Tapping The Top 40 Market: Bill Cosby Comedy On Radio, Nation-Wide Talent Search By Singer Co. (Capitol Ties Seen) • • • WB Sales Up 30% • Kinney Acquiring Ashley-Famous • • • New Pop Songs Refer Directly To God • RCA To Construct $1 Million Studios In Montreal

COWSILLS: AMERICA'S NO. 1 DISK FAMILY

Int'l Section Begins Pg. 63
BILL MEDLEY
Of The Righteous Brothers

delivers the most compelling performance of the year - a dramatic, personal rediscovery of

THAT LUCKY OLD SUN

Produced by Bill Medley
A Righteous Brothers Production

The Sound of The Now Generation is on MGM Records is a division of Metro-Goldwyn-Mayer Inc.
This is how a Henry Mancini Concert looks.

This is how it sounds.

The orchestra and chorus play a Beatles Medley — including — “A Hard Day’s Night,” “Michelle,” “All My Loving” and “Yesterday,” as well as “More,” “Born Free” and “Somewhere, My Love.”
**Singer Co. Contest For Teen Talent Thru 40 Outlets; See Capitol Tie**

NEW YORK—A nation-wide search for "pop" talent that will continue under new year in a contest sponsored by the Singer Company. Culmination of the program, planned as an annual event over a seven year period, will be an hour-long special on TV next Labor Day. Nine finalists will compete in the categories of male vocalist, female vocalist and group, with the winner in each to be signed by a major recording company.

Major Station Participation

According to Alfred di Scipio, group vp of the Singer Co., Capitol Records has made an offer to sign the final winner and record a number of singles for regular release. Finalization of this arrangement is yet to take place. A focal point of the contest, under the code name of "Super Teen," to be organized and implemented by Peters Productions, a Hollywood-based package of teen-oriented TV shows (e.g., "Happy Days, ABC series "That'll Be The Day") and publisher of teen magazines, will be the selection of ranking Top MGM stations as "the key market" for local franchised (non fee) coordinators of the program. di Scipio said singers and vocal groups of inten have come from six outlets in the "toughest markets." These outlets will be featured on local competitions as they see fit. Entrants will be limited to teenagers who are not contracted with A & M, Capitol, or any other record company. The rules may or may not be professionals. Stations and/or local Singer Centers will program the contest, although special judgments will comprise personalities in the world of music and TV, and how well the contest is done and the local market takes to it.

Eligibility contests will run from the first of January until the Fourth of July, as declared by di Scipio.

**Singer’s Music Ties**

The Singer Co. is closely identified with the music field via its TV specials, which have starred Tony Bennett and Herb Alpert & the Tijuana Brass (this will be repeated later this month) and its affiliate record company, Project 3, operated by Enoch Light. (di Scipio noted that Project 3 had produced its first hit for contest.) Singer has also offered launch L.P.’s to tie-in with each TV show.

**Singer also reaches almost 70,000,000 youth through "Stylistmaker Contest."** This sewing program will go international next year. There is the possibility that the sewing tour will also take-on global aspects, di Scipio said.

**Bill Cosby Radio Comedy Series For Coke Goes On Top 40 Radio**

NEW YORK—Comedy returns to radio with a teen-market slant via a $1 million tie-in between Bill Cosby and the Coca-Cola Co., which will sponsor the program for five premininate programs. The series, "The Cosby Radio Program," will be written and produced by two major TV personality ideas. The series will be heard on 500 major markets across the country.

Cosby will be backed by a well-regarded TV performer (thus his "I Spy" series) next to Red Skelton in the 12-16 year-old field, and in the individual shows for broadcast five nights a week for one year.

For the venture was announced last week by lra C. Herbert, vp of CocaCola record operations, the series will be a new phase in the company’s longterm effort to communicate to teen age America, and foster a close relationship through them by their favorite stars. The series will also supplement the series, having cut six RIAA-audited record albums. His most recent album featured local, which released a singles hit, "Little Old Man."

**Regular Features**

Each five-minute program consists of one major comedy feature in which Cosby is occasionally assisted by Frank Buxton, producer of the radio series. Among the regular features will be: "Animal Interviews," in which he talks to a variety of animal stars in a humorous, conversational atmosphere; "Spooky Stories," a spoof on terror tales. The series will also feature new songs, not previously used on records or in night clubs.

The series program will be carried at different times on different stations, but will always be scheduled between 7-10 p.m. local time, in the same Monday-through-Friday slot.

For the series is based on the decision to pioneer a new form of radio, Her- bert said. "The idea is to create a team we have built large and loyal audiences playing the youngsters' favorites ac-

**Teen Communications Sought**

Coca-Cola has long believed in the need for special techniques to communicate with those under twenty. Herbert said that no matter how many commercials won’t work. We broke the mold, introducing commercials that make sense to them. There will be an extension of the Top Forty sound, using an experienced engineer, Ray Charles, The Supremes, and others. These have been very effective in increasing our market awareness and share of market among youth. The time has come to break another mold by creating a completely new, an especially for the classical group. We are backing our belief in teen.

(Continued on page 38)

**Kinney Nat’l Acquiring Ashley-Famous**

NEW YORK—Kinney National Ser-

cise, Inc., the diversified service organ-

**New Pop Lyrics Directly To God**

NEW YORK — The world "God himself is being invoked in an increasing number of pop song lyrics. It is further evidence of the mere realistic and down-to-earth nature of "God’s众生.""

Unless used in religious or patriotic songs, lyric writers of the past have tended to use the word "God," usually settling for "Him." The word God" is used to express love and respect, and thus has become a common expression. By current crop of hit sides, ballads and otherwise, are shelving the unwritten traditions of the past, and one finds the answer to Dick Vicker’s "My Last Love Song" (in which will be presented to the network of "God" as part of a comical retort to the Lumberg smash. This is Liberty Record’s "Josephine Anwar," wherein a "soul" replies to his "dad" through a dense, melodic, in the ballad area, Frank Valli’s "Can’t Get My Eyes Off You" makes reference to God as does Vikki Carr’s "It Must Be Him." Latter deck uses the phrase "Dear God" in the context of her boy friend’s request, on her song which concerns whether she will hear from a boy friend again. A sound from the Liberty to be released is the title of the song, It’s Melanie’s "God’s Gift to Us" and "Hear Me Now," is the new Columbia Records pacte’s "My Beautiful People." In the world’s other era, the World War II style, "When the Lights Go On Again" has the word "God" in its lyrsc, and the song has just been recorded and released by ABC Records featuring Kay Starr. The tune, of course, has quasi-religious connotations. We might hope for a future of a world at peace.

**WB Disk Sales Up 30% For ’67**

 Burbank, Calif.—Reflecting its collection of chart singles and albums, Warner Bros.-Seven Arts Records complained increases in sales for a comparable period last year.

Costs President of the company, the label anticipates a continuance of "our steady and profitable growth with the roster of new albums and new artists planned for release early next year."

With regard to new product, the label will stage its semi-annual distributional presentation for one-week, Newcomers from the Warner, Reprise and Loma labels. Maitland also said new album product as well as merchandising and marketing plans will be unveiled via a series of in-person distributor meetings, with a team of home office executives. Plans for future appearances to stage the meetings.

Participating will be Joel Friedman, vp and director of marketing; Mo Ostin, vice president and general manager of reissue; George W. R., vice president and general manager of Warner Bros.; Dick Sherman, national publicity manager; and George Schmitz, vp and director of Eastern operations; Marvin Deane, national promotions manager; and Lou Amsel, vp and director of publicity and public relations manager.

Maitland also said that Phil Rose, international director for the company, will be attending the stage a similar meeting in the new Warner Bros.-Seven Arts Canadian distribution of operations.

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**RCA Plans $1 M! Studies In Montreal**

NEW YORK — Motown Records has made the first master purchase in its history. Detroit-based label, which has relied on the development of its own disk personalities (e.g., the Supremes) has spent $1 million to buy "Love" by the O’Jays. Originally on the Label, located in Michigan, the deal has increased the appeal of the Motown tag.

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**Time**
Cowsills: Family Act That Stays Together And Travels To The Top Of The Top 100

NEW YORK — The family that stays together can arrive together on top of the chart. The happy case for the Cowsills, MGM Records' family act that reigned over the managerial reins of Lenny & Myrna Stogel's talent management firm.

The group, a mother-daughter-and-sons team, currently has the number 1 single in the country, "The Rain, the Park & Other Things." And "other things" figure strongly in the rapid-rise of the group since their debut on MGM last week.

"Rain" began to rise, Ed Sullivan scheduled, the first of which has taken place. In addition, a flood of wide success was the Stogels' retaining of IMAG, the merchandising division of Glenview Gems, to license and license the Cowsills for varied-and-sundry items. Plans are also in the works for a projected TV special and a motion-picture and an European tour.

"Artie Kornfeld, the producer and writer, brought them to us," Lenny Stogel recalls. "They were about as perfect a group as I've ever worked with. They always said, 'We loved it and believed it 100%.'"

MGM was similarly impressed when Stogel gave the label, already sporting the Stogels' Sam the Sham, a crack at the group. The label had them recording their big hit, written and produced by Kornfeld, an LP and sent them on a grueling 1-month trek to Europe, at a hefty kick-off cost of $250,000.

Eliscu Takes Over AGAC; Royalty Collections Hit New High in 1967

NEW YORK — Edward Eliscu has been elected president of the American Guild of Authors & Composers (AGAC), succeeding Burton Lane, who has served as the guild's president for the past 10 years. Eliscu's election took place at AGAC's 30th annual meeting last week (10) at the Hotel Gotham in New York, where it was also reported that the guild's Collection of Royalty Plan hit a new high of $3 million for 1967.

Eliscu, a vp of the organization for the past several years, is the lyricist co-author of such standards as "Over the Rainbow," "Pageant of Power," "If You Were the Only Girl in the World" and "Without A Song" and "The Cradle." He has also written original screen plays for Hollywood and TV and edited several musical revues, including "The Little Show," and "Meet the People."

Complete AGAC Slate

Other officers elected that were announced at the meeting included Leonard Whitmore, executive vice-president; Ervin Drake, v.p. manager; Harry Ruby, secretary; Alex Kramer, treasurer; Gloria Shaye, secretary; and Robert Colby, assistant secretary-treasurer.

Wally Schuster will now extend his scope to include management of The Big 3's entire pop program. The new up-set is seen as a move away from the traditional pop scene of RCA Victor Records to put The Big 3's act with a new publishing firm with the future accent on the development of promising young pop talent and coordinated record production deals.

The Big 3's has already organized a coast-to-coast development and production team with Tony Orlando heading eastern activities and Richard Delvy directing west coast operations. The Delvy-Orrand team has been in action for several weeks exploring the young talent scene and signing newCash Box—November 25, 1967

EFCOM Kicks Off Big Boost For Ever-Green

CHICAGO—Following the lines and forms of Mercury's successful major image-building promotion which spotlights its 10-city pro- last Friday (17) opened the curtains for the Ever-Green Blues.

