. Murakakunarimae — I Really Don't Want To Know — Yoichi Sugawara (Polydor)
8. Otoko No Yakyoku — Mahina Starks (Toshiba)
9. Sekaiwa Futariinotemida — Naomi Sasa (Victor)
10. Yoko No Namida — Akira Mita (Victor)

**INTERNATIONAL**

1. Mona Liza No Hohoemi — The Tigers (Polydor) Publisher/Watanabe
2. I Love You — The Carnabeats (Philips) Sub-Publisher/Shindo
3. Martin-No Izumi — The Blue Comets (CBS) Publisher/Watanabe
4. Barairo-No Kume — The Village Singers (CBS) Publisher/Top
5. Aozora-No Arukagi — The Wild Ones (Capitol) Publisher/Watanabe
6. Kiri-No Kanata — Jun Mayuzumi (Capitol) Publisher/Ishihara
7. Kimi Ni Aitai — The Jaguars (Philips) Publisher/Shindo
8. San Francisco — Flowers In Your Hair — Scottie McKenzie (Columbia) Sub-Publisher/Victor
9. Kaze No Naitere — The Spidera (Philips) Publisher/Rhythm
10. All You Need Is Love — The Beatles (Odeon) Sub-Publisher/Toshiba
11. Seaside Bound — The Tigers (Polydor) Publisher/Watanabe
12. Somebody To Love — Jefferson Airplane (RCA) Sub-Publisher/Toshiba
13. Kitaguni No Rutari — The Blue Comets (CBS) Publisher/Watanabe
14. La La La — The Shamrocks (Polydor) Sub-Publisher/Taiyo
15. You Only Live Twice — Nancy Sinatra (Seven Seas) Sub-Publisher/Taiyo

**Cash Box Belgium**

Fonior: The New inspiration's new release "You Made A Fool Of Me," a Belgian Decca production, will be released in Britain on the Major Minor label, in Holland on Omega and in France on the Decca label. Alain Thierry's "Que revivian," another Belgian production, is to be released in Britain on Decca label.

Artone is working hard on the promoting of the Fortune's latest disc "The Idol." World Music. F. R. Facey is paying a business visit to Montreal and New York from October 1st until October 22nd. Visitors to Belgium: Columbia artist Rog Whittaker, whose new single "Handful of Dreams" was released this week, flew in for a day to open a pub on the occasion of "The British Week" held at Brussels. He sang amongst others his Belgian hit-song "If I Were A Rich Man." Whittaker will be back in Belgium October 31st till November 15th. Keith West (Parlaphone) flew over for a television program as well as Barkey artists Neletady and Monty, Fontana artist Manfred Mann is appearing on stage at Brussels’ "Theatre 140." Primavera announces that the "Music-Show" is starting on October 18th. Philips is releasing an L.P. with folk singers Ferre Grignard, Wannes Van De Velde, Lode De Ceuster, Endattagne Jag Band, Christiane Van Der Wijnagende, Jan De Wilde. All the songs are controlled by Primavera.

Primavera also obtained the rights for the following: The Traffic "Hole In The Shoe"; The Herd's "From The Underworld." The Traffic are appearing in a television program on Oct. 26th.

**Cash Box Japan**

If you are reading someone else's copy of Cash Box why not mail this coupon today!

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DISK JOCKEY
COIN FILLER
OTHER

Cash Box—October 14, 1967
The Case for Accumulative Plays

Much merit lies in the present trend toward two-for-a-quarter music. It’s a gradual process, to be sure, especially since most operators are leery of provoking “ill will” at the location with a price hike in jukebox play. The expectant increase in collections, however, seems to be bearing out in most cases—added stimulation for the cautious operator which should move the “big switch” along at a more accelerated pace.

But we must realize that at the very core of all music pricing is the concept of accumulative pricing. Market men, since centuries back, know that the consumer looks favorably upon the purchase of two or more items at a “special reduced” rate from a single purchase. This has been borne out by motivational research experts who have noted John Public’s penchant for “bargain buying” in hundreds of texts on the subject. The case history of a super market selling more milk at 51c for two containers that at 25c apiece punches home the idea rather well.

In the case of a coin machine, whether it be music or amusement game, multiple pricing is a sound economic concept. Just last week, State Vending’s Sumner Siegel released news of a mechanism his firm has developed to convert 10c kiddy rides to three-for-25c. Siegel tested it’s economic effectiveness on several dozen of his New England kiddy ride locations for four months and logged a 35% to 40% increase in collections. “The public has money to spend on coin equipment,” Siegel opined. “They demonstrate this every day on our three-for-a-quarter pingames... whether they intend to continue playing or not, the bargain price coaxes them over the edge.”

There are naturally and gratefully, thousands of locations where coin equipment gets heavy enough play to prohibit a price cut which a knockdown from 10c to 3-for-25c actually represents. It’s equally apparent that a lot of extra nickles can be captured by playing upon the consumer’s love of the “cheaper by the dozen” principle.

If you have machines on location that need a boost and maybe Siegel’s unit or some other converter can give you the opportunity to run on 3-for-25c, give it a little thought. How about selling the third slot on a six-player shuffle for an extra nickle? You could coax that timid soul away from the bar and develop his interest in the game. It’s also good merchandising sense for some of our game and pool table factories to think about offering an optional three play acceptor on equipment now presently operating on a fixed coin price. Capturing extra nickles can be fun and should be profitable.

MOA Signs Up Shoe Shine Mfr. & Taito Trading

CHICAGO — Two more firms have been added to the swelling roster of exhibitors at the MOA International Convention & Trade Show.

From New York, the Automatic Minit Machine Company will exhibit a unique—“The only one of its kind in the world”—new coin-operated shoe shine machine. F. M. Meyers, a top executive of the corporation, says he wants the machine operators to see this because there is nothing else like it on the market.

From Tokyo, Japan, comes the second Japanese firm to swell the foreign list of exhibitors. The Taito Trading Company, Ltd., has requested space to exhibit their newest games.

