Atlantic Sale To WB-Seven Arts Set In Motion

BMI, CMA Winners; Four More To Hall Of Fame

Editorial:
‘Living’ Disk Museum In NY

RCA Abroad: Building A Plant In England;
‘Installment’ LP Plan In Italy

This Is Our International MOA Convention Issue

REAL CLASS: ED AMES & WURLITZER AMERICANA 2

Int'l Section Begins Pg. 57
ANDY NOW.

Now... his irresistible new single from the forthcoming "Love, Andy" album...

"Holly"
"When I Look In Your Eyes"

On COLUMBIA RECORDS
A Living Record Museum

Recordings are living history. They document their era of origin with an aural excitement that is often worth more than a 1,000 pictures. If museums have been invented by man to document history, then the field of recordings, celebrating its 90th year in 1968, certainly deserves exclusive representation in the construction of some sort of central, “living” storehouse.

This museum concept, of course, is already a marked success in Nashville, where the country music field is paid homage with the “Country Music Hall of Fame & Museum.” We submit that the entire recording industry has a wonderful, informative story to tell—and, we repeat, it can be told as living history.

The manner in which such an institution could delight and stimulate visitors has endless possibilities. We can visualize era-by-era halls of honor for leading record acts over the years; for the technically minded, rooms bursting with still functioning equipment that has recorded and played everything from cylinders to tapes; documentation of the leading men who, behind-the-scenes, contributed to what is soon to be a billion-dollar industry; displays of the best of original artwork created for album sleeves.

And to top off the icing on the cake with regard to “living history,” an actual recording studio can be installed where leading artists can record a new single or part of an upcoming album before a thrilled audience; and leading tradesters can conduct lectures and seminars on the contemporary record scene.

As Nashville is the home of country music, there should be little argument over the fact that New York remains the recording capital of the world, and it is in this great metropolis that we believe this historic development should be realized.

Realization, obviously, will require a tremendous effort from the recording business in both time and money. As for the latter aspect, aid can certainly come in the form of a super-deluxe album concept to be sold to consumers at moderate cost. There can also be self-liquidating aspects to the operation of the museum itself, with perhaps a small charge for admittance to the recording studio.

Whatever the means to this highly desirable end, the project demands sponsorship and coordination. This might be placed in the hands of the Record Industry Association of America (RIAA), whose membership now accounts for more than 90% of annual record sales. We are hopeful that this will be a topic of discussion at a RIAA board meeting to take place in the near future.

“The Living Museum of Recorded Music,” our own working title for this project, is a logical outgrowth of a medium of expression nearly 100 years old. 100 years of living, ever-exciting history.
HE HEARD on his car radio and that little light in his mind turned on. It's the same little light that turned on the day he heard "In Crowd". He called us as soon as he got home and requested that studio time be booked for the very next day because 1) he was going to have the first instrumental version of Soul Man and 2) he felt it would be a tremendous hit. We agreed on both counts. His light ignited ours. Listen to the record and watch your little light turn on.

IT'S CADET 5583.
This is our bag. We deliver.
Top Spot On Top 100 Going To Newcomers On The Singles Scene

A major recent Steve directors: week's 36 called frequency of exposure ccess NEW FRONT as and wider of graph. star, current Basic Record Looking Tops, Techniques, 100 for Chart Top 100 Survivors, the new star. eight single album, is debut to 20 first 40 months 200-selec- to spotlight. new Jack Reeves, Mike Reeves, released "Ode instrumental & of the Music" Cohen, of the Recording Association, has been elected to the Hall of Fame, this year.

Atlantic Records Sale To WB-Seven Arts News

NEW YORK—An agreement in principle has been reached for the acquisition of the stock of Atlantic Records.

The deal, jointly announced by Elliot Hyman, Benjamin Kalman, chairman and president of WB-Seven Arts, respectively, and Ahmet Ertegun, president of Atlantic, is said to involve a price, payable in cash and shares of WB-Seven Arts, which could eventually reach $17 million.

Indie Operation

The agreement, subject to approval by the board of directors of WB-Seven Arts, calls for the Atlantic operation to be handled as an independent division, with the same current management, personnel, distributors, international licensees and artists. It's understood that the officers of Atlantic, Ertegun, Jerry Wexler, exec vp and Nesuhi Ertegun, will sign long-term contracts to stay on to operate the two BMI publishing firms, Cotillion and Pronto, and an ASCAP-Presto music publisher, as a part of the deal.

The deal brings under a single corporate roof two of the hottest record labels in the business, Atlantic having had numerous chart acts in recent months and Warner Bros.-Seven Arts Records also running at a torrid sales pace. Atlantic's sales volume by far for the fiscal year ending Dec. 31 is expected to top $100 million.

Elliot Hyman stated that "We have long admired the progress that Atlantic Records has made in the phonograph record business under the aggressive leadership of Mr. Ahmet Ertegun and his partners. Atlantic has become one of the important labels in the record market and has build an impressive artist's roster. We are happy to welcome Atlantic into the Warner Bros.-Seven Arts family."

"Speaking for myself and my partners," said Ahmet Ertegun, "we feel that the growth of Atlantic Records will be enhanced by association with such a major entertainment complex as Warner Bros.-Seven Arts, Inc. and the diverse company's contacts in the music business."

Atlantic was formed almost 20 years ago by Ahmet Ertegun as a company specializing in blues and jazz recording. Today its artist roster covers the fields of pop, rock, blues and jazz. Atlantic and its affiliated or nationally distributed label have an important representation on the pop hit charts for many years in the single and album field. Among the artists on the Atlantic roster are Aretha Franklin, Sonny & Cher, Bobby Darin, The Young Rascals, Wilson Pickett, Herbie Mann, Charles Lloyd and Arthur Conley, The Cream, The Bee Gees, Barbara Lewis, Carmen McRae, Keely Smith, Vanetta Fudge and Buffalo Springfield, and through its affiliated labels such stars as Otis Redding, The Drifters, The Mark-Kays, Booker T. & The MG's, Joe Tex and Jimmy Hughes.

Jack Greene Wins 3 Awards In First CMA Achievement Contest

LOWY EXITING Big 3

NEW YORK—Jay Lowy, general professional manager of Robbins, Feist and Miller, will soon be severing ties with the firm. Cash Box has learned. After nine years with the MGM-20th Century-Fox pub arms (on the west coast) and as vp for the local office in N. Y.) Lowy is set to leave on May 15.

His new affiliation, a key position with a N. Y. based pub, is expected to be announced at that time.
JOIN THESE HUNDREDS OF STATIONS—BEGINNING WEDNESDAY, OCT. 25—PLAYING, TALKING, LAUDING THE LERNER-LOEWE MUSICAL TRIUMPH!
NY Disk Show Canceled

NEW YORK—The proposed Recording Industry Show has been called off until next spring, according to its sponsor, Records. The event, which was to feature exhibits by various companies and to take place Nov. 29-30 at the Sheraton Atlantic Hotel in New York, The American Federation of New York and New Jersey hand endorsed the show.

According to Bruce Lustig of RIS, there was a "strong initial response," but many of the large manufacturers were unable to "sell themsevles at this point" due to time and budgetary problems.

Stylistically, the show is tentatively set for April of next year. A site has not been selected.

Klein: Expect C/P Profit For Fiscal 68; Vote To Authorize More Shares

NEW YORK—Cameo-Parkway Records, which just reported a profit for the first time, Sept. 30, expects to show gains for the second fiscal year, according to Allen Klein, who controls the major share of the company.

Klein made his prediction last week at a news conference here where a number of other developments took place. Among these was the formation of a committee to issue an increase of capital stock by 2 million shares of Common Stock with rights to subscribe to 5 million shares of preferred stock, par value $30 per share, which class of preferred stock will be created by such amendment. In addition, directors were elected for the current year. They include Klein, Alfred Rosenthal, president of the label, and Harold Seider, vp of Cameo-Parkway. The resolution at the meeting of the possibility of a merger between Klein & Co, Klein's show business complex, and the label, was approved. "The label retained 55% of Cameo-Parkway's outstanding stock last July. A condition of the merger and the label President's contract brought the meet, is that the have the right to "rescind the purchase" if C/P does not meet a specified price of American Stock Exchange at any time up to July 28, this year, and that if the company is not meeting a net profit in the last three suc- cessive fiscal years, the latest of which ended June 30, 1967.

NYG's "Best Of Everything" Product Sales Meet Take In $4.5 Million

LIBERTY'S "Best Of Everything" Product Sales Meet Take In $4.5 Million

NEW YORK—The three label groups turning the MGR records new "company" of $4.5 million in billing on new re- lease and catalog products. Top gains for MGR by more than $5 million. All three sales and managers for the MGR, Verve and Metro, grouped, "will make New Liberty, Mr. Liberty's strong rock a credit to the company.

Verve

"The Best of Everything on Verve" was arranged by Liberty. Verve Schonbaum with a stunning list of "Best Of" albums by Stan Getz, Ella Fitzgerald, Dave Brubeck, Montgomery, Jimmy Smith and Cal Tjader. Verve also entered the Spanish market through the MGR of the Spanish and a Chico O'Farrill and Patato & Topico. Still, is up with hit product, "Don't Sleep In The Subways" by Johnny Hodges and "Modern De- ibs" by Al Armstrong, which features the theme from "The Talk of the Dails." Another top selling album has been contributed by Bill Evans in "Further Conversations With Myself." Verve's new L.P., coming as a followup to Evans' best-selling album "Conversations With Myself," has grossed his new product, Carath, Hi Pino and The Hombes, all on the Verve/ Forecast line.

Metro

New Metro Group product was bowed in by Ivan Mancini, label man- ger for that group of independents distributed under the MGR. The product, "Mr. Mancini on the New York," is a showpiece. The two artists represented, Are both drawn on hot material, and the product of the Parkway product was also introduced.

Dolinger Exits GNP

HOLLYWOOD — Bud Dolinger has resigned his post as vp and national sales and promo manager for GNP Crescendo Records. He joined the com- pany early this year after departing Vandy as Gus Sigler on Parkway are the two artists who announced, he said he would announce his plans shortly.

ABC-LHI Deal Official

NEW YORK—The distribution deal between London Hits and American Decca L.H.I. Records, exclusively re- ported in CASH BOX, was made official yesterday by Larry Newton, president of ABC. The agreement, to be distributed nationally by ABC and for- eign countries not under current li- censing arrangements, British Decca will continue to handle the line in England, and Festival is the label's subsidiary. The acquisition origi- nally formed LHI with American Decca a year ago, but the arrangement was terminated several days ago.

Seeks 'Impact' Acts

According to Marty Macht, Hazel- wood, an own of producer, supervision and press conference in the New York office of Newton last week, Hazelwood will announce "new "impact" act on LHI. Four acts from the Decca relationship are being retained. The acts include: Tuesday's Child, Al- liday's Fire, Virgil Warner and Suezie Jay Hocken. Newcomers from the California scene include other Interna- tional Submarine Band, the Hamilton Car, Danny Gooch and Ag- gression and Johnny Taylor.

Norburn will continue to handle LHI artists, in addition to ABC's Howard Stark, while Tom Thacker will direct promo on the coast, rep-store to Jay Lasker.

Hazelwood is both a top indie pro- ducer and a successful salesman, according to Nancy Sinatra for Warner Bros. and has written her hits, including "Sugar Town," "You Only Walk In My Heart," "Somebody Stupid" (with Frank Sinatra). The current Frank Sinatra success, "This Town," is also a Hazelwood tune.

Angel Cutting 'By George'

NEW YORK—Angel Records is rushing- releasing a 2-LP set of Max Adrian's readings from George Bernard Shaw, which just opened on Broadway. The cme-show is called "By George," of Allen Klein & Co, Klein's show business complex, and the label. "The album, females 56% of Cameo-Parkway's outstanding stock last July. A condition of the merger and the label President's contract brought the meet, is that the have the right to "rescind the purchase" if C/P does not meet a specified price of American Stock Exchange at any time up to July 28, this year, and that if the company is not meeting a net profit in the last three successive fiscal years, the latest of which ended June 30, 1967.

Jeffer's: B'lady Today Screen Credit Tomorrow

NEW YORK—Jeffer, the song writer and indie producer, is about to have both Broadway and screen credit- is for the first time.

On the heels of his participation in the upcoming "comedy with music," "The Freaking Out of Stephanie Blake," Jeffer is now scoring and writing three songs for a Paramount film called "Hello Down There" (work- ing title). The film stars Joey Heff and Janet Leigh and Jim Backus. The Ivan Tors production, set in Florida, was recently sold to a Florida group yes to be named that may appear on Bar- ry's Steed label released through Dot Records. Famous Music, like Dot and affiliate of Paramount, will publish the music.

As for his Broadway debut, Jeffer has composed five songs for the Jean Arthur-starrer show, which opens on Broadway on Oct. 30. Barry said he has lined up for Steed an original cast LP of the production, which also features music by the same composer. The songs, theme and transition music and dialog will all fit the LP. The show is not considered a musical by union rules, so the group contains less than 26 minutes of music. Barry hits advertising a "Win a Stair contest" that will give away 20 Horn & Harder LP's, with each LP containing 10 free albums. This exclusive advertising campaign is also underway.
LAST NIGHT ON THE BACK PORCH

OH! HOW I LOVED HER

THE BASKERVILLE HOUNDS

"ON BUDDAH RECORDS OF COURSE"
**Vital Statistics**

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

<table>
<thead>
<tr>
<th>#67</th>
<th>GET IT TOGETHER (3:50)</th>
<th>James Brown</th>
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</thead>
<tbody>
<tr>
<td>1540 Breaster Ave.,</td>
<td>King Records #8122</td>
<td></td>
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<tr>
<td>Cincinnati, Ohio.</td>
<td>PRODUCER: James Brown-Bud Goodg -</td>
<td></td>
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<tr>
<td>Alfred Ellis (King)</td>
<td>PUBLISHER: Dynatech Co. (BMI)</td>
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<tr>
<td>*FLIP: &quot;Get It Together (Part II)&quot;</td>
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</tbody>
</table>

**#80**

**WATCH THE FLOWERS GROW (3:41)**

Four Seasons

**Philips Records #40490**

14 E. Wacker Dr., Chicago, Ill.

**PRODUCER:** Bob Crewe

1841 Bway, N.Y., N.Y.

**PUBLISHER:** Capitol Music Inc. (BMI)

1841 Bway, N.Y., N.Y.

**SEASONS FOUR MUSIC (BMI)**

1501 Bway, N.Y., N.Y.

**WRITERS:** Brown-Bloodworth

**ARRANGER:** Bob Gaudio-Chas. Calelio

**FLIP:** "Raven"

**#64**

**SHE IS STILL A MYSTERY (3:00)**

Levon' Spohold

**Kama Sutra Records #239**

C/o MGM 1350 Ave. of the Americas

N.Y., N.Y.

**PRODUCER:** Joe Wissert

1650 Bway, N.Y., N.Y.

**PUBLISHER:** Faithful Virtue (BMI)

1650 Bway, N.Y., N.Y.

**WRITER:** J. Sebastian

**ARRANGER:** Jerry Yester

**FLIP:** "Only Pretty, What a Pity"

**#70**

**THIS TOWN (2:55)**

Frank Sinatra

**Reprise Records #0631**

3201 Warner Blvd., Burbank, Calif.

**PRODUCER:** Jimmy Bowen (Reprise)

**PUBLISHER:** Remick Music Corp.

ASCAP: 488 Madison Ave., N.Y., N.Y.

**WRITER:** Lee Hazlewood

**ARRANGER:** Billy Strange

**FLIP:** "This Is My Love"

**#77**

**SKINNY LEGS AND ALL (3:10)**

Joe Tex

**Soul Records #4063**

1841 Bway, N.Y., N.Y.

**PRODUCER:** Bubby Kilin

**PUBLISHER:** Zachronimo

905 16th Ave. S, Nashville, Tenn.

**FLIP:** "Watch The One (That Brings The Bad News)"

**#81**

**YOU BETTER SIT DOWN KIDS (3:42)**

Cher

**Imperial Records #6261**

6520 Sunset Blvd., L.A., Calif.

**PRODUCER:** Sonny Bono
c/o De Carlo-Kresse

8560 Sunset Blvd., L.A., Calif.

**PUBLISHER:** Chrisman Music (BMI)

c/o Salvador Bono

7715 Sunset Blvd., L.A., Calif.

**COLLINS MUSIC INC. (BMI)**

1841 Bway, N.Y., N.Y.

**WRITER:** Sonny Bono

**ARRANGER:** Harold R. Battiste Jr.

**FLIP:** "Elusive Butterfly"

**#82**

**YOU ARE MY SUNSHINE (3:16)**

Otto Ryder

**New Voice Records #826**

1776 Bway, N.Y., N.Y.

**PRODUCER:** Bob Crewe

1841 Bway, N.Y., N.Y.

**PUBLISHER:** Peer Int’l (BMI)

1619 Bway, N.Y., N.Y.

**WRITER:** Davis Mitchell

**ARRANGER:** Hutch Davie

**FLIP:** "Wild Child"

**#87**

**STAG-O-LEE (2:17)**

Widow Pickett

**Atlantic Records #2448**

1841 Bway, N.Y., N.Y.

**PRODUCER:** Tom Dowd-Tommy Cogvill (Atlantic)

**PUBLISHER:** Pronto Music Inc. (BMI)

1841 Bway, N.Y., N.Y.

**TRACEDOLLAR Music Inc.**

C/o Bobby D. Womack

1337 Via Del Rey, S. Pasadena, Calif.

**FLIP:** "Traditional"

**FLIP:** "I'm In Love"

**#91**

**CAN'T STOP LOVING YOU (2:14)**

Last Words

**Atlantic Records #6498**

1841 Broadway, N.Y., N.Y.

**PRODUCERS:** Brad Shapiro- 

Stanley Alamo

495 S.E. 10th Court, Hialeah, Fla.

**PUBLISHER:** Shellby (BMI)

495 S.E. 10th Court, Hialeah, Fla.

**WRITERS:** Lombardo-Byrnes

**FLIP:** "Don't Fight It"

**#93**

**GO GO GIRL (2:22)**

Lee Dorsey

**Amy Records #998**

1776 Bway, N.Y., N.Y.

**PRODUCER:** A.R. Toussaint

M.E. Sehorn

1211 Saint Philip St., New Orleans, La.

**PUBLISHER:** Marsaint Music (BMI)

1211 Saint Philip St., New Orleans, La.

**WRITER:** Allen R. Toussaint

**ARRANGER:** Allen R. Toussaint

**FLIP:** "I Can Hear You Callin’"

**#96**

**GET DOWN (2:50)**

Harvey Scales

**Magic Touch Records #2007**

1841 Bway, N.Y., N.Y.

**PUBLISHER:** L. La Cour Music (BMI)

3552 N. 19th St., Milwaukee, Wisc.

**East Publ. c/o Satellite Rec. Co. (BMI)**

926 E. McLeod Ave., Memphis, Tenn.

**WRITERS:** Scales-Van Smith

**FLIP:** "Love-tis"

**#97**

**NEXT PLANE TO LONDON (2:30)**

Rose Garden

**Alco Records #6712582**

1841 Bway, N.Y., N.Y.

**PRODUCER:** Greensonne York Pala Prod.

7715 Sunset Blvd., L.A., Calif.

**PUBLISHER:** Mywood Music Inc.

**FLIP:** "Better"

**FLIP:** "Bway, N.Y., N.Y.

**PUBLISHER:** Kenneth G. Grish. Jr.

3696 Curt Rd., Santa Maria, Calif.

**FLIP:** "Flower Town"

**#98**

**ALLIGATOR BOO-DA-LOO (2:53)**

Lou Donaldson

**Blue Note Records #45-1934**

6020 Sunset Blvd., L.A., Calif.

**PUBLISHER:** Atlantic Music Inc. (BMI) Div. of & Music Co.

1556 N. LaBrea, Hollywood, Calif.

**WRITERS:** Lou Donaldson

**FLIP:** "Rez Moses"

**#100**

**DIFFERENT STROKES (2:15)**

Syl Johnson

**Twilight Records #103**

c/o U.S.A. Records

1231 So. Michigan Ave., Chicago, Ill.

**PRODUCER:** J’s Production

529 E. 89th Pl., Chicago, Ill.

**PUBLISHER:** Zachron Pub. (BMI)

**EDGEMOORE Music (BMI)**

c/o Peter H. Wiles

185 N. Wabash Ave., Chicago, Ill.

**WRITERS:** Cameron-Zachary

**ARRANGER:** Debbi Edwards

**FLIP:** "Sorry Bout That"

**Vanguard Names Cheech West Coast A&R Producer**

NEW YORK—Michael Cheech has been appointed west coast A&R producer for Vanguard Records as part of the label’s expansion policy in the pop and rock areas. Based in San Francisco, Cheech, 25, will assist Sam Charters, Vanguard’s executive producer, on both west coast and New York recording dates of new rock groups.

Michael Cheech joins Vanguard with a broad background in music. For the past two years he has been producing pop and rock radio shows for stations KPPA and KMXP in the San Francisco Bay area. He has also acted as manager for numerous local rock groups.

**Capitol Sates 8th Posthumous Cole LP**

HOLLYWOOD—Capitol Records last week announced plans to issue "The Beautiful Ballad," the 8th album featuring Nat "King" Cole to be issued by the label since his death in Feb ruary, 1965.

Of these LP’s nearly one-third contain material never before released. Among the success albums released near the time of Cole’s death was "L-O-V-E," which has sold the half million units mark now. Total album sales for Cole since his death are approaching 4 million.

Cash Box—October 28, 1967
Announcing Hip Pocket Records.
For the 50 million kids who want their music portable, low-priced and groovy.

*TM - Philco - Ford Corp.*

Teen-agers and pre-teens are already buying singles to the tune of $177,500,000 a year.

Philco Hip Pocket Records are tailor-made to help you grab a healthier chunk of this growing market.

Because they're tailor-made for kids who want to take their music with them.

The new HP's are about the size of the label on larger discs.

Twenty-five or fifty of them will go right in a kid's pocket, purse or beach bag.

HP's play as long as 45's. They play on most single-play portable phonos.

Each HP comes in a sleeve with a four-color souvenir picture of the featured artists.

And make no mistake about these wafer-thin vinyl discs. They're tough.

Kid handling won't scratch them, break them or wear them out.

The kid-sized price you sell them at makes Hip Pocket Records a very profitable new business. *Mfr's suggested retail price.

Only Philco-Ford has these big hits on the new small discs.

These are only a few of the proven top sellers you get on HP Records.

"KIND OF A DRAG"
"LAWDY MISS CLAWDY"
The Buckinghams (U.S.A.)

"CHERRY CHERRY"
"GIRL, YOU'LL BE A WOMAN SOON"
Neil Diamond (Bang)

"LIGHT MY FIRE"
"BREAK ON THROUGH"
The Doors (Elektra)

"HANKY PANKY"
"I THINK WE'RE ALONE NOW"
Tommy James and The Shondells (Roulette)

"WOOLY BULLY"
"JU JU HAND"
Sam The Sham (Pen)

And we’ve got the big national campaign to get HP’s moving.

A big schedule of full-page ads in the magazines that are biggest with the music-loving young set, including: Seventeen, Ingenue, Teen, American Girl, Co-ed, and Scholastic Roto.

See special introductory offer on next page.
Special introductory offer.

10 HP Records free with $24.95* radio/record player.

Don't let the mini size of this new Philco unit fool you. It's not a toy. Not a novelty item. Closed, it's a six-transistor radio. Flip off the cover and it's a record player that plays all 33 1/3 and 45 records — from twelve inch LP's down to the new Hip Pocket Records. It's battery operated, AC adaptable.

The mini merchandiser. Lets you display the new Hip Pocket Records. And the new radio/record player. And the free offer. Goes on counter, table or wall. It's a whole new department — for fast new sales—all in less than a yard of space.

For details call your Philco-Ford representative today or mail coupon below.

*Mfr's suggested retail price.

FAMOUS FOR QUALITY THE WORLD OVER
Philco-Ford Corporation, Philadelphia, Pa. 19134

Philco-Ford Corp., Dept. HP-7
Tioga and C Streets
Philadelphia, Pa. 19134

Yes, I want all the details on this new profit opportunity.
Name__________________________________________
Store Name_______________________________________
Address___________________________________________
City________ State_________

“Light my fire”
The Doors

Actual Size.
Cash Box—October 26, 1967

Cash Box Looking Ahead

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 WHEN THE SNOW IS ON THE ROSES (Columbia—ASCAP) Ed Ames (RCA 9319)

2 WILD HONEY (Sea of Tunes—BMI) Beach Boys (Capitol 2028)

3 SEA OF LOVE (Compass Bob Simon—BMI) Kit Kats (Jamie 1243)

4 WHOLE LOTTA WOMAN (Redland—BMI) Arthur Conley (Atlantic 13122)

5 PONY WITH THE GOLDEN MANE (Pocket Full of Chips—BMI) Every Mother’s Son (MSM 12844)

6 FOR ONCE IN MY LIFE (Stein & Van Stolk—ASCAP) Tony Bennett (Columbia 44038)

7 WALKIN’ PROUD (Anita Baker—BMI) Pat Klint S (Smash 72709)

8 BRINK OF DISASTER (Stone Canyon—BMI) Lesty Gene (Mercury 72776)

9 WHAT’S SO GOOD ABOUT GOODBYE? (Jahres—BMI) Giant Sunflower (Ode 104)

10 RICHARD AND ME (Tingling—BMI) Gene & Tommy (ABC Paramount 981)

11 TRY IT (Blackwood—BMI) Standells (Tower 310)

12 I ALMOST CALLED YOUR NAME (Singletan—BMI) Margareet Whiting (London 115)

13 ALL THE TIME (Cedarwood—BMI) Jimmy Roselli (United Artists 50217)

14 SHAME ON ME (Stanhall—BMI) Chuck Jackson (Wand 1164)

15 NOBODY BUT ME (Womack—BMI) Novem Belings (Capitol 5996)

16 BELIEVE IN ME (Jessie Hill—BMI) Jessie James (ABC Paramount 6684)

17 OUT OF THE BLUE (Petrel—BMI) Tommy James & Shondells (Roulette 4175)

18 LITTLE GIRL (Tinder Tunes—Esquire—BMI) Critters (Kapp 858)

19 STRANDED IN THE MIDDLE OF NO PLACE (Ochon—BMI) Righteous Bros. (Verve 10301)

20 ROPPA DO DOWN DOWN (Columbia—BMI) Third Rail ( Epic 10040)

21 I’M A FOOL FOR YOU (Rice Aim—BMI) James Carr (Coldwater 228)

22 WHAT ARE WE GONNA DO (Texas Music—BMI) Jesse G. (Larry 1019)

26 SUZANNE (Project 7 Music—BMI) Noel Harrison (Warner Bros. 0615)

27 OPEN FOR BUSINESS AS USUAL (Omnibus—BMI) Jack Jones (Kapp 855)

28 HOLE IN ME SHOE (Essen—ASCAP) Traffic (United Artists 50218)

29 YOU KEEP ME HANGIN’ ON (Lincoln Avenue—BMI) Vanilla Fudge (Atco 6495)

30 DESIRE (Minton—BMI) Left Banke (Smash 2119)

31 WATER HOLE #3 (Famous Music—ASCAP) Roger Williams (Smash 2121)

32 SEE EMILY PLAY (Essen—ASCAP) Pink Floyd (Tower 356)

33 LOVE OF THE COMMON PEOPLE (Tree Music—BMI) Evryly Bros. (Womem Bros. 7008)

34 A DIFFERENT DRUM (Seven Seas COLUMBIA—BMI) Stone Poneys (Capitol 2004)

35 BIRDS OF BRITAIN (Saturday Music—BMI) Bob Crewe Generations (Dynavoice 902)

36 BABY IT’S WONDERFUL (Yvonne McCay—BMI) Chris Barlett (Vanda 2000)

37 MELANCHOLY MOOD (Lee-Ti—BMI) Tommy Roe (ABC Paramount 10999)

38 BE MY LOVE (Muller—ASCAP) Mel Carter (Liberty 56000)

39 WHEN THE APPLES FALL (Unart—BMI) Seekers (Capitol 2013)

40 WHERE IS THE PARTY (Dekker—BMI) Helena Ferguson ( Compass 7009)

41 WHERE YOU GONNA GO? (Mastex Music—BMI) Unrelated segments (Liberty 55327)

42 A HUNK OF FUNK (Mastex Music—BMI) Gene Dasier & Brotherhood (Mini 32026)

43 HE AIN’T GONNA GIVE YOU NONE (Web—BMI) Freddie Scott (Shout 220)

44 THE FROG (Roddy—BMI) Sergio Mendes & Brasil ’66 (A&M 872)

45 GIVIN’ UP YOUR LOVE (Little People, my-FA—BMI) 20 Grand (Columbia 44639)

46 TURN AROUND, TAKE A LOOK (Anson—BMI) Lemon Pipers (Suddoh 11)

47 UNTIL THE REAL THING COMES ALONG (Chapell—ASCAP) Ernie K. Doe (Duke 7261)

48 GEORGIA PINES (Unipart—BMI) Countryman (ABC 10959)

49 I WANT ACTION (Tubbi-Ann Music—BMI) Ruby Winters (Diamond 230)

50 BO DIDDLEY BACH (Five Music—BMI) Kingsmen (Wand 1164)

A DAY FOR JIMMY — Freda Management, five-year-old management complex, has set in motion expansion moves, capped by the formation of two autonomous divisions headquartered at different locations in New York.

One of the divisions will be known as Sennett-Weintraub and will be under the direction of newly-named president, Brian Sennett. In the stable of the Sennett-Weintraub wing will be United Artists Records’ Seven- dipity Singers and Tower recording artist Jake Holmes, who recently signed for one of the leads in David Merrick’s new musical, “Mata Hari.” GreenTree Music Co. will be a publishing subsidiary and Marilyn Lipsius, long time staffer at Freda, is moving over to S-W as VP of Special Projects. She will coordinate the successful Campus Coffee House Circuit, which is presently traveling with 26 new acts to 57 colleges.

Fields-Weintraub, the other wing under president Billy Fields, will handle the direction of Philips Records’ The Four Seasons with Frankie Valli and Bang Records’ Neil Diamond, currently on the charts with his seventh hit “Kentucky Woman.” The Fields-Weintraub operation will be deeply involved in the development of new talent. Its first project is Mercury recording artist Lori Burton who has a new LP, “Breakout,” and is currently appearing at The Bitter End. F-W is also preparing a schedule of short subjects in conjunction with their entrance into the film business. Ben Marx has been named VP and will add Billy Fields in all aspects of the operation. Fred Weintraub, founder of Freda Management, remains director of the complex. He is currently the host on Medallion Syndicated talent and entertainment show “From The Bitter End” which is seen locally on WOR Sunday nights. Weintraub has also completed executive production chores on an ABC-TV Fall Special “Popenoidity” (a contemporary variety show with emphasis on comedy and music), Weintraub continues ownership of The Bitter End and The Tin Angel in Greenwich Village and is also involved with the comedy team The Pickle Brothers in forthcoming TV projects.

Sennett-Weintraub is located at 246 East 30th St., New York and Fields-Weintraub is located at 211 East 51st St., New York.
**Fifth of the Week**

Don't smash. Clark, #24 8:35 (Trad)

Marble soul renderings have kept Wilson Pickett at the top of the pop as well as r&B charts with every outing he has released and this fast throbbing reading of the blues standard carries all the emotional impact needed to put it high in the winner's circle. Flip: “I’m In Love” (2:25) [Pronto, Traceeob, BMI - Womack]

**Dave Clark Five (Epic 10241)**

Red And Blue (2:23) [Branston, BMI - Clark, Davidson]

The usual blend of harmonies that fans have always greeted Dave Clark Five outings are in store for this side despite its unusual nature for the team. They’re back into a slow ballad bag for the gooie, “Red And Blue,” and are bound to hit things off with teen buyers and rock spinners. Flip: “Concentration Baby” (2:30) [Branston, BMI - Clark, Smith]

**Fifth Dimension (Soul City 760)**

Paper Cup (2:41) [Johnny Rivers, BMI-Rabon]

Unique vocal techniques and unusual lyrical pieces that have put the Fifth Dimension up on top once more work up a deck with spectacular sales impact. Impeccable harmonies and counterpoint added to delightful orching make “Paper Cup” one of the most singular songs to come along in a while, and one that should grow into a smash. Flip: “Poor Side of Town” (3:30) [Johnny Rivers, BMI-Rivers, Adler]

**Keith (Mercury 72746)**

I’m No Fraud (2:43) [Abbeastal, Luvlin, BMI - Landan, Landan]

Hard-hitting rock beat in a medium-vein sets the backdrop for a smoothly delivered ballad lyric that could put Keith back in the running for a big pop chart slot. Very fine showing from the chanter to keep his hit string going strong. Flip: “Candy, Candy” (2:33) [Act Three, Taterrasal, BMI-Wayne, Ross]

**Five Americans (Abnak 125)**

Stop Light (2:15) [Jetstar, BMI-Rabon Ezell, Durrill]

The Five Americans have a brand new bag in this side which features a sparkler that should keep up the teams success string. Powerful guitar leads are met with steadily overwhelming organ work and extremely good vocals. Look for the “Stop Light” to turn green—long green that is! Flip: “Tell Ann I Love Her” (2:47) [Same credits]

**Youngbloods (HCA Victor 9360)**

Fool Me (2:57) [Whitfield, BMI-Levinger]

Having caught the major sales chunk of several “Get Together” sides, the Youngbloods make a move to establish themselves with this follow up serving “Fool Me.” The team comes over with a soft vocal set backed by blues guitar licks that could send them high along the hit pathway. Flip: “I Can Tell” (4:20) [Berkshire, BMI-Willis]

**Richie Havens (Verve Farecast 5668)**

No Opportunity Necessary, No Experience Needed (2:53) [Pennwhistle, BMI - Havens]

Growing popularity among folk, blues and pop followers should give Richie Havens the break he needs to catch fire on the singles scene via this rapidly moving side. Excellent guitar and honest vocal blues make this an exciting offering with hit potential. Flip: “Three Day Eternity” (2:14) [Unart, BMI - Havens]

**Amén Corner (Deram 55621)**

The World of Broken Hearts (5:03) [Rumbalero, BMI-Pomus, Shuman]

Following up their initial release on this side of the Atlantic, England’s Amén Corner promises to crack the sales barrier with this blues steeled song that shows all the art of their “Gin House Blues” plus a more commercial drive to set things in motion. Splendid lead vocal, exceptionally catching instrumental build. Flip: “Nema” (3:38) [Carlin, BMI-Fairweather, Low]

**Glories (Date 1579)**

Sing Me A Love Song (2:15) [Sea Lark, BMI-Levine, Adams]

Frequently noise-makers in the past, the Glories could step into the brighter hit spot via their new effort, “Sing Me A Love Song.” The carding beat of the outgoing rock side should set the team moving into the high reaches of pop success. Flip: “Oh Baby That’s Love” (2:06) [New Image, BMI-Medwin]

**Charles Aznavour (Reprise 66322)**

Yerushalaim (2:11) [Fren, ASCAP-Aznavour, Newburge]

An outstanding selection for good music play, this splendid side from Charles Aznavour’s recent European tour is an excellent choice of a widely heard song in America. Beautiful delivery of a highly enticing ballad. Flip: “Green Years” (2:12) [Fren, ASCAP-Davis, Aznavour, Newburge]

**John Gary (RCA Victor 9361)**

Cold (2:50) [Sculpture, ASCAP-Jones, Green]

Although he has been a consistent LP winner, John Gary’s singles have formerly been accepted only on a coin-up level. This powerful ballad offering should move him into the hit spotlight along Martino-Ames or Arnold lines. Excellent vocal with beautiful arrangements could do the trick for Gary this time. Flip: “Imagine” (2:21) [Harms, ASCAP-Cahn, Lai]

**Newcomer Picks**

**Enchanted Forest (Amy 999)**

You’re Never Gonna Get My Lovin’ (3:06) [Rumbalero, Kenny Lynch, BMI-Shuman, Lynch]

Attractive beginning leads into an equally stunning session from the Enchanted Forest on this spectacular soft-rock side. Bright things should well be in store here via this excellent party side. “You’re Never Gonna Get My Lovin’!” Side should skyrocket. Flip: “Susanne” (3:05) [Project Seven, BMI-Cohen]

**Harper & Rowe (White Whale 258)**

Keep On Dancing (2:05) [Mills, ASCAP-Murphy]

Solid beat offering and some splendid vocal showings from Harper & Rowe side by side is a very fine production should start things off for the new team. Tune is an original, not the Gentry’s, packing teen appeal to spark a bright rock explosion. Should happen in a big way. Flip: “On The Roof Top” (1:57) [Same credits]

**Gates of Eden (Warner Brothers 7089)**

No One Was There (2:36) [Helios, BMI-Ogerman, English]

Sheer poetry in the lyrical composition of “No One Was There” and a beautiful melodic content something like a modern Gregorian chant make this release from the Gates of Eden a sophisticated side that comes as close to a classic as anything ever attempted in the pop field. Deserves to become a smash. Flip: “Elegy” (2:32) Same credits.