In the event's big joint release from the team, Alan Mink, Mercury's producer, and the group's success- saturation itinerary for the Ever-Green Blues that will include an entire promotion and publicity program. The seven-man team then took to the air for visits to Milwaukee and Pitts- burgh. They did a similar thing in Cleveland and St. Louis. The groups completed their tour the following day.

On the tour through Detroit (26), Baltimore (28), Washing- ton (30), Philadelphia (31) and Chicago (Dec. 1), they will return home to Los Angeles the next day.

The tour will make the entire junket on their own chartered airliner to facilitate travel and add even more to the activity into the two weeks. Timing for the trek was planned by Mercury's pro manager Marty Goldrod for mid-to-late-November since they feel that this is the most opportune time for a rea- cting act to card largest possible sales for display.

Goldrod, who will accompany the group on their tour, estimates that they will have publicity sent to more than 5,000 radio stations and route it to 18 television shows, during the journey. Special emphasis is being placed on meeting privately with top stations. A special 35-minute show for evening deejay hops was also prepared.

Big 3 Prof'dl. Dept. Takes On New Look With Wally Schuster

NEW YORK — A new look pop look is being applied to the Big 3 Music group of the Miller-Greenard department in line with the appoint- ment of Wally Schuster as generation manager.

Arnold Maxson, exec vp and general manager of the music publishing op- eration, named Schuster to the post following the recent departure of Jay Lewy from the firm to join Famous Music as gpm. Schuster, who joined the firm in July as manager of special projects, will now extend his scope to include management of The Big 3's entire pop program. The new up-set is seen as a move away from the traditional pop scene of RCA Victor Records to put The Big 3's act with a new publishing firm with the future accent on the development of promising young pop talent and coordinated record production deals.

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Doug Morris Takes Over Laurie Reins

NEW YORK — Bob Schwartz is relinquishing operational management of Laurie Records to Doug Morris, who joined the label in 1964.

Schwartz, producer of the Laurie Records' hit songs "Molly and greens," "Blacken" and others, will devote his activities to Laurie's growing publishing operation, and will continue to work as a consultant and general manager.

Morris, who will operate Laurie and all affiliated labels Rust and Prov- ince, effective vice-president and general manager, intends to place new emphasis on the administrative, radio and TV promotions, and record companies.

Before joining Laurie three years ago, Morris was vp of the publishing department at ABC Music, and is also on the legal committee of the Record Industry Association of America (RIAA).

Kaplan Exiting ABC For Coast Law Firm

NEW YORK — Bill Kaplan is leaving his position as vp of ABC's coast law firm to join the law firm of Silberg & Knupp. The firm represents the ABC-owned stations and is also on the legal committee of the Record Industry Association of America (RIAA).

Carol, Mary & Pearl RCA's Cast 'Dolleys'

NEW YORK—RCA Victor Records is putting the finishing touches on its new act, 'Dolleys.' Label plans a cast album on the line, which will be released on December 15. A London version of the show, with Mary Martin as "Dolly," was also recorded by RCA. The third produc- tion stars Pearl Bailey as "Dolly" and Cab Calloway.

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THE BEATLES

I AM THE WALRUS

HELLO GOODBYE

Cash Box—November 25, 1967
3 days and nights of non-stop excitement
With a hundred great groups.
And what seemed like 10,000 guitars.
It happened in

MONTEREY K-13868

It happens again in 3 electrifying
minutes of pop Festival memories by

ERIC BURDON AND THE ANIMALS

The Sound of The Now
Generation is on

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

Cash Box—November 25, 1967

NEW YORK

Music goes everywhere, even into police cells and jails even prison demonstrations such as the one held in mid-town Manhattan last week to protest the shooting of John Lennon. This week was the main speaker. The power of the folk songs (chiefly contemporary or traditional) can hardly be more apparent than when it is used to unify and give courage to persons in need of such elements. A more than qualified audience the prisoner, Mr. Lennon, and some persons who were arrested at last week’s demonstration joined in singing songs by such persons as: Tom Paxton, Phil Ochs, Pete Seeger, Joe Hill, Woody of Beethoven à la Vanilla Fudge. When they arrived, they were met by demonstrating the Vanilla Fudge type of enlightenment through their music. Their recent published appeared at Atlanta and at the Music Fair in Westbury. Individually, the members of the Vanilla Fudge are: Carmine Appice, Vinnie Martell, Tim Hont, and Maxine Brown. Ms. Ventura opened Nov. 15th at the Palm Show in New York and, recording the events report from the studio, it seems that a very well written. The show and the single, "Don’t Be Afraid," should be a big hit of the season. In fact, Jimmy Dean is back on RCA Victor. Ed. Hicks, Prado, returning to the U.S. this week, to play one more time at the Palladium. It is followed by a series of one nighters in N. Calif., Michael H. Gold- sen. Al Hicken, the manager for the Prince's Regalia, is producer for the Faded Golden label. Los Angeles Times story. The new single, "Ocean's Away" and more than a dozen others in the hit parade. The Hudson's new group the Lollipop Singers. The Kim Sisters opened in the Empire Room. Local group The Tiptons, The group that has been added to the M.C. Productions roster (headed by Bobby Moncrief and Jim Golden), will be a great show. The Tiptons, who have been added to the group's repertoire with the new Tom Jones LP "Love At First Sight" (Parrot), are receiving copies of two cuts from the album, "I A Million Dances" and "Can't Stop Loving You." Sam tells us the entire package is enjoying happy reaction across the country. We understand The Flock are getting a big kick out of their latest release, "Who's Fooling Who?" (WLS)! Here's a reminder from Morty Wax to catch Neil Diamond at The Conservatory this week. Stuart is currently in at the Edgewater Beach Hotel... In the forey over at Garmsin's, B. B. King’s "Heartbreaker" (Bluesway), "The Back Staring Me To Death." (Parrot). "For A Few Dollars More" by Kentucky Headhunters (UA) and "The Little Anthony version of "Beautiful People" (Veep). Garmsin has just added the Veep label to its distribu- tion roster.

You're under the sign of THE MONKEES...and everything is favorable.

Vanilla Fudge

Guthrie, and even (for at least one brief period) the Beatles.

For the record industry, interest in these demonstrations is probably the people directly and indirectly involved in them, should be increased. The further the socio-economic-political moral level. It is reasonably safe to say that the people involved are, for the most part, the buyers of records and their heirs. Not by any means the entire market, but a big slice... perhaps the trend-setting slice.

Arlo Guthrie (at least) made an offering of the Carnegie Hall debut at the end of the week before last to a packed house. He was delighted from the beginning. For his last encore, Arlo put an electric guitar, set the pace for a wailing, stomping treatment of the late Woody Guthrie’s “This Train Is Bound for Glory.” This service is seen in all of our shows, and is one of the final services of the Woody Guthrie concert. It seems, the time is ripe.

Eddi Reader is on the way out of the relative seclusion of his year-long building's public life. He is already a couple of words in Nashville with Bob Johnston (who has been noted by Bill Coo for a "Man of the Year" award), Dylan is about to return to Magic City soon to complete an LP. This information suggests an interest in the conflict with a recent "Variety" article stating that John Lennon is on tour with Dylan. The information in this column, however, is the latest and most up-to-date that we’ve been able to get from Columbia’s public relations office both here and in Nashville.

Elektra hosted a special concert at the Garrick Theatre last week for the sole purpose of introducing Jim Buckley to the New York press and public business cognoscenti. The show was a well-received opportunity. Unfortunately the show was an evening that felt more than effective.

Our East Coast Girl of the Week is the new one, Marsha Hunt. She’s represented on wax by, "How’s Love Finally Find Me?" (Stax). The song is very enthusiastic about the distributor and very emotional to his Italian import "Poncho Castillo," with "Cry" seems to be getting a lot of attention.

Ato’s Vanilla Fudge is busy cutting a second LP, which, from the sale reports, will feature four centuries of music that includes a chunk of the studio, the "underground" side of new music, the "hippie," published in L.A. with world-wide circulation of better than 50,000 copies a month. Apparently it’s working for them. Their new LP is already being sold in some of the non-profits as a non-profit religious association as "The Orfe Connie." The service held at the Foxhall Ave, offices each Wednesday at 1:30 P.M. Jean is credited (on the front of the book) as "the love coordinator."

HOLLYWOOD

Picked up recently on the back page of the L.A. Times was a tip that the latest album by "The Faded Golden's" is being released in the near future. The album is a double album with two new songs each side. This album is a double album with two new songs each side. This album is a double album with two new songs each side.

The United Artists Music Co., Inc. and United Artists Records have switched their offices to new offices at 2221 Vine—both headed by Norm Weiser, vp and manager of the new company. The new label group set to appear at the Whisky A-Go-Go... The public, that year, was less than three minutes...most programmed out of the country.

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THE LEMON PIPERS

EXPLODE WITH

"GREEN TAMBOURINE"

Produced by Paul Leka
A Kama-Sutra Production for B. Pipers Corporation

BDA-23

1650 BROADWAY, N.Y.C. 10019
NEW YORK—A writing-producing trio has evolved into a record act. Terry Cashman, Gene Postelli and T. P. West are recording a collection of their songs, including “Sunday Will Never Be The Same,” for VMC Records. Title of the set is “To Have & To Hold,” which just produced an ABC session featuring Lee Maye, outfielder for the Cleveland Indians, will extend their newly-formed career to appearances on national and local TV shows, performing under the tag “Never Been Better.” Among the team’s other writing credits are “Red Is Red,” cut by Al Martino, and “Richard & Me,” a current side by Gene (Postelli) & Tommy (West). Arrangements on the LP are being written by Joe Renzetti, whose hits work this year includes “Sunny” and “Apples & Peaches & Pumpkin Pie.”

Mastertone Studios Install New 8-Track Tape Equip.

NEW YORK—Mastertone Recording Studios here have completed installation of a 3M model 8-track tape recorder to complement the modern facilities at the studio. Consistently in the vanguard with new ideas and modern equipment, Mastertone was among the first to advocate the use of compatible stereo mastering at the suggestion of chief engineer Ed Feldman. The studio has been cutting compatible stereo since 1969. Other equipment employed includes the Dolby noise reduction system and Magna-tech noise suppressor. Nearing its fifteenth anniversary, Mastertone has dealt with recording companies and other recording studios throughout the world.

Although Cadet Records was late in getting out KENNY BURRELL’S “Have Yourself A Souful Little Christmas” Album Last Year, It Still Reached the Number 17 Spot on the Best-Selling Christmas Charts. Just Imagine What It Will Do This Year.

Oscar Fields

CashBox Looking Ahead

A compilation, in order of strength, of up and coming record shows signs of breaking into The Cash Box Top 100. List is compiled from retail outlets.