Fred Granger says that there is little doubt now that the 1967 Convention will probably break last year’s and all other records for number of exhibitors and especially for the display of new “first-time” equipment. Advance registration and advance bookings at the hotel also point to very heavy attendance. “We are faced with success,” he said.

“Sports Illustrated” Scores Well with Shuffleboard Story

NEW YORK—Sol Lipkin, sales manager of the American Shuffleboard Company of Union City, N.J., recently brought to our attention an article presented in the September 4, 1967 issue of Sports Illustrated on the fast moving popularity of shuffleboard.

The story is centered around Billy Wayne Mays, better known to his fellow shuffle players as “Texas Billy.” Mays is a 31 year-old Dallas carpenter and shoots a game of shuffleboard like “Minnesota Fats” use to shoot a game of pool. The article is a tremendous piece of public relations for the trade and should stimulate the sale of shuffleboards to some degree, as well as, create added interest on the part of location owners and operators in the staging of shuffleboard tournaments throughout the country.

It isn’t very often that our trade receives good publicity in such a widely read publication as Sports Illustrated, and when it does happen we should do everything in our power to take advantage of it.

If you have a copy of the September 4, 1967 issue of SI, take it around to your shuffle locations and try to stimulate interested parties in a tournament.

We also suggest you drop a note of thanks to the author of the article, address your letters to: Sports Illustrated, Attention, Bill Rogen, Rockefeller Center, New York, New York, 10020.

The new David Rosen tape and film center set up as a separate and distinct distributing arm of David Rosen, Inc., Philadelphia distributors of phonograph records, coin-operated amusement, music and vending machines, and the audio-visual Cinejuke-box machine, Lewis Rosen, general manager of the new department, is shown (left) setting out a display of Norelco and Craig tape recorder products handled. In the photo at right, Rosen is shown replenishing the shelves with tapes of ABC Paramount and all its subsidiaries, Warner Brothers-Reprise, ITCC and others being handled and backed with dealer promotions.
**NYSCMA Annual Set for Oct. 16**

**HURLEYVILLE, N.Y.—**Millie McCarthy, president of the New York State Coin Machine Assn., Inc., has advised members that their annual meeting and election of officers will be held Monday afternoon, Oct. 16th, at the DeWitt Clinton Hotel in the State Capital of Albany. A luncheon is scheduled for 12 p.m. with the meeting immediately following.

**Mrs. McCarthy revealed that major matters affecting the State Tax Code will be discussed and reviewed at the meeting, including: 1. The N.Y. Tax Law case, involving the application of the State Sales Tax Act on jukeboxes and games; 2. The ramifications of the new State Penal Law (which went into effect Sept. 1st) on music and games operation.**

**The NYSCMA president also expects to hear from operators in individual court cases, saying “these are adjudicated is important to all of us.”**

**Chairman of the nominating committee is Buck Van Vyk who will poll the membership for suggested officers for the 1967-68 slate, Bill Kobler has been appointed membership chairman.**

**Millie advised those interested in attending to notify the Board of Directors at DeWitt Clinton if they wish to stay over. She also issued an appeal to operators in the Albany area to come out strong for the meeting… “It could be the start of a good local organization, she stated.”**

Those officers and directors expected at the meeting for Mayor George Holtzman, Hank Knoblach, Charles Keppler, Joe Grillo, Dave Solomon, Jack Ives, Howard Nance, Thomas Greco, Howard Bathrick, secretary Jack La Harte and treasurer Mac Douglas.

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**UFO “Captured” In New Midway Target Rifle**

**CHICAGO —** Ross B. Scheer, vice president of the Midway Manufacturing Company has announced the release of a new gun game “Flying Saucer” to the trade.

**Scheer said, “To create a game today that will capture the public’s fancy and his money, new and exciting play action has to be designed, engineered and incorporated into a highly styled modern cabinet.**

**Midway’s new gun, ‘Flying Saucer’ has elevated coin operated games to a standard of superior player appeal.”**

“A totally new dimension has been added to moving targets, The Flying Saucer travels thru the air as though it were floating free, changing direction and altitude so often that the challenge to the player will stimulate his interest many times over. The movement is so varied that it does not repeat itself during the entire game. In addition there are four stationary targets and a flashing radar beacon. The nicely designed interior is enhanced with black light. When the saucer hits it explodes and falls from the sky into a blaze of atomic glare.”

**“The top of the score feature, Scheer went on, has three position jacks and is used to make the game both easy and difficult for the player. There are also three position jacks to adjust the Saucer’s degree of movement.**

**“The orange, white and blue colors make the cabinet stand out in any location, and the 10c for one play and three play for a quarter coin shoots were so effective on previous games that it will be continued on ‘Flying Saucer’.”**

**The Midway twelve-month warranty covers this and all other Midway games.**

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**Important Oct. 15 Meet Set for NCCOA**

**RENSBOURG, N. C.—**The North Carolina Coin Operators Association is staging an extremely important meeting on Sunday, October 15th at the Voyager Inn located in Greensboro, The Theme … to make an attempt at increasing membership and in still more dedication into the minds of members.

Operators wishing to attend can make reservations at the Town House Motor Hotel by calling 278-5503. There will be a hospitality room set up in the Motor Court hosted by Fred Ayers. Whether you are a member or not, you are urged to attend and bring your wife.

Sneaky High, the association attorney, will speak on the new state laws governing amusement games. He will also explain the progress to date on amusement machine licensing and will be open for questioning on any problems you may have.

Those wishing to attain membership, sit down and write a check in the amount of $75.00 payable to the North Carolina Coin Operators Association, Box 466, Fayetteville, N.C. 28302.