**Tripps (Victoria 1003)**

Give It Back (2:11) [Savoy, BMI-Cleveland]

Detroit fire puts extra punch in the sound of the Tripps, whose spectacu- lar record of Columbia’s “Give It Back” should see them high in the blues and pop spotlight. The team shimmers with excellent material and a grand vocal serving on this side bound for breakout showings. Flip: “Here Comes Those Heartaches” (2:30) [Same credits] Victoria Records, 1574 Crossroads of the World, Hollywood.

**Rivingtons (Quant 1379)**

Don’t Want A New Baby (2:25) [Quod'est, BMI-Frazier, Frazier]

Chart-busting r&B activity can be expected for this blazing side from the Rivingtons, and a solid pop showing could easily form up to send it high in the national picture. Good beat on the mid-speed side and a fine vocal showing. Flip: “You’re Gonna Pay” (2:35) [Bu-Mi, BMI-Baker]

**David Soul (MGM 13812)**

Quiet Kind Of Hate (2:47) [Copperleaf, BMI - Elgin, Sherman]

R&B heat beats of a scored applause Europe and festive musical alienation. The lyrical appeal, fine arrangements and a splendid vocal from David Soul should set him high in the chart running. Exposure already gained via several tv shows. Flip: “Nothing’s Gonna Cry” (2:35) [Copperleaf, BMI - Arnall, Davis]

**13th Hour Glass (Format)**

Induction 13 (2:25) [Format, BMI-Grimaldo, Cotillon, BMI - Young]

Easybeat smooth-middle speed ambler features a good group vocal, some interesting lyrics and a set of arrangements that could start things rolling for the 13th Hour Glass. Very fine initial effort for the team, could be a name maker. Flip: “Keep On Running” (2:20) [Epic, ASCAP - Edwards] Format Records, c/o Daddy Rabbit Enterprises, P.O. Box 3296, Pensacola, Fl.
Bryan Hyland's first for Dot

Apologize

PRODUCED BY SNUFF GARRETT

D565
RECORDS
|

|
taste
the many flavors of

"RED WINE"
#56004 by
ROSS BAGDASARIAN
bfw "The Walking Birds of Carnaby"
A survey of 90 radio stations in all important markets throughout the country to determine by percentage of those reporting whether or not these songs 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 left 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 18, 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>
</tr>
</thead>
<tbody>
<tr>
<td>50%</td>
<td>Watch The Flowers Grow—Four Seasons—Philips</td>
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<td>50%</td>
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<tr>
<td>48%</td>
<td>Wild Honey—Beach Boys—Capital</td>
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<td>48%</td>
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<td>47%</td>
<td>Like An Old Time Movie—Scott McKenzie—Ode</td>
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<td>44%</td>
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<tr>
<td>46%</td>
<td>Get It Together—James Brown—King</td>
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<td>46%</td>
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<tr>
<td>44%</td>
<td>Out Of The Blue—Tommy James &amp; Shondells—Roulette</td>
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<td></td>
<td>44%</td>
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<tr>
<td>41%</td>
<td>I Say A Little Prayer—Dionne Warwick—Scepter</td>
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<td>41%</td>
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<tr>
<td>40%</td>
<td>She Is Still A Mystery—Lavin' Spoonful—Kama Sutra</td>
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<td>40%</td>
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<tr>
<td>38%</td>
<td>This Town—Frank Sinatra—Reprise</td>
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<td>38%</td>
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<td>35%</td>
<td>Mr Dream Merchant—Jerry Butler—Mercury</td>
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<td>35%</td>
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<tr>
<td>34%</td>
<td>Lady Bird—Nancy Sinatra &amp; Lee Hazlewood—Reprise</td>
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<td></td>
<td>34%</td>
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<tr>
<td>31%</td>
<td>Your Are My Sunshine—Mitch Ryder—New Voice</td>
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<td>31%</td>
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<td>30%</td>
<td>Stag-O-Lee—Wilson Pickett—Atlantic</td>
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<td>30%</td>
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<td>29%</td>
<td>Keep The Ball Rollin'—Jay &amp; Techniques—Smash</td>
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<td>29%</td>
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<tr>
<td>27%</td>
<td>I Heard It Thru The Grape Vine—Gladys Knight &amp; Pips—Soul</td>
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<td>27%</td>
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<tr>
<td>25%</td>
<td>Glad To Be Unhappy—Mamas &amp; Papas—Dunhill</td>
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<td>25%</td>
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<td>25%</td>
<td>Skinny Legs &amp; All—Joe Tex—Dial</td>
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<td>25%</td>
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<tr>
<td>23%</td>
<td>Next Plane To London—Rose Garden—Atco</td>
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<td>23%</td>
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<tr>
<td>21%</td>
<td>Homburg—Procol Harum—A &amp; M</td>
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<td>21%</td>
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<tr>
<td>20%</td>
<td>Pata, Pata—Miriam Makeba—Reprise</td>
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<td>20%</td>
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<tr>
<td>19%</td>
<td>Big Boss Man—Elvis Presley—RCA</td>
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<tr>
<td>18%</td>
<td>Wake Up, Wake Up—Grass Roots—Dunhill</td>
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<td>18%</td>
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<tr>
<td>17%</td>
<td>Beg, Borrow &amp; Steal—Ohio Express—Cameo</td>
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<td></td>
<td>17%</td>
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<tr>
<td>16%</td>
<td>Boo-Go-Lo-Down Broadway—Fantastic Johnny C—Phila L. A. Of Soul</td>
<td></td>
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<td>16%</td>
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<tr>
<td>15%</td>
<td>Pony With The Golden Mane—Every Mother's Son—MGM</td>
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<td></td>
<td>15%</td>
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<tr>
<td>13%</td>
<td>You Better Sit Down Kids—Cher—Imperial</td>
<td></td>
<td></td>
<td>13%</td>
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<tr>
<td>11%</td>
<td>By The Time I Get To Phoenix—Glenn Campbell—Capital</td>
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<td></td>
<td>11%</td>
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<tr>
<td>10%</td>
<td>Lazy Day—Spanky &amp; Our Gang—Mercury</td>
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<td></td>
<td>10%</td>
</tr>
</tbody>
</table>

LESS THAN 10% BUT MORE THAN 5% Total % To Date

| Shout Bama Lama—Mickey Murray S5 111' | 55% | Sweet Sweet Lovin’—Platters—Musitco | 15% | All Your Goodies Are Gone—Parliaments—Revi | 7% |
| Go Go Girl—Lee Dorsey—Amy | 8% | Are You Never Coming Home—Sandy Posey—MGM | 9% | |

Cash Box—October 28, 1967
JAMES BROWN

Has a New Smash Hit

"GET IT TOGETHER"

King 6122
**TOP HITS OF 1967**

A COMPILED LIST OF THE YEAR'S BIGGEST HITS TO DATE

Because Cash Box is continually asked to supply a list of the year's leading hits to A&R men, producers, radio stations, etc., Cash Box is introducing a continuing feature that will list the year's top 30 titles as of the date the feature appears. The feature will be published in the last issue of each month and is compiled from the Cash Box Top 100 Sales Chart. Point system operates as follows: For each week a song is #1 on the Top 100, it receives 100 points. Each #2 record is awarded 111 points respectively. No. 11 song gets 90 points and so on down the line till the No. 30 song while 111 points. Only the top five titles of any given week are included in the survey. Survey begins with first issue in January.

<table>
<thead>
<tr>
<th>POSITION</th>
<th>LAST MONTH</th>
<th>TOTAL POINTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>LIGHT MY FIRE—Doors—Electra</td>
<td>1460</td>
</tr>
<tr>
<td>2.</td>
<td>CAN'T TAKE MY EYES OFF YOU—F. Vail—Philips</td>
<td>1358</td>
</tr>
<tr>
<td>3.</td>
<td>HAPPY TOGETHER—Turtles—White Whale</td>
<td>1409</td>
</tr>
<tr>
<td>4.</td>
<td>WINDY—Association—WB</td>
<td>1375</td>
</tr>
<tr>
<td>5.</td>
<td>I'M A BELIEVER—Monkees—Colgems</td>
<td>1373</td>
</tr>
<tr>
<td>6.</td>
<td>ODE TO BILLIE JOE—Bobbi Gentry—Capitol</td>
<td>1361</td>
</tr>
<tr>
<td>7.</td>
<td>GROOVIN'—Young Rascals—Atlantic</td>
<td>1353</td>
</tr>
<tr>
<td>8.</td>
<td>RESPECT—Aretha Franklin—Atlantic</td>
<td>1277</td>
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<tr>
<td>9.</td>
<td>GEORGY GIRL—Seekers—Capitol</td>
<td>1259</td>
</tr>
<tr>
<td>10.</td>
<td>I THINK WE'VE ALONE NOW—Tommy James &amp; Shondells—Roulette</td>
<td>1257</td>
</tr>
<tr>
<td>11.</td>
<td>SOMETHIN' STUPID—Frank &amp; Nancy Sinatra—Reprise</td>
<td>1252</td>
</tr>
<tr>
<td>12.</td>
<td>SWEET SOUL MUSIC—ARTHUR CONLEY—ATCO</td>
<td>1232</td>
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<tr>
<td>13.</td>
<td>RUBY TUESDAY—Rolling Stones—London</td>
<td>1224</td>
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<tr>
<td>14.</td>
<td>KIND OF A DRAG—Buckingham—USA</td>
<td>1220</td>
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<td>15.</td>
<td>A LITTLE BIT OF SOUL—Music Explosion—Laurie</td>
<td>1190</td>
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<tr>
<td>16.</td>
<td>I GOT RHYTHM—Happenings—B.T. Puppy</td>
<td>1183</td>
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<tr>
<td>17.</td>
<td>COME BACK WHEN YOU GROW UP—Bobby Vee</td>
<td>1183</td>
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<tr>
<td></td>
<td>LIBERTY—1187</td>
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<td>18.</td>
<td>THE LETTER—Box Top—Mala</td>
<td>1158</td>
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<tr>
<td>19.</td>
<td>REFLECTIONS—Diana Ross &amp; Supremes—Motown</td>
<td>1153</td>
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<tr>
<td>20.</td>
<td>SOMEBODY TO LOVE—Jefferson Airplane—RCA</td>
<td>1148</td>
</tr>
<tr>
<td>21.</td>
<td>THE HAPPENING—Supremes—Motown</td>
<td>1138</td>
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<tr>
<td>22.</td>
<td>SHE'D RATHER BE WITH ME—Turtles—White Whale</td>
<td>1108</td>
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<tr>
<td>23.</td>
<td>COME ON DOWN TO MY BOAT—Every Mother's Son—MGM</td>
<td>1099</td>
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<tr>
<td>24.</td>
<td>I WAS MADE TO LOVE HER—Stevie Wonder—Tamla</td>
<td>1097</td>
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<tr>
<td>25.</td>
<td>THEN YOU CAN TELL ME GOODBYE—Casinos—Fraternity</td>
<td>1087</td>
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<tr>
<td>26.</td>
<td>APPLES PEACHES &amp; PUMPKIN PIE—Jay &amp; Techniques—Smash</td>
<td>1083</td>
</tr>
<tr>
<td>27.</td>
<td>A LITTLE BIT ME, A LITTLE BIT YOU—Monkees—Colgems</td>
<td>1083</td>
</tr>
<tr>
<td>28.</td>
<td>MERCY MERCY MERCY—Buckingham—Columbia</td>
<td>1080</td>
</tr>
<tr>
<td>29.</td>
<td>THERE'S A KIND OF A HUSH—Herman's Hermits—MGM</td>
<td>1062</td>
</tr>
<tr>
<td>30.</td>
<td>WE AIN'T GOT NOTHIN' YET—Blues Magoos—Mercury</td>
<td>1059</td>
</tr>
<tr>
<td>31.</td>
<td>DEDICATED TO THE ONE I LOVE—Mamas &amp; Papas—Dunhill</td>
<td>1059</td>
</tr>
<tr>
<td>32.</td>
<td>DON'T YOU CARE—Buckingham—Columbia</td>
<td>1056</td>
</tr>
<tr>
<td>33.</td>
<td>THIS IS MY SONG—Petula Clark—WB</td>
<td>1041</td>
</tr>
<tr>
<td>34.</td>
<td>LOVE IS HERE &amp; NOW YOU'RE GONE—Supremes—Motown</td>
<td>1038</td>
</tr>
<tr>
<td>35.</td>
<td>Sock It To Me Baby—Mitch Ryder, etc.—New Voice</td>
<td>1038</td>
</tr>
<tr>
<td>36.</td>
<td>RErelease Me—Englebert Humperdinck—Parrot</td>
<td>1033</td>
</tr>
<tr>
<td>37.</td>
<td>ALL YOU NEED IS LOVE—Beatles—Capitol</td>
<td>1025</td>
</tr>
<tr>
<td>38.</td>
<td>PENNY LANE—Beatles—Capitol</td>
<td>1025</td>
</tr>
<tr>
<td>39.</td>
<td>A WHITER SHADE OF PALE—Procul Harum—Deram</td>
<td>987</td>
</tr>
<tr>
<td>40.</td>
<td>JIMMY MACK—Martha &amp; Vandellas—Gordy</td>
<td>982</td>
</tr>
<tr>
<td>41.</td>
<td>BABY I LOVE YOU—Aretha Franklin—Atlantic</td>
<td>975</td>
</tr>
<tr>
<td>42.</td>
<td>SNOOPY VS THE RED BARON—Royal Guardsmen—Laurie</td>
<td>972</td>
</tr>
<tr>
<td>43.</td>
<td>FOR WHAT IT'S WORTH—Buffalo Springfield—Atlantic</td>
<td>966</td>
</tr>
<tr>
<td>44.</td>
<td>TELL IT LIKE IT IS—Aaron Neville—Parlow</td>
<td>960</td>
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<tr>
<td>45.</td>
<td>MY CUP RUNNETH OVER—Ed Ames—RCA</td>
<td>954</td>
</tr>
<tr>
<td>46.</td>
<td>LET'S LIVE FOR TODAY—Grass Roots—Dunhill</td>
<td>944</td>
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<tr>
<td>47.</td>
<td>SILENCE IS GOLDEN—Tremeloes—Epic</td>
<td>912</td>
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<tr>
<td>48.</td>
<td>NEVER MY LOVE—Association—WB</td>
<td>901</td>
</tr>
<tr>
<td>49.</td>
<td>UP UP &amp; AWAY—Fifth Dimension—Soul City</td>
<td>898</td>
</tr>
<tr>
<td>50.</td>
<td>CARRIE ANNE—Hollie—Epic</td>
<td>890</td>
</tr>
</tbody>
</table>

Cash Box—October 28, 1967
THE DELLS HAVE A BIG R&B HIT IT'S BREAKING POP.

O-O, I LOVE YOU
CADET 5574
Huzzah! It Plays

Vincent Bell is shown here as he plays the Coral Electric Sitar, which he and Nat Daniel, west coastelen, designed, at a special trade party held at a club. Both the instrument and Bell's new LP, "From Now On," were debuted.

Bobby 1619 Slamina
Mr. THE Progressive son, musical

Gladyss Markowitz To Manage Mitch Ryder

NEW YORK—After serving with Premier Talent in an administrative capacity for two years, Gladyss Markowitz has exited the agency to form her own. She has been associated with Mitch Ryder and last Janice Pryor. Previous to joining Premier Talent, Miss Markowitz had served in a similar capacity at AGV for ten years.


"From LuLu With Love" LP Released By Parrot

NEW YORK—London Records' Parrot label has released a rush-released LP titled "From Lulu With Love" starring Lulu, Britain's pop royalty, and successful motion picture actress. LuLu, who currently owns the national hit, "What's It Gonna Be," "Here Comes The Night," and "I'll Come Running," and the LP contains additional showcases for the Lulu talent.

The London-Parrot sales and promotion staff is taking part in the drive on the Lulu LP. Copies are being extensively placed on racks in record shops, and Herb Goldiffr, national sales and distribution manager for the company.

The LP is the first of eight expected to return to America soon for a number of personal appearances and television engagements.

Elektra Gets New Doors

LOS ANGELES—West Coast offices of Elektra Records are being moved into the nearly completed new headquarters at 922-904 North La Cienega.

Scheduled for occupancy in late October, the seven-building complex near Santa Monica will consist of "deskless" offices "to give a feeling of comfort and confidence among the personnel," between artist and staff." Engineering facilities, in addition to a room and two landscaped patios will also be included, the engineering facilities expected to be in operation by mid-December. Limited parking will also be available.

Elektra's west coast offices for Elektra are directed by David Anderon, who has been heading operations at the temperance for the past two years.

Meesel's Mother Dies

NEW YORK—Bella Meesel, mother of Billy Meesel, the songwriter, died here on Monday, Oct. 16. She was 64 years old. She leaves one daughter and another son.

Saturday, October 7th, was officially proclaimed Jazz Day by John V. Lindberg, mayor of Jersey City. This, in conjunction with the new Jazzman Cultural Showcase which began a "Festival Fortnight" on Monday, October 2d. Myriad activities throughout the borough will emphasize concerts at Town Hall, The Metropolitan Museum of Art, Central Park Hall, as well as various saloons around the city. The Jazzmanic world, it's own way, has been broken by the fact that New York City has finally given formal recognition to this art form. In all, it was a high point for the makers and the followers of jazz, and the impact that jazz has on the cultural environs of the biggest city in the world.

In this thirty New York City has been the focal point of jazz happenings. Historically, perhaps, other cities have progressed in prominence, but anyone with even a peripheral knowledge of jazz would admit that the New York Town has been, and continues to be, the most exciting and significant center for this infant art that is in a constant state of flux. This is just one more thing that City Fathers have lent their stamp of approval to the men and women who have contributed so significantly for jazz, America's only native art form.

Oliver Nelson Work Is Premiered

In connection with Jazz Day in New York, "Jazzhattan Suite, 1967," an overture by Oliver Nelson, was premiered in two performances on Saturday. In the afternoon, before an audience of 2,400, the Suite was introduced as an overture before again that evening before an invited audience at The Grace Rainey Rogers Auditorium of The Metropolitan Museum of Art. The Big Band Jazz Interactions Orchestra was conducted by trumpet Joe Newman. The composer, Oliver Nelson, took the baton for the final number of his six part suite and he greeted the audience with a tumultuous ovation from both the audience and the members of the orchestra, a fitting tribute to Mr. Nelson's exceptional talent; it was created expressly for the Jazz Day festivities.

It was my pleasure to be present at the Saturday night performance and to make the following obtrusive observations should be made. The program was presented by Jazz Interactions, Incorporated, a non-profit corportate body with offices in New York, which has been in operation under the Jazz Community. It was created expressly for the jazz community. It was, in its simplest defintio

Jazz Interactions was created to develop and maintain a rapport between the musical scene and the audience, fulfilling the needs of both. In its tireless endeavor to propagate for jazz, Jazz Interactions, under grant from The Ford Foundation, is conducting the Arts, will bring extensive educational programs into the New York public schools. It should be noted that Jazz Interactions is an educational, membership-supported nonprofit organization.

Top Jazzmen in New York Perform

To perform Nelson's "Jazzhattan Suite," commissioned for Jazz Day by the city, in the Concert Hall on the Arts, will bring extensive educational programs into the New York public schools. It should be noted that Jazz Interactions is an educational, membership-supported nonprofit organization.

Top Jazzmen in New York Perform

To perform Nelson's "Jazzhattan Suite," commissioned for Jazz Day by the New York City Department of Cultural Affairs, the group will take the baton from Joe for the final number of the suite. Oliver must have been completely rewritten, too. His lovely tribute to Joe seems to say, "Thank you, Joe, for doing such a great job."

Special Award for Duke Ellington

At the conclusion of the music, Willy Conover, the master of ceremonies for the evening, brought Joe Newman, who was also Vice President of Jazz Interactions, to the microphone for the presentation of the "Jazzman of the Century" award. The recipient of the award was Edward Kennedy Ellington, and because Duke was in California at the time, a facsimile of the commemorative plaque was accepted by his sister, Ruth, who delivered a brief, prose-like message of appreciation from Duke.

In all, Jazz Day was a huge success! It is to be hoped that subsequent October 7ths will bring the same response from fans and jazz lovers alike. There are those who deny the state of affairs in the jazz community of New York. Would those same detractors of jazz really appreciate the fellowship that prevailed on October 7th instead of hanging crepe, jazz could not dough but flower.
THE OUT OF SIGHT SINGLE THAT'S GOT THE NATION HUMMIN' AND BUZZIN'

The Hassles
You've Got Me Hummin'

PRODUCED BY TONY MICHAELS & VINNY GORMAN FOR MAZUR ENTERPRISES, LTD.

A BIG HIT SINGLE FROM

United Artists
Jubilees ink Jack Scott
NEW YORK—Mickey Eichner, vice president of Jubilee Records, has announced the signing of singer Jack Scott to a long-term exclusive recording contract. Scott has recorded on the Carlton and Top Rank labels, "(Burning Bridges," "The Way I Walk," "What In The World's Come Over You" and "Goodbye, Baby, Goodbye") will shortly have his first single release on Jubilee. The Scott sessions will be produced by Jimmy "Wiz" Wisner.

UA in Big Push For 'Live For Life' LP
NEW YORK—An all-out campaign on behalf of the music from Claude Le- Locq's "Live For Life" has been launched by United Artists Records and United Artists Music Companies, it has been announced by Murray Design, executive vice president of UA Music Companies.

Francis Lai, who composed the music for last year's Oscar-winning success, "A Man and A Woman," also composed and conducted the music for "Live For Life" which Locllo directed.

The following top name artists have recorded either a single or an album containing the title song: Ferrante & Teicher (United Artists), Jack Jones (BQA), Jane Morgan (ABC), Carmen MacRae and Herbie Mann (Atlantic), Tamiko Jones (December), King Curtis (Atlantic), Enoch Light and his orchestra and chorus (Project 3) and The Ginger Rollman Orchestra and Chorus (Kapp).

The original motion picture soundtrack will be on United Artists records.

"Live For Life" has been acclaimed as "far superior in its spirit, its intention and its realization to Locllo's 'A Man and A Woman'," which won last year's Academy Awards as Best Foreign Film and for Best Original Story and Screenplay.

A modern love story set in Paris, Africa, Amsterdam, Vietnam and New York, "Live For Life" was produced by Alexandre Mmouchkine and Georges Damianer in Color by DeLuxe for release by United Artists, a Transamerica Company.

3 New Acts Join Capitol Roster
HOLLYWOOD—Performers from Canada, Holland and New Jersey have been gathered into the Capitol fold according to word from Capitol A&R vice president Glyne Gilmore.

New teams under the banner are Holland's The Golden Earrings, a rock quartet recruited to make its debut at the end of this month in an album "Winter Harvest;" Canadians The Studeanos, an Ottawa foursome rated highly in the country's leading music weekly, RPM, and currently at work on an album under the supervision of producer Nick Venet; and Londoner Tony Gato, who is represented in Capitol's new singles release by "I'm Coming Home, Los Angeles."

Morty Wax Makes Expansion Moves
NEW YORK—The Morty Wax promotion office has announced a series of changes and innovations centering on college promotion, fan publicity, and television and radio coverage.

The area of in-person coverage for the firm's record promotion department has been extended to stations within a 100 mile radius of New York City, including Southern Conn., Philadelphia and Allentown. In-person coverage of other major markets will continue to be available through Wax's National Record Promotion Network.

Neil Israel, a graduate of Hofstra University and a former account executive with the Remco p.r. house and promoter for Geld-Udell Productions has joined the Wax firm as account executive for the record dept. and will aid in the mechanics of record promotion.

Allan Rinde, long-time Wax staffer, has been upped to head up the newly opened consumer and fan magazine publicity department. In his new position, Rinde will devote full time to establishing the Wax firm as a major p.r. house. Clients signed to this new division include Bang's Van Morrison United Artists' The Serendipity Singers and Tower's Lake Holmes.

National College Promotions, another new department, will work with record companies and artists to coordinate merchandising and promotion campaigns aimed at college radio. NCP will provide a low-cost link to the various college media and local one-stops and college bookstores.

Cash Box—October 28, 1967
Elektra Records announces the release of "Strange Days", a new album by The Doors at Elektra Records 1855 Broadway New York, N.Y. 10023
Victor Tapes To Handle White Whole Stereo 8's

NEW YORK — Arrangements have been concluded, according to an announcement by Victor Records, for RCA Victor's Record Division to manufacture multi-channel vinyl recordings of White Whole Records product beginning with the October 1st release.

Joint announcement of the deal was made by the late Ted Felgin and Lee Lasser, Ed Welte, director of RCA record tape merchandising, and reel to reel tape product planning manager Elliot Horne.

First cartridge release under the agreement will be the Turtles album "Happy Together," containing the group's million-selling single and their hit, "The Letter." Also hitting the Stereo 8 market in October is a 2-pack from RCA Victor and two classical "Red Seal" entries, two Camden sets and a Warner Bros./Buena Vista catalog as well as the Turtles' "High, High Together" pack.

Elvis Presley's soundtrack pack from "Double Trouble" key's the October issue, joined by Al Hirt's "Soup in the Horn;" "Most Richly Blessed and Other Great Inspirational Songs" by Jimmy Davis; "Chet Atkins pick's the Best;" Glen Yarbrough's "Honey & Wine;" Anthony Newley Sings the Soundtrack to "Dr. Dolittle;" Floyd Cramer's "Class of '67;" and "A Fistful of Dollars" the soundtrack, with a score by Ennio Morricone.

Mahler's 1st Symphony performed by the Cleveland Symphony under Erich Leimroid, and Julian Bream's "20th Century Guitar" comprise the Red Seal releases for October.

From Camden come "Music from 'Gone with the Wind'" with the Living Strings and "Music for the New World" with the Living Guitars, Living Jazz, Living Strings and Living Voices.

Other labels whose product is handled on the same basis by RCA Victor will be represented through "Golden Hits" by Roger Williams, "Kapp," Dino Warwick's "The Sound of the D.J. Dillotile;" and Buena Vista's soundtrack set from Walt Disney's "The Happiest Millionaire."

Included for October marketing are a series of 5, inch-per-second reel-to-reel tapes from RCA and Camden.

Popular releases include a double soundtrack Elvira Middleton with "Spinout" and "Double Trouble;" Harry Belafonte's "Belafonte on Campus" and "Cabasa in Beirut;" "Latin in the Horn" and "Soup in the Horn" from Al Hirt; "John Gary Singus Especially for You" and "Spanish Moonlight;" and the part-Anthony Newley set with songs from "Rear of the Greasepaint" and "Dr. Dolittle."

Red Seal releases feature "La Traviata" with Montserrat Caballe, the "Baroque Guitar" and Bach's "Lute Suites #1 & 2." Also featured is a "Life magazine Sound" Play Music From "'Gone With The Wind" and Other Motion Pictures, a coupling of "George Girl and Other Music to Watch Girls By" from the Living Marimbas.

Distinct Record Bows

NEW YORK—A new label, Distinct Records, has just been formed by Kaye May Productions, the personal management angle of independent record production firm. The label has already signed the Music Market and the At- tix. The latter group, who cut two sides produced by Danny Federil, initial single due in November.

THE HIGH BEAT SOUND—Jay & The Techniques, currently represented by their manager, Arnie Brown, are promoting their new single, "Dance, Dance and Puddle Pie," which is being done to a theme for the special services division at Ft. Eastace, Va. The bottom row shows Lennie Genes (left) and Gary (U.S.) Bonomo, hand-to-hand for the upcoming "Puddle Pie," and "Quarter To Three" while back, waiting with their parts of the same song. Other artists on the bill were Rain's Children and The Temptations. These acts donated their services as a public service for the army personnel stationed at this overseas service area.

Renzetti Bows As Disk Artist On Bell

NEW YORK—Arranger Joe Renzetti has just made his debut as a recording artist with a single, on the Bell label of the David Rosen-penned theme from the TV series, "Bligh Chaparrel."

During the past year, Renzetti, as an arranger, has been represented on the charts with such tunes as "Sunny," "Apples, Peaches & Pumpkin Pie," "S.W.O.T." and " Ain't Gonna Lie."

Renzetti has also just completed, for Wes Farrell on ABC an LP introducing the new team of Ginny Gayle and Douglas Plente, he ad has just finished writing the new Kit Kats show on Jimmie Records in collaboration with Ray Fillmore of WIBG.

Hitsuve Opens One-Stop Co-Op

NEW YORK—A cooperative venture comprised of 75 record stores opened October 27th with a fanfare to announce the opening of the Hitsuve Co-Op, One Stop Co-Op.

Board of any piano and plays back recordings, reproducing not only the notes and their rhythmical sequence but also the personality and every shade of dynamics of the original performer.

Welle installed these mechanical marvels at his Rhine castle and invited the great pianists to record their works.

Welle manufactured only a few of his expensive Vorsetzers and did not intend his valuable collection of piano rolls to be used commercially. He regarded them as a contribution to the preservation of the arts.

Goodman & Vice President

ANNOUNCING

THE FORMATION OF FORMAT® RECORDS INC.

THREE NEW GROUPS!! THREE NEW HITS!!

THE 13TH HOURGLASS

"INDECISION" (DO I HAVE TO COME RIGHT OUT AND SAY IT?)

b/w

"KEEP ON RUNNING"#F43-5002-A

THE DICKENS

"I'VE GOT SOMETHING ON MY MIND"

b/w

"I HAVEN'T GOT THE NERVE"#F43-5004-A

LITTLE JOHNNY DYNAMITE

"BABY"

b/w

"MIDNIGHT HOUR"#F43-5005-A

PERSONAL MANAGEMENT:

FORMAT RECORDS, INC.
P. O. BOX 781
PENSACOLA, FLA., 32502
PHONE (904) 433-5431

Announcements

THE TAXiderMY

HIGH BEAT SOUND

Joe Renzetti,干事兼作曲家，最近加入了他的首次录音艺术家的行列，与单曲，由贝尔唱片发行的单曲“David Rosen”主题曲“Bligh Chaparrel”一起工作。

在过去的这一年里，Renzetti作为作曲家，已经代表了许多歌曲，如“Sunny”，“Apples, Peaches & Pumpkin Pie”，“S.W.O.T.”和“ Ain’t Gonna Lie”。

Renzetti的作品还包括Wes Farrell在ABC的专辑，通过Ray Fillmore的WIBG完成。

Hitsuve开办了“一日搞定”合作组织

NEW YORK—一家以合作为基础的俱乐部，由75家唱片店组成，10月27日开业时，宣布成立Hitsuve Cooperative，One Stop Co-Op。

主管可以播放任意钢琴并放回录音，不仅再现了音符及其音序，也再现了个人特点和每一种音量的细微差别。

Welle在他的Rhine城堡安装了这些机械奇观，并邀请了伟大钢琴家来录制他们的作品。

Welle制造的Vorsetzers昂贵且稀少，他并没有打算将宝贵的钢琴卷供商用。他认为它们是对保存艺术品的贡献。

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Renzetti的作品还包括Wes Farrell在ABC的专辑，通过Ray Fillmore的WIBG完成。
The Five Americans

Arrange, Produce, Perform

"STOP-LIGHT"

b/w "TELL ANN I LOVE HER" AB-125

For Abnak Productions

Foreign Licensees Contact: Publisher's Licensing Corporation, 40 West 55th Street, New York 10019, (212) 581-7970

Cash Box—October 28, 1967
Group Therapy To Seek Polar Sound
NEW YORK—Group Therapy, one of the new groups of the season on New York’s circuit, will depart on what promises to be a history-making expedition to the North Polar regions on Tuesday, 21 November. The first-of-its-kind expedition is to be led by Mike Jeffery, colorful manager of the Jimi Hendrix Experience and of Eric Burdon and the Animals. Jeffery and Group Therapy manager Bob Levine, who completed arrangements for the safari with travel agencies and government officials this week, explained that the trip will provide an opportunity to penetrate the last frontier of pop music sources, as well as to upgrade today’s writers and performers.

It is examined in detail over a period of days will be the musical culture of the Angakoks, a little-known Polar Eskimo tribe believed to have a centuries-old musical tradition. The remaining members of the tribe live on the frigid Ellesmere Island, closest land outpost to the actual North Pole. Despite the obvious pre-Christmas timing of the expedition, it was quickly explained that “the junket represents no attempt to cash in on the Santa Claus thing.” This, continued Levine, “is a serious venture aimed at opening new frontiers to the world of pop music.”

The party will depart following completion of recording of 14 sides by Group Therapy for RCA Victor, which signed the group two weeks ago to a long-term, exclusive contract with heavy promotional commitments. Leaving New York’s Kennedy International Airport on Tuesday (21), the group will arrive at Resolute Bay, Northwest Territory, on Thanksgiving Day (23), remaining there for the holiday. They will then embark on the final leg of the journey by either ski or amphibious plane, depending on local conditions, and will arrive at their Ellesmere Island outpost on Sunday (29), a 1,000-mile southeast of the North Pole.

The return to New York is tentatively set for 7 December.

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CashBox R & B Top 50

1. SOUL MAN
   Sam & Dave (Stax 231)
1. GET ON UP
   The Temptations

2. A NATURAL WOMAN
   Aretha Franklin

2. COLD SWEAT
   James Brown

3. EXPRESSWAY TO YOUR HEART
   Soul Survivors

3. BABY I LOVE YOU
   Aretha Franklin

4. FUNKY BROADWAY
   Wilson Pikett

4. SHOUT BAMALAMA
   Mickey Murphy

30. IT’S YOU THAT I NEED
   Temptations

31. SPREADIN’ HONEY
   Watts 103rd St. Band

32. DREAM MERCHANT
   Jerry Butler

33. BOO-GA-LOO DOWN BROADWAY
   Fantasia

34. WHERE IS THE PARTY
   Herman Ferguson

35. SHAME ON ME
   Chuck Jackson

36. ALL YOUR GOODIES ARE GONE
   Parliament

37. SHINNY LEGS AND ALL
   Joe Tex

38. STAG-O-LEE
   Wilson Pickett

39. TELL HIM
   The Turtles

40. LOVE Dovy
   Bunny Sigler

41. SWEET SWEET LOVIN’
   Flotters (Audio—173)

42. BABY IT’S WONDERFUL
   Chris Montez

43. I HEARD IT THRU THE GRAPE VINE
   Gladys Knight & Pips

44. I Second that Emotion
   Smokey Robinson & The Miracles

45. THE POWER OF A WOMAN
   Spencer Wiggins

46. GET IT TOGETHER
   James Brown

47. TAKE A LOOK
   Aretha Franklin

48. IT’S GOT TO BE MELLOW
   Leon Haywood

49. ONE MORE HURT
   Phil Flowers

50. LOVE POWER
   Sonny Bollin

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Cash Box—October 28, 1967
Beautiful as in real. No tricks, no games, no put-ons. He sings it like it is. And like it’s going to be. The voice of tomorrow:

Richie Havens

No opportunity necessary—No experience needed

b/w Three Day Eternity

Richie’s great album, currently on the charts:

Produced by John Court
A Groscourt Production

The Sound of The Now Generation is on

Verve FORECAST

Verve/Forecast Records is a division of Merv-Goldwyn-Mayer Inc.
music has set "Clown Town" with Alt-Music for Germany, Switzerland, Austria.

Producer Phil Gerhuardt was in New York Oct. 16-20 finishing the Royal Columbia Christmas LP and single, "Snowy's Christmas." "I'm off to George Carlin has been commissioned by the forthcoming ABC-TV variety spe-
cially for Capitol this Christmas. He will appear as guest star on the show as well. Other guests on Thursday's show will be new Sparky & Our Gang, Judy Collins, and the Netre

Gary Kagent has been appointed head of public relations for the Queen Mum.

Comic Larry Best will be co-fea-
tured in Matty Moralee's new LP with Teresa Brewer for two weeks start-
ing Nov. 21 and his fields and his trio are currently playing at the Hotel Bonaven-
ture in Montreal and will open at Century Restaurant on Main St. Jan. 19. The Pacific hosted a big bash for Rav Shankar at the Pak-India Curry House on West 45th St. The affair was well attended by the music press, business, and society personnel.

Charlie Faye recently finished scor-
ing a "Johnny Belinda" special for ABC-TV and arranged several sides for Lester Lanin's 1st. Audible Fidelity LP.