1 TELL MAMA (Fontana) Eto Jones (Cader 5578)
2 LOVE POWER (Unbelievable—BMI) Sandokahites (Collie 141)
3 GET DOWN (L. LaCocq, Kent—BAM) Harvey Stoler (Magic Touch 2007)
4 GO WITH ME (Chaff Rose—BMI) Gene & Debbie (Tr. 3002)
5 FREEDOM BIRD (Screen Gems, Columbia—BMI) Lewis & Clarke Expedition (Columbia 1011)
6 CAN’T HELP BUT LOVE YOU (Squash—BMI) Stendelli (Tower 348)
7 FOR WHAT IT’S WORTH (Cattalin, East—BMI) King Curtis & King Pins (Area 6534)
8 I CALL IT LOVE (Screen—BMI) Manhattan (Carnival 533)
9 STORYBOOK CHILDREN (Blackwood—BMI) Buffy & Jody Clay (Atlantic 2445)
10 TONY ROME (Sergent—ASCAP) Nassy Sinatra (Reprise 0636)
11 WEAR YOUR LOVE LIKE HEAVEN (Peer Int’l—BMI) Donovan (Epic 10256)
12 BACK UP TRAIN (Touche—BMI) Al Greene (Motown 51000)
13 DEAR El ROSE (Marino—BMI) Hallie’s (Epic 10381)
14 JUST LOVING YOU (Chappell—ASCAP) Anita Harris (Columbia) (Atlantic 42438)
15 I WANT SOME MORE (Ferri Sonic Music Co.) Jan & Robin & In Crow’d (Abkn 124)
16 WHEN THE SNOW IS ON THE ROSES (Moss—BMI) Ed Ames (RCA Victor 9319)
17 LAPLAND (Uni Media—BMI) Baltimore & Ohio Marching Band (Abbiate 5972)
18 WHEN YOU WERE HERE (Three: Port Music—BMI) Fowes (Scooter 105)
19 A LOVE THAT’S REAL (Rascu Sharp Music—BMI) Intruders (Gamble 269)
20 SOMEBODY’S SLEEPING IN MY BED (Fonco—BMI) Johnny Johnson (Stex 335)
21 WE GONNA GO HOME (Portico—BMI) Music Explosion (Louis 3414)
22 NOBODY BUT ME (Warren—BMI) Human Bein’ (Capital 5990)
23 HEY MAMA (Mink—BMI) Flaming Embers (Ric Tel 132)
24 A LITTLE RAIN MUST FALL (Charlton—BMI) The Epic Splender (Mot Riscuit 1430)
25 I WISH I KNEW HOW IT WOULD FEEL TO BE FREE (Donee BMI) Nora Simons (RCA Victor 9275)
26 SOMETHING’S MISSING (Kemp—BMI) 5 Steeplecons & Cubie (Saddah 20)
27 I FOUND A REASON (Philips Dept—BMI) John Ford (Reprise 4058)
28 DO BABY (Chalf Music—BMI) Dean Jackson (Corto 2537)
29 KITES ARE FUN (Yan Music—BMI) Frese Design (Project 21124)
30 ALMOST CALLED YOUR NAME (Sherly Single- BMI) Margaret Whinger (London 115)
31 FACE THE AUTUMN (Atlantic—BMI) Family (USA 886)
32 WHERE’S THE MELODY (Moss—BMI) Brenda Lee (Decca 22123)
33 TREAT YOUR GROOVY (New Century BMI) New Century Six (Mercury 72727)
34 FINDERS KEEPERS (Myto Music—BMI) Al Kent (Ko 123)
35 WHEN THE LIGHTS GO ON AGAIN (Ferri—BMI) Ray Starr (ABC 11012)
36 GREEN TAMBOURINE (Sung—BMI) Lemon Pipers (Sudduth 23)
37 SHE (Anfoss—Rose BMI) Ray Orban (RGM 4518)
38 FOR A FEW MORE DOLLARS (Warren) Reno Monforte (RCA Victor 9224)
39 MR. BUS DRIVER (Earl Burton BMI) Bruce Chessel (Mala 579)
40 UNITED PART I (Stax—BMI) Music Maker (Gamble 209)
41 OH WHAT A FOOL I’VE BEEN (Stax—BMI) Sweet Inspirations (Atlantic 2449)
42 STOP LIGHT (Jet Star BMI) Five Americans (Abkn 129)
43 I WANT TO BE LOVED (Kingshouse BMI) Lorraine Ellison (Sama 2083)
44 ALLIGATOR ROG-GA-LOO (Blue Horizon—BMI) Law Donelbain (Blue Note 1924)
45 I’M IN LOVE (Fontana—BMI) Wilson Pickett (Atlantic 2448)
46 UNTIL THE REAL THING COMES ALONG (Creative Music) Ernie R. Duke (Duke 7251)
47 I’M SO PROUD (Alabaster—Lever BMI) Kahl (Marti 727)
48 BABY IT’S WINTER (Vand 4424) (Vand 4424)
49 BIRTHDAY (Bennett—BMI) Chris Baitly (Vanda 3000)
50 RICHARD AND ME (Ferri—BMI) Gene & Tracy (ABC Paramount 981)
51 YOU CAN HAVE HIM (Portico—BMI) The Cakes (Disco 32212)

18 Cash Box—November 25, 1967
Produced by Wes Farrell in collaboration with Tony Romeo.

From their first album coming next week
### CashBox Radio Active

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on 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.

(TALLY COMPLETED NOVEMBER 15, 1967 — COVERS PRECEDING WEEK)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>48%</td>
<td>Okolona River Bottom Band</td>
<td>Bobbie Gentry</td>
<td>Capitol</td>
</tr>
<tr>
<td>43%</td>
<td>Honey Chile</td>
<td>Martha Reeves &amp; Vandellas</td>
<td>Gordy</td>
</tr>
<tr>
<td>38%</td>
<td>Peace Of Mind</td>
<td>Paul Revere &amp; Raiders</td>
<td>Columbia</td>
</tr>
<tr>
<td>36%</td>
<td>Summer Rain</td>
<td>Johnny Rivers</td>
<td>Imperial</td>
</tr>
<tr>
<td>33%</td>
<td>Since You Showed Me How To Be Happy</td>
<td>Jackie Wilson</td>
<td>Brunswick</td>
</tr>
<tr>
<td>32%</td>
<td>I'll Be Sweeter Tomorrow</td>
<td>O'Jays</td>
<td>Bell</td>
</tr>
<tr>
<td>31%</td>
<td>And Get Away</td>
<td>Esquires</td>
<td>Bunky</td>
</tr>
<tr>
<td>30%</td>
<td>Soul Man</td>
<td>Ramsey Lewis Cadet</td>
<td>Cadet</td>
</tr>
<tr>
<td>29%</td>
<td>Come See About Me</td>
<td>Jr. Walker &amp; All Stars</td>
<td>Soul</td>
</tr>
<tr>
<td>28%</td>
<td>Woman, Woman</td>
<td>Union Gap</td>
<td>Columbia</td>
</tr>
<tr>
<td>27%</td>
<td>Too Much Of Nothing</td>
<td>Peter, Paul &amp; Mary</td>
<td>Warner Bros</td>
</tr>
<tr>
<td>26%</td>
<td>What's It Gonna Be</td>
<td>Dusty Springfield</td>
<td>Philips</td>
</tr>
<tr>
<td>25%</td>
<td>Bend Me, Shape Me</td>
<td>American Breed</td>
<td>Acta</td>
</tr>
<tr>
<td>24%</td>
<td>Tony Rome</td>
<td>Nancy Sinatra</td>
<td>Reprise</td>
</tr>
<tr>
<td>23%</td>
<td>Felicidad</td>
<td>Sally Fields</td>
<td>Colgems</td>
</tr>
<tr>
<td>22%</td>
<td>Tell Mama</td>
<td>Etta James</td>
<td>Cadet</td>
</tr>
<tr>
<td>21%</td>
<td>Green Tambourine</td>
<td>Lemon Pipers</td>
<td>Buddah</td>
</tr>
<tr>
<td>20%</td>
<td>Dear Eloise</td>
<td>Hollies</td>
<td>Imperial</td>
</tr>
<tr>
<td>19%</td>
<td>An Open Letter To My Teenage Son</td>
<td>Victor Lundberg</td>
<td>Liberty</td>
</tr>
<tr>
<td>18%</td>
<td>Neon Rainbow</td>
<td>Box Tops</td>
<td>Mala</td>
</tr>
<tr>
<td>17%</td>
<td>Storybook Children</td>
<td>Billy Vera &amp; Judy Clay</td>
<td>Atlantic</td>
</tr>
<tr>
<td>16%</td>
<td>Back Up Train</td>
<td>Al Greene</td>
<td>Hot Line</td>
</tr>
<tr>
<td>15%</td>
<td>Near Your Love Like Heaven</td>
<td>Donovan</td>
<td>Epic</td>
</tr>
<tr>
<td>14%</td>
<td>Beautiful People</td>
<td>Bobby Vee</td>
<td>Liberty</td>
</tr>
<tr>
<td>13%</td>
<td>Sockin' 1-2-3-4</td>
<td>John Roberts</td>
<td>Duke</td>
</tr>
<tr>
<td>12%</td>
<td>Beautiful People</td>
<td>Kenny O'Dell</td>
<td>Vegas</td>
</tr>
<tr>
<td>11%</td>
<td>You Better Sit Down Kids</td>
<td>Cher</td>
<td>Imperial</td>
</tr>
<tr>
<td>11%</td>
<td>Baby You Got It</td>
<td>Brenton Wood</td>
<td>Double Shot</td>
</tr>
<tr>
<td>10%</td>
<td>O-O I Love You</td>
<td>Dells</td>
<td>Cadet</td>
</tr>
<tr>
<td>10%</td>
<td>Chattanooga Choo Choo</td>
<td>Harpers Bizarre</td>
<td>Warner Bros</td>
</tr>
</tbody>
</table>

**LESS THAN 10%—BUT MORE THAN 5%**

<table>
<thead>
<tr>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Windy—Wes Montgomery</td>
<td>A &amp; M</td>
</tr>
<tr>
<td>Love Power—Sandpebbles</td>
<td>Colta</td>
</tr>
<tr>
<td>Can't Help But Love You—Standells—Tower</td>
<td>24%</td>
</tr>
<tr>
<td>Stop Light—S Americans—Abnak</td>
<td>16%</td>
</tr>
<tr>
<td>Judy In Disguise—John Fred—Paulo</td>
<td>17%</td>
</tr>
<tr>
<td>Face The Autumn—Family—USA</td>
<td>8%</td>
</tr>
<tr>
<td>Treat Her Groovy—New Colony Six—Mercury</td>
<td>7%</td>
</tr>
<tr>
<td>Freedom Bird—Lewis &amp; Clarke Expedition—Colgems</td>
<td>7%</td>
</tr>
</tbody>
</table>

Cash Box—November 25, 1967
spend a
"$1,000,000 weekend" with
THE VENTURES
on liberty records

$1,000,000.00
WEEKEND
THE VENTURES

LIBERTY RECORDS

LRP-2054 / LST-7054
**WHATS UP DOC?**

It's the gala opening night for the J.C. Penney & Roebucks new million dollar parking lot at the Northeast Boulevard store in Philadelphia. "What a Severinse" music director of the Johnny Carson TV show turned special guest appearance to help the festivities. A show card also present were the WIBG-Philadelphia deejays, the KIT/WIP and WABC Band, and Wm. A.Menden (UA), above. (1 to r.) are: Ron Ciechowski, Carl Hausman, and "Big John" Bradley of the Kit-Kats; Larry Cohen, national sales and promotion, James Records; Matty Singer of ABC-Paramount Records; Hy Lit, WBBG; "Doc" Severinse, Command Records; Carson Kit Stewart of the KitKats; and Joe Niagra, WBBG.