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**Merchandisers Handbook….No. 13**

Someone suggested a real “gangbusters” idea for moving more cigarettes at tavern locations and creating a little excitement among the regular customers by giving them a chance to win a worthwhile prize just by buying your smokes. Here’s how it works: you the operator go out and purchase a basket of cheer from the local package store, display it on the bar of a selected location (with your operating firm’s name on a card beneath) and have the bartenders let the folks know that every ten packs of smokes they buy from your machine entitles them to one entry in a monthly raffle drawing for the liquor basket. Customers must collect ten books of matches from your unit, properly marked with the location name on the cover of the books, and turn them in one at a time or all at once to the bartender who fills out a special stub and drops it into a fishbowl giving them a numbered receipt. To keep the raffle essentially among the regulars, announce that a winner or his representative with the appropriate numbered receipt must be present when the winning stub is drawn (preferably on a Sunday afternoon). The contest could be run each month either with a basket of cheer as the standard prize or a variety of gifts from a bowling ball one month to a package of record albums the next, etc. (use your imagination). Just to add a little frosting on the cake, have the location owner or some sweet young thing fish the winning stub out of the bowl. Give it a try. (Send your merchandising hints to us c/o Cash Box, 1780 Broadway, N.Y., N.Y. 10019)

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**Merchandisers Handbook…No. 14**

**Some highlights:**

- **“The Mongolian Horse Race”**
  - The first running of this game was at the Tamarac in Flora, Ill. It saw 35 players in 15 minutes and made $35.00 in fees.

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**Wms DERBY DAY**

**CHICAGO—** Been to the race track lately? Not enough time, hey? Well you don’t have to fight the race track crowds to enjoy the thrills of horse racing. Just walk until your favorite location gets Williams Electronics’ new two-player flipper game, “Derby Day,” and bring your pony in with a thrill.

“Derby Day” has a familiar set of animated ponies that race up and down the track turf that is set in the back scoreboard. This new animation idea should prove to give racing fans many hours of fun and excitement.

“Derby Day” features a new race each time you play the game. The single, double or triple coth bunters on the randomizer offers two ways for players to maneuver their horses across the finish line. One being the up and down position target and the other, the seven-back of the playboard targets.

Games also include twin or double flickers, oscillating ball shooters, and along with three exciting ways to score special.

The cabinet has stainless steel doors frames and trim with individual lift-cut coin trays.

Williams Billy DeSelm, said, “This new game from Williams was designed for greater player appeal and with the animated ‘live’ action set within the scoreboard, we think ‘Derby Day’ has the player appeal needed in today’s amusement games.”

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**Trade Talk**

It would be interesting to have our readers send us their own coin machine terms and definitions for use in the TRADE TALK. Try to stump your fellow operator by sending your words to TRADE TALK c/o CASH BOX, 1780 Broadway, New York, N.Y. 10019.

A. Index Pawl
1. The connecting piece between two moving parts.

B. Insert
2. A term applied when a relay is kept energized thru its own coil or the original source of energy has been removed.

C. Light Box
3. The panel that contains the light sockets, units, etc. that is mounted in the back box.

D. Link
4. Holds the ratchet in position so that the wiper assembly is centered on a rivet.

E. Lock-in
5. The wooden box mounted on the rear of the cabinet. Sometimes referred to as a back box.

Answers to Trade Talk can be found on following page.
Have you ever been ice fishing on one of the many fine lakes scattered throughout the beautiful state of Minnesota? We hear its pretty good fishing and if you decide to make the trip, don't be surprised if you bump into Ray Brown sitting by an ice hole with his back and his face. He might even tell you about the big one that got away. Ray is partner and president of the Brown & Brown One Stop in Minneapolis, Minnesota with his brother Dick who is vice president. There is much talk in the air centered around the interruption of continuity between record companies, record distributors, one stops and music operators. With this in mind, the Cash Box Profile thought it appropriate to get a first hand view of the business routines and problems of one stop dealers. Ray has been in the business since 1957 when he and brother Dick Brown formed the Brown & Brown One Stop located at 2321 Washington St. in Minneapolis. Following are Ray's candid comments to questions asked by the Cash Box Profile.

What prompted you to enter the record one stop business?

There were a variety of reasons, but I suppose the biggest one was the fact that Dick and I realized the potential of an expanding industry. This led us to forming the partnership in 1957.

Do you and your brother Dick share the company responsibilities?

Yes, Dick is the vice president and I am the president. The duties are shared and I give equal time to the business and I might add that this is not a nine to five job, there are a great many responsibilities.

Does your firm participate in any association activities?

Yes, we are members of the Minnesota and South Dakota Music Association.

Do you purchase new releases direct from the factory or from record distributors?

We purchase from the distributors.

What is the approximate number of selections in your record library?

The line is around the 20,000 selections of various styles of music for our customers to choose from.

What type of music do operators purchase most often?

The most popular music in this area is Country and Western, followed by Pop and Rhythm and Blues.

From your selection of old standards, which do you get the most requests for?

We have a complete line of the old ones from the Thirties and Forties, and get quite a few requests for the old Glenn Miller selections.

Do you supply records to a media other than music operators?

Oh yes, we do a big business with the music stores and radio stations.

Do you sell any merchandise other than records?

None other than our line of accessories. We use to sell pool tables and distribute the Rock-Ola line of phonographs. We found it was much more profitable to stick to the record business and discontinued the venture into coin operated equipment.

How are the little LP's doing with the public?

The little LP's were a great idea, but something has happened to them. They're not doing too much longer there, its slowly declining.

How do you decide what selections to purchase from distributors?

We follow the trade journals faithfully. There's only one hang-up, if we were to mail to our customers in other areas or to the record companies they're no use to us for that particular wave.

Do you have a printed guide to aid customers in selecting current tunes?

Yes, there are a few customers that are interested in several categories, R & B, C & W, Pop and Country and Western. We have a Top Forty list, just a compilation of the best tunes in each category. We like to think here at the custumers look over when they come in and maybe mail to our regular customers.

Are most of your sales made in the store or by mail?

We take the majority of orders over the phone, and also by mail. We have a list of customers we service. We keep a list of all our customers at least once a month, they stop in from time to time to pick up single requests and just to say hello.

What do the roots of the difference of continuity between record companies, distributors, one stops and the music operator take hold?