Tal Farlow, guitarist, comes out of retirement to lead an all star trio in an unlimited gig at the Frannini's 2nd Ave. at 46th St. on Oct. 24th. A new Mediterranean night spot called El Avram opened last week at 20 Greenwich V. in the Village, right off Sheridan Sq. The club is named for Israeli artist, Avram Grobard.

Gems recording artist Gloria Mirabal will begin a 14-day gig at New York's Puerto Rico Theatre on Oct. 18th.

Jay & The Techniques, Gary (U.S.) Bonds, Louie Bellini, Lennie Green, Jimmy Clanton, The Temptes, the Doves, Rain's Children, and the Irving Sweethorse Soullie fooled over on Newport News, Va. last week for the 1st Annual Mariners' Festival sponsored by the Hampton Roads JayCees. They played a concert with the Richmond Philharmonic in the highlights of the affair. After the Maritime Festival, Gary (U.S.) Bonds, Lennie Green, Jimmy Clanton, the Techniques, the Temptes, and Rain's Children are scheduled to tour the Carolinas, Ohio, and Indiana through Oct. 15th at Ft. Eastlake, where they were given the vip treatment and offered the facili-
ties of the mansion.

Marilyn Michaels opens at El San Juan, Oct. 27. . . . Fannie Flagg will open at the Famous Players, Los Angeles, at the Women's Association Annual Byline Ball on Nov. 4 . . . . Pianist Jack Betcher, com-
poser of the "Jackie" theme, will be appearing nightly except Sunday at the Hotel Roosevelt's Rough Rider Room . . . . Eddy Arnold's next single, "Here Comes Heaven," is slated for release on RCA Victor on Oct. 31.

Dorothy "Clown Town" Lee is set for the Village Room in Dallas for four weeks beginning Nov. 2 . . . . . Spiral

Our "West Coast Girl of the Week" is 20 year old Danielle Poe, discovered by our friend, hotel concierge. The hotel is told, on a lonely beach in Hawaii. The moment was captured on a Sun-
set Filmic camera at the Sunset Room. The Sunset Filmic camera is the real reason we're all coming to ski in Liberty. She's represented by the Nina Blanchard Agency and is undoubtedly the next "hot" model on the coast.


cast and directed by Gower Champion, Show, which stars Robert Goulet and Shari Lewis, on Nov. 7. Music and lyrics are by Fred Ebb and John Kander, who did "CABARET," and the book is by N. Richard Nash.

CHICAGO

Excitement at One-derful Productions centers around the reported Chi break of triple bill "I Got To Know You" by local teenage group called The Admira-
tions. The recently pacted youngsters hail from the northwest side of the city, write their own material and are currently making the local p.s. scene. Dieter's also reporting action on newie "Be-
voy, Yardley, by Miss Madison (Mar-V-Lus) and "You've Got Yourself a Man in My Eye" by Willie Parker (M-Tac).

The week also saw the debut of songstress Lee Chamblin will appear with Pete Barbetti and Ron Balian in the week of 11/6-12 while Berman fuses several TV commercials with the blessings of Kelly's own George Marienthal! The comic-singer-actor pairing will continue through the winter with Diane Warwick-John Bar-
bour 11/27-12/10, Maxine Brown, Bernie Wilson 12/11-24; and Allan Sherman, Perry March 12/25-1/7 . . . Congratulations to WBBR-TV, Chi.'s first "television station" on its 24th birthday (13) . . . . Capitol lady Nancy Wilson guests on Saturday night's "Kup's Show" . . . . The Same. Girls are skedded for the Sig Sakovitch hotel with the new look, Jimmy Ganz, who is the producer Harry Hinde was a CB virus on the air. He was in Chi to work on some tapes with The Wonderland Sound Studios . . . . Among the hot items this week is "Georgia Pine" by The Candymen (ABC), "3rd Prophecy" by The Ifford Sawday (Equitable) and "Keep Your Cool" by Terry & The Chain Reaction (CA) . . . . Vegas single "Beautiful People" by Kenny O'Dell is reportedly starting to take shape here . . . . Buddy Rich opened in the Smith Theater the week . . . . Jimmey Dunrante and com-
pany followed Tony Bennett into the Empire Room (15).
DEAR SILVER THROAT: My Spy Tells Me You're UPTIGHT in the Charts. Congratulations,

B.G. Jr.

DEAR B.G. Jr. Top Ten and (EVERYTHING'S ALRIGHT) with Warner Bros.#7072

Bill

JOBETE MUSIC COMPANY, INC.
3040 W. Grand Blvd., Detroit 2, Mich.
John Scott of WMC-FM-Memphis has laid claim to the title of the world's fastest deejay, having played more than 1,400 records in the last 11 months, breaking his own record of 79 records in 17 minutes recently started hearing. When Jessica James of WWUX- Jackson, Miss., played 70 records in 90 minutes, proclaiming herself the world's fastest deejay, in June, Scott broke James' record by spinning 273 records in that time. But Scott felt that he could better his own record. Hence, when Joe and Scott initiated the day-long deejay played only hits and did not play the same record twice. Listeners were offered radios and records as prizes for accurately listing all the records played. Scott is prepared to take on all challengers to his title.

Russert of Post-Keyes-Gardiner, Chicago, who won a complete set of Squalking Gold Equipment.

WL-S-Chicago is utilizing its facilities to the fullest in this fall's sweepstakes, lending its editorial support in a cooperative effort to cut the high incidence of high school dropouts, reports Gene Taylor, owner of WL-S, with its extensive advertising campaign. Called "Project: Stay," a massive campaign of three-week duration, is centered around efforts to teenagers and their parents the importance of staying in high school and receiving a diploma. A feature of "Project: Stay" is "Star Cars," a potential deal which offers any school the chance to win a 1967 Pontiac, sponsored by the WL-S air personal and owners who will give them information on various charities available to help them continue their education. Callers also receive a special booklet listing all the agencies that provide help for the potential and present school dropout. Further supporting the campaign are public service announcements, a special on-air documentary, as well as interviews with psychiatrists, guidance counselors, and education experts, messages from school, and advertisements in Chicago newspapers.

WLOS-AM-FM-Asheville, N.C., reports tremendous listener response to its new "Royal Flying Doctor Show," a third Rocker series, which has been on the air for six months. The show, featuring the middle-of-the-road up tempo tunes from sign-on til 8 P.M., is the newest addition to the WLOS staff. This request show is the first rock show produced by the college. The program is slated to reach a wider audience in addition to all of the western North Carolina area.

WHAT-Philadelphia will host a line-up of some of today's top recording artists at a special benefit show that will be held at the Spectrum on Broad Street and Patti- son Avenue on Monday, October 30. Miss Dolly Banks, WHAT station manager, has stated that all proceeds for this benefit will go to the St. Mary's Hospital and Heritage House. William Banks, president of WHAT, has stated that the proceeds will go to the St. Mary's Hospital and Heritage House. "WHAT radio personal will enliven the five-hour benefit program featuring such recording artists as Jackie Wilson, "Cannonball" Adderley and the Vandellas, Patti Drew, Parliaments, and Walter Jackson.

SPATTER'S: KMP-Los Angeles deejays Roger Carroll, Gary Owens, and Fredo Grossi have announced that their weeknight show "The Nova Double Headers," will feature an all-nighter of popular hits, beginning at midnight. Tickets for the November 21 feature are available at the Hotel Roosevelt and the Hollywood Bowl.

VITAL STATISTICS: Robert Mooney has been appointed program manager for WOWO-Ft. Wayne replacing Neil Sang vor, who is leaving the station. Sang vor, who is leaving the station, had been serving the station as program manager and PD. He was appointed program manager by VP Paul Richardson. Mooney has over 10 years experience in the music business and was a key figure in the development of the station into a top-rated market leader.

Bios for Dee Jays

Temptations

The Temptations are comprised of five lead singers: Melvin Franklin, Eddie James Kendricks, Otis Williams, Eddie Holland, and Paul Williams. Franklin was born in Montgomery, Alabama, on October 12, 1942. He is probably the most commercially successful member of the group, as much as he is the spokesman. He is a devoted reader of Marvellt Comics and thinks Tarzan is the greatest.

Kendricks was born in Birmingham, Alabama, on October 16, 1941. He would like to be married and own a big house with a swimming pool. He is the only drawback is that he can't swim.

Williams is the group's lead singer, and he is also an ex-football player who is interested in interior decorating. The Temptations' current hit is "It's My Turn," and it number 26 on the charts this week.

Ravi Shankar

Indian sitarist and composer Ravi Shankar was born in the Holy City of Benares in 1920. He is the brother of Ustad Shankar, and it was in his companies that Ravi first began his career in music and dance as a boy. His exposure to the music of the west sent him home to India and to Indian music. He chose to start again at the beginning and sought out the "father of instrumental music," Ustad Allau din Khan. After thoroughgoing training in the sitar and in the elaborate system of Indian classical music, he started his career again, this time as a classical soloist. He has since composed the scores of most of the prize-winning films to come out of India in recent years. And he has won most of the possible awards, too, for his film scores of the Cannes, Venice, and German film festivals. Best known in this country is the Pather Panchali trilogy. He also composed the scores for "Kalabali wallahi" and "Anuradha," which won the President's Prize this year, highest honor India gives in the arts, and one which has come to Ravi four times.

October 28, 1967
Q: HOW DO YOU GET 26 ALBUMS AND 14 SINGLES ON THE CHARTS...AT THE SAME TIME?

A: BY INVOKING THE KNOW-HOW OF THE INDUSTRY'S MOST VOLATILE PROMOTIONAL STAFF!

MARVIN DEANE
(NAT'L PROMOTION MANAGER)

CLYDE BAKKEMO
(LOS ANGELES)

WALT CALLOWAY
(SAN FRANCISCO)

DON CARROLL
(ATLANTA)

BILL CASADY
(CHICAGO)

CARL DEANE
(NEW YORK)

FRANK FALANGA
(BOSTON)

MIKE GRATZ
(ST. LOUIS)

NORRIS GREEN
(DALLAS HOUSTON)

ED KALICKA
(WASHINGTON, D.C.)

CARL MADURI
(CLEVELAND CINCINNATI)

RON MOSELEY
(NEW YORK LOMA RECORDS)

VINCE PERNICANO
(DETROIT)

RONNIE SINGER
(PHILADELPHIA)

BOB SMITH
(SEATTLE)

WARNER BROS. - SEVEN ARTS RECORDS, INC.
**Pop Picks**

**CAMELOT**—Soundtrack—Warner Bros. B 1712; BS 1712

"Cameo" is Warner Bros. blockbuster musical film opening this month. As a Broadway vehicle, its score had the dubious distinction of following Lerner & Loewe's "My Fair Lady," never mind for the songs of "Cameo" have their own virtues, one of them a consistent flow of grand melody. Most of them are happily retained in the film. Stars are Richard Harris, Vanessa Redgrave, France Nero and David Hemmings. Certain sales bonanza.

**WITH LOVE CHER**—Imperial LP 9355/LP 12358

A powerhouse solo offering by Cher, this album contains such delightful tracks as: "You Better Sit Down Kids," "Hey Joe," "Sing For Your Supper," "There But For Fortune," and "The Times They Are A Changin.'" Many pictures of Cher serve as a liner. The set is sure to prove a fast rising item on the charts.

**HIGHER AND HIGHER**—Jackie Wilson—Brunswick BL 54118/754149

Here's Jackie Wilson's follow-up album to his Top 10 single, "Higher And Higher," titled after his hit. Also included on the package are "I Don't Need You Around," "Open The Door To Your Heart," "You Can Count On Me," and "Somebody Up There Likes You." Should be plenty of chart action in store for this one.

**THE BEST OF RONNIE DOVE** Vol. 2—Diamond (SJD) 5068

Ronnie Dove is at the top of his form on this potent package of pop goodies. Included on the album are "Let's Start All Over Again," "If You Love Me For What You Are," "I Really Don't Want To Know," and "You Made Me Love You (I Didn't Want To Do It)." The set should soon be making a strong appearance on the charts.

**Tom Jones LIVE**—Parrot PA 61011/PAS 71011

Tom Jones generates sparks of electrical excitement on this dynamic disk of pop goodies. Included on the offering are "I Can't Stop Loving You," "What's New, Pussycat?" "Green, Green Grass Of Home," and "Land Of A Thousand Dances." This one could easily build into blockbuster dimensions.

### Pop Best Bets

**REFLECTIONS IN BLUE**—Brenda Lee—Decca DL 9417/79417

Brenda Lee will very well have a winner on her hands with this blues-oriented album. The songs are poignant, plaintive, and provocative, and they include "You'll Never Know," "I'll Only Miss Him When I Think Of Him," "Am I Blue," and "I Will Wait For You." The disk shapes up as a real crowd-pleaser.

**MEXICANA**—Andres Segovia—Decca DL 10145/ 710115

The brilliant artistry of guitarist Andres Segovia is spotlighted on this quality album. Featured on the disk are M. Ponce's "Sonata Mexicana" and "Sonata Clasica;" N. Paganini's "Romanza;" J. Turina's "Sevillana;" and three mazures by F. Sor. The set should attract the attention of anyone interested in serious guitar music.

**THE GENIUS OF RAVI SHANKAR**—Ravi Shankar—Columbia CL 2700/CS 9560

Famed sitarist Ravi Shankar demonstrates the power and strength of the raga as a musical form, leaving no doubt as to its appeal. The five works included in this package are: "Raga Ahobilam," "Raga Desh," "Tabla Solo—Jhaptal," "Sitar Todi," and "Tumulti." This one's likely to have strong sales wherever it's marketed.

**COLLAGE**—Noel Harrison—Reprise R/RS 6263

Noel Harrison sings twelve pop tunes in an easy-going, relaxed manner which are likely to appeal to a wide listenership. The songs include the artist's chart item, "Suzanne," "Lucy In The Sky With Diamonds," "A Whiter Shade Of Pale," and "Strawberry Fields Forever." The set gives promise of being a big winner.

**MEXICAN TRIP**—Mystic Moods Orchestra—Philips PHM 200-250/PHS 600-250

The Mystic Moods Orchestra paints a vivid musical portrait of Mexico on this exciting album. The colorful charm of a marketplace, the thrill of a bullfight, the fun of a Mexican hat dance, the calm of an evening shower and many other scenes and events are brilliantly captured by the Orchestra (with the assistance of some imaginative and authentic sound effects). Should be a sought-after item in good music circles.

**BEACH SAMBA**—Astrud Gilberto—Verve V/V6- 8785

"The Girl From Ipanema," Astrud Gilberto sings an offering of Brazilian melodies. The selections include the title track, "Beach Samba," "I Had The Craziest Dream," "Misty Roses," and "The Face I Love." Much of the music has a haunting, breathless quality, and the album should stir up plenty of consumer reaction.

**NICO: CHELSEA GIRL**—Nico—Verve V/V6 5032

A torchy, earthy, yet elegant set, this one from the Velvet Underground's Nico should garner plenty of sales from various elements of the population, from the "underground" to the "jet set." "Winter Song," "It Was A Pleasure Then," "Somewhere," and "These Days" are among the better tracks. It's a must for any collection of "Now" records.

**THE ARTISTRY OF CARLOS MONTOYA**—Carlos Montoya—United Artists UAL 8610

Those go for Flamenco are more than likely to jump for this spirited recording. Montoya is at his best as he moves through the intricacies of such efforts as: "Habañero," "Gaitano," "Aires Galicos," "Malaga," "Allegro," and "Impresiones Andaluzas." Virgilio Manuel Blanco is on the piano throughout the set.

**BRAVO! BRAVO! AZNAVOUR**—Charles Aznavour—Monument MPL 8881/SLP 18884

Charles Aznavour brings the art of showmanship to its apex on this album of French ditties, all of which he had a hand in composing. Included on the set are "Heureux Avec Des Riens," "Plus Bleu Que Tes Yeux," "Moï, J'Pais Mon Rond," and "A Propos De Pommier." The package is bound to please the artist's legion of followers.
Ray Charles' new single is in the winner's circle

"YESTERDAY"
From his album "LISTEN" ABC/S595
b/w "Never Had Enough Of Nothing Yet"
ABC 11009
Pop Best Bets

ST. LOUIS WOMAN—Original Cast—Capitol DW 2742
A grand reprieve of a cast LP long absent from the LP catalog (as a 10 inch). Three of the songs by Harold Arlen and Johnny Mercer are undeniable standards (“Anyplace I Hang My Hat Is Home,” “I Had Myself A True Love” and “Come Rain Or Come Shine”) and the others are continuous delights. Show starred Pearl Bailey, Harold Nicholas, Ruby Hill, June Hawkins and Robert Pope. Reissue is an important happening for devotees of the musical theater.

THE LOVE MOVEMENT—Rod McKuen—Capitol VS 698
”The Love Movement” cannot be adequately described in words. Written, composed and produced by Rod McKuen, the set includes such selections as “Salvation Army Workers Don’t Belong In Bars” (an instrumental), “The Complete Madame Butterfly” (in a minute-and-a-half, with Dame Madelyn Barnfoot, soprano), and “Eastward The Buffalo” (which features Mort In the Tiar). A sophisticated put-on, the set could put McKuen on the charts. Watch it.

BREAKOUT—Lori Burton—Mercury MG 21136/ SR 61136
Lori Burton and her partner, Pam Sawyler, have penned all the songs on this package. Included on the disk are “Gotta Make You Love Me,” “The Hurt Won’t Go Away,” “Bye Bye Charlie,” and “Let No One Come Between Us.” The artist sings with a husky voice rich with soul, and the LP should gain widespread popularity.

CAROL BURNETT SINGS—RCA Victor LPM / LSP 3579
Carol Burnett delivers a spirited album of pop ditties designed to brighten many a listening hour. The numbers include “I’ll Miss You All,” “There’s No Business Like Show Business,” “What Did I Have That I Don’t Have,” and “Wait Till The Sun Shines, Nellie.” The offering could develop into a biggie.

Jazz Picks

BOSS HORN—Blue Mitchell—Blue Note BLP 3277/78127
Trumpeter Blue Mitchell serves up a tasteful package of jazz tunes which should have broad appeal for jazz aficionados. Included on the LP are “I Should Care,” “O Mama Eni,” “Tones For Joanne’s Bones,” and “Right Back Up And Down.” Mitchell exhibits a lovely tone which should aid in the disk’s success.

KANSAS CITY PIANO (1936-1941)—Various Artists—Decca DL 9286/9226
Four great jazz pianists come together on the common ground of the blues. Count Basie, Mary Lou Williams, Pete Johnson, and Jay McShann lend their talents to the LP. Included on the set are “The Dirty Dozen,” played by Basie; “Overture,” by Miss Williams; “Basement Boogie,” by Johnson; and “Vine St. Boogie,” by McShann. The disk should find solid acceptance from jazz devotees.

Classical Picks

THREE GREAT VIOLIN CONCERTOS—Beethoven, Brahms & Tchaikovsky—Nathan Milstein—Angel SCB 3712
Violinist Nathan Milstein displays virtuoso artistry as he plays three great violin concertos: Beethoven’s “Concerto In D Major For Violin And Orchestra, Op. 61;” Brahms’ “Concerto In D Major For Violin And Orchestra, Op. 77;” and Tchaikovsky’s “Concerto In D Major For Violin And Orchestra, Op. 35.” The 3-record set should have great appeal for classical music lovers.

LES BOHÉMIENS—Les Compagnons de la Chanson—UA International UN 14158/15 US 5518
Les Compagnons de la Chanson harmonize on an album of French songs which are a delight to the ear. The tunes include the title effort, “Les Bohémiens,” “En D’Autres Mots,” “Les Amours De Demain,” and “Quelqu’un D’Autre Que Moi.” The package should find itself rewarded in the marketplace.

HOLIDAY FOR TROMBONES—Trombones Unlimited—Liberty LP 3527/75 7527
Trombones Unlimited, a new instrumental group, renders a selection of tunes with an international flavor. The tracks include the title song, “Christmas For Trombones,” “In A Little Spanish Town,” “It’s A Long Time Way To Tipperary,” and “Jamaica Farewell.” This fresh, compelling album should generate lots of sales action.

LIVE BURLESQUE LIVE—Various Artists—United Artists UAL 3613/UAS 6613
All the zestful flavor of burlesque is captured on this lusty album of burlesque comedy and dance turns done by the burlesque queens. The humor is bright, bouncy, and ripe with single and double entendres. With the current revival of burlesque, this LP is likely to enjoy a great deal of success.

THE LONG DUEL—Original Soundtrack—Arco (SD) 22-228
The original soundtrack album of the flick, “The Long Duel,” starring Yul Brynner and Trevor Howard. The music captures the essence of the dramatic struggle between the two antagonists with its melodic, soaring themes. British artist Vince Hill sings the main theme of the score, “When The World Is Ready.” The LP should catch the fancy of movie music buffs.

SUNDAY AFTERNOON AT THE TRIDENT—Don Scelta Trio—Verve V-55027
The Don Scelta Trio is eight jazz sessions. The Trio is comprised of Scelta, piano; Nikki Lamkin, drums; and Mel Nowell, bass. The extended lyrical and long lines of “Sweet Betsy From Pike” best capture Scelta’s own romantic quality. Other tracks include “Favela,” “Love For Sale,” and “Chesney Cat.” The LP should hit big with jazz fans.

MUSTANG—Donald Byrd—Blue Note BLP 4238/ R 4238
Jazz trumpeter Donald Byrd here offers a forceful, inventive album that’s bound to be popular with his many fans. Assisted by Sonny Red (solo sax), Hank Mobley (tenor sax), McCoy Tyner (piano), Walter Booker (bass) and Freddie Waits (drums), Byrd romps through six groovy numbers, among them “Mustang,” “I Got It Bad And That Ain’t Good” and “Dixie Lee.” Should move well.

LISZT: HUNGARIAN PORTRAITS/VALUES OUBLIEES/POLONAISES—Edith Farnadi—Westminster XWN 19127/17 17127
Pianist Edith Farnadi brilliantly interprets a selection of rarely-performed works by Franz Liszt. The inventive pieces are “Quatre Values Oubliees,” No. 1-4; “Polonaise No. 1;” “Polonaise No. 2;” and “Hungarian Historical Portraits,” No. 1-7. The album constitutes a classical find.
Ed Ames has a whole lot going for him.

A new single happening in key markets.
"WHEN THE SNOW IS ON THE ROSES"

Two current chart albums:

- **my cup runneth over**
- **ED AMES TIME, TIME**

Two upcoming TV musical specials:
"Androcles and the Lion" and "Cricket on the Hearth"

It’s been quite a year. So far.

RCA VICTOR®
(The most trusted name in sound)

Albums available on RCA Stereo 8 Cartridge Tape
LUCC Shows New High in 3rd Quarter Sales

NEW YORK—Third quarter earnings and sales set new records showing a gain of 19.7 percent in earnings and 7.3 percent in sales. Robert Goulet, for Radio Corp. of America acquired by RCA Victor, is chairman of the executive committee; and Robert W. Barry, president.

Earnings for the quarter were $3.1 million, compared to $2.4 million in the third quarter last year. Sales increased to $71.5 million from $63.2 million.

Goulet-Lawrence To Appear In Television 'Kate' Spec

NEW YORK—Springtime's television special, appearing Dec. 17, is astra of "Kiss Me Kate," will star Robert Goulet and Carol Lawrence, according to producer Norman Lear, who said the show was "designed for the adaptation.

This will be the first time that the musical will be seen on tv in a book show. "Kate," worked for television from the Broadway musical classic, will be aired on ABC-TV and sponsored by the Armstrong Cork Co.

"Kiss Me Kate" is the fourth in a series of Broadway musicals telecast this year by Lear under the banner of Rowe Productions, and sponsored by Armstrong. Mr. Goulet also starred in "Brigadoon" (which won five Emmy Awards) and "Carmen Jones" (which will be seen on ABC-TV Tuesday, Oct. 24, 9:30-11:00 p.m. EST.

Robert Goulet, who won acclaim for his role as Lancelot in "Camelot," and Miss Lawrence, who received equal praise as Maria in "West Side Story," will be performing on Broadway when the Special airs. Goulet will be starring in the forthcoming David Merrick musical, "The Happy Time," and Lawrence will star in "The Silver Chalice," Mary Martin in the musical, "I Do! I Do!"

Miss Lawrence, who stated she was "most excited" to be starring in "West Side Story," was one of the all-time musical greats.

UA 'Battle' Rights

NEW YORK—The music for "Battle of the Bulge" has been acquired by United Artists Records and is scheduled for a December release.

The movie, about to open in New York has been awarded first prize at the 1967 Cannes Film Festival, a "sugar goddess" trophy at the Amsterdam Film Festival and four silver ribbons by the Italian Film Critics, who named "Battle of the Bulge" is also a current nominee for an Oscar as best foreign film in this year's Academy Awards.

Music for the movie is by Ennio Morricone and Gino Pontecorvo.

Record Fiscal '67 For Gulf & Western

NEW YORK — Gulf & Western Industries, parent corporation of Par- ani's and Par's music business, stated Tuesday that the Parani's subsidiary, set a new record last year in earnings and sales during fiscal 1967. The corporation's earnings for fiscal '67, which ended July 31, rose to $14,702,800, or $3.52 a common share while sales rose to $64,597,000. Previous highs were set last year when earnings rose to $10, 157,611, or $2.75 a common share and sales reached $31,673,000.

David N. Judelson, president of Gulf & Western, anticipates that the Parani's Gulf & Western will show a third quarter earnings gain. In fiscal 1967's first nine months Gulf & Western's earnings came to $10,410,000 on an adjusted 97 cents a share.

Charles G. Bludhorn, chairman of the Parani's Gulf & Western, said the corporation is currently operating at an annual sales rate of over $720, 000,000. Planned acquisitions, currently being negotiated for, should the annual sales rate over $1.1 billion. Bludhorn added.

Double Streisand LP Promo On Pop Christmas Releases

NEW YORK—Columbia Records has launched a special promotion campaign for the two new albums by leading female vocalist, Barbra Streisand, "Simply Streisand" and "A Christmas Album," released last week by Columbia. The record company has planned an advertising campaign that will include the packages which will include making the albums available at reduced prices on singles tracks on disk by the end of November.

Accompanying the promotional drive are ads in major newspapers and consumer magazines; ad mats featuring both albums and a dealer coupon for local advertising.

Letters from Streisand will be sent to radio program directors throughout the country along with either open-ended interviews, or tie-ins for the station identification spots. Both albums will be included in Columbia's annual Christmas Supplement, which will feature "Simply Streisand" on its cover. And this supplement will be inserted in the Sunday editions of 35 major-market newspapers reaching an audience of approximately 100 million people.

Special in-store merchandising aids have been prepared, including color "Streisand" bums. Four-color "Simply Streisand" posters will be available mounted as well as unmounted. A double-stretched feature tie-in with Streisand, and the Christmas LP will be imprinted with the slogan "Simply Wonderful."

A newly styled rack clamp, will be available for rack-jobber use. The clamp, backed by an attention-getting header card, will prominently display both albums. A "Christmas Album" will also be featured on the major Columbia Christmas displays.

Couplings of the singles taken from the Christmas album and being made available during the holiday season are: "Jingle Bells" c/w "White Christmas"; "My Favorite Things" c/w "The Christmas Song"; "Have Yourself a Merry Little Christmas" c/w "The Best Gift?"; "The Happy Prayer" c/w "I Wonder As I Wander"; and "Sleep in Heavenly Peace (Silent Night)" c/w "Gondol's Ave Maria," which was released last year. The sleeves of the singles will carry the same cover as "A Christmas Album."

"A Christmas Album" was produced by Jack Gold, Executive Producer of Columbia's West Coast A & R department. "Simply Streisand" was produced by Gold and Howard A. Roberts.

Buckley's 2nd LP Gets Big Push From Elektra

NEW YORK—A heavy promo campaign has been set in motion by Elektra Records in connection with the release of Tim Buckley's second LP, "Goody-Goody And Hello." The album was released toward the end of September and began to show chart action last week.

Kicking off the promotion campaign was a 50 x 15 foot billboard on the Sunset Strip, featuring a reproduction of Buckley's smiling face as it appears on the album cover, and the legend, "What is the sound of a violin?"

Buckley has begun making his first round of personal appearances as a headline act—beginning with Cafe Au Go-Go-New York, and the Troubador in Los Angeles. Other scheduled stops for the nineteen year old singer-songwriter will include Ann Arbor, Philadelphia and Boston. Promotional efforts involving radio, television, photo reproduction, record stores and press will be tied in with these appearances.

Elektra is also planning radio spots advertising the album on stations in Los Angeles, San Francisco, Chicago and Boston. Newspaper and magazine ads are also a part of the campaign.

Accompanying Buckley on his performing itinerary in the east and midwest will be either Denny Fields, Elektra's public relations director, or promotion director Steve Harris, who will handle press, radio and promotion. Additional tie-ins in conjunction with the artist's five appearances, Elektra West Coast director David Anderle, will perform these functions in that region.

Joel Grey Makes Solo Album Debut

NEW YORK — "Cabaret" star Joel Grey has made his solo album debut on Columbia Records with "Only The Beginning." The LP presents Joel Grey in a diversified showcase of old-time vaudeville and new show tunes, Grey will perform selections from the album in major TV appearances in the near future, including the November 9 Dean Martin Show and the December 17 Ed Sullivan Show. On The Jackie Gleason Show of October 14, Grey sang "Willkommen" from "Cabaret." For his performance in the show, Grey received a Tony Award as "The Best Supporting Actor in a Broadway show.

Columbia is making special advertising and promotion plans for "Only The Beginning." The album was produced by Edward Kleban, Columbia Records popular A&R producer.

Otis To A&R Wells Single

NEW YORK—Jean Wells' upcoming single, "Have A Little Mercy" b/w "Let Me Love You" will be A&R release. The single is being released this week. Both "Have A Little Mercy" and "Let Me Love You" are published by Eden Music.

A Quiet Moment

Ed Ames (right) and Richard Rodgers are shown during a quiet break in the rehearsals for the New York production of "A Streetcar Named Desire." The opening night is Nov. 30. special preview, during which the show is being rehearsed in Webster Hall.
BREATHING NEW LIFE INTO THE GUTHRIE TRADITION
Bowman To Assist Revercomb At Dot

NEW YORK—Dot Records has appointed Frank Bowman, vice-president of the firm. Revercomb, the label's national sales director, was announced last week.

Bowman began his career in the record industry ten years ago with Liberty Records. He was district sales manager for the company's Cleveland, mid-west sales area, and last year he was regional sales manager for the company and a direct responsibility for sales, merchandising, market research and promotion.

Prestige Enters Hollywood Field

BERGENFIELD, N. J.—Prestige Records will market its first stereo 8 c.c. records by the end of the month. It was announced last week by label president, Bob Weintraub.


TOWER, A. I. P. & Sidewalk Celebrate 1st Anniversary

A special concert, all Tower Records, American International Pictures and Sidewalk Productions recently celebrated the one-year anniversary of their partnership in the production of motion picture sound soundtracks albums. In the past twelve months, Tower has released recordings of tracks from four of A.I.P.'s films. Chief among these, to date, is "The Wild Angels," which has become a major hit as a resident on the national charts. The success of this track led to the release of Volume II of the "Wild Angels" series.

As off-shoot of the "Angels" albums was a single, a single of a song from the track, "Blue's Theme," by Davie Allen and the Arrows, which was the group that performed in the film. An album of the same name was also released by Tower.

Other sound track releases included "The F.B.I.," which featured the entry, "The Trip," released on Sept. 1st. The sound track of "The Trip" was composed and performed by The Electric Flag.

The agreement between A.I.P., Tower and Sidewalk was the result of a meeting between Al Simmons, music director of A.I.P., Sidewalk's Mike Corb, who scores many of the studio's works; and Gordon "Bud" Frazier, President and Executive Director of Tower.


Hermitage To Distrib. Philco-Ford In Tenn.

PHILADELPHIA—The Hermitage Music Company of New York City has appointed Hermitage Music Company of New York City has appointed an independent electronics distributor in Tennessee, announced last week.

Hermitage will distribute Philco-Ford's lines of small, personal home entertainment products— including record players, tape recorders, small-screen TV, phonographs and H. P. Electronics.

With the addition of the Philco-Ford franchise, Hermitage has expanded facilities at 409 Chestnut St., Nashville.

Nasrat, Newton Sir — Singing star Wayne Newton and MGM presi- dent Mort Nasrat (right) shake hands on completion of a contract signing session in which Newton was ported to a long-term contract with MGM. The singer has been en- joying a successful career since his initial "Dive On Seven" at the Capitol Records. His current release is "Love of the Common People." No word was released concerning his first MGM single.

SUNSHINE CO. BRIGHTENS CLAIRO TV COMMERCIAL

NEW YORK—The Sunshine Company, currently represented on the charts with "Kickin' It," recently announced that the company has just completed work as the vocal background in a new tv commercial for Clairol. As a product well known for its use of the happening pop sounds on its radio and tv spots.

The group was to appear Saturday (21) on the Pepsi-Cola "Boss" Show at the Country Club in West Covina, California, along with the Hour Glass. Both groups, in addition to the Nitty Gritty Dirt Band, are managed by William McCuen Productions. The Sunshine Company has just completed a weekend stint at Seattle's Happening Club, have also been booked for an upcoming Pat Boone tv slotting.

The Dirt Band, meanwhile, is at work on their next scheduled Liberty single release. The Band has completed a live album cut at The Troubadour Club in Hollywood, and last week taped an appearance on the Smothers Brothers Show for airing on Sunday (29).

The group has been scheduled for the Pepsi-Cola "Boss" Concert at the Starlite Bowl on November 4, as well as for an appearance at the Arizona State Fair early in the month. Following these dates, the Dirt Band will do two concerts at Purdue University on its way east for college bookings.

The group, which recently appeared at the 20,000-seat Hughes Arena in Sacramento with the Jefferson Airplane and the Band, and the Sunshine Company, has a new Imperial disk out of "Heartbeat" coupled with "Shaking But Fine." The Hour Glass is also due to tape the Pat Boone Show on October 24.

Marching Bands Strike Sparkling SESAC Chord

NEW YORK—Broadcasters have re- jected with "extremely enthusiastic" and "surprisingly well-adapted" the ads made available to them by SESAC Broadcastings according to a statement from the agency.

Offered at $1.00 each, the 26 set series were announced in a circular inviting broadcasters to "dip into the band box and mark a winner. It now comes from all over the United States, Canada, Europe and Asia.

Melvin Named Musical Director For Woody Bullard

NEW YORK—Woody Bullard, pianist and Liberty Records artist, has joined the staff of S.I.P. as the national television "Woody Bullard Show.

Latest album from Melvin is "Between the Two."
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<tr>
<th>No.</th>
<th>Song Title</th>
<th>Artist/Release</th>
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<td>I DON'T CARE IF YOU DO OR IF YOU DON'T</td>
<td>Chuck Berry</td>
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<td>2</td>
<td>DON'T EVER GIVE UP</td>
<td>The Righteous Brothers</td>
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<td>3</td>
<td>DON'T FORGET</td>
<td>The Four Tops</td>
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<td>DON'T GET TOO CLOSE TO THE FIRE</td>
<td>The Drifters</td>
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<td>DON'T ROCK THE CLOCK</td>
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<td>DON'T STOP ME NOW</td>
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<td>13</td>
<td>DON'T WORRY 'BOUT THAT</td>
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*Compiled from Cash Box 100 Albums*
Cash Box—October 28, 1967

RCA Marketing 58 November Albums

Weichert Nur, Betruhe Schatten ("Wedding Carols" BWV-202) (Bach)/Praise Of Harmony ("Look Down, Harmonious Saint") (Handel); American Recordings of the Various Songs of Handel and Corelli; and Beethoven: Nine Symphonies/Four Overtures/Septet in E-flat, Op. 20/Adamski/ rad (Quartet No. 16 In F, Op. 135), Toscanini, NBC Symphony Orchestra.

According to the 8 albums on the new make up RCA's "popular special" release, The New Math: Album No. 2 (Sets, the Language of Mathematics): The New Math: Album No. 2 (Numbers and Their Properties); The New Math: Album No. 3 (Arithmetic Operations in the Set of Integers); The New Math: Album No. 4 (Arithmetic Operations in the Set of Real Numbers); The New Math: Album No. 5 (Signed Numbers and Their Relations); The New Math: Album No. 6 (Systems of Numeration—Bases 10, 5, 2, 12); The New Math: Album No. 7 (Arithmetic Operations in the Set of Integers of Algebraic Equations); The New Math: Album No. 8 (Geometrical Concepts—New Math). All albums may be purchased singly or in a complete, eight volume set.