Dick Clark Productions has sold a new series, "Happening '68," "a what's happening" look at the teen scene to ABC-TV. The half-hour series will debut in color on Saturday, January 6. Executive producer of the program will be Roelofson Roes, "Happening '66" will include weekly performing guest stars, a weekly hand contest, black out comedy sketches, and what's Happening news flashes from teenage editors throughout the country. Of persons in the news who are of interest to young people, a segment titled "C Tallontations" in which films produced by high school and college students will be presented, and a weekly "Style Fair," featuring what's happening fashion news. Although Dick Clark Films has not finalized all plans yet, it is likely that after "Happening '66," ABC will mount a "Happening '68" tour, in much the same manner that the company presented "Where the Action Is" tours while that program was on the air. During the past year, Clark's Music & TV super-clown, Headline, promted a "Happening '67" tour which proved to be highly successful. A final tally of the prizes sent to winners reveals that WDGY-Minneapolis was the largest of those in the "Wonder Key Contest" was second in the nation's top ten music market. Along with numerous merchandise prizes, WDGY awarded over $5,000 in cash to audience participants. Listeners were invited to call in their after hearing the "Wonder Key" announced at the beginning of each hour, they caught the correct word slipped in sometime during the hour. At that point, the call received a "Wonder Key" with which the air personality "opened" the "Wonder Box." The box was asked if it had a prize for the caller, and in a rough manner, the box would answer yes or no. Weekly winners, drawn from the hourly winners, were awarded a home bunner pool game and the grand prize winner, drawn for in the same manner, was given a Sears Stereo Juke Box for her recreation room. The winner was Mrs. Kathy Mulher of St. Paul.

The winners of the second annual "Win the Good Guys Contest," held by WMCA-New York and National Shoes, have been announced. They are: First Prize, winner of five New Jersey National High School, Mineola, Long Island, and Our Lady of Perpetual Help High School, Brooklyn. Each of the three schools competed against over 600 high schools throughout the tri-state area to win a special musical show, presented at the school by the WMCA Good Guys and featuring top recording artists. Sponsored by National Shoes, the contest required listeners to cast a ballot for their favorite high school at any National Shoe store. In order to give all the schools a fair chance of winning, three categories were established according to enrollment size: small, medium, and large. Bayonne, which also won the contest last year, was in the middle category, Mineola in the medium, and Our Lady of Perpetual Help in the small. The six WMCA air personalities presenting the show will be: Mike Harrison, Judd Spector, Dan Daniel, Gary Stevens, and Dean Anthony.

**TONGS A TEEENAGE TRIUMPH:**

During his recent successful arrangement at Chicago's Empire Room, Columbia Records recording artist Tony Bennett, in conjunction with WBBG, Chicago, performed a special afternoon show for teenagers only, heralding a tour for the first time in the posh room's history. Bennett was a hit with the young people of their elders. In the above backstage shot, Bennett is in earnest conversation with his local representatives. He is flanked by Ron Riley, Gene Taylor, and Clark Waber (partly hidden).

SPUTTERS: George Nicholaw, vice president of the CBS Radio Division and general manager of KNX-Hollywood, spoke to the Publicity Club of Los Angeles at their monthly dinner meeting at the Palm Majestic in Hollywood on November 13.

**VITAL STATISTICS:** Nat Wright is now piloting the "Dawn Patrol" on WBBG-Philadelphia. Dick Clayton, formerly with WLS-St. Louis, is holding down the 8 to midnight slot on WIP. Dick has been an old time WBBG deejay, relocations manager of KOB-Albuquerque, and WMNE-Boston. While in the Air, he was heard on WJJK-Detroit's evening music show. Jeffries has been designated as director of promotions, the WBBG-Gene Wonder Key Contest was one of the many promotions he handled in the outlet's history. Along with numerous merchandize prizes, WDGY awarded over $5,000 in cash to audience participants. Listeners were invited to call in their after hearing the "Wonder Key" announced at the beginning of each hour, they caught the correct word slipped in sometime during the hour. At that point, the call received a "Wonder Key" with which the air personality "opened" the "Wonder Box." The box was asked if it had a prize for the caller, and in a rough manner, the box would answer yes or no. Weekly winners, drawn from the hourly winners, were awarded a home bunner pool game and the grand prize winner, drawn for in the same manner, was given a Sears Stereo Juke Box for her recreation room. The winner was Mrs. Kathy Mulher of St. Paul.

**Bios for Dee Jays**

**Stone Pones**

The Stone Pones consist of Linda Marks, vocalist; Bob Kimmel, rhythm guitar; and Ken Edwards, lead guitar. Linda, who has long black hair and big brown eyes, was born on July 15, 1946, in Tucson, Arizona. She was described by a friend as a "Peterson Pan still looking for Shadow." Linda comes from a musical family (her father was at one time a professional singer), and the first thing she can remember doing is singing. Along with fellow Arizona Bob Kimmel, Linda relocated to Los Angeles. At this point, Ken Edwards joined them and the Stone Pones were complete. The group has performed at such niteeries as the Cafe Au Go Go in New York and Club St. Louis. Their latest single, "A Different Drum," is number 70 on the charts this week.

**Union Gap**

The Union Gap is comprised of General Gary Puckett, vocals; guitar; Stuart Warren, drums, vocals; and Private Paul Withem, woodwinds, piano; and Private Paul Wheatbread, drums. The group was organized in San Diego, California, in January, 1967, and named after the historic town of Union Gap, Washington. Dressed in Civil War uniforms, the group attracted a large following as they swept across the "North" into "Southern" California, playing clubs and colleges. In addition to being the group's leader, Minnesota-born Puckett is an accomplished songwriter, with over 20 songs to his credit. Bennett, a former music major at San Diego State, made his musical debut in a "5th grade assembly where I played the Marine Hymn on the clarinet." Canadian-born Chatter adds that he loves "driving my new Corvette around early in the morning" and "would like to be the best compos-er-around." Gary "Mutha" Withem ("They call me Mutha because I love pickles and ice cream") was a music teacher before joining the group. Adept on the drums and all percussion instruments, Wheatbread loves "motorcycles, sports cars and music with feeling." The Union Gap's current Columbia single, "Woman," was number 85 on the charts this week.
BILL GAVIN’S RECORD REPORT

"Hot shot: NEXT PLANE TO LONDON—Rose Garden (Atco) showing top ten sales in so many places that it has to be a big one nationally."

NEXT PLANE TO LONDON
THE ROSE GARDEN
Atco 6510

Produced by Greene/Stone
A York/Pala production
Cash Box

November 25, 1967

**Merc Drafts 3 Teams From W. Coast League**

CHICAGO—In the largest mass signing of San Francisco groups to date, Mercury and its affiliated labels have contracted three teams to exclusive contracts with the company.

The signing is a result of separate trips to the west coast by Mercury Records president Irving Green and executive vice president Irwin Steinberg. Acts signed were the Blue Grass Boys; the Hollies and the Morrone family of Chicago, Glory and Fontana and the Savage Resurrection for Mercury.

Each of the groups has been making a name for itself playing at various ballrooms in San Francisco, S.F. A&R chief Abe Kesh was given much of the credit for the signings in contracts by Steinberg and the coastal regional vice president Bob Sarenpe.

**Coast Studio Leased**

In a related move, Steinberg also noted that Mercury has leased a full recording studio from Lee Kulka’s Golden State Recorders, one of the leading studio facilities outside of Hollywood. This was the first time that Kulka has leased permanent space to a recording company. Kulka, who has been close to the San Francisco music scene, said he hopes to have all three teams recorded by Christmas and included in the label’s January LP release.

He said that “each of these groups has a completely different sound.” Blue Grass Boys is a folk-rock outfit; the Savage Resurrection is a five-man blues group; and the Morning Glory consists of a group of folk and a female lead singer. Kesh continued: “They’ve all been playing for a long time and are a true professional. They’re eager to record and just can’t wait to get into the studio.”

Each of the groups writes its own material, and will be given a full promotion, advertising and merchandising buildup.

**MCA Cuts Loton Jingle**

NEW YORK — The MCA label has joined the advertising bandwagon with the release of “Somewhere in Between” by the DMZ. Tune is part of a national TV and radio campaign launched recently by the makers of Bactrine Skin Cream. MCA is mailing a sample of the product along with the disk to more than 90 Top 40 radio stations.

**What Album’s That?**

**Kenny Burrell’s**

“Have Yourself A Soulful Little Christmas”!

“Oh yeah! It’s great. I heard it on your show quite a bit last year.”

“Must have been someone else. I was out of a job last year.”

**1968 Music Show Sets All-Day Opening Meet**

CHICAGO—The 1968 Music Show will have an all-day opening session, beginning two hours earlier than previous year’s shows. The decision to open the first day (Sunday) Music show at 10 a.m., the same time as on other days, was taken unanimously by the advisory committee for the big trade event and convention, which consists of representatives of six manufacturers and wholesale organizations which cooperate with the National Association of Music Merchants (NAMM) in the sponsorship of the Music Show.

A total of 150 hours of exhibit will provide 4½ days of display time for the exhibitors at the show, pointed out Walter Lee, NAMM staff director. “For all intents and purposes, the Music Show has in recent years been in full operation on Sunday, the first day of the show, as the result of the gradual transition of trade activities to Sunday hours. The enthusiastic response of both exhibitors and dealers to previously-scheduled Sunday display hours necessitates that we extend these exhibit hours to a full day on Sunday,” noted Lee. “Our new schedule of exhibit hours will provide a maximum of time to everyone in the Music Show to utilize the full potential of the event for dealer contacts, merchandising campaigns and marketing of their products.”

Lee reported to the trade show advisory committee that NAMM has received a total of 250 applications for rooms in the Music Show in Chicago and Milwaukee, where the event is scheduled June 23 to 27.

**More Space**

Members of the trade show advisory committee reported their association was unanimously enthusiastic about the shift of many music instrument displays to open space at the 1968 Music Show and gave their full approval to further expansion of open space instrument exhibits at the show. In addition to the International Ballroom, Continental Room and other fixed instrument exhibits which will be assigned to the East and West Halls, reported NAMM executive director George Trimble, who noted that “great interest is being shown by exhibitors in this newly-available open space, based on the excellent traffic achieved by exhibitors in open space in the 1967 show.”