There are probably several reasons you could come up with if you wanted to ask down the line. I would say the biggest problem is trans-shipment. There's a lot of phone calls between, say, the record company and the distributor... the slow shipment of records exists at all points... from the source, record companies to distributors to one stop to the operators. Most of the major record companies are cutting down on personnel. Instead of closing down the distribution centers they should stay open to serve the public better. We have to get the records into the stores and to the music operators. If we can't get in the music operators then they've hit a brick wall, like Deep Purple on 78 rpm off his managers. Eventually he can keep a 45 until it turns white.

In your opinion, how can this problem of trans-shipment be reduced or alleviated?

I wish I knew.

ANITA BRYANT HEADLINES 1967 NAMA CONVENTION BANQUET

Chicago—Anita Bryant, noted recording artist and television star, was the guest attraction at the 1967 National Association of Music Merchants Convention Banquet, Tuesday, October 31, in Chicago. The annual banquet will be held in the International Ballroom of the Conrad Hilton Hotel, tickets will go on sale to be held to begin at 7:30 p.m.

Bob Lewis, one of the nation's leading photographers, and The Bumpy Spectacles, a novelty bellyancing act, will also be featured.

Anita Bryant has toured to remote armed forces bases for the last six years with Bob Hope's holiday troops. She has performed at the White House, in summer theatre tents, rodeo arenas, top level management meetings, corporate conventions and on numerous television programs. Miss Bryant is the youngest American ever to be honored with a Gold Disk in recognition of her six consecutive USO Tours and other efforts on behalf of the armed forces.

As in previous years the entertainment headlines will be printed through the courtesy of Philip Morris, Inc.

Tickets for the banquet are priced at $14.00 per person, including tax and gratuity. A limited number of tickets are reserved for the order reservations are received. Ticket orders must be accompanied by payment in full and should be sent to the National Automatic Merchandising Distributors South, Dept. S.P., P.O. Box 190, Peaburn Street, Chicago, Illinois, 60603.

ANZORES TO TALK: A is 4; B is 3; C is 5; D is 1; E is 2.
George solvent lubricant “No included: and i usually…jof “Sweet 29010G), “Reflections” 29(}8W), “Rain on Exit.” j:
Try (L-2908E) “Dressmaker” Dance” 2910J), Game” 29071L), er” 29079P), “St. Blues” ABC Billboard. Little Stars from October 2907U), “Chef’s (3)
WANTED: A NATURAL WOMAN Artho Franklin (Atlantic 2441)
I’M WONDERING Steve Wonder (Tamla 5457)
LOVE IS STRANGE Panther & Vento (Date 2-1947)
YOU, NO ONE BUT YOU Frankie Laine (ABC 10982)
BEG, BORROW AND STEAL Ohio Express (Cameo 483)
LOVE DOWEY Bunny Sigler (Doo-wop 48600)
HOLIDAY Bee Gees (45 623)
*IT’S YOU THAT I NEED* THE TEMPTATIONS (Gordy 7065)
*YOU DON’T KNOW ME* Elvis Presley ( RCA 47-9341)
*KENTUCKY WOMAN* Neil Diamond (RCA 557)
*GIVE EVERYBODY SOME* San-Four (Talk 745)
*STRANDED IN THE MIDDLE OF NO PLACE* Righteous Brothers (Peave 10551)
*WATER HOLE* Roger Miller (Smash 5-2121)
*FOR ONCE IN MY LIFE* Tony Bennett (Columbia L-45280)
*SHOUT BAMILAMA* Mickey Murray (S.S. 715)
Low, Reese, Garland Stars On Seeburg Little LP Releases CHICAGO—The Seeburg Sales Corp. has announced that the month of Octo-
ber will feature four Little Lp’s, from ABC Records, Inc., for operators of Seeburg Jukeboxes.
Three ABC releases consist of “I Wanted Someone To Love” by Frankie Laine, “Della on Strings of Blue” by Della Reese, and “At Home At The Palace” by Judy Garland.
One BluesWay release is included: “Someday Monday Blues” by T-Bone Walker.

SERVICE TIP

IMPORTANT: NEVER USE VASELINE FOR LUBRICATION OF ANY PART OF AN AMUSEMENT GAME. Vaseline is not a true lubricant. It leaves a gummy and dirty residue and it becomes very thick when cold. A special lubricant is usually supplied with every game. Step-splinters, ratchets, cams, shafts and other sliding or oscillating parts should be very lightly greased with special Coin Machine Lubricant, not oftener than every six months. The bakelite discs (biscuits) on the motor units and step-up units will require lubrication with the special lubricant only after the grease is completely evaporated (3 to 12 months, depending on climate) or when the film of grease becomes dirty. In either event, clean the parts thoroughly with a solvent and a clean soft cloth, then apply in extremely thin coat of the special grease with a fine camel’s hair brush. Solenoid plungers should not have a lubricant of any kind. Should there be a sluggish tendency or if plungers are sticking, the parts should be cleaned with a solvent and flaked graphite applied on reassembly.

Cash Box—October 14, 1967
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CashBox 'Round the Route

Eastern Flashes

NYSCMA CONCLAVE—Miller McCarthy's New York State Machine Assn. held its annual meeting and election of officers Oct. 16th (Mon- day) at the DeWitt Clinton Hotel in Rochester. The state capital of Albany, Spook in another way, Miller went on. But late last week she's looking forward to a fine turnout of operators—especially in the Albany area where she'll like to see a strong local association get going. Miller, feeling she as a fiddle potential, is getting ready to re-submit her coin machine operator licensing bill to the legislature and plans on discussing its application under the new state Penal Code at the meeting. She'll also spearhead a discussion of the sales tax case still at an unresolved jurisdiction.

DEEPEST SyMPATHIES—We learned of the sad passing of coinvert Penny Glenn of K.C. Sales & Service by late last week (see separate story). Also heard Mrs. Howard Reinhardt, wife of the inventor and marketer of the J. Signet game, who passed away. Mrs. Reinhardt was reposed at the Knoll's Funeral Home in Sinclair Shores, Mich, near their home in Detroit.