RCA's "short sale" releases on the RCA label are 2 original cast albums: the TV series, "The Man From Husbands" on The Heart! and "Androcles And The Lion," which showcases songs and dialogue highlights from the TV special.

Colgems & Camden

The label distributed by this label has 3 new albums. They are: "Pisces, Aquarius, Capricorn and Jones Ltd," "The Monkees," "Dion's Carnival Exposition;" and "The Flying Nun," by Sally Mayes.

RCA's budget label, Camden, has 6 new sets: "The Living Strings Play Music From The Tea Party" ("Cameol"); "Up and Away" by Ray Martin and His Orchestra; "O.K. by Cheyenne" (arr. and cond. by Leo Addio); and "Bobby Bear's Fun House" (arr. "Children's Favorites," by the Richard Wolfe Children's Chorus.

RCA signed a distribution pact with Chart Records last month and has already begun to distribute the following Chart LP's: "Ride, Ride," by Lynn Anderson; "The World Of Junor Samples"; and "Sunny Pool In God's Country.

Twelve New Sets Bow For Warner Brothers

Burralk—Saying a new title, Warner Brothers-Seven Arts will be issued 12 new LP's this week six on the Warner Brothers label and six under the Seven Arts label.

Harper's Bizarre heads of the WB product, with their "Anything Goes" set, tabbed for their latest single hit. Jimmy Durante's "Songs for Sunday" an album released by Warner Brothers, is also featured along with "Revo-

Three albums from the Columbia A&R depart-

ment, the label of interest in brass sound and sparked by the earlier set led by this special recording. The association of tribute with Yackle is not unusual though, since it is traditionally a time for Salvation Army bands like the like.

Cash Box—October 28, 1967

Brass Ensemble Featured In Unique Christmas Set

NEW YORK—First chair virtuoso of the Philadelphia Orchestra who recorded "The Glorious Sound of Brass" have completed a unique Christmas album now in release for Columbia Records.

The Philadelphia Brass Ensemble is featured in a reading of 25 carols for two trumpets, French horn, trombone, euphonium, and tuba. From the first brass chamber group Christmas set released.

To produce, Andrew Maz-

lin of the Columbia A&R depart-

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Chifrin To Cut Dot LP

NEW YORK—Lalo Schifrin, com-

poser-conductor of the "Mission Im-

possible" TV series, has been signed to composed, arrange and conduct an album for Dot Records titled, "Music From Mission Impossible."

LIBERTY STEREO TAP In Cassette Release

BEVERLY HILLS—Liberty Stereo Tape, a division of Liberty Records, has announced the twenty-four initial releases in their cassette line.

Liberty, the first major enter to the cassette market, has initiated an extensive promotional campaign for the cassette.

The cassette will be duplicated by Liberty Tape Duplicating and the initial releases will be ready for the Christmas market.

The artists include: Felix Slatkin, the Mariachi Brass, Bud Shank, Bobby Vee, Vikki Carr, Vic Dana, Slim Whit-

man, Sandy Nelson, Jimmy Smith, Horace Silver, Si Zentner, Martin Denny, the Ventures, Cher, the Hol-

ies, Mel Carter, the Fifty-Guitar of Tommy Garrett, Buddy Rich, the 5th Dimension, Johnny Rivers, Ravi Shank-

kar, Gary Lewis & the Playboys, and the Johnny Mann Singers.

NEW YORK—RCA Victor Records has released a total of 58 new albums for the month of November.

Highlighting the release are 12 pop-

ular albums by Dottie West; "Spanish Fire Ball And Other Great Hank Snow Song-

ings"; "Something Special," by Kate Smith; "The Chesterfield Broadcasts, Vol. 1," by Glenn Miller and His Or-

chestra; "Pandemonium Shadow Show," by Nilsson; "Paul Anka Live," and "More Of The Concert Sound Of Henry Mancini;" "Cherny's Orchestra (What's He Got That I Ain't Got)," by Leon Ashley; "Without Her," by the Four Shadys; "Boys In Town, Is This The Roses," by Ed Ames; and "Stars Of The Grand Ole Opy" by various artists.

Red Seal Release

RCA's Red Seal release for Novem-

ber consists of 7 new sets; "Songs Of Schubert And Strauss," James King; "Come, Creator Spirit (Yardumian)," Brooks Ltd, Chamber Symphony of Philad-

elphia; "Right As The Rain," Leon-

tyne Price and Andre Previn; "Chopin: Sonatas Nos. 3 (in B Minor) and 8 NTuced," by various artists; "Our Violin" by Pablo Casals (Harlan); "Wills, Wolf, For-

rester, Beck, Cossia, Devlin, Trellis, Mahler, Simon, New York City Opera Chorus and Orchestra; and "Haydn: Eleven Symphonies Nos. 82 to 92/Sinfonia Concertante In B-flat," by Vaughn, the Orchestra of Naples.

7 Mexican LP's make up RCA's November foreign release. The LP's are: "Serenate Ranchera Con La Ron-

dalla," by El Gran Trio De La Cancion," by Pedro Vargas; "Hugo Avendano;" "Centenario De Ruben Dario," by Manuel Bernan; "Los Diamantes Incredibles," by various artists; "Pre-

sentado A Amelia Miller;" and "El Trio De Les Enredad," by Leo Caras.

RCA's Request series has 5 new additions "Christmas In Lithuania," by the "Rita" Ensemble; "The Fab-

lardos: Goldsmiths Of Romanesque," by Latvian Tams New Songs From Is-

rael; "Merry-Go-Round Polkas And Other Songs," by Polish; and "Musica Romana." New sacred albums are: "Sing The Goodness And Mercy" by G. B. Shear with the Blackwood Brothers, and "My Heart, My Soul." RCA has also added 5 albums to its "Victrola" series. They are: "Operatic Recital," by Christa Ludwig; "Shakes-

pearean Songs And Consort Music," by the Dellor Consort; "Three Italian Cantatas," by Ameling, Collegium Aus-

reum; "Wagner: Prelude And Love Death (Tristan And Isolde)," by Yandel; "For Eiskrell (Pissaral)," Toscanini, NBC Symphony Orchestra;

LIBERTY OFFERS 9 LP'S:

First By Barney Peters

HOLLWOOD—Liberty Records offers its first LP, "The Real Barney Peters," Peters is the 4-year old record-

tender from Sydney, Nova Scotia, who sings his own original songs on The World Famous and Justly Popular Barney Peters.

Selected by the artist, discovered by producer Scotty Turner during a recording session in Accordion Experi-

mental, include the tune that helped make him a local legend, "How Did I Pick A Lemon Puff." Peters is under exclusive contract to Liberty Records. Other Liberty LP's are: "He My Love," Mel Carter; "The Riddle Of Today," Nelson Riddle; "Day Of The Hour Glass;" and "Rod McKuen's Something Beyond," The Orchestra of the Opera of Chicago.

Imperial LP's are: "The Fastest Guitar In The Country," Jimmy Bryant; "Country Memories," Slim Whit-

man; "Longtime Traveling," Buddy Greco; and "A Million And One," by the Manhattans.

Sherry Box—October 28, 1967

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poser-conductor of the “Mission Im-

possible” TV series, has been signed to composed, arrange and conduct an album for Dot Records titled, “Music From Mission Impossible.”
NEW YORK—Young-Holt Unlimited, formerly the Young-Holt Trio, is currently playing a four-week stint at Sheppard's in the Drake Hotel. Members of the jazz combo are Eldi Young (bass and piano), Red Holt (drums), and Hyscar Don Walker (piano). On opening night, Oct. 16, the combo led off with an exuberant reading of "Secret Love" which set the mood for the rest of the evening. Young, Holt and Walker obviously enjoy performing, and they communicate their pleasure in a manner that makes the audience feel a part of the proceedings.

NEW YORK ROCK & ROLL ENSEMBLE

NEW YORK—The injection of classical sounds into pop music has evidently passed the public by. The current mood is just a passing fad, and now a group has appeared that not only uses classical backing but plays entire pieces by classical composers. The group is called the New York Rock & Roll Ensemble, and three of its five members are students at the Juilliard School of Music.

The group plays excellent, beautifully polished rock, employing classical riffs and flourishes which, in addition to their intrinsic interest, provide a tempering contrast to the driving rock rhythms. When playing rock numbers, the Ensemble usually uses three guitars, an organ and drums. The organist sometimes plays a handbell."The classical pieces are performed by the three Juilliard musicians on two electric guitars and a cello. The trio offers fine performances of works by Baroque composers such as Bach, Handel, and Telemann. Currently playing an unlimited engagement at the East Side discotheque, Wheels, the New York Rock & Roll Ensemble shows every sign of developing into a much sought-after group. They are paced to Atco Records and be making a lot of noise on the disk scene in the near future."

5 D's & A Jeep

The 5th Dimension is shown being congratulated by Vice President Hubert Humphrey on their recent performance at the St. Paul, Minn. auditorium. The recording group joined Frank Sinatra and a host of other notables as Minnesota paid tribute to its native son.

ABC Begins 'Good And Plenty' Promo

Hot on the heels of success with The Canned ham, the first contemporary number by the group, the label (which has already announced plans for heavy promotion in this field, ABC Records is launching a second campaign, this one on behalf of Douglas Good and Ginny Plenty, a new disk artist, one of the label's Senate, distributed by ABC.

A young veteran producer of scores of records, with many credits as a bit songwriter, Farrell declares an unshakable faith in Good and Plenty. Theirs will be the first long-playing record produced by Senate Records, and Farrell points out the fact that Senate hasn't released a record for four months during which time his concentration has been entirely upon his new duo discovery, "it takes time to produce a proper blend of sound and material, and I happen to believe that these four months have been extremely well spent," says the young music man. "I have never been so excited about the results of my producing in the past and I think the public will agree with me."

ABC's excitement is extending to a heavy advertising and promotional campaign for Good and Plenty, scheduled to begin this week with the LP due out by the end of this month. Senate and ABC is maintaining an aura of mystery about details concerning Douglas Good and Ginny Plenty and when questioned about these reports, Farrell said, "I don't think it's important to know where an artist was born and grew up or what he eats for breakfast. What does count is the talent he has and the music he contributes."
CHRISTMAS Album Reviews

A CHRISTMAS ALBUM—Barbra Streisand—Columbia CL 2757/CS 9557

This could easily prove to be one of the brightest packages under any Christmas tree. Listing such titles as "The Christmas Song," "My Favorite Things," "Gounod's Ave Maria," "O Little Town Of Bethlehem," and "The Lord's Prayer" within the set, Barbra Streisand has created a delightful Christmas offering.

CHRISTMAS RHAPSODIES FOR YOUNG LOVERS—Midnight String Quartet—Viva V/ V3601


A CHRISTMAS PRESENT . . . AND PAST—Paul Revere & Raiders—Columbia CL 2755/CS 9556

Here's a slightly different type of Christmas album. Mark Lindsay is featured on the set, which includes such titles as "The Christmas Song," "A Souh At Christman," "Peace," "Brotherly Love," and "A Heavy Christmas Message." The package is a front line candidate for sales and sales aplenty.

A FESTIVAL OF CAROLS IN BRASS—Philadelphia Brass Ensemble—Columbia ML 6183/MS 7023

Twenty five favorite Christmas carols (including "Joy To The World," "Silent Night," "The 12 Days Of Christmas," "Deck The Hall, With Boughs Of Holly," "We Wish You A Merry Christmas," and "The First Noel") are included in this bright Christmas LP by the Philadelphia Brass Ensemble. Should be a welcome addition to any library of holiday sounds.

A CHRISTMAS FESTIVAL—Roger Wagner Choral—Angel (S) 36016

An offering of basically classical Christmas fare by the Roger Wagner Choral, this delightful set should find an easy route to good music/middle of the road air play in addition to garnering a large portion of the sales pie. Outstanding tracks include: Piskham's "Christmas Cantata," Regnart's "Puer Natus Est," and G. Gabrieli's "Jubilate Deo."

THE CHRISTMAS ALBUM—Paul Mauriat—Phillips PHS 680-255

As bright and sparkling as the holiday season itself, this Christmas LP by Paul Mauriat and his orchestra should bring joy to a large and varied segment of the population. Included are: "Trolley Angels Sont Venus," "Gloria In Excelsis Deo," "O'Tannenbaum," and "Adeste Fideles." The set should have particular appeal to those in search of a sentimental holiday.

AN ENGLISH CAROL CHRISTMAS—Various Artists—Capitol SP 8672

Here's a "Good Time Classics Sound Spectacular" designed to appeal to those desirous of a more traditional Christmas LP. Included are: "Fantasia On Christmas Carols," "And All In The Morning," "Wassail Song," and "Carol Symphony." It's sure to be a welcome item among any collection of Christmas packages.

CHRISTMAS WITH MARTY ROBBINS—Columbia CL 2753/CS 9555

Marty Robbins offers Christmas greetings in the form of this sparkling holiday album which contains dreamings like: "The Joy Of Christmas," "Barb! The Herald Angels Sing," "Little Stranger (In A Manger)," "Many Christmas Agos," and "A Christmas Prayer." The set is sure to be sought after by all of Johnny's many fans as well as by those in search of pleasant seasonal fare.

MY KIND OF CHRISTMAS—Mike Douglas—Epic LN24/BN2632


HOLIDAY FOR HARP AND HOLLY—Luis Bordon—Epic LN 2430/BN 26309

Luis Bordon offers his up to date harp treatment of such classics as: "Ave Maria," "Silver Bells," "It Came Upon The Midnight Clear," "Neile Silenciosa," "White Christmas," and "Frosty the Snowman," and the set could do well, especially during the holiday buying spree.

DO YOU HEAR WHAT I HEAR?—Anita Bryant—Columbia CL 2729/CS 9529

Anita Bryant offers a package of basically non-commercial Xmas songs (i.e.: pertaining to Christ or the time of his birth) that includes such titles as "Mary's Lullaby," "O Come All Ye Faithful," "O Holy Night," and "In A Humble Place." This package should delight the purists as well as win sales and sales aplenty.

JIM NABORS' CHRISTMAS ALBUM—Columbia CL 2753/CS 9551

A good, happy Christmas seems to be the theme of this rather new set from Jim Nabors. Some of the more outstanding tracks include: "The Claptrap Christmas," "Go Tell It On The Mountain," "Silent Night, Holy Night," and "Christmas Eve In My Home Town." Looks like plenty of seasonal spins for this one.

WELL SEASONED—Joy Strings—Epic LN 2121/IN 26231

In "Well Seasoned" the Joy Strings offer a pleasant refreshing treatment of general Christmas fare including: "We Three Kings Of Orient Are," "Away In A Manger," "The Holly And The Ivy," "Mary's Little Boy Child," and "The Little King Jesus." The set is likely to become a favorite for the season.

HONEGGER—CHRISTMAS CANTATA/BRIT- TAIN: A CEREMONY OF CAROLS—Norge Han- do/Bobumil Kulinsky—Crossroads 22 16 015

A ceremonial Christmas might be made brighter by the employment of this masterful album. The "Christmas Cantata" is not divided into parts or segments, but is a single flowing stream of words and music finished by Honegger in Paris on Jan. 25, 1953. Britten's "Ceremony of Carols" is scored for troble voices and 1 harp. This one is a warm delightful package that should help out any Christmas ceremony.
CashBox Country Roundup

Not long ago, a couple of well-respected Country Music figures aired the viewpoint to Cash Box that the term “country” in Country music has become outdated and is no longer applicable to the art forms which they currently categorize. Those art forms, these gentlemen felt, have long since moved beyond such limited boundaries, and should not be confined for posterity by such restrictive titles. In addition, it was mentioned that, as a public relations vehicle, the words “Country” and “C&W” had carried this art form as far as they could, and henceforth would only be defined in name in order to drive in greater audiences to the field. They recommended that the language associated with the words “Country” or “C&W” act as immediate deterrents to that portion of the music audience that considers itself too sophisticated to be swayed by “corn cob pipes, blue jeans, and straws dangling from the corner of the mouth.”

But not now. This is not a true picture of our form of music, “one of the gentlemen stated, “but millions of people do not know the words C&W and Country turn them off.”

It is to the credit of these knowledgeable personalities that the time has come to change the image! The theory is that if you turn it into a radio one, it follows the same pattern that has been established by devotees and members of the rock ‘n’ roll sound, as well as those involved in jazz music, to name just a couple. Musical directors, producers, artists and business people in both of those areas have been trying for years to come up with more suitable catchwords or headings for their respective fields. The reasons are quite obvious—as various societies progress or modify themselves, so do musical tastes change in character. And, whereas these characteristics may be labeled with a particular general name in one generation, subtle changes over a period of time can eventually bring about a sound of a type of music, that is not truly defined by those same titles.

The need to change the name of country music has already been recognized by many individuals in the business, particularly those in radio—the area which is perhaps the clearest forum for influencing public taste. Phrases like “Countrypolitan Music” and “Town & Country Music” have been floated about with more and more regularity, pointing the way to more modern identification of this particular field.

But no matter what happens, those who are interested in changing the name—and thereby changing the image—must remember that a change of this nature will not be effected overnight. The public can be very fickle when it comes to catchphrases (in a great many homes record changers are still called ice boxes). The project is an interesting one and certainly worthy of merit. While Cash Box itself is not fostering a drive of this nature, we would be more than happy to lead our support to such a move should it be fostered by a responsible organization like the likes of Country Music, until the time we watch the progress of any such drives with interested eyes.

In Buffalo last week, Chet Atkins took time out from the personal appearance trail to put a three-day stand in RCA Victor’s Nashville recording studio. The sessions, which immediately preceded the opening of the convention, were handled by Jack Clement and Victor’s Felton Jarvis, and finished up a new album for the Monkees had maker.

And again the young writer who got Chet’s story, expressed particular surprise that Chet and the Nashville Cats were not “musically ignorant hillbillies,” but were “the ablest and probably the names in the entire music industry.” (Seems right in line with the subject of our leadoff item).

The WWVA—Wheeling Jamboree held a surprise for yodeling champ Kenny Roberts on Oct. 14 when it staged a a special “Kenny Roberts Day” celebration. The event was staged primarily to help Kenny celebrate his 41st birthday and his 25th year in full-time Country Music. One of the highlights of the affair was a special birthday cake and a specially engraved award honoring him for his long service to the Country Music industry. The musical highlight was Kenny during the award presentation was his manager Quinten “Reed” Welty.

A lot of birthdays come up during Country Music Month, some of which include Skeets McDonald & Bonnie Owens (1), Vern Stovall (3), Audie Ashworth and Leroy Van Dyke (4), Margie Singleton (6), Gordon Terry and the late Uncle Dave Macon (7), Pete Draugh (8) Butch Hester, Sonny Osborne (12), Anita Kerr (13), Melba Montgomery (14), Little Jimmy Dickens (16), Wanda Jackson and Grandpa Jones (20), Minnie Pearl (25), Floyd Cromer (26), Bobby Wright (27) and Dale Evans (31).

HELLO DOLLY—Dolly Parton—Monument MLP-8065/SLP15805

Dolly Parton could have a big winner in her possession with this striking album. Singing at the top of her form throughout the entire set, the lark offers “Dumb Blonde,” “Put It Off Until Tomorrow,” “Fuel the Fire,” “The Name,” “The Giving,” “The Making” and eight others. Give this one a careful listen. It should toll in a healthy amount of chart action.

THE NEON AND THE RAIN—Freddie Hart—Kapp K-339/M/35 337

“Every song a love song” is the theme of this gripping, emotion-filled album by Freddie Hart. Freddie puts everything he’s got into the set, and he shows a good response from C&W audiences everywhere. Included in the package are “My Anna Maria,” “Funny, Familiar, Forgotten Feelings,” “Cold, Hard Facts of Life” and, of course, the title ditty, “The Neon And The Rain.” Excellent production.

COUNTRY MEMORIES—Slim Whitman—Imperial/LP 8356/LP 12356

In this imaginative, feelingful album, Slim Whitman takes the listener on an absorbing and moving journey into the past. Each track on the set provides a different and valuable experience. “Broken Wings,” “I’ll Never Pass This Way Again,” “Yearning” and “Tears On My Pillow” are just a few of the titles. Should be a goodly number of sales in store for this one.

ONE MORE TIME—Tommy Strange & Features—Ramo Co-771

C&W singer and pianist, Tommy Strange, and his back-up group, the Features, make their recording debut with this album. Strange combines feeling and technical skill in a manner that could earn him a sizeable reputation throughout the country world. Seven of the twelve songs on the LP were penned by Strange and his wife Bobbie. Among the best of these are “One More Time,” “A Marks The Spot,” and “She Was Never Mine To Lose.”

OUR WAY OF LIFE—Bobby Goldsboro & Del Reeves—United Artists UAL-3615/UAL 6615

An unlikely pair, rock artist Bobby Goldsboro and country chanter Del Reeves, team up for an album duet that is very likely—to reach the charts, that is. Blending together like chilblains and black-eyed peas, the twosome make for some mighty fine music as they harmonize to a panoply of newies and oldies, including “Heartaches By The Number,” “The New Grass” and Del’s newest chart single, “A Dime At A Time.”

Excellent listening material.
CONGRATULATIONS

...to the winners of the
BMI 1967 Country Music Achievement Awards

For the most performed Country songs July 1, 1966 to March 30, 1967

AIN'T HAD NO LOVIN'
Dallas Frazier
Blue Crest Music, Inc.

ALMOST PERSUADED
Glenn Sutton, Billy Sherrill
Al Gallico Music Corp.

BLUE SIDE OF LONESOME
Leen Payne
Acclaim Music, Inc.
Glad Music Co.

DISTANT DRUMS
Cindy Walker
Combine Music Corp.

DON'T TOUCH ME
Hank Cochran
Pamper Music, Inc.

EVIL ON YOUR MIND
Harlan Howard
Wilderness Music Publishing Co., Inc.

FLOWERS ON THE WALL
Lewis DeWitt
Southwind Music, Inc.

FOUR-O-THIRTY THREE
Earl Montgomery, George Jones
Glad Music Co.

FUNNY FAMILIAR FORGOTTEN FEELINGS
Mickey Newbury
Acuff-Rose Publications, Inc.

GREEN, GREEN GRASS OF HOME
Curly Putman
Tree Publishing Co., Inc.

THE HURTIN' ALL OVER
Harlan Howard
Wilderness Music Publishing Co., Inc.

I CAN'T STOP LOVING YOU
Don Gibson
Acuff-Rose Publications, Inc.

I GET THE FEVER
Bill Anderson
Stallion Music, Inc.

I REALLY DON'T WANT TO KNOW
Rumblero Music, Inc.

IT TAKES A LOT OF MONEY
Bob Morris
Four Star Music Co., Inc.

KING OF THE ROAD
Roger Miller
Tree Publishing Co., Inc.

LONELY AGAIN
Jean Chapel
Four Star Music Co., Inc.

LOSER'S CATHEDRAL
Glenn Sutton, Billy Sherrill
Al Gallico Music Corp.

A MILLION AND ONE
Yvonne Devaney
Silver Star Music Publishing Co., Inc.

MISTY BLUE
Bob Montgomery
Talmont Music Co.

OH, LONESOME ME
Don Gibson
Acuff-Rose Publications, Inc.

OPEN UP YOUR HEART
Buck Owens
Blue Book

RIDE, RIDE, RIDE
Liz Anderson
Yonah Music, Inc.

ROOM IN YOUR HEART
Frances Long, Sonny James
Marson, Inc.

THE SHOE GOES ON THE OTHER FOOT TONIGHT
Buddy R. Mize
Mariposa, Music, Inc.

SOMEBODY LIKE ME
Wayne Thompson
Earl Barton Music, Inc.

STAND BESIDE ME
Tompall Glaser
Glaser Publications

STREETS OF BALTIMORE
Tompall Glaser, Harlan Howard
Glaser Publications

SWEET DREAMS
Don Gibson
Acuff-Rose Publications, Inc.

SWEET MISERY
Jan Crutchfield, Wayne P. Walker
Cedarwood Publishing Co., Inc.

SWEET THANG
Nathan W. Stuckey
Su-Ma Publishing Co., Inc.

THE TENNESSEE WALTZ
Pee Wee King, Redd Stewart
Acuff-Rose Publications, Inc.

THERE GOES MY EVERYTHING
Dallas Frazier
Blue Crest Music, Inc.

THINK OF ME WHEN YOU'RE LONELY
Don Rich, Estella Olson
Blue Book

THE TIP OF MY FINGERS
Bill Anderson
Tree Publishing Co., Inc.

TOUCH MY HEART
Aubrey Mayhew, Danny Young
Mayhew Music

WALKING IN THE SUNSHINE
Roger Miller
Tree Publishing Co., Inc.

WALKING ON NEW GRASS
Ray Pennington
Pamper Music, Inc.

WHERE DOES THE GOOD TIMES GO
Buck Owens
Blue Book

YOU AIN'T WOMAN ENOUGH
Loretta Lynn
Sure-Fire Music Co., Inc.
WERNER MACK (Decca 32211)
I'd Give The World (To Be Back Loving You) (2:20) [Page Boy SESAC-McPherson]
The latest outing by consistent hitmaker Werner Mack takes the songwriter into the ballad bag with a tune called "I'd Give The World (To Be Back Loving You)." Coming hot on the heels of his recent smash, "How Long Will It Take," this one is bound to follow a similar sales pattern. Flip: "It's A Been A Good Life Loving You" (2:15) [Page Boy SESAC-McPherson].

JOHNNY WRIGHT (Decca 32216)
Music To Cry By (2:27) [Kitty Wells BMI-Nash].
Not far behind him is "American Power" stand, Johnny Wright prepares for another chartville trip with "Music To Cry By." A sad lyric, with a bouncy melody, this number should be quickly gobbled up by Johnny's big following. Flip: "Chueats Can't Win" (2:25) [Kitty Wells BMI-Anglin].

WYNN STEWART (Capitol 1912)
Love's Gonna Happen To Me (2:16) [F reeway, BMI-Stewart].
There's no doubt that Wyn Stewart has got himself into a swingy groove with his last few releases, and we look for that groove to lengthen as a result of "Love's Gonna Happen To Me." Bright and buoyant, this new one has an infectious sing-along quality that makes it an odds-on favorite to soar. Flip: "Waltz Of The Angeles" (2:42) [Central Songs, BMI-Royalins, Rhode].

MEL TILLIS (Kapp 887)
Survival Of The Fittest (2:20) [Cedarwood BMI-Tillis].
An inquisitive mind questions some of the incomprehensible and unpleasant realities of life in "Survival Of The Fittest." Mel Tillis, coming on strong in the art of songwriting, should garner not only heavy country airplay, but also a good pop fringe, with this one. Flip: "The Old Gang's Gone" (2:25) [Sawgrass BMI-Cisco, Guess].

WANDA JACKSON (Capitol 2921)
A Girl Don't Have To Drink To Have Fun (2:38) [Blue Book BMI-Williams, Nixon].
The latest in a long chain of Wanda Jackson releases, this deck, titled "A Girl Don't Have To Drink To Have Fun," should follow the hit sales pattern of many of its predecessors. The bouncy ditty is almost a certainty to garner another chart slot for Wanda. Flip: "My Days Are Darker Than Your Nights" (2:32) [Four Star BMI-Bruc].

NORMA JEAN (RCA Victor 9362)
Heaven Help The Working Girl (2:43) [Wilderness BMI-Howard].
The highly popular Norma Jean follows up her recent charter, "Jackson Ain't A Very Big Town," with what could be her best outing in a long time. "Heaven Help The Working Girl" is an easy-paced, slightly barbed comment on menfolk that should go over well with the gals. Flip: "Your Alibi Called Today" (2:08) [Pamper BMI-Cochran].

CLAUDE KING (Columbia 4310)
Yellow Haired Woman (2:21) [Hollis BMI-Silverstein].
Once again the pen of Shel Silverstein sticks its nib into the country inkwell, coming up with a new offering by Claude King, who just recently grabbed a handful of the "Laura" action. Top side here, called "Yellow Haired Woman," is a waltz-tempo lid with an old-time, sing-along flavor. Looks like a winner. No flip info available at this time.

Cash Box—October 28, 1967
THE UNBEATABLES
BILL ANDERSON & JAN HOWARD
TOGETHER AGAIN

ON A GREAT NEW SINGLE
"FOR LOVING YOU"
C/W
"THE UNTOUCHABLES"
32197

DECCA RECORDS, A Division of MCA Inc.
Pick of the Week

JUNIOR SAMPLES (Chart 1069)
The Bird Mule (1:56) [Peach SESAC]

Cry a. . . .

HARLAN HOWARD (RCA Victor 9352)
It's Nothing To Me (2:50) [Greekgasm BM- Patterson]

Although noted as a tunesmith in his own right, Harlan Howard picks material from another's pen for this deck. The funk-filled plug side, "It's Nothing To Me," is a strong piece of material that should bring Harlan back to the chart path. Flip: "Home From The Forest" (3:07) [Wittmark & Sons ASCAP - Lightfoot]

ARLENE HARDEN (Columbia 41310)
You're Easy To Love (2:21) [Four Star BM-Burgess]

Having proved her sales potential as both a group member and a soloist, Arlene Harden should have no trouble in gaining the ears of many a deejay with this offering, "You're Easy To Love." A very attractive ditty, this mid-tempo romancer should soon be a chart item. Flip: "What Has The World Done To My Baby" (2:44) [Window BMI-Rhodes].

STAN HITCHCOCK (Epic 10246)
Rings (2:58) [Pamper BMI-Berrill, Pennington]

Coming very close to busting out with his recent "She's Looking Good," Stan Hitchcock bounces right back with a side that should see him slinking up a piece of chart real estate. "Rings," this tear-stained lament is certainly worth a listen. Flip: "Such A Little Teardrop" (2:35) [Screen Gems - Columbia BMI - Rabbit]

Newcomer Picks

BOBBY HARDEN (Columbia 43232)
After Having You (2:18) [Top Drawer ASCAP-Harden]

With the breakup of the Harden Trio, sister Arlene hit the charts as a soloist and now brother Bobby tries his hand at the solo game, hoping for a similar reaction. An attractive piece of wax, this deck, called "After Having You," may catch on. Flip: "My Heart's Caught In The Door" (2:50) [Ly-Rann BMI-Throckmorton]

DONNA ODOM (Decca 34193)
She Gets The Roses (1 Get The Tears) (2:14) [Page Boy SESAC-Odom]

Could be of national action in store for newcomer Donna Odom as a result of her Decca debut, "She Gets The Roses (1 Get The Tears)." Lark does a nice job with this bouncing, self-penned tale of woe. No flip information available at this time.

Best Bets

WILMA LEE COOPER (Decca 22219)
Time Keeps Standing Still (2:35) [Page Boy SESAC-Conway] Should be able to make an airplay in store for this solo outing by Wilma Lee Cooper. A pretty, tear-tugging ballad, this one could be a healthy dance. Flip: "Darling, How Could You" (2:04) [Southtown BMI-Smith]

JUNE STEARNS (Columbia 43321)
River Of Regret (2:08) [Ma-Ree ASCAP] Had better luck with "River Of Regret" than "Ole Love." This flip, a blues-tinged item with plenty of feeling, "River Of Regret," (2:08) [Ma-Ree BMI-Tindell]

DEWEY KNIGHT (Band Box 378)
A Girl Named Sue (2:17) [Earl Miles BM-BMiles] Here's a real pretty ballad that may stir up some interest for Dewey. According to legend, Songster offers a blues-tinged item with plenty of feeling, "A Girl Named Sue" (2:17) [Earl Miles BMI-Tindell]

HAPPY SHAMON (London 118)
(B-+) Good Get The Bad (2:12) [Alcaim BMI-Mine] In this stonking Western-flavored ditty, Dewey Knight boasts of having a real cool gal on his hands. Lots of appeal in this happy-sounding flip. "Good Get The Bad" (2:12) [Alcaim BMI-Mine]

BOB WHITE (Pyramid 904)

JOHN HARTFORD (RCA Victor 9945)

BILLY STACK (Columbia 42828)
If You've Stopped Lovin Me (2:08) [Starmap, BMI-G. & B. Collection] Billy Stack could pull in a goodly number of spins with this slow, feel-good ballad, which has a pop-aspect and could develop into a twin market seller. Flip: "Some Other Time" (1:40) [Tanner, BMI-Nelson]

C. W. MITCHELL (ABC 10992)
That See Me Last Look (2:29) [Tree, BMI-Pattorn, Miller] Might be some nice sales action in store for C. W. Mitchell as a result of this shifting tale of temptation. Scan it. Flip: "Love's Taken The World" (2:05) [Tree, BMI-Hartman]

BUDDY MEREDITH (Rice 5029)
Flip Top Beer (2:41) [Newkeys, BMI-Hall] Catchy, amusing, tale in praise of the kind of beer can you open with out an opener. Might be a biggie. No flip info available.

PHIL SANDERS (Blue Creek 162)
(B-+) Odd Man Out (2:27) [Yenah, BMI-Balogh] Dedicated lament. Flip: "It Seems Like Years And Years" (2:22) [Renee-Klein, BMI-Curved]

JIM PIERCE (Bravo 1016)
(B-+) Shake Hands And Come Out Fighting (1:57) [Cedarwood, BMI-Joy] Contagious variation on the theme of the eternal triangle. Flip: "I Don't Want To Mention It" (2:10) [Sure Fire, BMI-J. & K. Keene]

Country Roundup

(Continued from Page 50)

Leon Ashley and Margie Singleton, who have recently broken into country limelight in grand fashion, have been selected to open the plush 129-seat Country Gentleman's Lounge in Minneapolis. The nite spot will feature exclusively top country acts on a daily basis. Two weeks after the husb-and-wife duo of Ashley and Singleton, the club will play host to Claude Gray and his Graymen.

Boone's hottest country act, Kenny Price, has been booked to co-star at the big Pumper Dance this week (21) with Decca's latest flash, Jack Greene. Both artists are currently busing up the chart path, once again, with their latest singles, "Grass Won't Grow On A Busy Street" by Kenny and "What Locks The Door" by Jack.

Out at WMA-Davis, Wisc., is sponsoring a Lucky Lyrics Contest, in conjunction with Country Music Month, which calls for listeners to send in original Country Music lyrics to tunes they have written. From those received, one set will be chosen to be set to music and recorded on a label carrying the station logo, with 100 copies being distributed for sale to local stores. The tune will be aired every day and the contest winner will receive all writer's royalties. The sta-

tion, by the way, has just celebrated its first anniversary of broadcasting country music and is proudly claiming San Antonio spinners Jim Clemens and Dale Eicher have just been named by station manager Harrell Ranks as country-music directors of the 5000-watt outlet. Both men will be responsible for the selection of records for airplay... Some months ago, WPLO-Atlanta initiated a special campaign for the Fulton County Department of Family and Children's Services, in an effort to locate foster homes for their children. The air spots, recorded by Dottie West, had such an effect on the listening audience that the Department had to ask the station to stop the campaign until its staff could catch up with the amount of inquiries that came in... A special broadcast of a radio program called Master Control, produced by the Southern Baptists' Radio Department was heard in 400 stations, was aired by WSIX-Nashville in honor of Country Music, and featured interviews with a lineup that included Eddy Arnold, Tex Ritter, Roy Acuff, the Browns and composer Rakey Smith. The show, which took listeners on a tour of the Country Hall of Fame, was to be re-aired in a special segment during the convention so that visitors to town may be able to tune in.
BMI Presents 1967 Country Music Awards

NEW YORK—At ceremonies held in Nashville on Oct. 10, Broadcast Music, Inc. (BMI) presented thirty-seven writers and twenty-eight publishers with citations of achievement for the outstanding success of forty songs in the country music field during the period from July 1, 1966 to March 30, 1967. The awards were given out by BMI president Robert B. Saur and Frances Williams Preston, vice president of BMI’s Nashville office. This year, BMI awards are bestowed entirely on actual performances reported to the performing rights organization as part of its logging procedure.

"BMI has never limited itself merely to recognizing performances of music on countrywide networks,” BMI president Saur said in announcing the country music citations. “We also ascertain the usage of music by all of the thousands of independent stations in every section of the country. These performances are tallied by means of a scientific sampling system set up by Professor Paul Lazarsfeld of Columbia University."

Following is a listing of the 40 BMI award-winning country songs, and their writers and publishers, as logged by BMI for the period of July 1, 1966 to March 30, 1967.

WINNERS

AINT HAD NO LOVIN’
Dallas Frazier
Blue Crest Music, Inc.

ALMOST PERSUADED
Glenn Sutton, Billy Sherrill
Al Gallico Music Corp.

BLUE SIDE OF LONESOME
Leon Payne
Acclaimusic, Inc.
Glad Music Co.