Association executives reported on plans to conduct business sessions at the 1968 Music Show, and NAMM executive vice president William R. Gard announced that trumpet star Al Hirt has been booked for the annual banquet and that negotiations were under way to line up another celebrity in the music world for the annual opening luncheon.

**Masterwork Triples ‘Rover’ Production**

NEW YORK—In order to meet the burgeoning consumer demand for its recently introduced 45-r.p.m. phonograph, the Rover, Masterwork Audio Products, a department of Columbia Records, has tripled its production rate of the unit.

J. J. Harris, director of Masterwork Audio Products, attributes the sales success of the Rover to the fact that at the suggested price of $24.95, the unit is within the budget of young people, who account for the great percentage of single records sales in this country. Early Christmas shopping may also account for a portion of the increased sales.

Playable in any position, the Rover is operated simply by inserting a 45-r.p.m. record in a slot. A reject button controls changing or stopping the record during play, and the unit shuts off automatically at the end of play. Available in either fire-engine red or bright accent blue, the Rover has a solid state amplifier, operates on eight flashlight batteries and weighs only five pounds. A black leatherette carrying case for the Rover is available for $2.95, suggested retail.

**CashBox Sure Shots**

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

**OKOLONA RIVER BOTTOM BAND**

Bubba Gentry — Capitol 2044

**SINCE YOU SHOWED ME HOW TO BE HAPPY**

Jackie Wilson — Brunswick 55354

**A DIFFERENT DRUM**

Stone Pony — Capitol 2044

**I’LL BE SWEETER TOMORROW**

O’Jays — Bell 691

**WOMAN, WOMAN**

Union Gap — Columbia 44297

**WHAT’S IT GONNA BE**

Dusty Springfield — Philips 40498

**AND GET AWAY**

Esquires — Bunky 7752

**TOO MUCH OF NOTHING**

Peter, Paul & Mary — Warner Bros. 7092

**Trimble Exits Tower; Becomes Westex Proxy**

HOLLYWOOD—Lee Trimble, regional sales and promotion manager for Tower Records, has exited his post with the label to become president of Westex Record Service of Dallas, Texas. Trimble has been with Tower since its inception in July of 1964.

Westex one-stop services all of northern and western Texas while their affiliate company, Record Service of Houston, covers the rest of the state.

Trimble, a native of Dallas, has been in the industry for over eleven years. He started his career as manager for a retail store in Houston. In 1961 he joined Capitol Records as a salesman covering southern Texas. In 1962 he became head of territory for Capitol in Houston and remained in that position until he joined Tower.

**Argon Waxes 1st 3 Disks For Jubilee**

NEW YORK — “In The Same Old Way,” by Scotty Williams, “Please Come Back My Love,” by Oliver Bush and “Why Walk A Lonely Mile?,” by Jimmy Briggs, are the first three records produced by Clyde Otis’ Argon Productions under its pact with Jubilee Records. All three disks are due for release on Jubilee this month.

**Chief Feathers Eagle’s Nest**

NEW YORK — Ellis McNeill, president of Eagle Records, has just formed Chief Records as a subsidiary of Eagle. First release on Chief is a Christmas song, “Dance Esta Santa Claus,” by the Thomas Sisters, a new young group discovered by McNeill.

**IT’S NOT EXACTLY A KEYBOARD**—Well known Spanish pianist Alicia De Larrocha signs the contract under which she will record exclusively for RCA Victor, while the label’s Red Seal A&R manager Roger Hall, waits for his turn with the pen. She was born in Barcelona and received her musical education there under Frank Marshall. She is now the director of the Marshall Academy in Barcelona and is recognized by many critics as being one of the leading interpreters of the music of Spain.
World Pacific Records

leader in the music of India and Asia, proudly announces their most extensive promotional and merchandising campaign.

Contests
1. $16,000 worth of authentic Indian sitars given away through participating dealers.
2. 50 free albums to dealers with sitar winners.
3. Underground press ads highlighting the contest.
4. 11" x 14" black and white glossy sitar photos.
5. Free entry blanks and full color streamers.

Advertising
1. The first full color poster ever inserted in Cashbox and Billboard featuring Ravi Shankar and his extensive World Pacific catalog.
2. Full color trade ads featuring the entire "Sounds of India & Asia" release.
4. Regional Life magazine ads.
5. Ads in local, college and high school newspapers across the country.
7. Specially printed Ravi Shankar concert programs.

Merchandising
1. 5' x 6' full color display featuring Ravi Shankar and his World Pacific catalog.
2. Eased Ravi Shankar full color posters.
4. Attractive Ravi Shankar browser display including free Indian/Asian counter supplements.
5. Free full color Ravi Shankar posters included in his newest album: "Live at the Monterey International Pop Festival."
6. Full color streamers and empty jackets.

Promotion/Publicity
1. Trade and consumer publication press kits.
2. Stories to all trade and selected consumer publications.
3. Feature stories to underground press and teen magazines.
4. Press parties, concerts, and personal appearances featuring available Indian and Asian artists.
5. Photos and biographical information on all World Pacific Asian and Indian artists to radio stations and DJ's.
New albums from W, designed to whet...And a most provoking advertising co-op the consumer. See your Warner Bros.- 7

Warner Bros. - Seven Arts Records, Inc.
IMPACT!

the appetite of every musical taste.

program to enable you to appeal directly to

Arts distributor now for complete details!!

MUSIC BY Win Kerr - MORDS

THE SEA-THE EARTH-THE SKY by Anita Kerr, Rod McKuen/San Sebastian Strings 3WS 1730

COLLAGE / Noel Harrison R/RS 6263

MIRIAM MAKEBA

PATA PATA

PATA PATA / Miriam Makeba R/RS 6274

ALICE'S RESTAURANT / Arlo Guthrie R/RS 6267

PORTRAIT OF THE YOUNG ARTIST

Mark Turnbull R/RS 6272

PATA PATA / Miriam Makeba

MOVIN' WITH NANCY / Nancy Sinatra R/RS 6275

MASS IN F MINOR / The Electric Prunes R/RS 6275

THE FIRST EDITION / First Edition R/RS 6276

MOVIN' WITH NANCY / Nancy Sinatra R/RS 6276

Reprise Records
COMING SOON: Big Year End Issue Of Cash Box
"The World Of Recording Artists" • A Complete Report On The Top Artists • Top Records • Top Songs • Top Publishers and Top Producers Of 1967 • Make Sure Your Message Is In This Important Edition •

DEADLINE: DEC. 11

ISSUE DATED: DEC. 23

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NOW, FOLLOWING THE WORLD-WIDE SUCCESS OF HIS FANTASTIC INSTRUMENTAL VERSIONS OF

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SPANISH EYES
WHEN A MAN LOVES A WOMAN
A WHITER SHADE OF PALE

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SAN FRANCISCO
I LOVE YOU, YOU LOVE ME
THE WORLD WE KNEW
HOW CAN I BE SURE

SOON TO BE RELEASED ON KAPP RECORDS

RIVIERA RECORDS PARIS
**Picks of the Week**

**BEATLES (Capitol 2656)**  
Hello Goodbye (3:24) [Macdon, BMI-Lennon, McCartney]  
Minimum of words, minimum of melody and practically no subject at all, not the Beatles have given us a new side that packs a pachromatic rainbow of sound into the narrow limits that Lennon & McCartney have selected to work with on “Hello Goodbye.” As with their last single, the fade is brilliant but the first side is the hitmaking lark. Bouncing back from “Cat In The Window” this exquisite session will gain tremendous response in the pop and music market. Should be Peet’s biggest seller in quite some time. Flip: “At the Crossroads” (3:05) [Hastings, ASCAP-Bricusse]  
Very lovely side from the “Dr. Dolittle” score.  

**BUCKINGHAMS (Columbia 44378)**  
Susan (2:48) [Diogenes, Bag O’Tunes, BMI-Holway, Beisbeir, Guercio]  
Vivid musical line and a smooth group making this ballad an item that should catch plenty of attention, continuing the team’s hit string. Electronic break shifts gears for the side and adds that extra punch which might pick up solid teen attentiveness for the set. Hit team, hot side. Flip: “Foreign Policy” (4:15) [Diogenes, BMI-Guerico]  

**MARVIN GAYE & TAMMI TERRELL (Tamla 54161)**  
If I Could Build My Whole World Around You (2:21) [Jobete, BMI-Fagan, Bullock, Hunte]  
Two smash outings from Gaye & Terrell are already history, and this new side from the duo could easily be the biggest of the lot. Vocal performances with enough power to make the side are highlighted by some wonderful lively arrangements and little sideticks to set the side way up in the pop and blues sales charts. Flip: “If This World Were Mine” (2:41) [Jobete, BMI-Gaye]  

**PETULA CLARK (Warner Brothers 7097)**  
The Other Man’s Grass Is Always Greener (3:02) [Northern, ASCAP-Hatch, Trench]  
Optimistic lyrics, magnificent vocal from Pet Clark and a splendidly tailored orchestral arrangement all work together to form a spectacular new ballad side. Should show. Side with little so no indicator. “A Voice in the Window” this exquisite session will gain tremendous response in the pop and music market. Should be Pet’s biggest seller in quite some time. Flip: “At the Crossroads” (3:05) [Hastings, ASCAP-Bricusse]  
Very lovely side from the “Dr. Dolittle” score.  

**AL MARTINO (Capitol 2853)**  
A Voice in the Choir (2:30) [Case, ASCAP-DiMmino, Tocker]  
Pop followers of Al Martino will be joined by larger numbers of good music listeners during this unusual and vibrant ballad. Sentimentality and the sense of pride have seldom been expressed as well as in “A Voice in the Choir,” which will be delighting wide audiences, particularly during this holiday season. Coin ops and good music outlets should be swamped with requests for this side. Flip: “The Glory of Love” (2:39) [Schatkover, Bernstein, ASCAP-Hill]  

**DEAN MARTIN (Koprise 6610)**  
In the Misty Moonlight (2:44) [4-Star, BMI-Walker]  
Francing melody aided in lightness by a gently floating flute sound serves as the newest vehicle in the Dean Martin hit string. Romantic vocal presentation in the Martin style goes a long way in making even more powerful the strong material. Should invite a bright reaction across the board. Pop ops to a full extent. Flip: “When the Weather Turns Sour” (3:06) [E. H. Morris, ASCAP-Spina, Robertson] is another hearty helping of powerful ballad material with a sparkling beat arrangement.  