POPULATION EXPLOSION—Two blessed events were among the news items from Flower City Dist. up in Rochester. First off, proud Joe Grillo announced that his grandsons are 2:05 A.M. Oct. 15th when daughter Mrs. Jerry Alessi gave birth to little Kimberly Anne in St. Mary's Hospital. Meanwhile, Joe's right hand man at the mill, Eddie Oller, expects his and the Missus's second to arrive on Friday, Oct. 13th. Gads! Eddie already has a little two year boy name of Pat.

HERE AND THERE—AMV's PhotoVue film producer Johnny Whitmore up to the Whippany factory this week for a meeting with his boys. Meanwhile, Joe Sherwood, Rowe's sales chief, shooting the breeze in his usual story for regional distributor meetings. Chief subject of the meeting—new 100-selection juke... Hermitage Music's Wilson Breaye keeping a close eye on Beck Owens' new capital release entitled "It Takes People Like You," should make a big action on the jukes... Tommy Tomatelli picking Earl Fortner's new "I'm In The Mood For Love" on Decca... Coca Cola Company's promotion move from Earl Parsberg looking with great interest toward the growing number of music and games operators entering the cun vending biz...

Johnny Mazzy, A.M.F.'s ad chief, down to Cooper to confer with record company execs toward issuing commercial disk on the factory's "Swingers Theme.

California Clippings

CMMA MEETS WITH MUCH SUCCES- SORS IN ORANGE COUNTY... Marvin Jones, exec V.P., and Lou Zajac, director of the California Music Merchants Association, conducted a most successful meeting in Orange County. We are told that all operators in attendance pledged full support for the legislative program upon which the CMMA is presently embarking. They further agreed to form a local association of CMMA, much praise should be given to Marvin andLou for doing a most creditable job, Bravo!

NEW VALLEY'S SOON TO BE EXPLORED... Just about now, as we go to press, the new shipment of the new Valley pool tables for 1968 will be arriving at Cibani. A new product is in many exciting news, and based on the tremendous past success of the Valley's, the arrival of this new model should be no exception to the rule.

Talking about new and exciting goings on, Al Bettelman and Hank Tro- nick are all smiles due to the prospect of another "smasher" from Midway Manufacturing. We hear that Hank Ross, proxy of Midway, expects this to be the best one yet, and Hank says that's good enough for him. Hear Hank's name in Walt Herrick's Music Co. in San Fernando, was in town last week upgrading his game route with new bowlers, shuffle alley, guns and baseball games. Walt, one of the most experienced operators in the Southern California area today, has shown how the maintenance of a good electro-mechanical game route can be a decided factor against locations buying their own machines.

THIRD SHIPMENT OF GOTTIE- LIFES "SING ALONG" JUST ARRI- VED AT ADVANCE... Bob Por- tal of Advance Amusement says that he is tremendously impressed with the way this game has been accepted by others. Another new arrival over there is the Chicago Coin "Fleetwood" bowler. Bob also mentioned that he hopes to be in his new location by the first of November.

FROM THE RECORD RACKS—According to Jerry Barich of California Music, the much-hyped hand- held single "Try It" is still managing to be one of his biggest sellers... singles. KELA is only one of Los Angeles' three rock stations playing the disk, which is a real plus. The other two stations refuse to play the single because of the lyrics which deal with an unmention- able theme. A record that has been hot stuff on the East coast as "It's Up" by the Esquires on Bunky, has started to heat up on the West Coast. Nancy Sinatra and Lee Hazlewood entry "Lady Bird" (see that seems to ring a bell) has all the earmarks of a hit. Looks very good for Pete Kroll with his single "Walking Proud" on Parrot label.

HERE AND THERE... George Muroaka of Simon Distributing tells us that Bill Mako of Coin Plate was in shopping and visiting with the gang. Another one expected to show up for the Far East this past week. George says that he is very pleased with the way the game is selling up there. Also says that he is still hopeful of seeing everyone at his booth.

Upper Mid-Westpinings

Our deepest sympathies to the Fischer family at Waconia, Minn. on the death of Ted Fischer. Mr. Fischer had been in the operating business for 25 years. Also our sympathy to the Sonter family in Hudson on the death of Bob Sonter last week. Bob had been very ill for several months with cancer... Kenny Glenn manager of K.C. Sales Co. St. Paul, passed away last week due to a heart attack. Kenny had been in the coin machine business for over three decades under the name of LeBeau Novelty Co., Paater Dist. in business for himself for many years and then Rowe's-A.M.F. - Gabby Gla- seau in town for the day taking in the last home game of the ball club Twins... Elmar Carlson in town for the day buying records and parts... Jim DeMars in town for the day... also Art Berg, Fairmount... Earl Kliney in the city this morning looking the rounds... Forrest Dahl in town for the day. In town this week buying for the game were Sam Taran, Eli Ross and Joe Brown of the managing board of the Latinos to the Jim Dillwells on the birth of their first child. Boy Jim is with The Stephen Dist. Co., Mr. & Mrs. Lawrence Jenkins, Bath, So. Dakota in town for a few days vaca- tion... Mr. & Mrs. Jim Stoph in the cities over night on a buying trip. ...
Chicago Chatter