DISTANT DRUMS
Cindy Walker
Combine Music Corp.

DON’T Touch ME
Hank Cochran
Pamper Music, Inc.

EVIL ON YOUR MIND
Harlan Howard
Wilderness Music Publishing Co., Inc.

FLOWERS ON THE WALL
Lewis Dewitt
Southwind Music, Inc.

FOUR-O-THIRTY THREE
Earl Montgomery, George Jones
Glad Music Co.

FUNNY FAMILIAR FORGOTTEN
Mickey Newbury
Acuff-Rose Publications, Inc.

GREEN, GREEN GRASS OF HOME
Cody Putman
Tree Publishing Co., Inc.

THE HURTIN’S ALL OVER
Harlan Howard
Wilderness Music Publishing Co., Inc.

I CAN’T STOP LOVING YOU
Don Gibson
Acuff-Rose Publications, Inc.

GET THE FEVER
Bill Anderson
Stallion Music, Inc.

I REALLY DON’T WANT TO KNOW
Rumbalero Music, Inc.

IT TAKES A LOT OF MONEY
Bob Morris
Four Star Music Co., Inc.

KING OF THE ROAD
Roger Miller
Tree Publishing Co., Inc.

LONELY AGAIN
Jean Chapel
Four Star Music Co., Inc.

LOSER’S CATHEDRAL
Glenn Sutton, Billy Sherrill
Al Gallico Music Corp.

MILLION AND ONE
Yvonne De Vaney
Silver Star Music Publishing Co., Inc.

MISTY BLUE
Bob Montgomery
Talmont Music Co.

OH, LONESOME ME
Don Gibson
Acuff-Rose Publications, Inc.

OPEN UP YOUR HEART
Buck Owens
Blue Book

RIDE, RIDE, RIDE
Liz Anderson
Yonah Music, Inc.

ROOM IN YOUR HEART
Francis Long, Sonny James
Marson, Inc.

THE SHOE GOES ON THE OTHER FOOT TONIGHT
Buddy R. Mize
Mariposa Music, Inc.

SOMEBODY LIKE ME
Wayne Thompson
Earl Barton Music, Inc.

STAND BESIDE ME
Tompall Glaser
Glaser Publications

STREETS OF BALTIMORE
Tompall Glaser, Harlan Howard
Glaser Publications

SWEET DREAMS
Don Gibson
Acuff-Rose Publications, Inc.

SWEET MISERY
Jan Crutchfield, Wayne, P. Walker
Cedarwood Publishing Co., Inc.

SWEET THANG
Nathan W. Stuckey
Su-Ma Publishing Co., Inc.

THE TENDER LOVING CARE
Buck Owens (Columbia T/ST 2760)

I’LL NEVER FIND ANOTHER YOU
Sanny James (Columbia T/ST 2788)

TONIGHT CARMEN
Merry Robbins
(Columbia CL 7225/C 9255)

ODE TO BILLIE JOE
Bobbie Gentry (Columbia T/ST 2830)

BRANDED MAN
Harlan Howard (Columbia T/ST 2799)

ALL THE TIME
Jock Green (Decca DL 4904/DL 4904)

TURN THE WORLD AROUND
Elvis Presley ( RCA Victor LPM/LS 3849)

IT’S SUCH A PRETTY WORLD TODAY
Wynn Stewart (Columbia T/ST 2737)

JOHNNY CASH’S GREATEST HITS
(Columbia CL 2678/CS 9478)

DANNY BOY
Roy Price (Columbia CL 2677/CS 9478)

BEST OF EDDY ARNOLD
(RCA Victor LPM/LS 3565)

LOVE OF THE COMMON PEOPLE
Wayne Jennings
(RCA Victor LPM/LS 3825)

SINGING AGAIN
Ennert Tubb & Lorette Lynn
RCA Victor DL 4873/CS 74872

ANOTHER STORY
Ennert Tubb (Decca DL 4867/74647)

COLD HARD FACTS OF LIFE
Tanya Whoppe
(RCA Victor LPM/LS 3797)

YOUR TENDER LOVING CARE
Buck Owens (Columbia T/ST 2760)

I’LL NEVER FIND ANOTHER YOU
Sanny James (Columbia T/ST 2788)

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ANOTHER STORY
Ennert Tubb (Decca DL 4867/74647)

COLD HARD FACTS OF LIFE
Tanya Whoppe
(RCA Victor LPM/LS 3797)

16 MY ELUSIVE DREAMS
David Houston & Tommy Wyman
(Epic LN 24235/BM 24235)

17 HITS BY GEORGE
George Jones (Capitol LPM/LS 3129)

18 BLUE SIDE OF LONESOME
Jim Reeves (RCA Victor LPM/LS 3799)

19 JUKEBOX CHARLIE
Johnny Paycheck
(Little Darlin’ LD 4066/S/LP 8066)

20 FOLKSY
Chet Atkins ( RCA Victor LPM/LS 3854)

21 NASHVILLE WOMEN
Hank Locklin
(RCA Victor LPM/LS 3841)

22 JACKSONAIN’T A VERY BIG TOWN
Horne Jean
(RCA Victor LPM/LS 3830)

23 CARRYING ON
Johnny Cash & June Carter
(Columbia CL 2728/CS 9526)

24 JUST BEYOND THE MOON
Tux Ritter
(Capitol T/ST 2790)

25 WINE, WOMEN & SONG
B. G. Grimshaw
(Sun 10482)

26 GENTLE ON MY MIND
Glenn Campbell
(Capitol A/ST 2809)

27 THE BIG HITS
Merle Travis
(Columbia CL 2719/CS 9519)

28 ALL MY LOVE
Don Gibson
(RCA Victor LPM/LS 3842)

29 WHAT DOES IT TAKE
Skater Davis
(RCA Victor LPM/LS 3836)

30 BEST OF CONNIE SMITH
(RCA Victor LPM/LS 3840)

Cash Box—October 28, 1967
NEW YORK—Oct. 13th was the date for the 3rd Annual Pro at the Glen Head Golf Turnney to swing out onto the fairways at the Bluegrass Country Club. The three-day tournament, which started Friday, was concluded Sunday.

The several-thousand strong gallery saw Columbus chanter Ray Price sink a 30-foot putt for the overall victory during the final round. Price was the only golfer to break par for the tournament and turned in some good holes to help hit team into the money.

A large gallery of fans followed Roy Wiggins and Del Reeves, some who played 12 days straight and stayed with them all through the play.

Excellent golf was the story behind the team with Pro Deane Beman as sponsor and Bob McCaskill who hit with Grissom ended with 123.

Country music was liberally represented among the twelve hole course. Booty Randolph and Peewee King were fascinating to the followers of Red Nichols and affiliated with Jim Brown, the singer, jumper, radio and television personality, who entertained them with their famed daughter, Dolly, who formerly recorded for Monument Records, RCA.

Sponsored by WSBE Radio, where Dolly & the Whirl launches a younger at age 9, "Dolly Parton Day" included a full day of ceremonials visits to the Tri-State Radio Station, WSM, at the Indian Ranch in Webster, Mass. where the recorders had to sit out in a rainstorm in order to catch the show. He also appeared on the "Squish a large "1" held at Weiss glass Stadium on Staten Island, with Dave Dudley, Johnny 8 Dollar, Van Taylor and others, and with Hank Williams, Jr. at the Colombo V.

Clay Hart Signed To Hickory Pact

NASHVILLE — Hickory Records has signed singer Clay Hart to an exclusive recording contract. It was announced recently.

Hickory executives Lester Rose and W. D. Kilpatrick, who announced the signature of Hart, said they expect to issue the 26-year-old baritone's first recording within the next few weeks.

Hart is a trade association club member at Amherst (Mass.) College, has made quite a name for himself on the Florida and New York hot spots for a few years. He accompanies himself on both six and 12-string guitar and has done a few country shows, show tunes, ballads, folk and pop music.

Performing with such notables as Jimmy Dean, J. J. Cale, Willy Nelson and Bob by Torpe, Hart's appearances have included the Diplomat East Hotel in Miami and the Landmark Hotel, Sarasota, as well as spots in New York, Cleveland and Las Vegas. He also has given concerts on a number of college campuses.

He recently moved to New York and was signed by the Gerald W. Purcell talent outfit.

Acuff-Rose To Package Hemisfair C&W Program

NASHVILLE — The International Festival of the Americas, which begins in April, will feature a Grand Ole Opry Show to be packaged by Acuff-Rose Music as the opening act.

Among the show's headliners will be Roy Acuff and the team of Homer & Jethro, as an estimated 15 sets will participate in the three-shows-a-week venture.

Additional names for the show will be announced by the booking firm as they are signed for the show.

Return of 'Gumdrops'

NEW YORK — The Wilburn Bros, record of "Goody Goody Gumdrops" was inadvertently left off the Cash Box poll for the No. 23 spot. The record comes back into this week's magazine at the No. 31 position.

Dolly Parton RCA Pact Announced At Her Day

NASHVILLE—A surprise announcement of a new RCA affiliation with RCA Victor Records was made here recently. Dolly Parton, a former WSM-TV, at the Oct. 7 "Dolly Parton Day" tribute which homed in on her fame and success in the music business.

"Swing" Hooker, Dollar, finish youngster was at 70, FM well, Musk face The publisher, a Country had. the up knickers Price lead, twice. five keep professional:rm Perry QUEEN KITTY:STli PRO:🍀 PERTURBING ST:DEL: 'rm:stli IStli I:rm onto:rm. RANDOLPH, good Evans, Pro Atkins, who played a separate team to win the annual Contest. At the 18th total, Rogers topped the winners. the strokes of Glenn City. One other, of the 1967 edition, was a member of the team the large of Jimmy, a member of the team in the annual event. Hart, manager of the team with coarse. the recent event was announced by King, the daughter. King's voice the idea of the team's place in the world and with his wife, the publicist, for a special program and a Country Music show on the court house.

Other highlights of Dolly's day were laudatory telegrams from dignitaries and city officials, Country Music stars on WSM and WSMW, and the news that she purchased the team of the famous star's RCA.

Native Sons Down In Mouth Nashvillians in the Music City U.S.A. were shocked to learn that the strong team but, none of the less, fin-ished 12 down under the winners. The team, consisting of Pro Ed Matthews, businessman; Jud Collins, of Columbia Records; and Harry Small, at the Brentwood Country Club; and Randy Wood, former president of Dot Records, this morning, at Randy's Rec-Shop in Gallatin, Tenn.

Country stars Bud Logan and Bob Luman came in for their share of fun along with the enjoyment of placing with large galleries as on seeing their favorite artists as watching the golf game.

Young team with Pro Lionel Hebert to finish along with Hung and Bob McGlynn. The group, colorful as the autumn leaves, belied the success, were some of the celebrities, the Minnie Pearl with her bright tartan minnie skirt and tights lent more than good golf to the affair. She kept up a constant barrage of patter aimed at Phil Harris who equalled the hall with remarks which brought laughter from the crowds.

Ferry Como got warily buttoned on several occasions by the group, one of the old timers, one of whom, a little old lady, rushed out onto the 18th green and waited for the group to pass.

Lawrence Welk was besieged by old and young alike, for his charm and tact with babies, and advice on how to succeed in the music world.
Engelbert Humperdinck has established himself as one of Britain’s biggest sellers both at home and abroad with three consecutive hit singles. “Release Me” topped the charts for six weeks, sold a million in Britain and two million in other territories. This was followed by “There Goes My Everything” and his latest release “The Last Waltz” has earned him his second Gold Disk. After a nation wide tour of Britain Humperdinck, who records for Decca, opens a four-month season at the London Palladium on December 19.
The National Jazz and Blues Festival which, at its last outing, pulled close to 50,000 paying customers from the U.K. and the continent may be in danger of losing its Windsor racecourse venue. The Windsor Council's General Purpose Committee, which approved the Jazz and Blues Festival last year, has recommended that the council refuse to grant the National Jazz and Blues Festival another license to hold the fete on the racecourse. Reason given for the refusal was the racecourse's need for security and internal movement of the young people who go to the jazz and blues fete in their thousands. NFJ Chief Harold Pendleton, who has been running the jazz and blues shindie for the past seven years, has overcome similar objections before. Indeed, the NFJ has managed to secure a similar decision by the Windsor Council last year. Pendleton is emphatic that there will be another event next year even if he has to find another venue. "I applied for another license early," he said. "But the council refused to grant the license for the racecourse, and offered me a new site." Pendleton averred that the jazz/blues/pop fete is now not only the biggest of its kind in Europe but is now on a par with the Amsterdam and Monterey get togethers. It is growing because more people are coming in from the continent for the three-day session. At this year's event, more than 1,500 people camped on site.

Duu Harvey, Chairman of the new production mill, Poppy Records Inc., which licenses product to MGM Records in this market, is scheduled to attend the NFJ this week. Harvey is also slated for a trek of the Common Market countries with Rex Oldfield, Managing Director of MGM here, to introduce product to local licensees. Poppy Records release "Don't Go Way Little Girl" by the Saxes ran into a BSC ban (albeit unofficially) because producers contended the Janis Ian song was too close to the second Poppy release "Caterine" by the Maze has raised the ire of the copyright owners Ricordi of Milan. The publishers object to the phonograph of the classic and have threatened to take legal action if the disk is issued.

The Broadway musical "Sweet Charity" starring Juliet Prowse opened in London last week to rave reviews. This year British copyrights are controlled here by Campbell Connolly having been acquired by the company's Managing Director Roy Perry on one of his stateside trips. The big number for him in this country is an underwritten Shirley Baker and James Davis budding Art- ists recording is already hitting the charts. Indic producer Norman Newman is in town this week to talk about his new album recording by CBS early this year. The new recordings include an instrumental version of "Big Spender" by the Dave Wood Sound (MGM), "Baby Dream Your Dreams" by Tony Bennett (CBS), "Where Are You Going" by Barbra Streisand (Columbia) and "Goody Goody" by Monty Babson (CBS) and "Sweet Charity" by the Bob Miller Band (Columbia).

Still with Campbell Connolly the company's professional Manager Mike Collier has been active in the formation of writer-oriented publishing compa- nies and of which he has help form one written successful Goulumidt penned hits such as "Bus Stop" by the Hollies, Herman's Hermits "No Milk Today," "Pamela Pamela" by the Blue Arrows, the Mindbenders, "School Girl" as well as the Shadows "Naughty Nippin Nights." He has just completed the five numbers for Herman's next film "Mama, You've Got A Date With The Devil" and also has completed the final negotiations with Vaudville Music Ltd. in association with hit writer Geoff Stevens and Quorum Music. Under the provisions of the final agreement, producer is responsible for the current charter "From the Underground" by the herd. The songwriting team behind the herd's success is Ken Howard and Alan Blakely who have just opened a publishing company in association with Campbell Connolly to be known as Tad Tunes Ltd.

Philip Solomon's independent label Major Minor is celebrating its second chart entry via the Dubliners' "Black Velvet Band" since setting up operations in January this year. It was in April that the Dubliners broke through the chart barrier with their Irish folk ballad "Seven Drunk Nights" and took up residency for ten weeks. 40 singles and 12 LP's have been issued by Major Minor during their ten months existence and the latest 5-album issue comprises a Dubliners album, a starring of the Bau-Duo Group, "All My Life," a comedy album, "One Night Stands," a children's album, "Riddles and Rhymes," and show tunes album. Solomon is currently putting a mammoth promotion campaign behind new discovery David McWilliams who makes his debut with an original composition called "The Servant's Ministry." The combination of songwriters Ken Howard-Alan Blakely and publisher Howie Lynn's "The Servant's Ministry" became available last week. It was only a year ago that Howard-Blakely presented Geller with a composition they had penned for a new group Dave Dee, Dozy, Beaky, Mick and Tich. The number was "You Make Me Feel so Fine" which its writers thought would be an ideal vehicle for entrants not only in Britain but on the continent, particularly Germany where they are very popular. Their latest Fontana disk "Zabadak" is not likely to play the same role. So far as the rule, Jack Marvin, head of Screen Domes, Columbia, is concerned, the road to international success, Howard-Blakely have turned their songwriting efforts on to the herd who are having their first taste of chart success with "From the Underground" also released by Lynn.

The hard core British jazz fan, who over the past few years, has witnessed a marked increase in volume of top-line American jazz musicians visiting this country is currently being feted as never before by a battery of U.S. artists. Under the auspices of the Newport Expo '67, the Harold Davison agency, in association with George Wein and sponsored in part by Pan American Airways and the United States Trade Service, has mounted a $56,000 jazz fete which, if esti- mated at 100,000 from the states, will show a return of $100,000 from the U.K. alone. Part of the festival, which involves 14 artists and which has been in the planning since last May, will go to seven European countries during the next two weeks. According to Jack Higgins of the agency, there is no clear leader in the field of jazz importation, half the seats for the jazz package were sold out before the announcement. Higgins forecast that the Jazz Expo will break only "two or three" on an annual one. Musicians connected with the event will which play 17 major European cities include Gary Burton, Miles Davis, Herbie Mann, Thelonious Monk, Charles Mingus, Kevin Garrett, Stan Getz, Teddy Wilson, and Newport All Stars (led by George Wein, producer of the Newport Jazz Festival).

Quickie: "The Last Waltz" still toppling Best Selling Sheet Music Lists for Dave Brubeck, also topping chart are Headley & Bennett and for screeners coincidentally with latest HMV single "I'm Coming Back..."... Deram hosted rec- eption for new British group the Timewalkers' first LP, "The Time!""... A Tim Hardin composition "Don't Make Promises" published by Robbins... Top Belgian singer Adamo in Britain for promotional tour has new single on Decca called "Let's Pretend," his first hit, "I'm Going to London." American artist in town include Stewie Wonder and just arrived and Walker for a week from Tama Motown and Bobbie Gentry whose No. 1 "Ode To Billie Joe" is breaking her on Capitol... Private concert last week the couple currently honeymooning in Puerto Rico and New York...
BRAZIL—In an atmosphere of suspense and general interest from the public, four more finalists have been chosen at the Third Festival of Brazilian Popular Music eliminations contest.

They are “Domingo No Parque” by Gilberto Gil, “O Cantador,” penned by Dori Caymmi and Antonio Carlos Jobim, “A Estrada RJ Voleiro,” written by Sidney Miller and “Samba De Maria,” penned by Francis Hime and Vinícius De Moraes. These finalists were sung, respectively, by Gilberto Gil, Eis Regina, Sidney Miller & Nara Leao and Jair Rodrigues.

With these four numbers, the total entries for the finals is eight, with four more to complete a total of eight that will compete for the winning five numbers. A jury of 13 is making the selections.

The event, which is realizing the introduction of more contemporary sounds to the Brazilian public, is organized by Emissoras Unidas (Channel 7 of Sao Paulo), with participation by two magazines, Manchete and Patos & Patos, and sponsorship by Viva (of Swift do Brasil).

RCA Plans Manufacturing Unit In Northern England: 2nd in Europe

LONDON—RCA Great Britain has applied for planning permission to build a record manufacturing unit in Washington New Town near Newcastle upon Tyne in the industrial north of England, Cash Box has learned. If, as expected, permission is granted, building is likely to get under way in November and completed in about a year. This will be RCA’s second completely independent plant in Europe, the other is the one operated by RCA Italiana.

RCA Italiana Division To Sell Expensive LP’s On Installments

Giuseppe Ornato, managing director of RCA Italiana, has announced the formation of a new company called RCA Amici Del Disco. The new company has been formed for the sales of selected records on an installment basis, through 60 agencies located in all principal Italian towns.

Ornato detailed the purposes of the new firm. The firm will act independently from RCA Italiana, as a separate distribution firm, whose activity is limited to the sale of album packages released by RCA.

These packages, classics of recorded music, represent an expensive product which cannot be addressed to the usual record customer, and which, therefore, cannot be sold through the normal channels.

“It is interesting to note,” Ornato said, “that through this experience we have discovered a complete new market that was impossible to reach through the usual sales methods. The shop sales of such expensive packages were usually very low, while now, through initial experiences, through the installment system, sales have reached highly satisfactory levels.”

Product Represented

RCA Amici Del Disco has a catalog, which includes presently about 30 packages. The most important are: “History of the Italian Music, including 40 LPs, “Toscanini’s Art,” composed of 50 LPS, the packages devoted to the composers of Bach, Beethoven, Rachmaninoff; a special package brings together the most brilliant operatic performances of famous singers such as Caruso, Di Stefano, Gigli, Röschling, Ponselle and Tebaldi. Another package entitled “Leaders of Jazz” is devoted to top jazz performers, and another one is devoted to 100 top international light music successes.

The price range goes from Lit. 158,000 (about $255) for the “History of the Italian Music” to Lit. 59,000 (about $160) for “Toscanini’s Art,” to Lit. 7,920 (about $13) for the smallest package.

The company is organized with 40 different agencies (soon to be increased to 60) located all over Italy. Every agency is charged with the contact of customers. They take the order from the client, and the product is dispatched directly from Rome to each customer.

Cash Box—October 28, 1967

Rosa Disk Execs Head RCA Color In Italy

ROME—Executive appointments to RCA Victor’s new TV-manufacturing company have been made. They include: Enrico Piero Galeazzi, president of RCA Italiana Records as chairman of the board; Giuseppe Ornato, managing director of the label, as vice chairman of the board, and William B. Miller, from America, as managing director. New firm, called RCA Colors S.p.A., will build a factory near Rome, and supply sets to all outlets of the European Common Market.

DGG-Aberchib Ties

HAMBURG—Negotiations between Ralph Walker, of the Noel Gay Organization and Ferry Wienecke of Les Ed. Int. Basta, N. V. are expected to result in the formation of a joint company, which will represent the interests of the Noel Gay Organization in the territory of Benelux. The activities of the new company will include the exploitation of Noel Gay music copyrights in the Benelux territory as well as the booking of the company’s artists’ stage, film and television and promotional tours.

Giuseppe Ornato & Cash Box’ Marten

Bospel Set For German Market

AMSTERDAM—After a successful discussion, Bospel Music has concluded a general contract with RCA in the countries with Hans Wewerka Interantional Nachrichten Services KG (Inmus) and Modern-Inter Artists, Munich. Wewerka, with establishments in Berlin, Munich, Zurich and London, will look after the interests of Bospel Music in Germany.

The co-operation concerns, beside copyrights, also the promotion of Dutch artists in Germany and especially the exchange of musical productions (radio & television film music as well as international directed records, productions). A new single of Bibi Johns with “Love Is Patient” and “Trance A Little Longer” will be released in Holland. Release also in the U.S., England, Germany and Sweden. Many of the record productions are recorded in England and Switzerland (Lausanne), with the best musicians available in these countries.

See Neel Gay-Basart Deal

AMSTERDAM—Negotiations between Ralph Walker, of the Noel Gay Organization and Ferry Wienecke of Les Ed. Int. Basta, N. V. are expected to result in the formation of a joint company, which will represent the interests of the Noel Gay Organization in the territory of Benelux. The activities of the new company will include the exploitation of Noel Gay music copyrights in the Benelux territory as well as the booking of the company’s artists’ stage, film and television and promotional tours.

DGG-Aberchib Ties

HAMBURG—Negotiations have been completed under which the Aberchib Publishing catalogs of Tokyo, South Africa and Scandinavia will in future be handled by The DGG—Phillips

Disk Acts Headline Royal Show

Paxton Sells Out Royal Albert Hall

LONDON—This year’s Royal Command Show at the London Palladium on Nov. 11 will be filled with top disk names. Those appearing at the show from the world of recordings include Sandy Denny, Katie Bell, Cilla Black, Max Bygraves, Dickie Valentine, CARR, Tom Jones, Lulu, Rolf Harris, the Rockin’ Berries, and Mireille Group, This is an extension of DGG’s expansion in the publishing field, which started last year with the acquisi-
A new publishing house has been formed in Buenos Aires in association with Quinto Records. Name will be Quinto Ediciones Musica. Among its activities, it will be located at the label’s address, Rodriguez Peña 40, Buenos Aires. Manager of the publishing house is Gustavo Sjogren, a former official of Quinto Records. The company has access to libraries containing the two latest releases, "La Carrera de Sing Sing" and "Monchito," which will be the first to be released on the new label. The songs, "Monchito" and "La Carrera de Sing Sing," are owned by Arturo M. Alarcon. The new publishing house will also have access to the Nashville Sound, a national network with a vast array of songs.

Guys Mardel's first single through CBS has just been released; titles, "Qui naime pas les filles" and "Kitty." This record has been released at the very moment when Guy Mardel was awarded the "Grand Prix de la Chanson" by the International Festival of New Orleans (LO-N,N). This is Mardel's fifth prize in about a year's time (after Rio de Janeiro, Buenos Aires, Bratislava and Brussels in Austria). Mardel's singles were also released a single this week. The two songs, "Un volon sur le toit" and "Les vertes années," are already well known among young disc stations. The text of both having been written by Charles Anzouvar for them.

Each week now, several French artists are choosing single records instead of EP. Only young artists have decided to take up singles policy for English and American records, they affirmed their purpose to keep alive for France releases in Francophone records. We are going to see a lot more French singles on the French market in the near future. We can see the popular French songs release their own singles, and the results are interesting.

Each week now, several French artists are choosing single records instead of EP. Only young artists have decided to take up singles policy for English and American records, they affirmed their purpose to keep alive for France releases in Francophone records. We are going to see a lot more French singles on the French market in the near future. We can see the popular French songs release their own singles, and the results are interesting.
What makes this Paul Mauriat LP outsell all other Christmas Albums?

Programme!
Music for everyone’s Christmas, sacred, secular, popular, traditional - music for the quiet of Christmas Eve, music for the fun of Christmas morning.

Performance!
Mauriat arrangements of impeccable taste for his orchestra and chorus that make the familiar seem new and the new familiar - all in warm, round stereo.

Presentation!
Packed in a festive gold-foil cover - a glittering decorative showpiece that will dominate every shop window.

PHILIPS
Germany

CashBox

Would you believe Frank Sinatra, Barbara Streisand and Elvis Presley all lined up at the state employment bureau in order to get booked on a TV show? While it's a bit absurd, the fact is that there is some truth to the situation which has recently kept show business in this country on its toes. The problem is not new but has come to a head with national headlines of 'Abend-Blatt.' The daily reported that the State Employment Bureau wants to stop all private artist agencies. The way chosen is simply to not issue licenses for new acts and not renewing licenses as they expire. The state employment agency believes that every type of job getting belongs to their agency and that including show business. Since the agency does not collect personal data on all managers, agents, etc., are therefore unwelcome parasites. Not only the artists, but also the employers such as radio, TV, film, the fashion branch, etc., are suffer- ing from this situation. A well-known figure in the business recently stated that he felt that a person who gets jobs for artists, a manager or agent, cannot be a person who is not assisting the development of employment agencies but must understand also live in the world of show business. It's impossible to believe that well-known artists want to be handled by the state employment agency.

The state employment agency throws agents and managers in the same category. They don't recognize the fact that a personal manager is more than an agent for his artist. Take Brian Epstein for example. He worked hard to develop artists such as the Beatles. He made sure that their records were top quality, got them good jobs, worked on their personal press relations and a million other things. This very personal type of management could never be done by a state agency, but the private manager is not allowed in Germany. That means that the career of stars such as the Beatles would have been stopped by the state agency for employment.

The artists feel that they are left alone. You can't expect the artist to sell himself. A top local artist recently stated that he is, of course, registered by the state employment agency but can't remember when the agency offered him a decent show or job. "I've had to starve to death if I had relied on the state employment agency," said the artist.

There are now even rumors that models and bands are under the state agency, and the head of a large Hamburg studio said that they are considering suing the agency as they feel that the job being done is absolutely illegal. How about U.S. and other foreign stars? If they work in Germany, they also want the agency's approval to take care of their affairs. I am not certain that the state employment agency will ever allow a foreign artist to be managed. Attempts for a look at the first stars have been turned down. The stars tend to call the law and the managers who are well-known in the business just continue to work but illegally. But new artists who desperately need the help and development that a manager or agent could give them just die out. A young artist recently made the top 20 in the hit parade and was presented in 8 TV shows in a 10 week period, and is still starving as he has not received a single job in a club or tour as he has no management and does not have the connections necessary to get work.

Hans Gerig has his publishing firm going full swing on the promotion of the music for "Thoroughly Modern Millie" which has now opened here as a film. Two German wattashes of the tunes have been done by Conert Records including "Jingle Bells" and "The Best Is Yet To Come" with Les Sidek.

Trudy Meisel from Hanka Records dropped by to give the big push to "From The Underworld" by the Herd and "Waiting In The Storm" from the Family Dog. Although not a big wattash, German wattas are a fact of the world and Germany has no show business to speak of. Record stars who are not big enough to do international work must take full-time employment in another field or starve to death even though they sell well in their own record stores. Germany has very few international stars, but if the state employment agency continues to try to monopolize a field which they know nothing about, it won't take too long until there are no stars left to manage.

German Record Mfr's Sales

(Courtesy "Schallplatte")

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<td>1</td>
<td>San Francisco — Scott McKenzie — CBS</td>
<td>Edition Intro. – Meise</td>
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<td>2</td>
<td>Roberto und Julia (Romero and Julia) — Peggy March — RCA Victor / Bolte Budde Music</td>
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<td>3</td>
<td>We Love You — The Rolling Stones — Decca — Hans Gerig</td>
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<td>Adios — Ronny— Telefunken — Maxim</td>
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<td>Rollin’ &amp; Dancing — Dave Davies — Deutsche Vogte — Acker-Bach Music</td>
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<td>All You Need Is Love — The Beatles — Odeon— Northern</td>
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<td>Komm Allein (Come Alone) — Wencke Myhr — Polydor — Hanshaft Music</td>
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<td>Mona Lisa vonDir (My Love for You) — Roy Black — Polydor — Riva Music — August Seith</td>
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<td>Coffee — A String — Sandie Shaw — Deutsche Vogte — Hans Gerig Music</td>
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<td>Original Dupont — Manuela — Telefunken — Edition Intro. — Musik Mfr’s Sales</td>
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Mexico

Mexico's Best Sellers

1. Esta Tarde Vi Llover — Armando Manzanero (RCA) — Marco Antonio Muñiz (RCA) — Los Cuatro Brillantes (CBS) — Angelica Maria (Musart) — Los Aragón (Musart) — Carlos Lico (Capitol) — José Martín (Peerless) (RCA publishing)
2. Munis — Sonora Santanera (CBS) — Carlos Campos (Musart)
3. Quinceañera — Los Vlamers (Musart)
4. Adoro — Carlos Lico (Capitol) — Armando Manzanero (RCA) — Manny Be- lo — La Gran Trenza — Epoca (MFA) — Carlos Lico (Capitol)
6. Shake — Lucille — Los Yaki (Capitol) — Los Rockin Devils (Orfeon) — Ponsi-mumunu
7. Palabras — The Monkees (RCA) — Memumuna
8. Ciera Los Ojos — Marco Antonio Muñiz (RCA) — Carlos Lico (Capitol)
9. Estoy Pensando En Ti — Sonora Santanera (CBS) — Trio Avello (CBS)
10. Si Hoy Fuera Ayes — Julio Jaramillo (Peerless)
11. Cuando Tu No Estas — Raphael (Gamma)

WHAT'S GOING ON HERE? — Deciding to sign the Bongo Dog Doo Dah Band to a recording contract was a quick and simple solution for Liberty Records (England) managing director, Robert Reisdorf, but when the time arrived to sign the contracts, things quickly became somewhat more complicated. The 7-piece outfit descended on the Liberty offices with their lady manager, Alma, and proceeded to turn what should have been a serious legal matter into something of a scene. Shown here (from the left) are Larry Smith, Vernon Nowell, Vivan Stanshall, (front) Robert Reisdorf, (back) Ray Williams, (back) Roger Speer, and (front) Alma. Seated (from the left) are: Neil Mackenzie, Music Stafford and Rodney Nider, (The group's first Liberty rel- 

Metronome's Kraul Sets Visit To U.S.

HAMBURG — Lief Kraul, managing director of Metronome Records, Germany, flew to London, England on Oct. 29th, for a ten-day visit. He has meetings with Atlantic Records to discuss the promotion of "Soul" in Germany, and with Ekletra Records, with whom he signed a new 3-year deal, which comes into effect March 1st. He will also visit MGM which release disks by German trumpeter and Mondial artist Roy Etzel in America.

Kraul's visit comes at a time when Metronome is booming in Germany, with a 25% increase in turnover for Oct. The increase is partly due to the success in Germany of artists such as English group, The Smoke, the Swedish singer, Siw Malmquist, and Alla-Lena, and a lot of good selling "soul" singles. Another contributory factor is the massive increase in LP sales by artists such as Johnny Mathis.
We have been informed that the next Procol Harum disc will appear in Italy under the label of RCA Italiana. The managing director of RCA Italiana, Mario Landini, has announced that the exclusive distribution of Procol Harum product in Italy will be taken over by RCA Italiana. While their new song "Homing" is reported as a strong success in the States, it has not yet been released in Italy. CBS Italian has announced that their company has just recorded its Italian version of "E Lora Dell'Amore." The flip side is "Noi E L'Altri," a song which will serve as a leit-motiv for a TV series which will be programmed weekly starting in November.

Since the beginning of CB Italy has been publicizing the fact that CBS Italian is now releasing its new singles on the Italian market with immediate public reaction.

Girasoli is the name of a young singing duo recently presented by RCA Italiana. The singer who recorded its Italian version of "Voglio Girare Il Mondo." In France last week, they introduced their song on the French market via radio and TV performances.

The Sanremo Festival has been told that Stevie Wonder will perform November 1st at the Titan Club in Rome.

Dino, top RCA Italiana singer, is presently engaged as a film actor. RCA Italiana has announced that their company has just recorded its Italian version of "Voglio Girare Il Mondo." In France last week, they introduced the song on the French market via radio and TV performances.

Durium has announced the release during October of 35 different LP's derived from their distributed catalog of Chess, Argo, Prestige and King.

Top RFI artist Fausto Leali will soon be awarded a golden disc for a million records sold of his big hit "A Chi." Italian version of the U.S.A. copyright "Hurt." Pino Veneto has also informed us that RFI staff is already strong in preparation for the San Remo Festival. RFI盼 to take part this year: Fausto Leali, Ivan Zanchetti and the group I Giganti.

La Cappella, the Parisian branch of Ricordi, has announced the visit in Italy of Astrud Gilberto. The top pop songstress will take part in a special TV show devoted to Brazil. She will present the Italian versions of之旅n's "Jeanny," "Bummi Uv!" and the latter song is an Italian version of "Summer Samba." Astrud will also take part in the top TV contest, "Par-titissima" as a member of Bally's contract. She will star in a guest at the opening of the pop series "Settivoci" where she will present the Fermata original copyright "Strizzle.

Sanremo Festival has been told that EP records have been awarded the leit-motiv of the pop TV series "Settivoci" entitled "La Quadriglia." The song will be coupled on a new single with "L'Incendio A Rio." Sasha is expected in Italy November 7th. He will present the opening transmission of "Settivoci" where he will present both songs.

EMI Italiana will strongly promote a new single by Cliff Richard. The popular English singer will perform songs from his last film hits, "Got The Feeling" with the Italian title of "Oh, No, No" and "The Day I Met Marie" with the Italian title of "Un Gior na." French EMI will introduce in France the top talent of Al Bano. Under their Pathé label, they have just released the first EP of their young talent. Title of the single is "Ne Sole," "Il Mondo Dei Poveri," "Io Di Notte" and "Pensieri P. 33.'

Scandinavia

Local group Gîngenoldkorn recently made a new single here for Karusell. On Nov. 1st, they are leaving for a tour that takes them to New York, Chicago and other American spots.

Hooten Singers, polar recording group, just off for TV in Norway. Another LP by them is planned for release in near future. Mats Olin, also on Polar, will also have an LP at the meeting.

Lennart Reuterskold of Reuter & Reuter AB just about to start a business trip that takes him to Germany, Austria, France, Italy, Switzerland, among others. Reportedly, Mats Olin in Bifrost will be told Cash Box that after working hard with the Jobete songs over the last years the result is now seen and the Detroit sound is coming out on very strong all over Scandinavia. He has also obtained the musical "The Man Of Kohl." The Philips LP album from "The Merry Widow" (now a great success at the Opera) The other part of their series "Dancing In the Streets of Paris." The other part of their series "Dancing In the Streets of Paris" is a very good result since the album was released only a short time ago.

Olga is out with two new singles with local group Hep Stars. One of them includes "She Was a Wild One The Song You Used To Do," the other has two titles in Swedish.