**ESQUIRES (Dunky 7752)**  
And Get Away (2:36) [Hi-Mu/Flomar, BMI-Moorer, Shepard]  
Anyone who liked “Get On Up” should flip over the new Esquires’ single “And Get Away.” The follow-up novelty features basically the same song and story, but this sampling has a faster tempo and more polished group sound for wider pop action. All the elements of a breakout item, and... [Singles]  

**SOLOMON BURKE (Atlantic 2459)**  
Detroit City (2:54) [Cedarwood, BMI-Dii, Tills]  
Several hit versions of this solid pop-country standard have come out in the last few years, but this is the version. Great rhythm section, basic arrangements of the message, and excellent delivery from Solomon Burke put this side up top of the r&b chart and very big pop reactions. Should take off with jet-stream impetus. Flip: “It’s Been a Change” (2:30) [Staples, BMI]  

**BILL COSBY (Warner Brothers 7086)**  
Howdy for the Salvation Army Band (3:04) [Manger, Keymen, BMI-Cooby, Smith]  
Very fine blues tune that features mirthful jabs at the Salvation Army and humor with the Bill Cosby brand stamped on it. “Howdy” is a startling follow up to the comedian’s smash premiere on the soundtrack in a rockin’ vein. Musically grabbing, cutely worded, well sung the deck is sure to hit big with r&b spinners, and will break wide open on pop fronts. Flip: “Ursalena” (2:40) [Same credits.]  

**LEON HAYWOOD (IKea 32239)**  
Mellow Moonlight (2:30) [Evenjim, BMI-Haywood]  
Plenty of strength in the rhythmic backing of Leon Haywood’s follow up to “It’s Got to Be Right” should give this funky blues-plus-beat side the extra impact to create breakout reactions in pop and r&b markets. The side is a great dance song with outstanding vocal and production work that puts it over in the hit lane. Flip: “Tender Walls” (2:37) [Acroft-Rose, BMI-King, Stewart] is an uptempo r&b reading of the older.  

**INEZ & CHARLIE FOXX (Dynamo 112)**  
Count the Days (2:50) [Catalogue, Cee & Eye, BMI-Williams, Foxx, Williams]  
Despite a fairly rough job on this side, the performance of Inez and Charlie is a good shake. The side should be able to get in the sales break down this deck deserves. Regularly strong r&b action should serve as a big spring in setting things up on the pop front. Grand session with tremendous prospects. Flip: “A Stranger I Don’t Know” (3:36) [Vee Cee, Cee & Eye, BMI-Foxx]  

**JIMMY ROSELLI (United Artists 5024)**  
Please Believe me (2:21) [Ronzac, ASCAP-Stilman, Tencol]  
Rumbling ballad material delivered with strength and emotional power from the old school has made Jimmy Roselli a favorite with joke box listeners and good music spinners, not to mention a large part of the pop audience that has turned out for several of his singles in hit proportions. This side is another of the simplified, solidly sung ballads that should keep the fire burning. Flip: “I Don’t Want to Walk Without You” (2:50) [Paramount, ASCAP-Loesser, Styne]  

**JAMES BROWN (King 6133)**  
The Soul of J.B. (2:42) [Golo, BMI-Brown, Holgode, Knocheman]  
Strongly spotted jazz thing on this side, the orchestral face of James Brown carries enough power on its own to drive into the r&b sales picture even without the credentials that will draw initial attention to the side. Funky, but smoother than the offerings which characterize Brown’s vocal, the side rumbles along in an organ showcase to watch closely. Flip: “Funky Soul, Part I” (2:05) [Golo, BMI-Brown, Holgode, Crawford]  

**PHIL OCHS (A&M 891)**  
Outside of a Small Circle of Friends (3:37) [Barricade, ASCAP-Ochs]  
Through incise comments on the introversion of today’s citizenry, Phil ochs poses some serious questions to a backdoor of barroom piano in a lively tempo. The side’s mordant and lyrical content should set it high in the picture. Pop, good music spinners and city coin-ops could find this a side in great demand. Flip: “Miranda” (3:06) [Same credits.]  

**Newcomer Picks**

**FOUNDATIONS (Uni 55698)**  
Baby, Now That I’ve Found You (2:36) [January, Webeck, BMI-Macleod, Macauay]  
Bright blending of happy rhytmics and blues rock sets up a chart blazing future for this hard-hitting session taken from the hit lists of England. Great dance track with some very fine vocals pour on the steam to set the side in motion. Should see a big sales reaction. Flip: “Come On Back To Me” (2:05) [Same credits.]  

**GOOD AND PLENTY (Senate 2105)**  
Living In a World of Make Believe (2:13) [Pocketful of Tunes, Pameo, BMI-Farrell, Romec]  
An exciting debut that should soon be climbing the hit parade, “Living In a World of Make Believe” shows off an unusual female lead and well matched male partner on a shuffling-middle speed blues ballad. The material and its handling is geared to click with pop minded teens, and could show strong action in r&b sales spots as well. Flip: “I Played My Part Well” (2:20) [Pocketful, Pameo, BMI-Romeo] show, somewhat “White Shade” styled blues with strong qualities that could attract attention.  

**SPECTRUM (RCA Victor 9380)**  
Portobello Road (2:22) [Screen Gems, Columbia, BMI-Marsh, Veal]  
Same title, but a different song about “Portobello Road” could cause confusion between the outtaking of the Spectrum and Capitol’s Ellie Janov. This side is a solid pop offering with light-hearted shuffle beat and a calmly jocular lyric nicely handled on the side. Angelophiles and teens should jump on the set. Offer to a fewer with a fervor to likely to r&b locations, contention. Flip: “Comes the Dawn” (2:43) [Dunbar, BMI-Roberts, Kinnette]  

**WILLIE CHARLES GRAY (SSS Inf7125)**  
My Ancestors (2:14) [Vintage, BMI-Tubers]  
Pride and power split the hill in Willie Charles Gray’s delivery on this potent soul side. The lid has enough strength to carry it well into the pop sales charts, and definitely high on the r&b listings. Sentiment in the lyrics and a very fine orchestration put the finishing touches on an enthralling side.  

Cash Box—November 25, 1967
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first Atlantic smash

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ATLANTIC

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Billboard

TOP 20 PICK!
Newcomer Picks

BRANDON WADE (Philips 45653)
Letter From a Teenage Son (2:49) [Vapac, BIC, BMI-Sweeney]

Dramatically read, intelligently worded, beautifully orchestrated with Paul McCartney's opens and closes, Wade's answer letter to the Victor Lundberg hit presents a mature reply that could well steal the spotlight from other retorts from the younger generation. Stunning recording that demands a listen.

DARLING SISTERS (MGM 13811)
Ordinary Boy (2:39) [Alkabestal, BMI-Landian, Landian]

Noted on the tunesmith side as composers of the Cowills' smash, the Darling Sisters will crack things open as artists via this "Ordinary Boy" a song of a pot of mid-tempo doing that sprints the mental work of the duo and gains extra strength from the arrangement end of the session. Flip: [Same credits] is another teacher written offering recently cut by Keith.

EVERGREEN BLUES (Mercury)
Midnight Confession (2:44) [Little Fugitive, BMI-Josie]

Hard core rock drive put extra impact into this explosive serving of soulful rock-blues from the Evergreen Blues. Side moves in a quick-time just below uptempo frenzy, but with a controlled rock push from the vocal and brass bursts. Excellent production, and a tremendous group sound should start a skyrocketing sales reception in motion. Flip: "(Yes That's my Baby" (2:29) [Same credits.]

KING BROTHERS (Danhill 41114)
My Mother's Eyes (3:00) [Francis Day & Hunter, ASCAP-Gilbert, Baer]

Fine harmony of the soft opening breaks into a hard rock version of the standards presentation. Strong overall performance generally best by the old school. A grand group sound, good dance rhythm and some stunning power in the side should set it on its merits and up the hit listings. Flip: "I'm Old Fashioned" (2:57) [Chappell, ASCAP-Kern, Smerer]

DMZ (MTA 135)
Somewhere In Between (2:27) [Mardette, BMI-Case, Rain]

Intimate production work taking an occasional semblance to a Brian Wilson opus, and a nation-wide radio and with a teen commercial theme puts this song in the uppermost of the new singles somewhere on top of the new decks that could take the breakout route. Look for the DMZ to take a shot at honors with this shimmerly mid-speed effort. Flip: "Part 2" [Same credits.]

MEDITATIONS (World Pacific 77678)
The Downbeat (2:34) [Ros, ASCAP-Bonafide]

Soft somewhat Polishen melody, touches of sitar artistry and smooth choral drifting provide exquisite world philosophy in a good music and pop vein. The side's easy listening value is bolstered in the sales department by lyrics covering the big kick of "Transcendental Meditation" that has been receiving much attention of late. Could wake from a sleeper class. Flip: "Beautiful Experience" (2:47) [Same credits.]

Christmas Picks

PERRY COMO (RCA Victor 9967)
Christmas Balls (2:40) [Ahab, BMI-Stevens]

Beautiful ballad take a marvelously lavish form by Perry Como and geared for good music play, this "Christmas Balls" side is one that could easily carry over into the schedules of the other station playing seasonal music with the new single titles. The 먼저 Tule feast, but the delivery makes it a standout single for this month's slate. Flip: "Love is a Christmas Rose" (2:01) [Boncon, ASCAP-Shuman, Carr]

RHY'S O'BRIEN (MGM 13882)
The World Calls (2:59) [Hodi, BMI-O'Brien]

Different wording and this side could have been a breakout pop session, but geared for the Yuletide timing through lyrical content this tune is one that will gain plenty of exposure as much through words as arrangement. Diving into the middle of the aspect, and presenting the plea for man, the song is a potent one and easily performed, Flip: "Christmas Morning" (2:51) [Same credits. Swingy side with good programming prospect.

DANNY THOMAS (RCA Victor 9342)
The First Christmas (2:21) [George Pincus, ASCAP, Lawes, Bass]

Along with the melody side this one could turn to cop the spotlight. Beautiful ballad take a marvelously lavish form by Danny Thomas, here is one that should be much in favor at any format stations. Lively enough for popsters, and substantially good music in its performance, the side could be a box-office find. Side could be held together with the help of keeping many refined by airing on the "Christmas on the Hearth" tv spectacular, Flip: "Christmas Story" (2:30) [Reneck, ASCAP-Walsh]

LITTLE KIDS (Tower 288)
Santa Claus Is Stuck in the Chimney (1:50) [Bob-Cor, BMI-Mascari, Wendall, and Patrici]

Coming up with a Chipmunk's speeded vocal sound, the Little Kids get an extra lift for this marvelously side that could turn to cop the spotlight. Beautifully handled of the Santa Claus and narrow farm joke with a happy beat and appealing children's sound might turn the trick for this hit. Flip: "Tambourine Jingle" (3:10) [Bob-Cor, BMI-Adpt: Mascari, Wendall] Blueyes "Jingle Balls,"

SOCIETY'S CHILDREN (Ace 6538)
White Christmas (2:50) [Irvings Berlin, ASCAP-Berlin]

Flashy rocked up mid-speed version of the biggest seasonal hit of all for Society's Children. Plenty of sleigh bells in the coming month. Good beat and a pretty workout in the vocal make a happy rendition of this standard. Flip: "I'll Let You Know" (2:04) [Goodness & Truth, BMI-Wolfram, Ashkenazi]

VOICES OF THE LITTLE FLOWER (Decca 32056)
Christmas All Year Round (2:37) [Skidmore, ASCAP-Maxwell, Russell]

Young girls and children are always forgiven their vocal shortcomings on a sentimental favorite, and this one does an intelligent job through poignance any deficiency on the part of the singers. Pretty much the same arrangement as the winter 7" and an item that could just catch fire. Flip: "The Little Pine Tree" (2:35) [Skidmore, ASCAP-Maxwell, DeNoon]

ARTISTICs (Brunswick 55252)
Nothing But Heartaches (2:10) [Jaylyne, HRC, BMI-Davis, Belian, Reed]

Alling of the tune required group in the r&b field, the Artistics have a strong shot for pop recognition with this easy-to-remember mid-speed side. No relation to the Supremes' tune except the "seven" in its title, the group that made "Yea Make Me Happy" (2:27) [Jaylyne, BRC, Van McCoy, BMI-McCoy] another of limp reporting of favorable blue sounds.