This week, Williams Electronics, Inc., heralds the release of the new play that features a new fine feature. New piece is ready for delivery. John D. Lucius and Delphon et al are very excited about it!!! Two new firms have been added to the MOA exhibit roster: Automatic Mint Machine Corp. of New York will show a unique, new coin-operated show machine; and, from Tokyo, Japan, the Taito Trading Co., Ltd. will exhibit their line of games. Newest entry from Midway Manufacturing Co. is the "Flying Saucer" gun game, which is now in production. Initial reaction among distributors is keeping Mark Wolverton and Hank Ross glued to their phones. Bank's point out that the firm is extremely proud of the fine warranty attached to this and every Midway game. Dynaball's Dusty Hobheim is off on a week-long combination business-pleasure trip—covering points west. Congratulations to World Wide expo Nate Feinstein and his Museum on the recent Nuptials of daughter Jane, to Michael Free... Mort Levinson of National Coin Machine Exchange, just returned from San Francisco where he viewed the world famous San Francisco Juke. His comment—Magnificent! All present and accounted for at Rock-Ola Mfg. Co. Bob Moeller and George Hinck welcomed Ed Doris, Art Janaeck and Les Block back from Japan — but there'll be no rest for the weary travelers — action on the current Rock-Ola is taking care of that... Our condolences to the family of Kenny Glenn, who died suddenly at the age of 38. Kenny was president of K.C. Sales and Services Inc. in St. Paul, Minn. Rock-Ola AMI distributor up that way... Meeting the demand for "Sing-A-Long" is the first order of the day at J. Gottlieb & Co. Alvin Gottlieb, for one, kidded about getting "Fat Falls" to help him keep up with the pace... The Post Office Dept. has arranged a special cancellation for mail to commemorate the 100th Anniversary of Roosevelt University's Musical College here... Things are certainly mighty busy at the Atlas Music Co. We talked to Joe Kline who told us everything is moving—music, games, vending—everything! Joe added that Eddie Ginsburg and crew are looking forward to seeing the many visitors who'll be coming in for the MOA Show... Wilson and Hermitage Music Co., with offices in Nashville, Tenn. and Birmingham, Ala., announced the opening of an office in Knoxville, Tenn. at 746 Galloway. Among the lines represented by Hermitage are Rowe AMI phonographs... Some very interesting observations are being passed along by Empire International's Joe Robbins in his current newsletter which was sent out last week... World Wide Dist. was appointed exclusive distributor of the new 'Hot Rod' counter game, a companion piece to the 'Alky Meter', manufactured by Automatic Manufacturing Co. The 'Hot Rod' is especially geared to the teenager and, like the 'Alky Meter', is battery-operated, and easily adaptable to most any location, World Wide exec Nate Feinstein and Fred Shor are more than pleased with results thus far.

Milwaukee Mentions

We called Pioneer Sales and Services Inc. on Monday and heard the familiar voice of Joel Kleiman—who sounded great, we might add. This was his first day back after an extended absence so he said to was snowed under with work would be putting it mildly. Joel did mention that the Rock-A-Mini "PhonoVue" w/Music Merchant is proving a sensation, and that action has been increasing steadily on cigarette machines, phonographs, and everything else for that matter. Here's a reminder from WISN-TV to catch the Vince Lombardi show—in which debuted last week... Ray Jenner, who heads up Jenner Coin in Waupaca, Wisconsin, and his wife, Ruby, in the antique business—and from what we hear she's making a real go of it... Joe Robbins of Empire International made the Milwaukee scene last week—on a brief trip.

Big Surprise from Johnny B.

NEWARK, N.Y.—"If this game doesn't make coin machine history, I'm getting out of the business," said Johnny Bilotta, with a wink of the eye. Put this no laughing matter to Bilotta who is prepared to back up his faith in a new amusement game with cold cash.

"I don't want to publish the name of type of game I've got here," said John. "I want to see how much faith operators have in my judgment. I'll take one order each from 50 operators at $5 for a single game. They put it out on test, try it for a month or so and if it doesn't bring in the most fantastic collections, I'll take order of $5 to give the operator. If they want to buy it, they'll also get first consideration for future orders.

Johnny said the game was a location piece, great for both men and women, and a feature light of fast action in a short time span. "It's something that's been waiting a long, long time... maybe ten years," said the distributor. "I know we've all gone to make a lot of money with this unit."

This and other "surprises" will be the program Bilotta has in store for operators planning to attend the upcoming MOA Convention, or to have them to drop by his suite and see a couple of things that'll knock their eyes out," Johnny added.

Suffolk Police Seize
Baseballs, pins

NEW YORK—Melvin Getlan, president the Demal Amusement Co. (amusement and kiddy ride operators in the greater New York area) ad

Music Operators of America, Inc.
228 NORTH LA SALLE STREET • CHICAGO, ILLINOIS 60601
(312) 726-2810
LEXINGTON — Paul D. Smith, Vice President and General Counsel of Philip Morris Incorporated recently said that Public Health Service personnes have no body of evidence necessary to nail down the indictment against smokers and to rule out the possibility that smoking is not a cause of lung cancer. He mentioned “recent studies which indicate that smokers are slower to recover and more likely to have heart disease than non-smokers.”

According to the Public Health Service of diverting attention to the weak-ness of their position on the scientific front was no better than the headline-chasing remarks,” Smith said in an example of a statement Dr. Stewart made in a speech last year in which Stewart claimed “12,500,000 in 3,000,000 in the United States a year are due to cigarette smoking.” When questioned about this statement in a budget hearing in Congress, Stewart said, “I don’t say due to.”

Smith mentioned the testimony at a Senate sub-committee hearing last August as a good example of, “why the anti-tobacco forces now have a strong premonition that adequate scientific facts to convict cigarettes may not be forthcoming.” The witnesses were in almost total agreement on their theories, and “‘from’ tobacco or non-‘from’ tobacco” phase of smoke, which could be interpreted in the same climate as this testimony,” Smith said.

Smith replied to the Surgeon General’s charge that “the tobacco industry is not doing nearly enough to get the truth heart of the truth to the basis of this testimony.”

Smith said, “I turn to the publications in which the Surgeon General’s views support his actions. They are merely relying on the mistaken belief that the Surgeon General has dealt properly with, and correctly interpreted, the scientific information about tobacco.”

“Want to make it quite clear that while I criticize the attacks of our industry, I am referring only to those people whose familiarity with the facts should have led them to more cautious, happier and more factual conclusions. A large empire has been built, mainly financed with Federal funds and devoted to eliminating cigarette smoking. This empire, governed and supported predominantly by the Federal health establishment, has proved to be a good vehicle for ambitious public health officials to obtain funds,” he said.