Record releases from EMI include "Look In Your Eyes" with Scott McKenzie on Ocean, "Kind Midas In Reverse" with singles on Parlophone, "The Man Like A Lady" with singles on Parlophone and a new Sin for Ingrams in Swedish "The Man Like A Lady." The last two are considered a very good result since the album was released only a short time ago.

I Can Wait is the title of a new film with Olga and Jungars, directed by Peter Goldstein, which was used in the British BICTV show "Top Of The Pops" recently. Some Grammofon AB is now expecting it to be shown by TV in other countries. The record with the same title is thus far released in half a dozen countries outside Scandinavia.

Italy's Best Sellers

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Denmark's Best Sellers

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Norway's Best Sellers

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Finland's Best Sellers

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Japan’s Best Sellers

This Week

1. "Let’s Go Classics"—The Bunnys (Seven Seas)
2. The Spiders Album No. 1—The Spiders (Philips)
3. "Sergeant Pepper’s Lonely Hearts Club Band"—The Beatles (Odeon)
4. "Young Beat"—The Blue Comets (CBS)
5. The Jaguars Meet The Carnabees—The Jaguars & The Carnabees (Philips)

LOCAL

This Week

1. "Masks"—The Bunnys (Seven Seas)
2. The Spiders Album No. 1—The Spiders (Philips)
3. "Sergeant Pepper’s Lonely Hearts Club Band"—The Beatles (Odeon)
4. "Young Beat"—The Blue Comets (CBS)
5. The Jaguars Meet The Carnabees—The Jaguars & The Carnabees (Philips)

INTERNATIONAL

This Week

1. "Monna Lisa No Hohocemi"—The Tigers (Polydor) Publisher/Wata-nabe
2. "I Love You"—The Carnabees (Philips) Sub-Publisher/Shinko
3. "Monna Lisa No Hohocemi"—The Tigers (Polydor) Publisher/Wata-nabe
4. "I Love You"—The Carnabees (Philips) Sub-Publisher/Shinko
5. "Monna Lisa No Hohocemi"—The Tigers (Polydor) Publisher/Wata-nabe
6. "I Love You"—The Carnabees (Philips) Sub-Publisher/Shinko

Although Sandie Shaw’s new single “You’ve Not Changed” has not been released here yet, Dutch female singer Mariska covered hit in Dutch (“Dag En Nacht”) which might be a great start for this new singer.

New record “Zankuno” by Dav Dee & Co promises to be a smash hit. Phonogram released it on Fontana October 13th. The group will come to Holland Coach for a short promotion tour and a TV recording. Page One released last week the Larry Page production “Dream Magazine” by Svensk which is expected to make the charts very soon. Kiki Dee was in Holland Oct- ober 12th and released also for Fontana, her Dutch TV show “Wauw.”

There is much discussion about the Amen Corner’s new release “World Of Broken Hearts” it’s going to be a fast climber in the charts. This new Deram success will be a Top Twenty record for sure. The group is coming to Holland October 21st for TV recording. “Our Parent’s House” by The Beatles and “The Best Of Imca” by Imca Marin, Bobbi Gentry is riding high on the Dutch hit parade with “Ode To Billy Joe.” This week she reached the number one.

Roel Kruize, General Manager of Bovema’s pop department, released this week “Reve To Billie Joe” (Bobbie Gentry Capitó) (Chappell Amsterdam) Anthony Quinn’s "I Love You, Love Me, Love You," Procol Harm’s “Hombres,” Del Shannon’s “Run Away” and “There I Go” by Vikki Carr.

The Cream, The Buffalo, started with the very strong number “Tomorrow Is Another Day” which reached the top 20 in one week. Their record will be released in Germany next week where they are tremendously popular.

Joop Visser of the American repertoire department released the Buck Owens Album No. 1—The Buck Owens (Philips) in Holland and so it’s certain that this album will sell very well. Also Roel Kruize reports the release of the album “Ez Is Maar Een Tante Leen” of the famous American group the Texas Leasers. (Spencer Davis Group) The Jaguars, Imca Marin, Bobbi Gentry is riding high on the Dutch hit parade with “Ode To Billy Joe.” This week she reached the number one.

Japan’s Best Sellers

This Week

1. "Monna Lisa No Hohocemi"—The Tigers (Polydor) Publisher/Wata-nabe
2. "I Love You"—The Carnabees (Philips) Sub-Publisher/Shinko
3. "Monna Lisa No Hohocemi"—The Tigers (Polydor) Publisher/Wata-nabe
4. "I Love You"—The Carnabees (Philips) Sub-Publisher/Shinko
5. "Monna Lisa No Hohocemi"—The Tigers (Polydor) Publisher/Wata-nabe

Holland’s Best Sellers

This Week

1. "Monna Lisa No Hohocemi"—The Tigers (Polydor) Publisher/Wata-nabe
2. "I Love You"—The Carnabees (Philips) Sub-Publisher/Shinko
3. "Monna Lisa No Hohocemi"—The Tigers (Polydor) Publisher/Wata-nabe
4. "I Love You"—The Carnabees (Philips) Sub-Publisher/Shinko
5. "Monna Lisa No Hohocemi"—The Tigers (Polydor) Publisher/Wata-nabe

TO GROW UP IN JAPAN—Liberty artist Bobby Vee (left) Richard Oliever, Liberty director of artist relations; and Isao Atsumi (right) of Toshiba Musical Industries, met recently to discuss Japanese sales of Bobby’s newest single, “Come Back When You Grow Up.” Toshiba is the Liberty Records licensee in Japan.

Blessed Music will be represented with their own stand at MIDEM in Cannes January 21-27, 1968. Gorr is himself will be present.

George Kyoyama of the Golden Earrings produced for Durco in the Sound Park studio a number of his own with the dynamic group Statie from Volno. Insiders call the single—“What You Gonna Do To My Heart”—a future hit.

Blessed Music will be represented with their own stand at MIDEM in Cannes January 21-27, 1968. Gorr is himself will be present.
**Brazil**

The most important event of the week is still the "Third Festival Of Brazilian Popular Music" which is being presented in four consecutive weeks in the "Theater Record Centro," in Rio de Janeiro. The large coverage by the local press, the crowd attending the shows, and the fact that the records are being released as the songs are presented in the Festival, with great air-play, has made this musical contest the "talk of the town."

Another social highlight this week with the inauguration of the new recording studios of Discos Odeon in Sao Paulo. The studio was the scene for a large party hosted by the company.

Chantella Elina Pittman, who recently scored success in Europe, has a new double released on the Copacabana label: "Tem Mais Samba" (by Chico Buarque de Hollanda) and "E A Lua" by Adyles Magrossi, "Aneul" (Gerardo Vandre) and "Batucada Negro" penned by Dourm. The lark is also being requested for appearances in Portuguese radio.

Argentina and Brazil have now inked an agreement between BMG Argentina and Miguel Mendes is in Brazil and has had contacts with agents Marcos Lazaro and Waldomiro Sual for the acquisition of video tapes and special E.P.'s for the neighboring country where Brazilian music is having excellent acceptance.

**Brazil's Best Sellers**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>1</td>
<td>&quot;Eu Te Amo Mesmo Assim&quot;</td>
<td>Ferrmata</td>
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<tr>
<td>2</td>
<td>&quot;Neu Grifo&quot; (Genial)</td>
<td>Agnaldo Timoteo/Odeon</td>
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<td>3</td>
<td>&quot;Era Um Carvo Que.../Era Um Ragazze Che...&quot;</td>
<td>(RCA) Os Incrivels/</td>
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<tr>
<td></td>
<td></td>
<td>Gianni Morandi/RCA/</td>
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<tr>
<td></td>
<td></td>
<td>Os Beatmicks/Macombo-Rozenblit</td>
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<tr>
<td>4</td>
<td>&quot;A Whiter Shade Of Pale&quot;</td>
<td>Ferrmata</td>
</tr>
<tr>
<td>5</td>
<td>&quot;Acorda Maria Bonita&quot;</td>
<td>(Todamex) Ari Cordovil/CBS;</td>
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<td></td>
<td></td>
<td>Germano Ribeiro/RCA</td>
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<tr>
<td>6</td>
<td>&quot;This Is My Song/Minha Canc ea&quot;</td>
<td>Ferrmata</td>
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<tr>
<td></td>
<td></td>
<td>Pet Clark/Voque-Rozenblit</td>
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<tr>
<td>7</td>
<td>&quot;O Caderninho&quot; (Arlequin)</td>
<td>Erasmo Carlos/RGE</td>
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<tr>
<td>8</td>
<td>&quot;Poor Side Of Town&quot; (RCA)</td>
<td>Johnny Rivers/RCA Victor</td>
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<td>9</td>
<td>&quot;Reach Out I'll Be There&quot;</td>
<td>(Aberbach) The Four Tops/Motown-Rozenblit</td>
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<tr>
<td>10</td>
<td>&quot;Suplica Cearense&quot; (n.p.)</td>
<td>Ari Lobo/Cantagalo;</td>
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<td></td>
<td></td>
<td>Nerino Silva/RCA Victor</td>
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<tr>
<td>11</td>
<td>&quot;Para Pedro&quot; (Vitale)</td>
<td>Jose Mende/Copacabana;</td>
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<td>Brazilian Bites/</td>
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<td></td>
<td></td>
<td>Polydor</td>
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<tr>
<td>12</td>
<td>&quot;Estou Feliz/Putepp On A String&quot;</td>
<td>Ferrmata</td>
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<td></td>
<td></td>
<td>Ed Carrillo/Ferrmata</td>
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<tr>
<td>13</td>
<td>&quot;O Meu Corazon&quot; (Genial)</td>
<td>Wilton Miranda/RCA Victor</td>
</tr>
<tr>
<td>14</td>
<td>&quot;There's A Kind Of Hiss/So Eu N Voce (Fermata)&quot;</td>
<td>Herman's</td>
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<td></td>
<td></td>
<td>Hermitages/RCA;</td>
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<td></td>
<td>Os 3 Mares/Som Maior</td>
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<td>15</td>
<td>&quot;Jardim De Infancia&quot; (Saturno)</td>
<td>Ronnie Von/Polydor-CD</td>
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<td>16</td>
<td>&quot;Prova De Fogo&quot; (Fermata)</td>
<td>Wanderley/CBS</td>
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<tr>
<td>17</td>
<td>&quot;Groovin'&quot;</td>
<td>Wanderley/State/</td>
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<tr>
<td></td>
<td></td>
<td>Copacabana</td>
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<tr>
<td>18</td>
<td>&quot;E Taol Facil Dizer&quot; (Fermata)</td>
<td>Marcos Roberto/</td>
</tr>
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<td></td>
<td></td>
<td>Continental</td>
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<tr>
<td>19</td>
<td>&quot;Nao Posso Controle Meu Pensamento&quot; (Vitale)</td>
<td>Wanderley Cardo-</td>
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<td></td>
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<td>Original Brazilian Copyright</td>
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**Brazil's Top Ten LP's**

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<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>SGT. Peppers Lonely Hearts Club Band</td>
<td>The Beatles/Odeon</td>
</tr>
<tr>
<td>2</td>
<td>&quot;Obrigado Quebra&quot; (Agnaldo Timoteo/Odeon)</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>&quot;O Beleza&quot;</td>
<td>Chico Buarque de Hullanda/RGE</td>
</tr>
<tr>
<td>4</td>
<td>&quot;More Of The Monkees&quot;</td>
<td>The Monkees/RCA Victor</td>
</tr>
<tr>
<td>5</td>
<td>&quot;O Dom Rafael&quot;</td>
<td>Wanderley Cardoso/Copacabana</td>
</tr>
<tr>
<td>6</td>
<td>&quot;No Milk&quot;</td>
<td>Wanderley Cardoso/Copacabana</td>
</tr>
<tr>
<td>7</td>
<td>&quot;Golden Hits&quot;</td>
<td>Johnny Rivers/RCA Victor</td>
</tr>
<tr>
<td>8</td>
<td>&quot;I Had To&quot;</td>
<td>Wanderley Cardoso/Copacabana</td>
</tr>
<tr>
<td>9</td>
<td>&quot;Between The Buttons&quot;</td>
<td>Rollings Stones/Odeon</td>
</tr>
<tr>
<td>10</td>
<td>&quot;Four Tops Live&quot;</td>
<td>The Four Tops/Motown-Rozenblit</td>
</tr>
</tbody>
</table>

**Brazil's Top Five Double-Compacts**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
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</thead>
<tbody>
<tr>
<td>2</td>
<td>The Beatles/CBS</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Poor Side Of Town/Johnny Rivers/RCA Victor</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>&quot;O Caderninho&quot; (Erasmo Carlos/RGE)</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>&quot;Tributo A Martin Luther King&quot;</td>
<td>Wilson Simonal/Odeon</td>
</tr>
</tbody>
</table>

**WB Distribution Center For Canada**

Hollywood—Warner Bros.-Seven Arts Records has opened a fully self-contained distribution center in Canada to be known as Warner Bros.-Seven Arts Records of Canada, Ltd.

Records, headquarters in Maitland, has long planned its own facility in the lucrative and growing Canadian market. Its new division will handle its entire sales and marketing activities in Canada, including national distribution, sales and promotion functions for the company. It will also originate recordings in Canada for both the local and worldwide markets.

W.B. Distribution opened its doors Monday (10) for the official opening of the Canadian company, accompanied by Phil Rose, international director, Ed West, president of artists division Reprise, Murray Gitlin, comptroller and Leon Cabat, president of Vogue Records in France.

The new W.B.-4 Arts operation will distribute WB-4 Arts label, as well as Decca, Loma and Vogue Records, all subsidiaries to the WB-4 Arts Diskery.

The Canadian operation will be headed by general manager Ken Middleton. Comptroller will be Joe Edwards, national sales and merchandising manager will be Clyde McGregor and promotion will be headed by Claude Ramallo. Toronto branch manager is Bob Martin.

**Cash Box Australia**

We can advise you exclusively that a new publishing company known as Sydney Tree has been established in Australia as a result of the recent visit to this country by American publisher Jack Stopp, President of Tree Publishing Company, Inc., of Nashville, Tennessee.

Sydney Tree is part of the rapidly developing international Tree family and is a wholly-owned company or Harry's parent of Universal the first such ventures in this country for a Nashville publisher. Sydney Tree will operate under the direction and personal supervision of Barry Kimberley, president, and is the first of the international publishing company's new offices in Australia.

John McDonald of the Dick Shop, a prominent retailer in Melbourne, is now in the U.S. with his wife Kay to look at the record marketing side of the business.

That great American enter-tainer Trini Lopez is coming to Australia again for a brief personal appearance (Tour the end of the November. To get some action going in advance of the tour, the Australian Record Company are rush-growing a new Reprile label single featuring Trini with "Together" and "I Wanna Be Free.""

The Australian record business has been growing steadily during the last few years and is expected to continue this trend, with 1967 being a record year for Australian artistes.

**Australia's Best Sellers**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>The Last Waltz (Engelbert Humperdink/Decca)</td>
<td>J. Albert &amp; Son.</td>
</tr>
<tr>
<td>3</td>
<td>Rock 'n Sock /With Love (Ten Years/Reprise)</td>
<td>RCA</td>
</tr>
<tr>
<td>4</td>
<td>The Letter (The Box Top/Stateside)</td>
<td>J. Albert &amp; Son.</td>
</tr>
<tr>
<td>5</td>
<td>Massachusetts (The Bee Gees/Abigail)</td>
<td>RCA</td>
</tr>
<tr>
<td>6</td>
<td>Sunday We Love You (The Rolling Stones/Essay Music)</td>
<td>RCA</td>
</tr>
<tr>
<td>7</td>
<td>Dream Girl (Davy Jones/Asot)</td>
<td>RCA</td>
</tr>
<tr>
<td>8</td>
<td>Who Are You (Us Itachi/Reprise)/TNT/Asot/RCA</td>
<td>Leeds Music.</td>
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</table>

**JOINING THE RANKS**—The newest member of the RCA group of international licensees is Proiscido S.R.B. of Bolivia, Laureano Rojas, the firm's president, is flanked by Jose Vias (left), RCA's manager of record marketing and arrives from the "Mother office" and Auro Soja (right), the label's vice president of international records.

**Cash Box—October 29, 1967**
Editorial

Together Again!

Beginning this Thursday afternoon, jets will come bumping onto the expansive runways of O’Hare International Airport, taxi up to the frenetic hubbub of the arrival terminals and watch its passengers get swallowed up in the great metropolis called Chicago, Illinois—the Capital City of the Coin Machine Industry.

Among these tired travelers who will have journeyed halfway across this nation and ultimately across Chicago to the Pick Congress Hotel will be gents answering to the name of Leyser, of Denver, of Tabb, of Pierce. "Who’s this group?" some curious bellhop will ask. "Jukebox guys, I think," his buddy will answer.

Yes, jukebox guys, games operators and the fellows who make and sell the coin operated equipment which the public turns to every day for inexpensive entertainment and a convenient place to buy a pack of smokes, a bar of candy or a can of soda pop. If you were to call them all by one name, that name would have to be the Music Operators of America.

In its 18th year, the 1967 gathering of the MOA clan should be the grandest yet. The association’s position as the single, united voice of the music and games industry is recognized both within and without the trade, from the local association which looks to the national group as "high headquarters" to the very halls of the U.S. Congress which respects the name of MOA as spokesman for the thousands of American operators.

In 1966, the Convention heard the success story of Red Wallace’s mammoth membership drive. Now, the 1967 Show will hear another success story — that of Jim Tolisano’s tireless campaign to boost membership at the local association level in his quest for MOA support from the grass roots up.

For it is plainly true that the legislative frontline of this business is drawn in the grass roots of this country . . . in Springfield, Ill. where the ICMAO successfully turned back the anti-pinball octopus . . . in Tampa, Fla. where the FAMA met and settled an anti-coin table movement . . . in Albany, N.Y. where the NYSCMA continues its attempt to clear the muddled air over games prohibition with its licensing bill . . . and in all those places where a local group quietly, patiently and effectively maintained the status quo which is always shaky under the best of conditions.

The snowballing success of MOA was aptly put by Millie McCarthy last week when she said, "years ago it was like pulling a mule out of a mudhole to get operators to support MOA . . . now enthusiasm is so great it’s like trying to hold back a team of wild horses." Well, it is a fine sight to see our national association held in such esteem and to hopefully see that esteem serve up the largest representation of tradesmen at the Pick Congress this weekend. We’ll be on hand to meet and shake your hand . . . we like shaking hands with men who believe in their business — especially this business.
Wallace Offers Congrats to MOA

A Message from the President

The past year has been one of the most rewarding years of my life in this industry. In a scant twelve months MOA has accomplished objectives I would never have thought possible a few years ago. It has been my privilege to be a part of this progress, and I take this opportunity to thank the officers, directors and staff of MOA who have made it possible.

Yes, it has been a remarkable year indeed for MOA. The seemingly never ending problem of adverse copyright legislation has to all intents and purposes been moved a long way toward satisfactory solution. The initiation of the MOA Link Letter, available to all state and local groups for guidance in establishing new as well as strengthening existing associations, has proved to be one of MOA's most valuable contributions to industry progress.

Probably our most ambitious and most successful project this year was to initiate a grass roots program of MOA officers traveling the length and breadth of the land to visit various areas in either forming new regional associations or in revitilizing those which had fallen dormant. The addition of this project to our other services has, I believe, put us in high gear for a gigantic public relations program that is already improving our public image throughout the country.

I hope to meet many more of them during this great 17th Annual Convention.

John F. Tolisano, President
Music Operators of America

MOA "Happening" Banquet Line-Up

CHICAGO — As the pre-convention pace quickens in the Windy City, a general consensus of opinion among manufacturers, distributors, jobbers, operators, record companies and other coin machines people and those in allied fields is that the 1967 MOA Convention and Trade Show will be the big "Happening" of the year. The popularity, interest and accomplishments to date are unparalleled in the history of the annual event.

Fred Granger, executive vice president of MOA, advised this week that some very important events loom as vital to the entire interest at this annual affair held at the Pick Congress Hotel.

There will be an MOA Industry Seminar on the record industry at 3:30 PM on Friday, October 27th. Then the seminar will continue on the same afternoon at 5:00 PM on amusement games. On Saturday morning at 11:30 AM, there will be a Brunch for MOA members followed by a meeting and program on self-motivation, speaking will be Dick Gariepy, president of Motivation Associates.

Slated for Sunday at 11:00 AM will be an important meeting of regional (Continued on Page 69)

The Show With the "Int'l Touch"

Patek-Mawdsley

Dear Conventioneer:

This is probably MOA's first international-type convention, which we feel is a healthy sign for MOA and the industry at large. We have both exhibitors and visitors from several foreign lands. This means that the MOA Convention is becoming recognized as an international showcase for the coin-operated music and amusement industry. On behalf of MOA and the American industry, we extend to our friends from abroad a most sincere and cordial welcome.

The convention format this year is designed to coordinate exhibit hours and special events into a three-day program that will give the greatest possible value to everyone who has taken the time and effort to come here. To see it all. See every exhibit, attend every event. The entire schedule is clearly set out in the center fold of this program book.

Many thanks to each and everyone of you for being with us. And please do not hesitate to let us know if you have any suggestions for the improvement of future MOA Conventions.

A. L. Patek and Russell Mawdsley
Co-Chairmen, 1967 Convention
INDUSTRY SEMINAR, BANQUET, STAR LADEN CAST OF ENTERTAINERS, ALL SET FOR RECORD ATTENDANCE

associations.

Finally, Sunday evening's set aside (commencing at 6:00 PM), for what promises to be a most interesting and entertaining Gala Banquet and stage show in the Great Hall which will be preceded by Cocktails at 6:00 PM in the huge foyer of the Ballroom.

The outline for the MOA Industry Seminar is a departure from the seminars of the past. One half of the two hour program will be devoted to the record industry and one half to the amusement games industry. Record companies will furnish one artist each to speak on some facet of the record industry. The aim of this seminar will be to bring about a better understanding between the operators and the record industry. Members of the MOA Forum and Seminar Committee say that operators are genuinely interested in knowing more about the business of producing records. If possible, they say they wish this seminar to help bridge the "lack of information and understanding gap" from artists to juke box operators. This is considered a must meeting to those concerned with the royalty problems.

Amusement games exhibitors will supply details to a panel on "How to Make More Money With Amusement Games" and other matters of interest about the amusement games business.

This year's meeting of Regional Associations promises to be one of the most interesting sessions.

The big show following the annual banquet will feature a star-studded cast of popular performers including: Della Reese, Al Martino, Vince & Patrice, C. Dink Freeman, Tammy Wynette, David Houston, Rufus Lumley, Robert Cameron, Boots Randolph, Billy Walker, Kim Weston, Marilyn Maye, the Mills Brothers, Ronnie Guitars, Nick Palmer, Lan Lam, Tommy Wells and Sonny Hires. Hirsh de LeVoit is again the producer and the show will be backed by Frank York's Orchestra.

Details of the Banquet and Show include: a complete sell-out this year, according to William N. Anderson, chairman of the Banquet Committee. The office in Chicago has been flooded with advance reservations for seats at the colorful annual event. It all begins with a cocktail hour at 6:00 PM. At seven everyone moves to the Great Hall of the Pick for the best steak dinner in town. The traditional "March-In" of the MOA board of directors starts the program. Over fifty strong, dressed in black tie, the directors march the full length of the hall to the strains of military music and take their positions at the head table on stage. The last part of the program is short. President James Tolsano, will introduce the directors, the new president (election during convention) and will then present the MOA Juke Box (JB Awards) to record companies and artists.

This is when the great stage show begins. There is probably not another association in the country that puts on such a show for its membership and the industry, so let's all have a great time!

ICMOA Will Stage Meet At MOA Show

CHICAGO—Members of the Illinois Machine Operators Association (ICMOA) attending the MOA convention are urged to be on hand for the Illinois association's general membership meeting scheduled for Sunday, October 29, from 11:00 AM until 1:00 PM, in the Washington Row of the Pick-Congress Hotel. ICMOA president Harry Schaffner will preside at the meeting.

Let's Get Together

... like Adam and Eve • Romeo and Juliet
CINEJUKEBOX and YOU* • Rock and Roll
Gin and Tonic • CINEJUKEBOX and YOU*
Blondie and Dagwood • Me and My Shadow
CINEJUKEBOX and YOU*

• FILMS ABUNDANT
The reels are really rolling with your choice of a wide variety of hit singing and swinging screen product that's coming from everywhere. Like Epic Records, which made a movie of their "Run, Run, Run!" hit. And that's just the beginning.

• IMMEDIATE DELIVERY
They're rolling off the assembly lines, all checked out and ready for immediate shipment when and where you want them. And we'll get you more to you fast as you need them.

• TEST RESULTS TERRIFIC
Ad "terrific" is what you'll call it, too, when you see the results — completely certified — of the collections on test locations tested and re-tested on every kind of location, under every kind of condition.

• TEST IT YOURSELF
We're so sure that we're right — since what we say is true — that we'll be happy to make a machine available to you so you can test it. Try it, and prove it yourself! CINEJUKEBOX — the only 2 in 1 combination machine of movies and jukeboxes in a single unit is the most exciting entertainment concept ever to hit the coin machine industry.

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Cash Box—October 28, 1967

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BANQUET, STAGE SHOW AND PLENTY OF MUSIC

Martin Wins Best Artist “JB Award”
Humperdinck, Capitol Also Win

CHICAGO—Fred Granger, late Thursday evening announced the MOA Juke Box Award winners for outstanding musical contributions to the coin-operated phonograph industry.

The winner of the MOA JB Award winner for the most popular record played on a coin-operated phonograph goes to Parrot Records, a division of London records, for Englebert Humperdinck’s recording of “Release Me.”

The JB Award for the most consistent supplier of good phonograph records to the coin-operated music business will go to Capitol Records. The most popular artist award has been won by Dean Martin, recording on the Reprise label.

Granger sent telegrams of congratulations to each winner. The JB Awards will be presented to winners or their representatives at the big Banquet on Sunday night, October 29th.

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BRAD HAS PERFECTED THE
SUSPENDED LEATHER CUE TIP!

*Not since the adoption of costly elephant and water buffalo hide as the ideal tip for billiard cues has the industry been able to find a satisfactory substitute... NOT until BRAD perfected and introduced the New BRAD Suspended Leather Cue Tip, that is!

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Years of research and testing... advanced manufacturing process... plus a special compound of leather in plastic, now provide the billiard industry the finest cue tip ever available. For increased tip life... superior ball control... TAKE A TIP FROM BRAD... the genuine BRAD maroon Suspended Leather Tip can be identified by the “mould feather”... the result of a new manufacturing process.

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ALSO—write for free literature about the “Profit-Making” BRAD point fitter machine.
MOA STRONGER THAN EVER, FUTURE LOOKS BRIGHT

Future Unlimited

The future of MOA and the industry, many people are saying, never looked brighter than it does today. The 1967 Convention would seem to bear this out. In almost four years with the association I have never seen greater enthusiasm for an MOA Convention. President Jim Tolisano says that, in his travels around the country, he has found a new respect for MOA. I have found, too, that operators are taking greater pride in their industry. The trade press has brought these developments to light in its fulsome coverage of MOA and industry activities over the past year.

One of the reasons why the industry is on the upward path of progress and development and, I might add, of finding itself, of beginning to see and understand its potential, is the fact that we have a really heads-up trade organization. MOA is strong, with sound leadership in its officers and directors, and is moving with plan and resolution. This has given the membership new confidence and has caught the attention of the industry here and abroad.

Friday, October 27
9:00 AM  ................. Exhibits Open
12:00 Noon  ............. Ladies Luncheon
3:00 PM  ................. Exhibits Close
3:30 PM  ................. MOA Seminar on Record Industry
4:45 PM  ................. Seminar Coffee Break
5:00 PM  ................. Seminar Continues on Amusement Games
6:00 PM  ................. Seminar Closes

Hospitality Suites Open in Evening

Saturday, October 28
9:00 AM  ................. Exhibits Open
11:30 AM  ................. Brunch for MOA members followed by Meeting & Program on Self-Motivation
5:00 PM  ................. Exhibits Close

Hospitality Suites Open in Evening

Sunday, October 29
10:00 AM  ................. Exhibits Open
11:00 AM  ................. Meetings of Regional Associations
3:00 PM  ................. Exhibits Close
6:00 PM  ................. Cocktail Hour
7:00 P.M. ................. Gala Banquet & Show in the Great Hall

With this combination of leadership and purpose, the future of MOA and the industry is unlimited.

The man who led MOA this year is President James F. Tolisano, undoubtedly one of MOA's most traveled presidents. I know of no man who believes more deeply in MOA and this industry than Jim Tolisano. We have worked and traveled together as a team this year, and besides my already high respect for his sincerity and ability, I have come to admire his sheer energy and drive. Jim is a hard working operator and his arduous service for MOA is Cont. on next page

“Attend Mem'ship Meet” - Fabiano

A Message from
The Chairman
of the
Nominating Committee

I want to urge all members, exhibitors and guests of this convention to attend the General Membership Meeting Brunch and Program on Saturday, October 28. It begins promptly at 11:30 A.M. with a complimentary brunch followed by an interesting presentation by Dick Garlegg, president of Motivation Associates, Inc. This part of the program will be of interest to everyone—young and old, ladies and gentlemen.

The program will conclude with the nomination and election of new officers and directors. MOA members should make it a point to be present and to cast their votes for the candidates of their choice whom they wish to serve them as officers and directors in the year ahead.

Frank R. Fabiano, Chairman Nominating Committee

FRANK R. FABIANO

ALL-TECH INDUSTRIES, INC.

Always Tops in the Industry

GOLDCREST
Ebony Black Finish, Also White Fibre Glass Body
Size 46" x 78"

One Piece 34 Slate Bed

PUT THIS MONEY MAKER IN YOUR BUSINESS LOCATION AND GET A FIRM GRIP ON PROFITS

• Multicolor dial with teasing, challenging indication of strength at each number.
• Two belts of different tones set to ring at low and high stages.
• Built to stand up with little or no servicing.
• No electrical hook-up.

BOOTH — 68, 69, 70, 71
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Cash Box—October 26, 1967

71
PROFILE ON: "THE MAN"

MOA executive vice president Fred Granger, known by the success he has enjoyed four years ago next January, at a time when, according to those who know, its future did not look very bright. Today MOA is a thriving national association and the coin-operated music and amusement industry.

Granger says it has been one of the most interesting and challenging jobs he has ever had. Furthermore, he adds with genuine enthusiasm, some of the finest and ablest people he has ever met are in the industry.

Granger's qualifications for the job were long experience in organization work (he headed up an advertising association in Chicago for seven years) as well as legislative liaison experience in Washington. "And a heck of a lot of experience," he says, "working with people in small and large numbers, diverse interests and personalities."

One requirement for the job, besides association and trade show management experience, still amuses Fred to this day, namely, that he has not had any experience in this industry, "It was an easy requirement," he says, "because I knew nothing about the industry whatsoever. All I know about it I have learned in these four years. But I believe that that and I am convinced of it that it has a real future."

Granger brings a wealth of varied experience to the job which undoubtedly helps him very much in the manila problem of trade association management presents.

After graduation from college, he joined the Navy and served in Europe as a line officer during the war. Afterwards, he was assigned to special and public relations duties in the Executive Office of the Secretary of the Navy, Washington, to London, the Mediterranean, an as aide to flag officers on diplomatic cruises. He got national and international coverage for the Berlin Airlift in 1949 and for the U.S. Naval Academy training cruise to Europe. After eight years he became a U.S. Foreign Service Officer for two years, serving in Europe in the capacity of Press Attaché. Following government service he was an account executive in advertising and public relations, sales manager in business, and he entered the association field.

He knows that some of the biggest jobs facing MOA is to improve the image of the industry. And he is convinced that it can be done. "This industry deserves to rank with the finest in the country," he says, "and to be represented by a first class trade association, which is what we are endeavoring to build of MOA."

President Jim Tolisano says that MOA has more respect today than at any other time in its history, and that is due to the fact that MOA is accomplishing things. Many others throughout the industry feel the same way.

Granger agrees with these assessments. "Our course is upward," he emphasizes, "and that's the way we are going to keep it." Yet he will not agree that this progress has been due to his efforts alone, as some people are fond of saying.

"MOA's success is due to a lot of people, is due to the fact that we have a lot of ability in this association. My job was to bring it out. In this association we operate as a team. No one man runs the show. That's not the way an association should operate in any case. Why, we've got ability in this organization to match any I have ever known anywhere else. You know the people I mean. They are the ones who get the job done."

The other thing that he feels strengthened the association was the establishment of communications between the membership and MOA headquarters through newsletters, reports, and meetings.

One of his first undertakings was to set up a good administrative organization and to recommend changes in the dues schedules of MOA in order to build up the treasury. He also made many changes in the format of the trade shows which are evident today. Where special convention functions used to be sparsely attended, they are now standing room only affairs. "This industry is no different than any other — give it first rate service and it will support its national association. We are giving the industry service today and the people know it. So they back us up," says Fred.

Granger considers the current project of President Jim Tolisano—to develop state and local associations—very important and very successful. "This not only makes sense in obvious ways—gaining respect before the business and government communities, improving the image locally, fighting detrimental legislation and indirectly it helps MOA. "It's the grass roots support that brings in members and brings people to conventions."

Along with President Jim Tolisano, he has proved that he believes in the immediate and annual state conventions and state meetings to the many corners of the country during the past year.

"I have been away about two weekends out of every month," he says, "attending state conventions, making formal addresses, talking over problems, and helping these people get organized. I'm a weeked warrior, making the rounds of the part the press plays in the success of any organization. "I'm too busy to talk to the trades press," he says. "Press coverage of our activities is very important. I know for a fact that it alone has increased very much the interest of the membership and the industry in MOA and its activities." We might add that, "we are never too busy to talk to a fine gentleman like Fred Granger.

In the immediate future he wants to develop more membership. "Service to the membership is the only justification for a trade association," he said, "MOA now has three insurance services which are proving very worthwhile to the membership; Group Life Insurance, which two years ago paid a dividend; a pension plan; and an income protection plan. These will be all represented at the Convention."
Rosen Ships Dozen J.B.'s To Israel

David Rosen

PHILADELPHIA—Jukeboxes as a "builder and sustainer" of morale among both the military and civilians has finally been recognized in the State of Israel, where the importation of coin-operated music machines has long been banned. For the first time, music machines are being shipped to Israel from this country without resorting to any subterfuge.

While jukeboxes have been banned from that country, along with all kinds of coin-operated amusement machines, music machines have been "smuggled in" from Greece. This time, it is with the blessings of the State's Minister of Commerce and Minister of Defense that a shipment of jukeboxes are already on the high seas on their way to Israel.

Responding to an official appeal for jukeboxes, a dozen machines were contributed by David Rosen, president of David Rosen, Inc., Rowe AMI distributors. While not new machines, Rosen had all the machines reconditioned and refurbished, and each one checked before placed in packing case for shipping. In addition to the music machines, a great deal of radio, tape, recording and sound equipment was donated by Ray Green, head of Almo Radio Co. here.

The music machines will be used primarily for location at military outposts in the Sinai desert, Gaza Strip, the Golan Hills and the West Bank. It will provide the major—and most times the only—form of entertainment and recreation for the Israeli soldiers stationed there. Several machines will also be located in Army post recreation halls in the big cities.

In making the contribution, Rosen said that he was not merely doing a "good deed," but making an investment for the entire industry. With the recognition that the music machine is a force for good—good for the people and good for the economy of that country—Rosen is hopeful that his machines will help break down the trade barrier and open Israel to the coin machine market.

Two London Firms Propose Merger

LONDON—Phonographic Equipment and Ruffler & Walker have over the years become Britain's two top coin machine distributors. Just recently officials of both companies announced that the two companies will merge. The amalgamation involves three million British pounds.

It was announced that both companies will continue to operate separately. It is expected that the proposed merger which is subject to change of contracts will mean rationalization and streamlining of operations. (A more detailed report will appear next week.) Meantime, the enormity and importance of the deal may be gauged by the fact that Phonographic's profits for the year ended April 1967 were 892,116 pounds and Ruffler & Walker, whose assets of December 31st were in excess of 900,000 pounds, estimate pre-tax profits for 1967 will be not less than 500,000.

BELAM

Foreign Buyers!

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- Pintables
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U.S. BILLIARDS
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NUMBER ONE
in Export
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FRUIT (SLOT) MACHINES
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EUROPEAN Importers: For latest inventory information contact our European office.

Paul Schmitt
H. A. Balam Company (Inversano), Inc.
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Telephone 52.59.46

BELAM COMPANY, INC.

Cosh Box—October 28, 1967
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SEGA SHOWING

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We hope we can count you among the visitors to our booth (20-21) at the MOA Show.