CLEAR LIGHT (Elektra 45622)
Black Roses (2:08) [Nina, Little Giant, BMI-Duggs] Bellting rhythm punctuation make a memorable thing of this up-tempo tatter. The team's work on the vocal is the most unobtrusive with an instrumental nowhere on top of the new decks that could take the breakout route. Look for the DMZ to take a shot at honors with this shimmerly mid-speed effort. Flip: "Part 2" [Same credits.]

JELLY BEAN BANDITS (Mainstream 674)
Country Woman (2:27) [Brent, BMI-Buck, Donald, Dougherty, Raab, Seal, Beere] Hard rock going on this side that could take wing in the steady winning side that could really go. Flip: "You Can Be Free" (1:55) [Nina, BMI-Clear Light]

KEELY SMITH (Atlantic 247)
Gentlemans Heart (2:35) [BMI-Hack, Threat, ASCAP] Fine material and a regularly excellent vocal showing from Keely Smith could make this one of the better 7" for any group. It could make it easy going with fans of the semi-paye blues sound. Slow, steady building side that could certainly go. Flip: "Generation" (2:49) [Same credits.]

LES REDD ORCH. (Dream 8502)
Theme to Candida (2:24) [Unart, BMI-Lai] Powerful tingler from the score of the "Live for Love," which could share the good music spotlight with the more recordable title theme. Beautiful hand- ing of the tune with a full choral impact. Flip: "The Last Waits" (2:58) [Frank, BMI-Hunter, BMI-ACAP-Emerson Mason] Lovely reading of the recent pop hit.

PALLBEARERS (Fontana 1003)
Music With Soul (2:41) [Chantain, BMI-Emerson, BMI-Mills] Well-placed filler finger-snapper here. Could break out in the mid-weeks. Side could be held together with the help of keeping many refined by airing on the "Christmas on the Hearth" tv spectacular, Flip: "My Christmas Story" (4:00) [Big 3, ASCAP, Webster, Mandell] Songwriter Sperling, 3363 Wilson Ave., Bronx, N.Y.

SYLVIA (All Platinum 2893)
Love Machine (2:49) [Hastings, BMI-Fournier] Energetic, insistent romance could stir up loads of listening. For pedestrian enjoyment for the sybarite. Should be heard. Flip: "I Will Love You (2:41) [Beechwood, BMI-King, Kelley]

SANDY & PEBBLES (Mercury 72475)
He's My Kind Of Fellow (2:20) [Joe, BMI-Mascari, and L. Pincus, BMI] and the Pebbles could make national noise with this pulsing, rocking love session. Flip: "My Foolish Little Heart" (2:35) [Long Hair, ASCAP-Perez]
"don’t look back"
...look forward to big sales with the johnny mann singers
L.T. JOSIE (Uptown 750)
T-O-N-X (2:59) [Little Fugitive, BMI-Josie]

JAMES BOUNTY (Compass 7011)
Don't Play With The Devil (2:49) [Capitol, BMI-Adler, Ross]
Souful reading of the time back Tony Bennett smash, Bach-Richard. The heavy buildings of gnarled vocal sound and a beat-back

MIGHTY SAM (Amy 11,001)
When She Touches Me (2:38) [Brook-

cive & Royal-Varee love session that could send

LEE DORSETY & BETTY HARRIS (Sanam 474)
We Like Lovin' (2:59) [Marsa

BARRY RICHARDS (Emar 491)
We Do (2:03) [BMI-Fred, Bernard]
Look out for Barry

WILDFIRE (Columbia 44369)
Back in Town (2:59) [The Miribus, BMI-Ransford] Inventive, slow-paced, blues-toned rock effort could see chart

ERNIE HINES (U.S.A. 888)
Thank You Baby (2:45) [World Int],

ROBB FORTUNE (Paramount 300)
Crazy Feelin' (2:20) [Mardix, East

JOE MOORE (Verve 10656)
I've Got My Sweet Baby (2:20) [Toote

NEWEATS (Hickory 1458)
You And Me And Happiness (2:00) [Au-

SIMON DUPRIE (Tower 377)
Kites (3:47) [Robbins, ASCAP-Pock-

LOVELITIES (Bandera 2515)
I Found A Lover (2:12) [Sandburn, BMI-Josie]
From this fainthearted, melancholy love

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Here's where The Ever-Green Blues will blow-in for in person acrobatics on their new hit

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Cash Box—November 25, 1967
The MORNING GLORY MAN IS HERE.

Cash Box Review Records

**Best Bets**

**TROGGS** (Fontana 1067)

*Love Is All Around* (2:57) [Dick James, BMI-Prestley] Steady-moving, romance-saluted soft ballad, could make noise. Flip: "When Will the Rain Come" (2:59) [Dick James, BMI-Bond].

**SAM WILLIAMS** (Tower 307)

*Love Slippped Through My Fingers* (2:20) [Bonnart, BMI-Lewis, Lewis, Farmer]. Sam Williams could pull in a nice slice of sales action with this full-bodied, wows-paced R&B rocker. Ought to be watched. Flip: "Let's Talk It Over" (2:20) [Bartot, BMI-Williams].

**CHYLDS** (Warner Bros. 7065)

*Psychedelic Soul* (2:36) [Carmichael, BMI-Boldi] The Chylids could make a name for themselves with this thumping kneesnapper. Give it a spin. Records: "Deep Inside" (2:22) [Carmilin, Tune-Belle, BMI-Glasser].

**DORIS TROY** (Capitol 2403)

*Face Up To The Truth* (2:17) [Wiesenfeld, BMI-Troy] Keep an eye on this stirring R&B romance item. It might be a big one. Flip: "(2:17) [Wiesenfeld, BMI-Troy] More of the same over here. This one could also make it.

**JERRY McCAIN** (Jewel 709)

*Juicy Lucy* (2:15) [Smith, BMI-McCain] Garland's live versions of this amiable item are a dream. It's a heated R&B/dance item. Flip: "Put Your Arms Around Me* (2:45) [Smith, BMI-McCain].

**JERRY & WILLA** (Jerry 1749)


**JIMMY HELMS** (Decca 1785)

*Always* (2:32) [Irving Berlin, ASCAP, BMI] Groovy rock updating of this Irving Berlin original. Could be a winner. Flip: "It Was Me" (2:45) [JAN, BMI-Sahhal, Cordell].

**DANNY EZBA & THE F.B.P.A.** (Joe Ford)

*I Want To Love You* (2:45) [Eppa, BMI-Arminted]. Here's a rousing, romance-oriented rock verse that could hit and foster. (2:45) [Eppa, BMI-Arminted].

**FENNWHYCK** (Progressive Sounds 1003)

*I Playing (Progressive Sounds 1003)* (2:45) [Janger, BMI-Blom]. Fast folk-rock guitar backing, solid beat and a good vocal showing from Fennwhyck could catch a lot of attention with this mid-west geared offering. Could spread to each of the coasts. Flip: "Comin' On" (2:45) [Same credits]. Records: Progressive Sounds of America Records, 7025 Claire Ave., Roseda, Calif.

**PINK CLOUD** (Tower 375)


**HILL MIDDELY** (Verve 1069)

*That Lucky Old Sun* (2:50) [Robbins, ASCAP-Smith, Gill]. C. P. Gill of the Righteous Brothers offers as a solo effort a poignant, moving treatment of this old standard. Given good exposure, the side could turn into a fast-selling item. Flip: "That Lucky Old Sun" (2:50) Same credits. Continuation of the other side.

**RANALDO DOMINO** (Smash 2127)


**DELBERT MCCLINTON** (Bollib 101)

*Don't Help Me I'm Falling* (2:06) [Johnnie Neely, ASCAP-Robertson, Blair]. This one is a rhythm, countryish tune that sounds very salewise for Delbert McClintock. De- sert Rock hearing. Flip: "(2:06) [BMI-McClinton].

**WILLIS JACKSON** (Prestige 457)

*The Sound Of A New Troubadour* (2:10) [Wiley, BMI-Powell, DeMoras]. Infectious, nocturnal mid-tempo saxophone instrumentals could make some money. It's called "Soul Grabber" (2:00) [Prestige, BMI-Jackson].

**ELECTRIC PIANO PLAYGROUND** (Decca 1785)


**MYSTIC, ASTROLOGIC, CRYSTAL BAND** (Carolee 1004)


**MICHAEld BLODDGETT** (Capitol 2403)


**RONNIE KING & PASSIONS** (Gate way 780)

*I'll Never Be Free* (2:19) [Jencon, BMI-Blom]. Ronnie King could set sail in motion with this case of sin and sales in the cards for Ronnie and the Passions as this moving rock item. Watch it. Flip: "My Heart Break Away" (2:19) [Jencon, BMI-King].

**MARY FORD** (Carolee 1003)


**PRYSOCK OPENING AT LR**

*After 16th Carson Show* (New York) - Balladeer Arthur Prysock is scheduled to open a three-week stand at the Living Room this week (20) and is also slated for a recording session with Verve Records during his stay in New York.

Prior to his opening, Prysock made his 16th appearance on the Johnny Carson NBC-TV show. He arrived in New York after a string of bookings in Canada, highlighted by shows in Toronto and the Colonial Inn in Toronto.

*VIVE LA GYPT* - Gypsy guitarist Manitas de Plata (second from the left) is honored at a Columbia Records luncheon prior to his cross-country tour of the United States. Shown with the virtuoso are (from left) Irv Lichtman, editor in chief of Cash Box; Lucien Cleger, de Plata's personal representative; and Irvene Schenin, president of CBS International. During their long tour of the U.S.A., the artist will perform in 14-cities climaxing the jaunt with a return concert at Carnegie Hall on Nov. 25. His debut Columbia LP, "Manitas de Plata and His Flamenco Magic," was released earlier this month.

*Dino, Desi & Billy Form Publ. & Prod. Outfits*
PAINT IT BLACK
CHRIS FARLOWE

Produced by Mick Jagger

IMMEDIATE

Distributed by CBS Records/CBS, Inc., 51 West 52 Street, New York City
Sweeps Introduces 'Holiday Happening'

NEW YORK — Two new "Our Best To You" LP's available at one-dollar each, a sweepstakes offering eight prizes and advertising aimed at 50,000,000 consumers in 34 major markets will highlight Columbia Records' "A Holiday Happening" promotion that begins this week.