Smith also stated, “The orientation and approach to scientific problems on the part of the research community is strongly influenced by the attitudes and beliefs of those who control the distribution of those funds. Is it any wonder that many doctors and scientists who do not believe the smoking-disease theory are reluctant to speak up, and thereby risk the loss of financing for their researches?”

Smith also pointed to several examples of material in the recent scientific literature which he said, “are inconsistent with the PHS conclusions and are not featured in any PHS documentation of the scientific picture.”

This one such example was a report recently published by the World Health Organization which found that for a special section of the journal, the part of the population that smoked 475 a year had the lowest rate of lung cancer.”

Smith mentioned “recent research which indicates that smokers are slow to recover and more likely to have heart disease than non-smokers.”

The fact that the public seems to have second thoughts about the scientific foundation for the conclusion of this smoking is a cause of lung cancer,” Smith said, with this frustration and “led to pressure for stronger action and to reckless claims.” Smith told an audience at the Burley and Dark Leaf Tobacco Export Association meeting attending their organization’s 18th Annual Convention here.

Smith also noted that a recent statement by U.S. Surgeon and liaison H. Stewart indicates that, “Stew-arts estimations have disillusioned tobacco growing everywhere.”

Calling attention to remarks made by Stewart in a speech in North Carolina last week, the tobacco executive noted that it was clear that “the goal of our enemies is to eliminate tobacco from the agricultural and manufacturing economy.” Referring to a statement by Dr. Stewart concerning the question of smoking and health “are no longer debatable,” Smith commented, “his lack of objectivity is unbelievable. More important—what right does even the nation’s highest ranking public health official have to close off debate? None I know of.”

Smith made it clear that he was not criticizing “those who without evaluating the data, simply echo (the Surgeon General’s) views and support his actions. They are merely relying on the mistaken belief that the Surgeon General has dealt properly with, and correctly interpreted, the scientific information about tobacco.”

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MIAMI — Wometco Enterprises, Inc., yesterday announced that its wholly-owned Canadian subsidiary, Wometco (B.C.) Ltd., purchased another Coca-Cola franchise which serves the territory including the cities of Kamloops, Vernon, Kelowna, Enderby and Cultus Lake in British Columbia.

The purchase price, paid in cash, was not announced. Wometco (B.C.) Ltd., is headquartered in Vancouver, the largest franchise territory in British Columbia.

Wometco also owns the Coca-Cola Bottling Works of Nashville, Tenn., and of Coca-Cola bottling plants in Dickson and Springfield, Tenn., and owns a 50 per cent interest in Coca-Cola, bottling plants in Dickson and Columbia, Tenn. The company additionally has a royal-ty franchise, which is a bottling plant in Murfreesboro, Tenn., and owns the Coca-Cola Bottling Co. Ltd., which owns the Coca-Cola bottling franchises in the states of Plattsburgh, N.Y., plus a plant in the Bahamas, which bottles Canada Dry and other soft drinks.
TOKYO—The collective opinion of a party of 42 Rock-Ola distributors and their wives is that Sukiyaki is indeed a tasty dish.

The group is visiting the Far East now on a survey trip sponsored by Rock-Ola, a major manufacturer of phonographs and vending machines with headquarters in Chicago.

"If a way could be found to vend Sukiyaki and still retain its unique and wonderful flavor, I'm sure that it would go well almost anywhere" a leading member of the team indicated.

The occasion was a Sukiyaki party hosted by Sega Enterprises (Rock-Ola's Far East distributor) for the group at the famed Suehiro Restaurant in downtown Tokyo. The thinly sliced Kobe beef (from cows which have been fed with beer and massaged to obtain a marbling effect in the meat) was washed down with Japanese plum wine and Sake. The problem of manipulating the chopsticks was readily solved for most of the guests with the assistance of the 25 Sega staff members present.

Most of the Sega employees at the party had visited the vast Rock-Ola plant in Chicago during the regular annual round-the-world orientation tours that Sega gives its key people. The renewal of acquaintances and the meeting of old friends set the note of hospitality for the evening.

Prior to the Sukiyaki dinner at Suehiro's, the Rock-Ola group had attended a cocktail party in their honor at the home of D. Rosen, Managing Director of Sega. During the party, some of the guests sampled a Rock-Ola cocktail, made from Sake and a combination of other mysterious ingredients.

During an earlier tour of the Sega Enterprises plant, each of the distributors had been given a card bearing his name in Japanese characters. The meaning of each person's name in Japanese was shown on the reverse side of the card.

The fact that many of the names (as written in Japanese) had a humorous connotation, added to the spirit of the occasion.

The Rock-Ola team will hold at least two more business seminar sessions in Japan before continuing on to Taiwan, Hong Kong, and Honolulu. It is not known whether the idea of Sukiyaki as a vending item will be discussed on these meetings. The group is scheduled to return to the United States on September 30th.

Cash Box—October 14, 1967
ALL-TECH INDUSTRIES
Revue New Yorker (SP-463)
Gold Crest 6 (465-78)
Gold Crest 7 (375-101)
Gold Crest 4 (345-114)
Champion 4 (205-07)
Champion 5 (205-12)
Shuffle 88

AMERICAN MACHINE & FOUNDRY CO.
American Speedway

AMERICAN SHUFFLEBOARD CORP.
Dutchess Wiggler 1966

AUTOMOTIVES PRODUCTS COMPANY
Smokeshow “Satellite” 830, 27 Sel. Cop. 830
Smokeshow “Satellite” 850, 27 Sel. Cop. 850
Smokeshow “Satellite” 900, 27 Sel. Cop. 900
Candy 120-700 Ten Columns 400 columns Candy
Smokeshow “Satellite” 11-00 Candy
Smokeshow “Satellite” 11-00 Candy
Smokeshow “Satellite” 11-00 Candy

AUTO-PHOTO CO. 12 Model Studio

BALLY MFG. CO.
Loop the Loop 39 Pack
Six Sticks 10 Pack
Bally Bubble 53 Pack
Bally Special 10 Pack
Bally Special 10 Pack
Bally Special 10 Pack
Bally Special 10 Pack
Bally Special 10 Pack