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HANEDA AIRPORT P.O. BOX 32

WURLITZER WEEK

Bob Bear
Sam Wiseman

What's Bob Bear and Sam Wiseman smiling about? What else but Wurlitzer Week, beginning October 23rd thru October 28th. Bob is the general sales manager of Wurlitzer and Sam is one of their distributors, State Sales & Service Corp. of Baltimore, Maryland.

1. All Things Come To Him Who Waits — But They Are Apt To Be Pretty Well Shop Worn.
2. Don't Be Afraid Of Having Too Many Irons In The Fire — If The Fire Is Hot Enough!

BEFORE THEY RUN OUT
BUY NOW! THEY'RE HOT!

NEW ALL TECH POOL TABLES — NEW ROCK-OLA JUKE BOXES

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PHOENIX, ARIZONA 85007
TEL: (602) 258-8581

M-O-A Booth Nos. 39-40-41-42-43

Irving Kaye

You ain’t seen nothin’ yet... when you do, it’ll be at Kaye... OH KAYE!

Cash Box—October 28, 1967
The Music Operators of America

**CODE OF ETHICS**

Recognizing the fact that in the conduct of our business, no individual or concern in any community can act regardless of his neighbors and competitors, and that while the spirit of competition has been so deeply imbedded within each human being as to cause it to enter into, and influence, every transaction, but at the same time believing there are methods of competition which are fair, honorable and legitimate, whereby we can compete without wrongdoing and without demoralizing the business in which we are engaged, do pledge our full support to the following Code of Ethics:

1. **We believe that our industry is honorable and that we do provide a valuable and necessary service to the public. We are ever mindful of the part that our industry plays in the life of our community.**

2. **We recognize that our industry has a responsibility to maintain the highest possible standards in selecting music for play on phonographs in order to serve the public with the best of our ability.**

3. **We shall price all services at levels that will provide fair and just compensation for our efforts, and shall never take advantage of those not familiar with our business practices or methods. We shall handle all complaints courteously, admitting errors or mistakes and shall make adjustments cheerfully and promptly.**

4. **We shall cooperate with all public officials and government agencies in every proper way and shall comply with all laws and regulations, fairly levied, pertaining to our business. We shall maintain an active interest in civic affairs and in matters pertaining to the public welfare.**

5. **We recognize fair and ethical competition as a means of making our industry more efficient and to stimulate the greatest possible service to the public. We shall constantly recognize and respect the rights of competition and shall refrain from using unfair methods, practices or tactics in our efforts to promote business.**

6. **We shall always be mindful of the services that the suppliers of our industry provide and shall treat them and their employees with respect, dignity and courtesy. We shall meet all obligations promptly and in accordance with recognized and established credit practices.**

7. **We shall employ people of good reputation and skill and shall compensate them fairly and adequately according to their individual abilities and skills. And, shall furthermore, provide time for training programs, opportunities for advancement, where possible, and safeguard for the prevention of injuries and accidents. We shall provide healthful and pleasant physical and moral surroundings and shall be constantly alert to the needs, welfare and happiness of each employee.**

8. **We shall faithfully execute all contracts, to conduct our business and affairs in such a manner to gain the confidence and respect of fellow operators, customers, manufacturers, suppliers and the general public.**

9. **We shall faithfully analyze the needs and requirements of locations, and recommend the equipment best suited to these needs. We shall at all times deal fairly and justly with the locations and to condemn all forms of practices which tend to discredit the industry or injure its public relations.**

10. **We shall always conduct our business in a manner that will reflect the very highest citizenship and in accordance with the By-Laws of the Music Operators of America, and to actively support a program of public relations for the industry.**

---

**Els. RENE PIERRE Automatic Games Manufacturer**

39 Ranchot, Jura, France

**FOOT - BALL**

**DERBY**

- Competition
- Lux
- Standard
- Tam-Tam
- Billiards
- American Golf
CHICAGO—The Chicago Coin Division of Chicago Dynamic Industries will show their new gun game, "Ace Machine Gun" at the MOA Convention and Trade Show this city on October 27, 28 and 29th. They will be exhibiting the new gun at booth numbers 41, 42 and 46. They seek to stop by and take a look at this exciting new game from Chicago Coin.

"Ace Machine Gun," was designed to provide operators with a completely different look, while retaining all the "must" qualities of a good amusement game. "Locations need variety, and that's why we have introduced this new look with the 'eye' appeal," says Chico's sales manager, Mort Secore. "Ace" features realistic distant shooting at the three-dimensional targets, which actually are only eight inches away from the player.

"Ace," also features exciting animation...flying airplanes, a moving tank and disappearing helicopters evade the player's good aim, making it even more exciting.

One feature that seems to be something extra that will make the game even more exciting...a floating parachute reflected on two-way mirrors. "Ace" has a revolutionary new double-ring lighted sight, which allows the player to shoot more accurately.

The compact size of the new game allows operators to place it in almost any conceivable location..."36" long, 21" wide. It looks a good one for the operators.
Suffolk Judge Rules On Add-A-Balls; McCarthy Re-elected NYSCMA Prexy

Millie McCarthy

ALBANY, N. Y. — On Oct. 16th at the DeWitt Clinton Hotel, the New York State Coin Machine Assn. held their election of officers for the 1967-68 term. Mrs. Millie McCarthy was re-elected president, George Holtzman as vice president, Jack De Hart secretary and MacDouglas treasurer. Howard Batbrick of Batbrick Enterprises (who prosecuted the Sales Tax test case) was elected for the first time as a vice president. Other's elected to a vice presidency were Hank Knoblauch, Bucky Van Wyck and Lou Bruno.

Directors installed included: Carl Vescio, Anthony Tringal, Angelo Canizaro, Jack Driscoll, Henry Gantner, Tom Greco, Duke Huntington, Lindsy Nardone, Carl Pavese, Ogden Whibey, Mike Mulqueen and Vic Van Der Leennd, with Bill Kobler elected once again as chairman of the membership committee.

Justice Jack Stanislaw, of the Suffolk County Supreme Court, ruled last week that the eight add-a-balls and two baseball machines (which were confiscated Sept. 13th from Melvin Getan's Adventurers Inn location in Farmingdale) were not gambling de-

Diplomat from ATI

Jack Mitnick

HIALEAH, FLA.—Jack Mitnick national sales director for All-Tech Industries, will be displaying the firm's brand new "Diplomat" series of coin tables at the MOA Exposition. This latest in All-Tech's coin-table development, according to Mitnick, "will prove out one of the most durable pieces this trade has ever utilized on location, and its high-gloss wood-grain appearance should last almost indefinitely."

Cash Box—October 28, 1967

New 160-Sel Jupiter To Bow At Show

MIAMI, FLA.—Bob Taran, president of Jupiter Enterprises, announced that a brand new 160-selection console Jupiter phonograph will be premiered at the MOA Convention. The machine, which will play both 35 & 45 rpm records, was developed in Switzerland under the supervision of Taran's chief on Engineering Eddie Frank.

Also to be displayed at the Show will be the new '100 Futura' and the '120 Mediterranian'—both machines having only been available to the trade since early Oct. Taran will be joined in the Jupiter exhibit by Charles and Francis Gosteli, the French developers of the Jupiter line. Lucien Gosteli of Electro Kiebler might possibly come in for the exposition, according to Taran, although definite information was not available at press time. Sam Taran of Taran Enterprises will also be on hand to explain the features of the new Jupiter lineup to the nation's operators.

Bob Taran commented most favorably upon Jupiter's first year in the States, stating that operators' original skepticism over parts backup and mechanical knowledge necessary for servicing the European machines has been overcome simply because: "concerted attention from our distributors for their customers needs and most importantly—because these machines have stood up mechanically with any American phonograph." Taran further advised that he will be discussing distribution plans for their few remaining territories with interested parties at the show.

Make 'quick silver' with American!

Here are the names...come see the games at American's MOA Convention Exhibit. (Or contact your nearest American distributor.)

American Fas-track—first national showing!

Mini-Soccer—first national showing!

The Duel Table—first national showing!

Two proven money-makers also on display:

American Indy American Speedway!

The big swing is to American! See why...and get your FREE Swinger pins at MOA Convention Booths: 73-74, 77-78

Or write: American Machine & Foundry Company, Westbury, N.Y. 11590
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With Space Age Components that Assure Reliability
See the AMERICANA II National Wurlitzer Week Starting Oct. 23

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BANNER Specialty Company
1213 N. 5th St. (215) 236-5200 PHILADELPHIA, PA.

Open House
OCT. 23 to OCT. 28

Our 50th Year
1917 • 1967

Cash Box—October 28, 1967
NEWARK, N. J.—Sugerman International, one of the youngest, most aggressive and fastest-growing export houses serving the foreign markets with American-made music, games and vending equipment, has filled turn last week when its president Myron Sugerman announced his firm has begun importing European-manufactured games into the States. Furthermore, Sugerman revealed he will distribute said equipment directly to New Jersey games operators and to American distributors through a newly purchased 25,000 sq. ft. showroom-warehouse complex located in nearby Hillside, N. J.

Sugerman International has built up an impressive reputation both at home and abroad in wholesaling used machines (purchased through American distributors) to a considerable network of foreign customers who has come to depend upon the Newark based firm for “quality, quantity and fast delivery,” according to their overseas sales staffer Hans Vandendop. Now with the acquisition of the Hillside facilities (adding to Sugerman’s present warehouse in downtown Newark), the export firm will begin an intensive promotion campaign to interest American distributors and Jersey operators in buying game equipment produced overseas.

“Buying machines from the foreign market means a great deal to our customers over there,” Sugerman stated. “Normally, these people see American firms simply selling machines—never actually buying. We believe in this give and take principle and I know it’ll be profitable for us and also for the American operators who see the profit potential in some of these unique amusement ideas,” he added.

Although the accent is noticeably on you at Sugerman International (Myron is 29, his right-hand man Barry Feinblatt 26 and Vandendop 30), their equipment to deal effectively with overseas buyers is impressive. All major languages are spoken and written, including Spanish, French, German, Dutch, Flemish, Greek, Italian, Portuguese, Yiddish and even the Luxembourg dialect.

unique united exhibit
UNION, N. J.—One of the most unique exhibits due to enfold this Friday at the MOA Show will be offered by United Billiards, Inc. The pool-table manufacturing firm’s president Art Daddis has contracted for five booths (52-56) but will only be showing three pieces— including a new counter game called “Tester Meter” and a new table which will allow operators to vend scratch cards at an adjustable price structure in which to suit to particular locations. The latter machine will boast two coin chutes and two cash boxes. A credit accumulator is also available to ensure players to deposit a coin at the first scratch ball and regain another ball further on in the game.

Daddis further advised that the remaining space in his “Surprise Booth” will be occupied by additional seats for “customers to have a place to rest and be entertained by an organist whom has hired for the show.”

Daddis also revealed that a “bomshell” announcement will be delivered to United Billiards distributors at the show but only to these distributors. “Actually, we do not intend on accepting any orders at the MOA,” Daddis stated last week. “We’re simply showing our line. We do plenty of business between shows, you know,” he quipped.

MYRON SUGERMAN

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Like to make those EXTRA NICKELS? 5c

We’ve got several brand new ideas to add—and we mean—ADD more money to your route collections!

ARTIE DADDIS will add it up for you at his SURPRISE BOOTH 52-53-54-55-56

1968 MOA EXPOSITION

DAVIS Reconditioned & Refinished Equipment

SEEBURG

Seeburg LPC-480 ........................................ $895
Seeburg DS160 ........................................ 575
Seeburg Ay160 ........................................ 475
Seeburg Aq160 ........................................ 375

WURLITZER

Wurlitzer 3100 (like new) ................................ Write for Bargain
Wurlitzer 3000 ........................................ 575
Wurlitzer 2800 ........................................ 495
Wurlitzer 2600 ........................................ 375
Wurlitzer 2500 ........................................ 295
Wurlitzer 2200 ........................................ 135
Wurlitzer 2150 ........................................ 95

AMI

JAO Bandstand ........................................ $795
MM-1 (Like New, Write for Bargain)

WALLBOXES

Seeburg

3WA . . . 160 or 200 Sel. ................................ 39
3WI . . . 100 Sel. ......................................... 15

CLASS

Best Trimmed Out Phonograph Ever Built
See the AMERICANA II National Wurlitzer Week Starting Oct. 23

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With Unexcelled Performance
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CULP DISTRIBUTING CO.
614 W. Sheridan Ave. — Oklahoma City, Okla.
TEL: CE 2-9511
AMITYVILLE, LI.—"Color is 'in'. The miniskirt, mod fashions, Op art, Pop art, are all the signs of the times, color gives the up-to-the-minute fashion image. Today color is widespread in all types of merchandising, in automobiles, clothing, furniture and athletic equipment," according to Len Schneller, east coast sales manager for Al Simon’s U.S. Billiards.

"Color can make people react in numerous ways and has proved to be an effective spur for sales. Most people have definite, if subconscious, associations about various colors, and their reactions at the sight of buying may be yea or nay based on, yes, the color of the package, or the product.

"You don’t have to be an artist but understanding the role that color plays in your business may improve sales which is certainly on the brighter side of your sales chart.

"Most experts have proven that, white yellow is the first color spotted by the human eye, red is the most appealing and the greatest sales stimulator. Based on this sound marketing principle, we designed our Pro ‘Leader’ series in Red & White combination.

"The Pro ‘Leader’ will have a ‘color’ for your color chart."

Leader

"Color ‘sells’—we shipped samples of our ’Red & White Leader’ line (prior to our showing at the M.O.A. Show) and distributor survey indicates the operator acceptance is overwhelming. It’s just a pool table, but a pool table with a built in powerhouse sales closer. Most operators will instantly trade themselves up to the ‘Red & White Pro Leader series because it has the color. The feeling is with color in the locations, it will attract more play.

"The ’Red & White’ Pro ‘Leader’ series will be introduced at the M.O.A. Show and will be delivered in 3 sizes: Pro 2 Leader — 86 x 50; Pro 3 Leader — 98 x 53; Pro 4 Leader — 106 x 55. Besides the color of Red & White laminated cabinet, rails and legs that are finished with beautiful Wilson-Art mica, which maintain durability under the toughest conditions, the ’Leader’ has a beautiful extruded aluminum nose chrome on the rails which allows easy access to the cushions. The ’Leader’ in the Pro 3 and Pro 4 size features K-66 professional cushions for a rebound for lively play. U.S. Billiards Pro ‘Leader’ series offers top quality from design to finished product," offers Al Simon.

Pro Series

"Although production of the U.S. Billiard tables in the Red & White ‘Pro Leader’ series will keynote production in the Amityville plant will continue making the standard Lock-in ’Pro’ series of pool tables in the traditional walnut Wilson-Art mica in the four popular sizes.”

DIVERSIFICATION—THE BY WORD AT U.S. BILLIARDS

Convertible Time

Last year at the M.O.A. Show, U.S. Billiards introduced the convertible time unit for coin-operated tables—a unit which permits the operator to vend time, or in a matter of seconds, convert to lock-in play. This unit gives versatility to the table enabling location customers to play an unlimited variety of games. Simon told us, “the U.S. Billiards timer unit is completely non-electric and it is activated by the push pull of the coin chute. Since its introduction we are manufacturing the ‘Convertible Time Pool’ series in different sizes — T86 — 86 x 50; T93 — 93 x 53; T106 — 106 x 50 (4 x 8 regulation size); T114 — 114 x 60 (4¼ x 9 regulation size) and also two very desirable sizes for Snooker Pool — the T106 Snooker (4 x 8 reg.) and T114 Snooker (4¼ x 9 reg.). The U.S. Billiard ‘Convertible Time Pool’ series is manufactured in the traditional walnut Wilson-Art mica.

Home Tables

"U.S. Billiards Professional Home Table is fast becoming the line handled by the leading retailers of pool equipment. The ‘Pro’ Home series is manufactured in a classic design of walnut mica and a host of championship ‘Pro’ extras. In the near future, U.S. Billiards will inject into this line a table with ‘Red & White Leader’ colors to complement our regular Home models," Len said.

Speakers

"U.S. Billiards has had many requests from their distributors for Speaker Baffles and Speakers. U.S. Billiards has developed a line of Speaker Baffles for their distributors (that handle coin-operated music) and will be showing the new line at the M.O.A. Show," said Albert Simon, president of the firm.

Coin-A-Copy

"U.S. Billiards is the uncontested pioneer among the industry’s factories of a coin-operated photo-copy machine. The unit, called the U.S. Coin-A-Copy, has been designed and developed by U.S. Billiards expressly for distribution and operation by members of the coin machine industry. The U.S. Coin-A-Copy will deliver dry 100% accurate, legally acceptable, blank on white reproductions, up to 8¾ x 14”, in seconds, with no damage to the original copy and at the cheapest cost per copy (to the operator) in the photo-copy field.

"Our Coin-A-Copy has been in operation for over one year in motels, drugstores, chain stores, libraries, colleges, bus terminals, airports and has been checked out for mechanical efficiency and profit potential,” said Simon.

U.S. Billiards invites you to meet (Continued on Page 99)
WELCOME, MOA
VISIT
ATLAS’ SHOWROOMS!
RECONDITIONED SPECIALS GUARANTEED
IN STOCK—SUBJECT TO PRIOR SALE

BALLY
ALL THE WAY $210
3-IN-1 $220
BUS STOP, 2-PL. $235
GRAND TOUR $185
HARVEST $310
BAD WORLD, 3-PL. $305
BULL FIGHT $310
DISCOTEX, 2-PL $250
20/50, 2-PL. $280
MAGIC CIRCLE $260
TRIO $250

WILLIAMS
FOUR ROSES $135
JUMPIN’ JACK $175
DOUBLE PLAY $210

CHICAGO COIN
PAR GOLF $195
VARIETY ROLL DOWN $180
BIG HIT $105
ALL STAR BASEBALL $125
BIG LEAGUE $315
HULA HULA $345

MIDWAY
$235 MONSTER GUN $350

ATLANTIC MUSIC COMPANY
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THE ORIGINAL!!
KICKER and CATCHER
the COUNTER GAME with
BUILT-IN-PROFITS

J. F. FRANTZ MFG. CO.
1940 W. Lake St., Chicago 12, III.
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DENVER’S LARGEST ONE STOP
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MILE H! ONE STOP, Inc.
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Affiliation: J.S. Racks, Pawn American Record
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Write for complete 1967 Catalog of Phonographs, Vending and Games.
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200 NEW WAYS TO
MAKE YOUR MONEY

10c 1 player or 10c 2 player by simple
plug switchover
Aluminum button
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INMEDIATE DELIVERY

Terms: 1/3 Dep., Bal. C.O.D. or S.D.
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HISTORY THE LINE-UP!

Bally Gold Rush $195.00
Bus Stop $245.00
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 seul isane visited Loo (Seka $495.00
Paratroops $345.00
Bally ABC Bowling Lane $50.00
ABC Tournament $75.00
Challenger Bowler $95.00

Call or Write

MICKEY ANDERSON
AMUSEMENT CO.
314 E. 17th St., Erie, Pa.
Tel: 452-3207

C-S Appoints G. M.
MELROSE, Mass.—Color-Sonics is pleased
to announce the appointment of M. S. Greenman
to the position of general manager. In addition,
Greenman has been elected vice-president of
Color-Sonics. In his new capacity, he will be
the chief operational officer of the company.

Francis Elected
CHICAGO — Gene Francis, Franco-
Service Company, Kansas City, was
elected president of the Missouri
Automatic Merchandising Association
at its annual meeting at the Tan-Tar-
A Resort, Osage Beach, Mo., October
6-7. Some 90 persons participated in
two-day meeting.

The following officers will serve with
Francis: Robert Croarkin, Mar-
tin Vending Company, Macen, vice
president; Frederick W. McCoy, Auto-
matique St. Louis, Inc., secretary;
and Leonard P. Stegemean, Capital
Vending Service, Jefferson City,
treasurer.

Hal E. Saunders, Canteen Food
and Vending Service, Kansas City;
and Max Schneider, The Macke Ven-
dell Company, Caro Co., were
elected to the council’s board of gov-
ernors.

Re-elected were Croarkin; Charles
Disbrow, Servomation Midwest, Inc.,
Pagedale; Francis McCoy; Woodrow
Moore, Commercial Candy Company,
Kansas City; Morris Orzech, Or-
chard Vending, Springfield; Green-
man; Arthur Stevens, Automatics,
Inc., Kansas City; and T. J. Sitron,
Canteen Food and Servicing Service,
University City.

The Missouri Council was organ-
ized in March 1965, and is affiliated
with the National Automatic Mer-
chandising Association.
“GOOD THINGS COME IN SMALL PACKAGES” ROWE UNVEILS NEW “CADETTE” COMPACT PHONOGRAPH

WHIPPANY, N. J.—If it’s true that “good things come in small packages” then the new Rowe “Cadette” is definitely destined for greatness. Jack Barton, president of Rowe Manufacturing announced this week the introduction of their all-new compact phonograph. It is the perfect machine for keep abreast of the present trend of compact phonographs.

The new “Cadette” by Rowe, features exterior surfaces made of wood grain vinyl, stainless steel trim, catalytic hardened enamel, dual nickel chrome and anodized aluminum. This makes the exterior of the cabinet impervious to anything normally coming in contact with it, thereby, giving the operator the advantage of reduced maintenance cost to the exterior of the machine, and a continued new look that will allow the machine to stay on location longer with a higher resale value.

Jim Newlander on styling: “nothing made in the past can compare to the styling of the Cadette. Its compact design is sure to appeal to the most discriminating location.”

According to Barton, “preventive maintenance has always been a major and costly problem to this industry. Unfortunately, some servicemen will not take the time to follow recommended preventive maintenance procedures. Others become over zealous with oil cans and lubricants and do far more harm than they do good.

In any event, there is a definite relationship to preventive maintenance programs and the life of the machine. Recognizing this problem, Rowe has reduced their preventive maintenance to a bare minimum.

In fact, it only involves a once a year lubrication of the tone arm and the turntable assembly.”

Harper further stated, “parts replacements have been reduced to a minimum. In fact, each part in the mechanism has withstood a life test equaling one million plays.

You can be sure that your parts bills on Rowe AMI phonographs will be substantially less.”

“This unit allows maximum flexibility in pricing, plus play accumulation. This is not true in some of the more recent competitive made phonographs that do not have credit units,” Barton related.

“The amplifier is the same high quality product used in our Music Merchant, but with slightly lower wattage. It is a powerful fifty watt solid state stereo amplifier with a pre-amplifier section. It has twenty-five watts per channel, with a frequency range of twenty to twenty thousand cycles,” says Barton.

Harper feels “stereo is an important part of the music industry and Rowe provides it as a standard on all phonographs. Read any of the sound trade journals, or even the back cover of a large L.P., they all agree, monaural records sound much better on stereo.

“Bass has often been said in this industry, that a product isn’t any better than the company behind it. Rowe AMI Distributors have established the reputation of being the most service oriented organization of its type.’

In conjunction with Rowe, our distributors hold more service schools than that of the combined competition. In order to help supply the ever increasing need of introducing new service personnel into the industry, Rowe AMI continually holds service schools at an operator level complimented with approximately eight week long schools per year in Grand Rapids. The factory bears all expenses with the exception of transportation.

“We will never put an operator in a position of buying one of our phonographs without seeing that he receives prompt and adequate service.”

Home From Europe

LONDON—Phonographic Equipment, who have announced their amalgamation with Ruffler & Walker, will stage a “Preview ’67” at London’s Royal Lancaster Hotel on Wednesday, November 1st and Thursday, November 2nd, 1967.

Mr. Berton, a director of Phonographic and responsible for organizing the event, announced “Preview ’67” with a display area of 10,000 square feet will be the largest event of its kind ever to be held in the U.K., as it is not a manufacturer, an American Machine & Foundry, the British scene will be represented by: Mayfield Electronics, Whittaker Brothers, Dennis Jedzard, R. G. Mitchell, Branco, JWS Automotives, J & M Products and several new firms sponsored by Phonographic who will be showing for the first time.

NORTH BERGEN, N. J.—Bert Bettis, jr., president of Eastern Novelties, announced the arrival of his father from Europe last Thursday. Bert’s father, Humbert Bettis Sr., is expected to stay in the United States for one month.

Despite the fact that Bert Sr. celebrated his 70th birthday, he is still active and busy looking after the family firms import requirements in Europe. Because of their increased business, Bert Sr. has hired several assistants to scramble over the slate of contacts to control and inspect every piece of slate shipped; but otherwise he’s still the man who oversees every phase of the business.

While in the states, Bettis will be attending the MOA Convention and the Grand National, the coming year; and visit with members of the Bettis family and some of his childhood friends in the coin machine business. Quite possibly, the Sr. Bettis will be one of the elder statements to the industry, as he dabbed in coin machines as a young man in his twentys. He made it a full time career in 1932 when he founded H. Bettis & Sons, Inc. Through the years he was active in trade association work and served as an officer of the New Jersey trade association.

“His great energy and uncompromising business principles have been a guide and inspiration for my brothers, myself and our associates, and thus responsible to a great extent for whatever success we have achieved,” says Bert Bettis Jr.
The South's most progressive coin machine distributors!

MAIN OFFICE

746 Galloway
Memphis, Tennessee

469 Chestnut Street
Nashville, Tennessee

1631 First Ave. North
Birmingham, Alabama

THREE OFFICES TO BETTER SERVE THE INDUSTRY

If it takes a coin, we distribute it!

One of the South's largest one-stop record suppliers, with free title strips and phone service. Also free routing.

Distributors for: Rowe-AMI Phonographs
- Rowe Full-bank Vending
- All-Tech Industries
- Klopp Engineering
- U.S. Billiards
- American Shuffleboard

Hermitage Music Co.
Merchandisers Handbook . . . . . . . No. 15

How many times have you been sitting in your favorite tavern drinking a glass of beer and noticed the little round coaster the bartender places in front of you to sit the beer on? Their usually covered with a plug for a certain brand of beer. The important thing is that they are there . . . and people notice them, sometimes handling them and often times slipping them in a pocket to take home. Sam Morrison gave us an idea last week that might give you that all-important extra dollar plus a little free advertising. What you do is this: find out where you can buy these coasters (in bulk), before the message has been printed on them. They’re usually made of cork, so look in the yellow pages for manufacturers of cork and place a few phone calls. Next go to a stationer who makes the little rubber stamps and have several stamps with different messages made. Then stamp your own coasters with whichever message you wish to distribute among your locations. Don’t worry about the message coming off or getting smeared from the moisture of the glass, because cork is very absorbent and will retain the ink. You could print messages like; “The Jukebox Is One Of America’s Favorite Means Of Musical Entertainment, Why Don’t You Go Over And Play It?” Or, “Play The Jukebox, Its Fun!” You can have your firm name or the location name in smaller print near the bottom. Give it a try.

Fischer Mfg. To
Add 77,000 Sq. Ft.
To Tipton Plant
Completion in ’68

TIPTON, Mo.—Fischer Manufacturing Company, Inc., will more than double its present plant area and capacity with the construction of a 77,000 square foot, one-half million dollar facility on a 35-acre site near Tipton, Mo. Completion is set for early 1968. Fischer is one of the nation’s largest manufacturers of a complete line of home and coin-op pool tables, regulation size billiard tables and resoud tables.

September Ground Breaking

At ground-breaking ceremonies in September, company president Ronald L. Fischer expressed the hope that “the new plant will help us keep pace with the nation’s fastest growing family sport.”

“When this facility is completed, we will be able to adopt line production and the use of mechanized conveyors,” he said. “The result will be a more efficient operation with no sacrifice of quality. We will be able to catch up on back orders and to initiate a program of production for immediate shipment.”

Substantial Sales Increase

Fischer’s sales have shown significant gains year every since the company’s founding in 1949. The most recent expansion was in 1963, when demand exceeded supply by several months’ production, and the construction of a 12,000 square foot building brought the production area to its present total of 59,000 square feet.

“Initially our company made only coin-op tables,” Fischer explained. “We expanded our line to serve the family and club markets several years ago and we now have 13 different models. We anticipate that with our new facilities we will be able to expand our line still further.”

The company pioneered the use of precision ground marble playfields and is the only manufacturer to offer the Wedge-Lock and cushion assembly, a simplified assembly which provides faster ball action.

Fischer tables are shipped internationally as well as throughout the United States. The company also distributes a complete accessory package for use with its tables. It presently employs approximately 125 persons.

Cash Box—October 28, 1967
CONVERTIBLE TIME POOL

MOA Booths 6, 7, 8 & 9

U. S. COIN-A-COPY
Division of U. S. BILLIARDS, INC.

for information call 516-798-2626
or your local U. S. Billiards distributor

ALL REGULATION 6-POCKET GAMES

T-86 (one piece slate) 86 x 50
T-93 (one piece slate) 93 x 53
T-106 (one piece slate) 106 x 60
T-106 Snooker (1-piece slate) 106 x 60
T-114 (Three piece slate) 114 x 64
T-114 Snooker (3-piece slate) 114 x 64

Top left is Jack Simon and Hank Leyser at the '54 Show. New York State Omp. Lindy Nardone and Lou Grillo, are shown in the photo at top center. Top right with the old pin game is S. Wolharst and John Bray. Bottom left is Max and Harry (Cash Box) Hurvich, Hy Bradson and Lou Casola. Bottom center, Irwin Blumender, Irv Morris and Phil Mason as they discuss the 1954 Show. Bottom right, Lou Casola and Frank Meucuri shaking hands.
Get ready for fantastic profits with...

THE FABULOUS 

PhonoVue  

IT'S HERE...

AUDIO-VISUAL
ENTERTAINMENT
EVERY OPERATOR
CAN AFFORD!

(It's the first audio-visual that works with a jukebox.)

PhonoVue is a companion piece for Rowe AMI's Music Merchant jukebox. It accompanies the latest chart records with exciting Super-8 mm films in dazzling color on a giant 14" x 23" screen.

All you do is choose one of the 20 premium-price movie-record selections on the Music Merchant jukebox... the PhonoVue and the record coordinated in time, tempo and mood to the movie! Swing into simultaneous action. Your locations' customers will go into action too... digging deep for more money!

No additional floor space is needed... PhonoVue can be located away from the Music Merchant on a back-bar, wall or even in an adjoining room. (If the location has more than one room for entertainment, you can install additional PhonoVues.)

With each PhonoVue, you get a guaranteed film supply from Rowe AMI's swinging, up-to-date film library. Rowe is your most reliable source for audio-visual entertainment... we're the only jukebox manufacturer in the field, and we know your needs.

All PhonoVue Super-8 mm films come in pocket-size Technicolor® Magi-Cartridges™. Changing films is simple... you take cartridge out, snap new one in place.

If you're in the mood for double profits at low cost, see your Rowe AMI distributor. He'll show you the winning combination—PhonoVue & Music Merchant.
"Top Performers" at Locations Everywhere

MOA Booths 6, 7, 8 & 9

U.S. BILLIARDS, Inc.
Amityville, New York

for information call 516-798-2626
or your local U. S. Billiards distributor

"PRO" SERIES
Finest Coin-Operated Pool Tables

<table>
<thead>
<tr>
<th>Model</th>
<th>Dimensions (inches)</th>
</tr>
</thead>
<tbody>
<tr>
<td>PRO-1</td>
<td>78 x 46</td>
</tr>
<tr>
<td>PRO-2</td>
<td>86 x 50</td>
</tr>
<tr>
<td>PRO-3</td>
<td>93 x 53</td>
</tr>
<tr>
<td>PRO-4</td>
<td>103 x 58</td>
</tr>
</tbody>
</table>

U.S. CLUB POOL
55½" x 39½"

HOME MODELS
In all PRO Sizes

Top left, you will find the smiling faces of Gil Kitt and Budge Wright as they laugh it up at the 1954 MOA Show. Top center, at the 1955 Show, Sam Lewis and A.A. Ghivir looked into the Cash Box camera. Top right, a young Eddy Arnold chats with Charles Kanter at the '54 Show. Bottom left, Cliff Horton, is being held up by "Miss Texas Kiddie Rides" at the 1954 Show. Bottom left center, shows Lee Mathison and V. Van Nutten of Auto Photo. Number 26, shows Joe Abrahamson as he rides off in a Bally Kiddie Ride at the '55 Show. Bottom right, is none other than George Markos of Dover, Ohio.

Cash Box—October 28, 1967
The Beauty
that keeps you at arm's length.

NO MORE BENDING...REACHING...STOOPING...SQUATTING...STRETCHING.

Everything is at your fingertips within arm's length on the New ROCK-OLA ULTRA...for ALL-OUT ACCESSIBILITY!

Here's the kind of sleek, modern design that is making the new, 160-selection Rock-Ola ULTRA Model 437 the most-wanted, most-played player in any location. Bright new colors! Lighted animation! Gleaming chrome trim! Plus up-top, all-out accessibility to make sure the lion's share of the "take" goes for profit, not for service and programming time.

"Easy-View" Programming!
All up top, in plain view. Hinged program holders flip down for fast title strip change. New magazine has clearly visible record indicator numbers on top for fast loading. New slotted precision cased magazine hub keeps records aligned for perfect indexing. "Easy-View" Programming for players, too, with the price card, credit signal window, coin slot, reject button, optional bill acceptor and selection buttons up top in one location.

Flip-Top Servicing!
Flip up the self-locking program dome and everything is at eye-level within arm's reach: push button switches; album price changes (now made with electrical clips so they can't be accidentally changed); amplifier; credit unit and free play buttons.

New Promise of Profits!
Faster, easier service calls mean more money. And that's not all. New top dome design ends spillage. There's a dollar bill acceptor and a single cash box for both coins and bills which opens at cabinet side.

The new 160-play Ultra Model 437 plus its 100-play version, the new Centura Model 436...and the modestly priced, compact 100-play Concerto Model 434...make ROCK-OLA the only manufacturer that covers all locations, large or small, for maximum take.

LOOK TO ROCK-OLA
ALL OUT, ALL THE WAY, PROFIT!

Rock-Ola Manufacturing Corp., 800 North Kedzie Avenue, Chicago, III. 60651

Cash Box—October 28, 1967
U. S. COIN-A-COPY

First coin machine manufacturer of coin-operated copy machines.

Copy Anything...in Seconds!

- Coin-operated
- Delivers dry copies, 100% accurate, legally acceptable, black and white reproductions up to 8 1/2 x 14" in size.
- Photocopy is delivered in seconds with no damage to the original.
- Even reproduces from 3-dimensional objects.
- Cheapest cost per-copy to the operator in the photocopy field.
- Operates on 110 volt (normal house current).

MOA Booths 6, 7, 8 & 9

U.S. BILLIARDS, Inc.
Amityville, New York

for information call 516-798-2626 or your local U. S. Billiards distributor

You are Cordially Invited
To Visit With Us
During the MOA-NAMA Conventions

WE ARE DISTRIBUTORS FOR:
Rock-Ola Phonographs
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Rock-Ola Coffee Vendors
Fischer Manufacturing Company
Automatic Products
Smoke Shop, Candy Shop
Pastry Shop, Snack Shop
Midway Manufacturing Company
D. Gottlieb & Company
Chicago-Coin Machine
U. S. Automatic Sales
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CABLE: EMCOMACH
Call-Write-Cable
DETROIT: 7743 Puritan • DI 1-5800

1954 MOA SHOW

1954 pictures of some prominent coin machine men at that year's show, include (beginning at top left), Nat Cohen (in the Jimmy Cagney hat), Sam Weisman (number 22, incidentally, we were so excited about the old pics, we completely forgot to blacken in the numbers as they appeared in the original 1954 Cash Box MOA Book), That big fellow in the cowboy hat is "Big" Jim Buchanan. Top right is Irving Kaye. Bottom left is Jupiter's Sam Taran and Donna Kime. Bottom right shows Mr. & Mrs. Ed Zorinsky of Omaha.
"CLASS, CLASS, CLASS, WURLITZER AMERICANA II "WURLITZER WEEK" SPOTLIGHTS NEW 100-SFL PHONO"

SAN FRANCISCO—Nearly 200 Wurlitzer distributors and their wives from all over the Western Hemisphere, including Canada, the United States, South America, and the Philippines, gathered in the Peace Court of the fashionable Mark Hopkins Hotel to enjoy a colorful production with live talent which brought on stage the new Wurlitzer line for the West.

Robert H. Bear, manager of sales, welcomed the Wurlitzer guests and introduced the management and members of the Wurlitzer executive, engineering, manufacturing, and sales groups in attendance. Following this welcome, R. C. Roling, President of the company, gave a "state of the business" talk to the assembly. Roling assisted the introduction of every new Wurlitzer phonograph during his three years in office, appeared for the first time in his new position as Chairman of the Board and Chief Executive Officer. He had previously served as president of the company, a post now held by W. N. Herlet.

With the positive definitive statement, "Wurlitzer is now the leading name in the external unit of the entire Model 3200 cabinet structure" has ever been a part of a previous "Wurlitzer" brochure. With this new release, the cabinets were parted to reveal the new model with its 200-selection panel. The photograph played its introductory number "Holiday for Trombones," which continues to charm the audience. In continuing his talk, Bear said in part "Last year at our meeting in San Juan, I would not have thought it possible to improve on the design and craftsmanship which the Americans possessed. I am sure you will agree that this year we have built the Wurlitzer phonograph which is the finest instrument we have experienced great acceptance in the industry."

"Standing here today, I am confident that, thanks to our design and engineering, and the cooperation of the various Wurlitzer plants, we are going to acquire great respect for this newest Wurlitzer phonograph. We deem it the instrument which carries the designation America II."

"In any line of endeavor, a company must consistently develop innovations and improvements in its products. America II is such a product. Our past history has shown that we have translated the ideas and the needs of the industry into a crisp, clean, contemporary design. America II is a welcome in any location and is perhaps the one-word accolade—"Wurlitzer".

"With three production model 3200's on display, we have continued our definition of the attributes included in the new Wurlitzer phonograph. He is the manager of the Phonograph Division, in a demonstration of the innovations and refinements incorporated in the line for 1968. Bear stated, "Particular attention has been paid to the cabinet, 49" in height, 40" wide and 24" in depth from the wall. The 200-500 selection model weighs 378 pounds, an 11 pound increase over its predecessor. This increase is contributed to the increased use of chrome plated die castings and a new internal glazing system. A heretofore hidden panel has been mounted. This adds greatly to the beauty of the cabinet."

"Among the features which make this phonograph uniquely appealing is a panoramic pictorial display panel. The panel of the phonograph of replaceable outdoor scenes. This panel is back-lighted and the background of the cabinet is glass. The cabinet scene is flanked by two speaker grilles, each containing a grille. These speakers are protected by anodized aluminum grilles edged by chrome plated castings. The entire dome area, including the top display panel, the location personalization panel and the program holder, is framed with heavy die castings. A space is provided at the top where a license or an operator's card can be displayed under plexiglass in the center of the top panel."

"Wurlitzer location personalization is unique in the industry. A printed transparent plastic strip containing the name of the location and any desired art work is easily inserted or removed once the dome is raised. It is backed by a shield for glow lighting. A variety of type faces, as well as specially requested logos of trademarks, are available to the operator. The title strip holder positioned directly beneath the dome glass panel are injection molding aids in the ease of programming. The selector panel is a dual-nickel plated die cast ing through which are inserted red selector buttons."

"Long synonymous with the good earning power of Wurlitzer phonographs, The Top Tune features adds its Golden Bar to the Wurlitzer American. Years of experience have proven that when a machine of good design and construction is given a halo of attraction, the customer will buy. The key is quality and Wurlitzer will not compromise on it."

"This year Wurlitzer offers a choice of sections A through D or S through V on the title strips as an operator option."

"The "lighted front service panel with the identification American II, the identifying corporate crest of the Wurlitzer name, opens forward for service. The lettering adds to the overall neatness of the American II."

"Directly beneath the service door is the lowered speaker grill. This section, framed by aluminum extrusions, is constructed of 17 columns of perforated steel, finished in blue-green electro-stripped sprayed enamel. These columns are separated by stainless steel moldings, the phonograph being enhanced by diffused light from the color shield at the top. In back of the grille are four speakers, two 12" columns which carry the bass and excursion and two 3" x 5" high-frequency directional tweeters to intensify the music created by the speakers in the dome."

"The dome automatically latches in the raised position. This permits servicing the top. The national U.S. Dollar Bill Acceptor is another option on the Wurlitzer phonographs for 1968. This can be adjusted and collections removed while the dome is in a raised position. The picture display panel may be switched, the records changed, the playmates checked and reset. From a service standpoint, the styli can be replaced, the coin mechanisms adjusted or the upper fluorescent tube replaced if needed. The title strip slider swivels down to a vertical position by releasing a plunger on either side of the program frame. Program separators, with their letter numeral identification, are hinged to now accent the inside of the dome glass for cleaning."

"The wide silhouette of the 3200 is in stylish. The dome portion of the side is a one-piece die casting with steel plate inlays. The casting is chrome plated while the inlay is finished in enamel for contrast with the lower panel. The lower side is all one piece from the base of the dome to the kick plate. The panel of wood core is in Maccasar Ebony finish. The upper section is chrome plated die cast overlay featuring an inlay panel of black vinyl at its base. This treatment creates a block-on-block effect."

Fred H. Osborne, Director of Phonograph Engineering, described what he called the second generation of Solid State Amplifiers, incorporating components developed for the space age. "New and improved circuitry with silicon transistors, replacing germanium transistors in the lower stages, has done much to insure the maintenance of the volume output. An improved method of heat dissipation allows the amplifier to operate at low temperature and the balance level control enables the sound to be suited to the particular size of the room. The selected balance is then automatically maintained."

"The President and Manager of the North Tonawanda Division, Vincent T. R. Wurlitzer, remained on subjects that, "the America II was already in production and that every domestic distributor would be assured new phonographs for delivery by Wurlitzer. Mr. Wurlitzer is Vice-President for Research and Development, described, the "applications of improved design techniques in the creation of the America II is very effective."

Wurlitzer's Wurlitzer Satellite III is also being featured in the 1968 line, it blends into any decor, assures "total stereo sound" when used in the same room with the America II phonograph. The Satellite has the appearance of a phonograph, accepts the same coinage as the America II and, as standard equipment, will select Little LP's and the Top Ten Charts. With space such an important factor, the Satellite is made for use in very low, 40" wide and 17" deep. It is available in either 100 or 200 selection. For those wishing to use the display area, a top panel is furnished. The sound easily covers behind glass. It is mounted above the Satellite dome and is available for the equipment in any location.

Advertising and sales promotion plans for the America II were described by A. D. Palmer, Vice-President in charge of the people and the advertising literature included giant advertising cards with full-colored illustration phonograph, a catalog sheet with specifications, and a background display for distributor showrooms. AdvertisingPostcards and sizers in additional to the regular program of full-page advertising in trade publications, newspaper and radio. Postcards for Wurlitzer Week, advertising, "Spotlight on America II," have been prepared specifically for each distribution territory and location of each showing.

"Wurlitzer also introduced a new wall speaker, Model 5125. For use to extend stereo music, the 5125 is contained in a new walnut finish. The dimensions are 16¼" high, 8½" wide and 8" in depth. The weight is 12 pounds and the speaker is housed a 1¼" woofer and a 3¼" cone tweeter. The speaker has an output of 70,000 CPS. It is trimmed with aluminum extrusions, which accentuate the identification. Sounds Studio Research study indicates the Wurlitzer speaker program compares with the equipment in any than any unit costing more than 2½ times its price."

The Wurlitzer public address and paging systems have been updated to match the second generation Wurlitzer amplifier. Ninety-five percent of this equipment is contained in the America II sound system. An inexpensive kit turns the phonograph into a system for paging, making announcements, conducting patron sing-alongs and many other features.

(CoContinued on Page 101)
Class

The Outstanding New
WURLITZER
AMERICANA II
has more of it
than any phonograph
on record

Give this finest Wurlitzer of all time
your critical inspection. Listen to it play
at your Wurlitzer Distributor's now.
See and hear for yourself why AMERICANA II
will literally leap into leadership as the
highest earning phonograph in
the annals of this industry.

THE WURLITZER COMPANY
North Tonawanda, N. Y.
112 Years of Musical Experience
The Wurlitzer Company
154 S. Van Ness Ave. • San Francisco, Calif. (415) UN 3-7900

Eastern Flashes
ON TO WINDY CITY—A lot of our guys' names just might end up in next week's Chicago Chatter column, what with the 1967 MOA Show kicking off this weekend and a big Eastern representation expected. In addition to operators and distributors scheduled to make the scene, several of our factories are slated to bow some new equipment for the first time to the grand trade. Wurlitzer Co., with its spanking new 'Americana II' console, will have a double celebration with Wurlitzer Week coinciding with M.O.A.'s cutie pie 'Cadette' compact (the only compact to play both 45's and 33rpm disks, says Joe Barton) will be on display with their national dist- rib kick-off set for post-MOA. The American Shuffleboard folks will be showing off, among other things, their 1968 Royal Imperial Shuffleboard (really something to see) and a revolutionary drop chute mechanism for tables. The Irving Kaye Co. will be bowing a brand new companion line to the El Dorado table line. Also on public display for the first time will be the terrific 'Drinker Tinker' counter game Kaye just began shipping a few minutes ago. We played it—it's great fun and quite the profit opportunity for music ops with machines on location . . . Jack Minick coming up from All-Tech in Hialeah with their superb new 'Diplomat' coin table line, will also show the 'Gang-buster' target rifle and 'Grip Test' game. The great Jake (as we like to call him) just might have a little something extra in his bag to show ops.

NYSCMA ANNUAL—The annual meeting of the New York State group occupied the cream of the state's top ops for the entire day last Monday. On the agenda at the DeWitt Clinton Hotel meet was election of 1967-68 officers. Everybody's favorite gal Millie McCarthy was installed one getting as proxy, George Holtzman as Veep, Jack DeHart as Secretary and Mac Doughans as Treasurer. Newly elected to a vice presidency was Howard Batch- rick whose courage in coming forth in the sales tax case can never be fully paid by the trade in this state. But as Millie told the group, the Attorney General's Office can still appeal, although the law is rather optimistic.

HERE AND THERE—Is our face red! We printed a story submitted by a German firm called Der Manu-a- mat concerning their terrific coin machine museum presently operating in Mainz, West Germany. Did we goof when we referred to the kids as opera- tors—turns out they're publishers of another coin trade book. Sorry, guys! Look for the Serendipity Singers Nov. 28th to appear in East Tennes- see College's auditorium in Johnson City. Terrific group . . . Zach Katz, local National Vendors puncher, says the firm will be hosting a cocktail party at 7:00 P.M. on Monday, Oct. 30 in the Conrad Hilton Hotel's Willi- ford Room for any vending ops who might wish to grab a freebee. All those out for the MOA Show who might be staying for NAMA are cordially invited to drop by . . . Chatted with Bernie Bloom, Nassau County operator down at Lou Sandler's Runyon office and the ops says he's keeping a close eye on Mel Getlan's progress in his current court battle to de- fine the exact nature of add-a-balls— gambling or just good fun. According to Millie McCarthy, Judge Stanislav himself played a few of the con- trasted games and was of the personal feeling that they were simply entertain- ment items. His hands might be tied by the new Penal Code, however, which prohibits the "extension" of coin games.

Milwaukee Mentions
Joel Kleiman and Sam Cooper of Pioneer Sales & Services were hard at work clearing things up for their trip to Chicago, when we called last week. They'll both be attending the Music Operators of America convention at the Pick-Congress Hotel . . . Congrats to Record City's Milwaukee rep Gary Kanzar on his recent marriage to the former Susan Graeff (7) . . . Ditto to Christina Psiropoulos, of the firm's office staff, who married David Seiler (15). We understand most of the Record City people were on hand at both receptions, to toast the newly weds! . . . It sure looks like everyone in these parts will be headin' straight for Chicago on Friday (7) to partici- pate in the MOA show! From Hast- ings Dist., there'll be Sam, Jack & Jim Hastings . . . Bob and Bev Ron- deau of Empire Dist. are looking forward to touring the convention floor and visiting their many friends in the industry . . . From United, Inc., Harry Jacobs, Russ Townsend, et al, will be making the MOA scene . . . So, if the Milwaukee coinbox circle seems desert- ed this weekend, just check the Pick- Congress Hotel in Chicago!

Upper Mid-West
Harlan Beach and Irv. Linderboln with a group of friends up north duck hunting and getting away again . . . Jerry Lawler, leaves for Minn., No. Dakota for duck and goose hunting. Supposed to be a hunters paradise . . . Dean Schreder in the cities for a couple of days . . . Leo Rau in town for the day. Just got back last week from Canada on a moose hunting trip . . . Didn't see a moose the whole time they were up there . . . Hazel Gelineau, Two Horbors in Canada for some moose hunting and got skunked . . . Gordon Runnberg in the cities for the day. Said there was plenty of snow up his way and it looks like it's share to stay . . . L. I. Harris, Enderlin, in the cities for the Jewish Holidays . . . Our deepest sympathy to Mrs. L. E. Kline and family on the death of Joe Totzke, Oct. 9th. Joe was 58 years old. Death due to cancer . . . Mr. & Mrs. Darlow Max- well, Pierre, in the cities for a few days' vacation . . . Mr. & Mrs. Martin Kallens in the cities for the day visiting their children . . . Art Barg in the cities for the day . . . Joe and Darrell Weber in town for a few days, also Mrs. Weber doing some shopping . . . Harry Anderson in the cities for the day picking up parts and records . . . Frank Mager, Grand Rapids, in town for a few days as Gables Chaussee from Grand Rapids . . .
Chicago Chatter

We're looking forward to seeing and greeting the many coin people who'll be coming into Chicago the latter part of this week, to attend the Music Operators of America convention at the Pick-Congress Hotel! Did we say "many"—well, that's putting it mildly, in fact, the fact that this will be a RECORD-BREAKER in the true sense of the word! Midway Mfg. v.p. Ross Scheer announced the appointment of Phonographic Equipment Ltd. in London as Midway's distributor for Great Britain. Firm is headed by well-known coinphile veteran Cyril Shanks, of London. There's a reminder for ICMAO members to be sure and attend the Illinois association's general membership meeting, slated for 11:00 a.m. in the Washington Room of the Pick-Congress hotel, on Sunday, Oct. 29! . . . Fischer Mfg. Co. in Tipton, Mo., recently broke ground for a huge, new plant to be housed on a 35-acre site near Tipton . . . Precy Ewald Fischer expects completion sometime in early 1968! . . . The popular Little L'il, launched some five years ago by the Narrow Casters, is now being distributed nationally by Garwin Sales of Chicago (see story) . . . Atlas Music Co. will be on hand, in full force, at the MOA show. Eddie Ginsburg and crew are anxious to see everyone . . . Here's some nice news from NAMA: 56 new members were added to its rolls during the first month of a nationwide membership drive which began in mid-September; Nice goin'! . . . Chi-based Spindel Insurance, which services a large percentage of distributors in the country with Credit Life Insurance, will be well represented at the MOA in booth #76 as well as at the Hotel room in the Pick-Congress . . . Rock-Ola Mfg. extends a welcome to MOA visitors and an invitation to "look us up" in booth #140. . . . All is in readiness at World Wide Dime for the huge MOA show! . . . By the way, Operators don't forget to stop at the MOA booth and have Joe Gino snap your picture for mailing to your hometown newspaper! . . . The welcome mat will be out at the Williams Electronics booths, where Sam Stern, Bill DeSelm, Herb Oettinger, Jack Mittel and Art Weinand will be on hand to greet everyone . . . Booths 44, 45 and 46 will house the current lineup displayed by Chicago Dynamic Industries . . . Herb Jones extends a hearty invitation to one and all to stop by the Bally Mfg. Co. booths and have a look at the firm's fine display of Stan Jarosci, Seeburg's nat.'l. promo mgr., will man The Seeburg Corp. booth #85. Be sure and stop by! . . . Empire International's Gil Kitt, Joe Robbins, Jack Burns, et al, are looking forward to making the MOA, and Midway Mfg. Co. will display a fine array of products in Booths 11, 12 and 13. Be sure to have a look . . . National Coin Machine Exchange will unveil the new Wurlitzer to the local trade at a series of showings on the premises beginning Monday, Oct. 23. More on this next week!

California Clippings

MOA A GO-GO . . . It seems as though just about everyone along phonorow has already left, or just about to leave for the Music Operators of America convention in the windy city. All the activity will be taking place at the Pick-Congress Hotel in Chicago on October 27-27-29. They will kick off the festivities beginning Friday morning with a Ladies brunch, followed by an MOA Industry Seminar later in the afternoon. Saturday there will be a brunch for the General Membership Meeting and Program. There will also be a speech delivered by Dick Garigi, president of National Associates, Inc., entitled "How to Succeed on Purpose Instead of by Accident." Following that there will be awards and elections. Sunday the 29th, the day that everyone has been waiting for—the banquet, WURLITZER CONDUCTED VERY SUCCESSFUL CONVENTION MEETING IN SAN FRANCISCO . . . Clayton Ballard (who by the way is feeling much better after an attack of the flu) of the Wurlitzer office in Los Angeles, reports that the annual Wurlitzer Distributors meeting that was held in S.F. met with great success. Among those in attendance were R.C. Rolfe, chairman of the board, Roy Waltemade, manager of the North Torrance factory, Donald Arsen, manager of engineering and research, and Roy Carlson, head comptroller. Having the meeting in San Francisco was a bit of a departure for Wurlitzer, usually they have them in more exotic spots but it worked out just fine for Clayton. This gave him the opportunity to spend a little time with his daughter, Beth, and her husband Lt. Terry Hofman who is stationed in Oakland . . . AL BETTLEMAN WINGS TO CHICAGO THEN SOUTH OF THE BORDER . . . Spoke with a very happy Al Bettleman of C. A. Robinson who tells us that he is getting ready to leave for the MOA and then to Mexico City and Acapulco for a short vacation. While all this activity is going on Hank Tronick gets to mind the store. Al went on to add that he is very pleased with the great response they have been getting with Midway's new "Flying Saucer" gun . . . FROM THE RECORD RACKS . . . Jerry Barish of California Music came in with the news that the Lovin' Spoonful are back with another hit, this time it's "She Is Still A Mystery" on the Kama Sutra label. Peaches and Herb are telling us that "Love Is Strange." Nell Diamond is talking about that "Kentucky Woman" on Bang. Looks like a bit for the MGM recording artists, the Cowsills with their waxing of "The Rain, the Park, and Other Things." Caught the group a few weeks ago at a bash thrown for them at the Century Plaza and they got a great reception. Mariam Makeba is coming on very strong with her Reprise deck entitled "Pata Fata." . . . HERE AND THERE . . . Talked with Buddy Larue of Straw Distributing and he told us that he was very pleased with the response that Williams new horse racing game "Derby Day" was getting from operators. As for anything else, Buddy just says, "business is going very well . . . Note to Bob Portale of Advance Automatic. Hurry up!"
Wurlitzer's Classic

Americana II

the phonograph from the factory that helped usher in 3 for 25c play and 10c play in 1954 now provides the ideal vehicle for operators to climb aboard the
two-for-two bits bandwagon!
with the fabulous

MAGIC BAR
a golden opportunity!

NOW! Set for: 7 Top Tunes – 50c
5 individual selections – 50c
and two plays for 25c

Visit the Bilotta team
at the 1967 MOA

BILOTTA ENTERPRISES
224 N. Main Street
Newark, New York
(315) DE 1-1855

Class

With Space Age Components that Assure Reliability
See the AMERICANA II National Wurlitzer Week Starting Oct. 23

The Wurlitzer Company
1761 Tully Circle N.E. Atlanta, Ga. (633-0303)
Columbia, S.C. branch at 729 Lady St.

Class

With Unexcelled Performance
See the AMERICANA II National Wurlitzer Week Starting Oct. 23

National Amusements, Inc.
3018A Waialae Ave. • Honolulu, Hawaii (701-877)
340 North Market, Wailuku, Maui (355-455)

Class

That Will Win A Welcome Everywhere
See the AMERICANA II National Wurlitzer Week Starting Oct. 23

Rock City Distributing Co., Inc.
615 Murfreesboro Road • Nashville, Tenn.
(615) 242-4353
Record Sales & Earnings 
Reported by Cig. Firm

WINSTON-SALEM — R. J. Reynolds Tobacco Company recently released quarterly sales and earnings for the third quarter and first nine months of 1967.

A. H. Galloway, president and chief executive officer, reported net earnings for the three months ended September 30 were $43,139,000 or $1.05 per common share, up 14 per cent from $37,730,000, or $0.91 cents per common share, for the same period last year. For the nine-month period, net earnings were $110,807,000, or 7 per cent above the prior year’s amount of $103,257,000. Per share earnings for the nine months were $2.73, compared with $2.51 in 1966.

Net sales for the third quarter were $194,956,000, up 5 per cent over $182,664,000 recorded in 1966. Nine months’ net sales were $1,424,787,000, an increase of 6 per cent over sales of $1,338,186,000 in the corresponding period the year before.

The 1967 third quarter and nine-month totals include the results of the Filler companies, acquired July 26, 1966. The Chun King Corporation, acquired November 28, 1966; Filmco, Inc., acquired February 10, 1967; and the results of a new Canadian subsidiary, Coronation Foods Corporation, since the date of acquisition, June 29, 1967. Excluded from 1967 and 1966 third quarter and nine-month calendar totals are the results of Patriot Foods, Inc., pending restatement of financial amounts. Patriot was acquired July 30, 1967 and will be accounted for as a pooling of interest.

The 1965 amounts have been restated to include the results of Filler and Filmco, accounted for as poolings of interests. The results of companies acquired and accounted for as purchases, Chun King and Coronation Foods, are included from the date of purchase only.


Reynolds Votes Increase

WINSTON-SALEM, N.C. — Directors of R. J. Reynolds Tobacco Company recently voted to increase the quarterly dividend on the common stock to 55 cents a share from 50 cents previously paid. The dividend is payable December 5 to stockholders of record November 10. The 5-cent raise had been in effect since the final quarter of 1966.

SERVICE TIP

The contact points, as used on switches, are generally made of silver which has a high conductivity of electrical current. In some cases, various alloys of silver are used such as a combination of 85% silver—15% cadmium or 83% silver—17% cadmium oxide. Certain alloys are used for specific requirements such as high current, low resistance, etc. If point replacement is necessary it is best to replace with the proper equivalent.

When ever a replacement point is set, it is important that the underside of the point is seeded carefully so that it is seated evenly and tightly. This increases the current carrying capacity to its maximum efficiency. A loose point will cause arcing and burning of the blade, eventually the point will fall out. When the contact area of the point becomes dirty or pitted, a burnishing tool should be used. Filing of the points is not recommended, as the grooves caused by the file, tend to increase the arcing resulting in a premature life. It is recommended you take the utmost care of points.

Juke Box Ops’ Record Guide

The following records, selected from the CASH BOX Top 100, represent tunes and performances which appear to be especially suitable to the juke box on location. Ops should check with their one-stops for availability.

IT’S YOU THAT I NEED
Temptations ( Gordy 7061)

YOU DON’T KNOW ME
Elvis Presley (BNA 7954)

KENTUCKY WOMAN
Neil Diamond (Canyon 5571)

LADY BIRD
Mary Sinatra & Lee Hazlewood (Reprise 6029)

I SAY A LITTLE PRAYER
Dionne Warwick (Scepter 72023)

KEEP THE BALL ROLLIN’
Joy & Techniques (Savoy 5-2124)

GLAD TO BE UNHAPPY
Mamas & Papas (Dunhill 4107)

LIKE AN OLD TIME MOVIE
Scott McKenzie (Dike 105)

MR. DREAM MERCHANT
Johnnie Ray (Intersound 70711)

SWEET SWEET LIVIN’
Flatters (Hausman 1275)

GET IT TOGETHER
James Brown (King 6132)

WATCH THE FLOWERS GROW
Your Bremers (Phillips 46970)

THIS TOWN
Frank Sinatra (Reprise 6031)

SKINNY LEGS AND ALL
Joe Tex (Cobra 4485)

YOU BETTER SIT DOWN KIDS
Cher (Imperial 65269)

STAG-O-LA
Wilson Pickett (Atlantic 2448)

H. Z.!!

HEADQUARTERS IN MIDWEST
for ROCK-OLA—GOTTLOB
CHICAGO COIN—FISCHER

ALSO LARGE STOCK
OF GOOD USED EQUIPMENT
MAKE H. Z.
YOUR SOURCE OF SUPPLY

CALL OR WRITE

HYMIE and EDDIE ZORINSKY
at the MOA CONVENTION!

E.Z. Vending & Sales Company

H. Z.!!

WILLIAMS TWO PLAYER

A NEW RACE EACH GAME!

ADVANCE HORSES OR SCORE WITH

1. 2-Four Position Targets
2. 7-Back of the Playboard Targets

and featuring:

Twin - Double Flippers
Oscillating Ball Shooter
with Pointer

Three Ways to Score Special
• Stainless Steel Door Frame & Trim
• Individual Lift Out Coin Trays

OPTIONAL:
Single, Double or Triple Chutes

CORONADO

NOW DELIVERING

BRING YOUR PONIES IN...with

Williams ELECTRONICS, INC.
3421 North California Avenue • Chicago, Illinois 60618
CABLE ADDRESS WILLCOIN CHICAGO

AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR

H. Z.!!

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for ROCK-OLA—GOTTLOB
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CABLE ADDRESS WILLCOIN CHICAGO

AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR
TRADE TALK

In the past several issues of CASH BOX you have found in this space five coin machine terms and definitions which you were asked to match-up correctly. This was an effort on our part to give you a better understanding and knowledge of the terms used in the trade. Unfortunately, the response has been very poor; except for a few men in the trade who were interested enough to take a few seconds from their daily routine and write us a letter or give us a phone call...we would like to give our thanks to these few men for their letters and interest.

Its extremely hard for us to sit in this office week after week and attempt to lead a blind horse up a dark alley, so we decided to use a new approach. If you respond, we will use this space to print any comments, quotes or gripes about the industry you might like to share. We will print the most interesting along with your name and firm name.

Our features are designed to stimulate interest in this trade and some have never received a letter or comment of any kind, not even a letter telling us it was bad. Our only concern is to give you an idea that might earn you a dollar or create a little good will between the business and the general public.

Think about this for awhile, "The confidence which we have in ourselves gives birth to the confidence which we have in others", then sit down and write a letter. We'll get this exchange of ideas that the trade needs so badly going. Send comments to: TRADE TALK c/o CASH BOX, 1780 Broadway, New York, N. Y. 10019.

NAMA Membership Drive Brings In 56 New Members New Total Exceeds 1500 To Date

CHICAGO—Some 56 companies joined the National Automatic Merchandising Association (NAMA) during the first month of the nationwide membership campaign which began in early September, according to James T. McGuire, president. Under the direction of a membership committee headed by Alex Kramer, chairman of the board, Interstate United Corporation, Lincolnwood, Ill., a direct mail campaign is presenting the story of NAMA’s services to vending operators.

A series of six letters emphasizing the services the association provides for individual operators on a year-around basis have been sent to those nonmember operators known to NAMA. Each letter covers a specific NAMA service including public health, legislation, and public relations.

“During the current appeal for new members, 53 operating companies and three suppliers became members of the association,” McGuire said. The drive continues until the end of the year.

As of September 30, the association had 1,475 operating company members, 215 supplier members and 15 machine manufacturer members. The totals do not include some 550 local branch operations of national and regional firms.

McGuire stressed that all vending operators who have thought about joining the association, but haven’t done anything about it, should write to him at 7 South Dearborn Street, Chicago, Ill. 60603.

U. S. Billiards Cont.

the U. S. Billiard family at the M. O. A. Show: U. S. Billiard president, Al Simon; Billiard Sales manager; N. A. T. sall; General Manager, Harry Doyle; West Coast Sales Manager, V. Natta; and East Coast Sales Manager, Lou Pellicci.

The whole U. S. Billiards family will be on the premises at M. O. A. Exibit Booths 6, 7, 8, 9, and in their suite in the Pick Congress Hotel, to discuss the equipment innovations and to confer with those distributors interested in handling U. S. Billiards tremendous profit potential products.

Spindel Urges Ops to Think “Insurance”

CHICAGO—The Spindel Insurance Agency, which serves about 90% of the distributors in the United States for their credit life insurance, reports that as of August 31, 1967, the life insurance companies which they represent, have paid out a total of over $1,000,000,000, covering death claims of operators on which distributors have placed credit life insurance covering installment contracts.

Death claims in the games, music, and vending field are running far ahead of the claim experience anticipated. Actuaries are now in the process of revising their figures, due to a nationwide movement of young operators being attracted into the games and music operating field.

It is Spindel’s observation that there is almost a complete failure on the part of middle-aged and older operators to teach young men their business and gradually bring them up to a point where they can assume managerial or executive positions, in the event of a disability or death on the part of the present owners or stockholders of these businesses.

Spindel also states, “it is regrettable that a few distributors either cannot see the value of credit life insurance, or are just too lackadaisical to institute the program.”

Spindel Insurance Agency will have a booth, no. 76, at the MOA Show at the Pick Congress Hotel, as well as a Hospitality Suite.

Garwin Sales, Dist. For Seeburg LP’s

CHICAGO—Robert Garmins, president of Garwin Sales, announced the firm’s appointment as national distributor of the entire line of Seeburg Little L.P’s.

Garwin, located at 1700 S. Michigan in Chicago, has taken over the complete Little L.P. inventory and will concentrate on servicing the entire network of Seeburg distributors throughout the country as well as all one-stops.

Garwin intends to maintain a full stock of current product to provide immediate shipment of new releases and to facilitate re-ordering.

Bally

23 WAYS TO WIGGLE UP HIGH SCORES

From the 2000 per cent Top Rollover, which jumps from 10 to 200 when ball is skill-wiggled 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.

THE WIGGLER includes all newest Bally refinements...Lift-Up Top-Glass Frame, insuring quick, easy maintenance access to "vacuum-packed" clean playfield...new Light-Up Coin-Drop Inserts...Finger-Fit Flipper Buttons and sensitive flipper-switch...numeros other improvements. Avoid background noise. Order THE WIGGLER now.

See your distributor or write BALLY MANUFACTURING COMPANY - 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.

Cash Box—October 28, 1967
For 18 years operators have been giving FISCHER the high-sign

Wurlitzer Cont.

purposes. A hand microphone is contained in the kit and directional microphones are available for musical groups or entertainment use. The system may be installed so as to be activated from as many as three separate positions within a location.

"The Wurlitzer wall box, model 5220 and model 5225 in its 200 and 160 versions, will accept all U.S. coins from half-dollars to nickels. It permits the patron to play Little LP and Top Tunes selections from the Golden Bar. Each wall box has its own volume control so that music can be tuned soft, medium or loud at the patron's discretion. Finished in chrome, the stereophonic music reproducing unit has proved a high earner whether installed at counter, bar or booth."

Following the San Francisco introducing of the Wurlitzer Americana II at the Mark Hopkins Hotel, Sales and Service Seminars were held at the Jack Tar Hotel in San Francisco, the Roosevelt Hotel in New Orleans, the Bismark Hotel in Chicago and the Hotel Summit in New York City. During these two-day meetings, the sales, service and advertising team of Messrs. Bear, Ross and Palmer briefed distributors' sales and service personnel on the improvements and innovations on the 1968 merchandise, service shortcuts and preventative maintenance practices, and the advertising and promotional material and its use. Each sales and service representative attending the Seminar was presented with a personally inscribed copy of the Wurlitzer Sales Features and Service Facts Manual about the Americana II.

Now fully conversant with the 1968 Wurlitzer line, the Wurlitzer distributors and their personnel awaited the opportunity to explain the potential of the Americana II for 1968 during their Open House Showings on Wurlitzer Week. Every operator will do himself a favor by getting the full story of this forward step in the field of automatic coin-operated music.

Cash Box—October 28, 1967

THE EMPIRE SERIES
Model 105-D 105"x59"
Model 92-D 91"x52"

THE REGENCY SERIES
Model 101-D 101"x57"
Model 91-D 91"x52"
Model 86-D 84"x48"

Compact companion to Empress line. Long-lived refined Wurlitzer lock and high-lighted by chrome plated cast pocket fittings.

Every year, for 18 years, critical operators have given Fischer tables the well-known sign of approval and have substantiated their endorsement with more and more installations in choice locations. That's because Fischer tables are consistently solid quality throughout, embody all the fine features you expect from the ultimate in coin-op billiard equipment, and new advanced developments that make service problems practically a thing of the past. So take a tip from the guys who know and join the high-signers now!

Cash Box—October 28, 1967

101
### WHAT'S MYRON BUYING THIS MONTH?

I need the following equipment immediately to fill overseas orders:

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### ARCADE EQUIP.

<table>
<thead>
<tr>
<th>Barry Hally Cranes</th>
<th>Lever Model</th>
<th>Button Model</th>
<th>Rally's Rotary</th>
<th>Auto-Photo 14</th>
<th>Auto-Photo 11</th>
<th>W. Boyce</th>
<th>CC Pro Basket</th>
<th>CC Psych</th>
<th>Mid. Red Ball</th>
<th>Wm. Min. Golf</th>
<th>So. Speedway</th>
<th>So. Time Trial</th>
<th>A. Corral</th>
<th>Red Knight</th>
<th>So. Little Pro</th>
</tr>
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### Baseball (F.P.)

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### Midway

<table>
<thead>
<tr>
<th>1 Pt. Target</th>
<th>2 Pt. Target</th>
<th>Carnivals</th>
<th>Racesway</th>
<th>Flying Turns</th>
<th>Winners</th>
<th>Mystery Score</th>
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### Addaballs

<table>
<thead>
<tr>
<th>G. Flipper</th>
<th>Paddle</th>
<th>G. Fl. Fair</th>
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</thead>
<tbody>
<tr>
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</table>

### Kelly Pins

<table>
<thead>
<tr>
<th>Pin Balls</th>
<th>P. Face</th>
<th>Kolorama</th>
<th>Go Cart</th>
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<tbody>
<tr>
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</table>

### ALL UNITED BINGOS

<table>
<thead>
<tr>
<th>Juke</th>
<th>Pin Ball</th>
<th>Fishing</th>
<th>Face</th>
<th>Kolorama</th>
<th>G. Fl.</th>
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### Billy-Ball

<table>
<thead>
<tr>
<th>Juke</th>
<th>Pin Ball</th>
<th>Fishing</th>
<th>Face</th>
<th>Kolorama</th>
<th>G. Fl.</th>
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### Music Market

<table>
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<tr>
<th>M-200</th>
<th>K-100</th>
<th>K-100</th>
<th>M-200</th>
<th>K-200</th>
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### People:

- If quantity is involved, we are required to negotiate a deal based on picking up with our own truck, unpacked.
- M.S.I. wants to know if you have other used machines not listed above? Changes are good we can move it.
- Get on our mailing list. We send you offerings listing what machines we need and prices we'll pay.

---

**MYRON SUGERMAN INTERNATIONAL**

Phone: 201-923-6430

140 Central Avenue, Hillside, N.J. 07205

Cable: PRINCCHARMING, HILLSIDE, N.J.

SUCCESSOR TO RUNYON INTERNATIONAL

---

**Gentlemen:**

- Please call me, I have equipment to sell.
- Please send me your latest price list.
- Put me on your mailing list.

**Co.**

**Address**

**City**

**State**

**Phone**

**Your Name**

---

**Ball Bowlers**

- Bally Bowlers '62
- Bally Bowlers '63
- United Bowling

**Ball Bowlers '60**

- Bally Bowlers '64
- Bally Bowlers '64

**Ball Bowlers '65**

- Bally Bowlers '66
- Bally Bowlers '66

**Ball Bowlers '67**

- Bally Bowlers '67
- Bally Bowlers '67

**Ball Bowlers '68**

- Bally Bowlers '68
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**Ball Bowlers '69**

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**Ball Bowlers '70**

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**Ball Bowlers '74**

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**Ball Bowlers '81**

- Bally Bowlers '81
- Bally Bowlers '81

**Ball Bowlers '82**

- Bally Bowlers '82
- Bally Bowlers '82

**Ball Bowlers '83**

- Bally Bowlers '83
- Bally Bowlers '83

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**Bally 1967**

- Capsarly, new 4
- G. Fl. Fair
- Rocket II
- Wagner II

---

**Hacienda**

- Surf Spot
- Lotta Fun
- Shark Fun
- Bull Fun
- Lite a line
- Shoot a line

---

**ALL UNITED BINGOS**

- BINGO
- Frollicks Beauty
- Miami Beach
- Boulevard Big Show
- Showtime Nightclub
- Parade
- Keywest
- Doubleheader
- Beach Beauty
- Sun Valley
- Miss America
- Cyp Gardens
- Beachtime
- Carnival Queen
- Sea Island
- Ballerina
- County Fair
- Laguna Beach
- Roier Derby
- Circus Queen
- Acrobat
- Bikini
- Can
d- Lido
- Golden Gate
- Silver Slats
- Bounty
- Beauty Beach
- Bordel Beauty
- Foilies Br.
- Bahama
- Zodiac

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Catch Cold.

John Gary's hot new single "Cold"

C/w "Imagine" 9361

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