CHICAGO COIN MACHINE
Park Lane Push Bowler 6 Pack (6/7)
Vegas Bowler 5 Pack (6/7)
Busch Bowler 5 Pack (6/7)
Riviera Push Bowler 6 Pack (6/7)
Bally Spread (6/7)

COLOR-BALANCE, INC.
Coloradd 3600
Comb 120 (To be released)

DANCAR MUSIC
Wallbox conversion unit

DUKANE CORP.
Grand Prize Raceway Top 11

FISHER MFG. CO., INC.
Empress 103C (105 x 09)
Empress 105C (95 x 05)
Empire 103 (95 x 05)
Empire 103 (95 x 05)
Empire 103 (95 x 05)
Crown Town & Country

F. FRANTZ MFG. CO.
Little Leaguer (101 x 23)

FISHER MFG. CO., INC.
COIN
Empress 103C (105 x 09)
Empress 103C (105 x 09)
Empress 105C (95 x 05)
Crown Town & Country

ROWE MANUFACTURING
PHONOGRAPH
Rowe All “Music Merchant”
Rowe M-1 Remote bill acceptor
Rowe M-3A with
dollar bill acceptor

I. E. M. FILM SERVICES
PHOTO-VOICE READER

ROYAL LILAC MFG. CO.
Corolle (30 Col. 900 Pack)
Corolle (30 Col. 900 Pack)
Corolle (30 Col. 900 Pack)
Corolle (30 Col. 900 Pack)

SATELLITE
Wallbox—“Wall-Ette” and “Wall-Etta”

UNION BILLIARDS
Corning Wiioli, Ball Juke Box

URBAN INDUSTRIES
Movie Theaters

U.S. BILLIARDS, INC.
Electric, Pocket Billiard Game

VALLEY SALES CORP.
Model 575 WR, Rep. Size
Model 750 SR
Model 250 SR

WILLIAMS MFG. CO.
Aurora 11 (6/7)

THE WURTLER CORPORATION
PHONOGRAPH
“American” Model 3100, 200 selections
“American” Model 3110, 100 selections

THE SEEBURG CORP.
PHONOGRAPH
Seeburg Phono-Jet, 24 selections, and 45 rpm stem/mana.

PATTERSON INTL. CORP.
Football Match

ROCK-OLA MFG. CO.
Model 2010 Phonograph, 100 selections

D. GOTTLEBE MFG. CO.
H. L. E. Model 65
growing

ROCK-OLA MFG. CO.
Model 2020 Phonograph, 100 selections

GREAT AMERICAN MANUFACTURERS NEW EQUIPMENT CURRENTLY IN PRODUCTION
NEW YORK—One aspect of the coin machine business rarely discussed in print centers around financial plans used in the actual purchase of equipment by operators from distributors. Just what is the financial structure of credit purchase in the coin trade? Who provides the funds? Is coin machine money really tight? We've heard reports that it is. On the other hand, some factory executives say, “the credit situation could never be better.” Then there's the question of what happens to the equipment when it cannot be paid for and is repossessed.

To find these answers and other interesting aspects of the finance structure of coin machine credit buying we talked with Philip G. Kass, finance representative of Pharaoh Associates Company in New York City.

Kass stated, “In the New York area, it's customary for the majority of distributors to buy from the factories on an open account. This allows greater flexibility. Then when an operator places an order with the distributor, the distributor will notify the factory and the equipment will be shipped; the operator is given 30 to 60 days to pay off the machine. If he cannot complete the payment in the allowed period of time, the operator will sign a security agreement and is contract to make equal payments over a period of twelve (12) or twenty-four (24) months. If it becomes necessary for the distributor to repossess the equipment, it will be either sold thru auction by the local sheriff or the distributor will place the machine in his showroom and sell it as used equipment.

In reference to bonus and advance money given to location owners by operators, Kass said, “usually before an operator can place machines in a location, he must grant the owner a bonus or an advance if any future collections. This is another area of finance where we assist operators. If the operator needs money to give to the location he will borrow from us and sign a security agreement on his route and make the payments over a period from one (1) to three (3) years.”

“Many times we will make loans to operators and in some instances to location owners whereby the operator will act as an endorser; for repair or new bar fixtures. These loans are also made on a one (1) to three (3) year basis.”

Kass says, “coin machine money is not really tight. It's been the recent trend of rising interest rates and when this happens the least desirable industry is squeezed out. The simple truth is that money costs more. It helps the banks more, too.”

Roseland Re-elected President of AAMC

CHICAGO—Gerald L. Roseland, Watkins Cigarette Service, Phoenix, was re-elected president of the Arizona Automatic Merchandising Council at its annual meeting at the Safari Motel, Scottsdale, September 29-30.

Keynote speaker at the Council's annual banquet Friday evening, September 29, was Arizona Governor Jack Williams. Some 130 persons participated in the two-day meeting.

The following officers will serve with Roseland. Arthur Kaufman, Valley Vendors, Phoenix, vice president; and Michael C. Purrell, Flagstaff Vending, Flagstaff, secretary-treasurer.

Re-elected to the Council's board of governors were Spencer Hoopes, Gila Electric and Music Company, Safford; Kaufman; J. Bowen Kindred, Kindred Music Company, Ajo; Robert Mader, Canteen Food and Vending Service, Tucson; Purrell; Roseland; and Claude Sharpenstein, Jr., AA Amusement Company, Yuma.

Organized in February, 1966, the Arizona Council is affiliated with the National Automatic Merchandising Association.

Bally the Wiggle

23 WAYS TO WIGGLE UP HIGH SCORES

From the 2000 per cent Top Rollover, which jumps from 10 to 200 when ball is skill-wigged off the lit Rebound, to the Free-Ball-Gate, which delivers an extra ball and 50 points, THE WIGGLER playfield wiggles with score-boosting, play-promoting, profit-booming action, suspense and skill challenge. Get BALLY THE WIGGLER today for top earning-power.