Spearheading the drive is an eight-page full-color newspaper supplement that will contain a gift guide to Columbia's assortment of records, tapes and Masterworks audio products. This supplement will be inserted in the Sunday edition of "newspaper in 94 major markets on Nov. 26 and in the New York Times on the following week. This publicity printing will reach an estimated 100 million readers.

More than 200 current catalog albums in the pop, classical, Broadway & Hollywood and holiday fields will be

THOROUGHLY MODERN MILLS

LITTLE DRUMMER BOY
Lou Rawls .......... (Capitol)

KEEP ON DANCIN'
Harper & Rowe .......... (White Whale)

I CAN'T BELIEVE THAT YOU'RE IN LOVE WITH ME
Virginia Wolves .......... (ABC)

HOW COME YOU DO ME LIKE YOU DO?
John Davidson .......... (Columbia)

TEN STORES HIGH
Bill Smith .......... (Talam)

THAT'S MY DESIRE
Ronnie Dove .......... (Diamond-L-P)
John Gary .......... (RCA-L-P)

LOVERS OF THE WORLD UNITE
Tartans of Lavender Lane .......... (Capitol)

THE SHEIK OF ARABY
Jim Kweskin Jug Band .......... (Reprise)

SOLIDITE
St. JAMES FINAMARY
Eileen Rogers, (Audio Fidelity-L-P)

AIN'T MACHININ'
Camille Sturridge, (Kapp-L-P)
Johnny Watson Trio .......... (Okeh-L-P)

I SURRENDER DEAR
Steve Mason .......... (Mason)

ROCK-A-BYE YOUR BABY
Judy Garland .......... (ABC-L-P)
Steve Mason .......... (Mason)

FRENTE A PALACIO
Al Cañada .......... (U.A.-L-P)

MILLS MUSIC, INC.
1619 Broadway
New York, N.Y. 10019

Catena Appointed To New CRDC Post

Catena, the newly-created post of national rack merchandising manager of Capitol Records Distributing Corp. (CRDC), according to an announcement made last week (15) by Bonnie McE the vice president and national merchandising manager. In his new post, Catena, former CRDC pop-albums sales manager, will be responsible for the creation of promotions and merchandising campaigns specifically tailored to the needs of CRDC's sub-distributor customers. In making the announcement, McE stated:

"By creating the post of national rack merchandising manager, we are continuing in our efforts to provide better and more practical selling aids for our sub-distributor customers. In particular, the rack-jobber's needs often differ radically from the promotional needs of retailers, and it will be Catena's job to identify those differences and provide specialized marketing problems. In Mr. Catena, we are fortunate to have an executive with long experience in both the sales and promotional sides of our business."

Catena joined CRDC in 1958 as a sales representative for Fresh, and in 1961, he was promoted to the position of assistant branch manager at Chicago, and in 1960, he was appointed Cleveland branch manager. Since May, Catena has been vice president, pop-albums sales manager, with headquarters in the Capitol Tower in Hollywood. No new sales force for Catena in this latter post has yet been selected.

AGAC

(Continued from page 8)

1957, Lane acted as its leading administrative officer. He engaged in contractual relations with new publishers, recruiting of new members, promotion of sales, and the introduction of low-cost hospitalization and major medical insurance. His most important accomplishment was the formation of the unique AGAC Collection of Royalty Rights. AGAC introduced the idea of a Guild-run Collection Plan, by which the Guild would collect and distribute savings for writers. The Guild would audit publishers books with the assistance of expert accountants.

Through this program, royalty earnings of those writers belonging to the Guild increased in Chicago. In 1950, the Guild cooperated approximately $400,000 for its members. In 1967, the Guild announced at its annual meeting, its collection of royalty plans will hit a new high—$1,000,000.

Cosby Radio Series

(Continued from page 7)

are radio with $1-million, the cost of time and production expenses. Yet for the mid-attitudes, for radio, $1 million is a very large sum. We believe this is the largest investment in the history of radio."

The premiere broadcast in each market will take place Monday January 15, 1968. Production has started. To be heard on 132 of the top stations, or wherever Cosby happens to be on location abroad for his I Spy television series, this concert or night club appearances. The radio program was designed for the comedy series that Cosby's own company—Campbell, Silver, Cosby, Corporation. The radio program is produced by Comedy Connections, producers, network or characterizations into the "Spy's"

Cosby expressed his enthusiasm for the opportunity to create for radio, "I've been longing for a medium, unique that is just right for contemporary humor. The medium is an open invitation to be different, to be innovative, and a blank check for the writer," he said.

The program is being produced under the supervision of McCann-Erickson, the advertising agency for Coca-Cola. The brand will continue its use of spot announcements and specials in TV, such as "Charlie Brown," NCAA football, the Beatles' "Hard Day's Night" and sponsorship of the Orange Bowl.

Monkees Shown In New Huckleberry Tutu Drive

NEW YORK—Huckleberry Tutus will introduce a new line, the "Signature" series, in January featuring likeliness of the Monkees and other pop musical groups.

The Colgems are to kick off this line as the first subjects included in the series. Four-color temporary tattoos will offer pictures of the individual members of the band and each likeness will also include an autograph. Special tutu-art created by the Monkees is another special feature of the set. Other pictures to be offered with the Monkees collection are "Auntie Grizelda" and the "last train to Clairesville."

The patterns currently number 13 sheets with psychedelic and zodiac signs, figures of Batman, Cupid and Rocky and other assorted decorations. They are capable of being applied to skin, wood, glass or fabric. And the Monkees are currently seeking other groups for inclusion in the series.

Beaches 13th LP

(Continued from page 7)

Beatles since late June, when "Set," Epperson's Lonely Hearts Band went into release, earning an RIAA Gold Award on the strength of the market. Similar patterns of advance sales in excess of 1,000,000 units across the country, the new LP follows "Today" and the "Rubber Soul" LP albums.

To date, the Beatles have garnered 23 gold records through singles and albums.

Who Is The Morning Glory Man?

Mark Lindsay: Call Me Collect—10,000 Respond

HOLLYWOOD — A chance to speak to Mark Lindsay of Paul Revere & the Raiders wasn't passed-up by at least 10,000 fans of the star last Wed. (15).

The flood of calls, reported by the Pacific Telephone Co. to be the largest phone jam-up since the Watts riots of 1965, was prompted by ads placed in two teen magazines (Big and 15), declaring that Lindsay would speak to anyone who called him at his Hollywood office. The magazines have readership in 87 countries, and calls were made by fans in London, Rome and Australia, in addition to U.S. cities, mostly New York and Chicago.

Lindsay got to speak to 300 before taking leave to make a singing engagement in Dallas, Hollywood radio station KXT fired further than Pacific Telephone in signing up the phone tie-up: the biggest since World War II.

TOYS FOR MUSICOR—Musicor has signed the Toys to an exclusive recording contract, according to word received from Stanley Kahan, the label's director of creative services. The group had a hit of success with "Lover's Concerto" a while back. Shown here (from the left) are: Baybura Harris, Toy; June Mantoine, Toy; Barbara Parrott, Toy; and Stanley Kahan, who set up the deal for Musicor and will produce the group's discs. Vince Marx, group's manager, is seated as he signs contract.
HOLLYWOOD — Capitol Records, has elected Walter P. Rozett vice president at a recent meeting (7) of the radio division, it was announced at the Capitol Tower here.

Previously Rozett had been appointed to the post of head of the finance division of CRL, with responsibility for all corporate and accounting activities of the corporation.

Rozett’s appointment became effective November 15.

Rozett joins Capitol after fifteen years with the Columbia Broadcasting System. His most recent position with CBS was as vice president and assistant manager of its radio division. Previously, he served as assistant treasurer of CBS Inc., and held a number of other positions in the radio division.

Rozett received his bachelor’s degree from Iowa College in 1948. Subse-

The last time I heard Tal Farlow with his own group, the组合 included Eddie Costa on piano and vibes, and Benny Golson on alto sax. In 1957 and at that time The Tal Farlow Trio was considered one of the most interesting and melodic groups in the world. During this period, Tal had set his foot in the musical world of Bud Powell, and an incredible phenomenon of the guitar. I can recall that we were in a hotel in Boston, listening to the group, often saying to myself that this was too good to be true. Apparently it was, because soon afterwards Tal retired, not to be heard again in New York City until his engagement at The Bern’s (now The Ambassadors) in Frannmis. When he put it away in the mid-sixties, it was the end of an era of his instrument, and what he was a “dimed gun” by comparison to what was left in jazz.

Once again, Tal has allied himself with a piano and a bass, this time, acetate made at Stomp Studios. He has a new band, Knapp and Lynch, and Tal has had the opportunity to play again in the same manner as in the past; yet, by his own words, Farlow says that his current group is the most gratifying musical experience he has ever had. Being the modest, self-effacing performer that he is, a very bold statement for him to make. Seldom in my experience has there been a group so appealingly their music, so much rapport and empathy. From the very outset of the engagement (I was there the first night) the group were very tight, from every member, from the rhythm section, the horn section, to the trumpet and the trombone, to the guitar. This is the most original group I have heard in a very long time. Job well done.

Tal Farlow has returned, playing more than ever, and as the leader of one of the most tightly knit groups on the New York scene. On week he played his guitar with the same energy and enthusiasm as if he was playing for the first time. A reminder once again that The Tal Farlow Trio will be in residence at Bern’s. More than ever, his music is one of the most captivating and delightful groups on the New York scene. The Ambassadors is a must for jazz lovers, and no matter what kind of music you like, you will find something to your taste. Tal Farlow and his group are a must for anyone who loves music.
Soul Full.

Al Hirt
"Ludwig"

c/w "Long Gone" #9381
Both sides from Al's "Soul in the Horn" album—LPM/LSP-3878

RCA VICTOR
(The most trusted name in sound)

Available on Stereo & single-track.
Good-Humored Performance On Performance Rights:

Senator Harrison A. Williams, the Senate committee on the Copyright Law, said he would introduce an amendment to the Copyright Law that would provide performance royalties for artists and record labels. In support of an artist's right to interpret songs on different levels, he brought along a tape recording, illustrating the use of the "Mickey Mouse Club" theme, one a straight-forward commercial rendition.

Kinney-Ashley-Famous

(Continued from page 7) and services within the construction trades. Further moves in the leisure time area are coming this fall.

Ted Ashley Remains

Ted Ashley will continue to operate Ashley-Famous as president. He will become a member of the board of directors of Kinney, with the agency operating under its present management as a wholly-owned subsidiary of Kinney.

Ashley-Famous, with offices in New York, Beverly Hills, London and Mexico City, was founded in 1954; the agency represents its clients (performers, writers, directors and producers) in all areas of the entertainment industry, including television, motion pictures, legitimate theatre, nightclubs, radio, publications, concerts, fairs and industrial shows.

Big Dish Acts Represented

In the musical, personal appearances and variety fields, the agency represents such established stars as Tony Lopes, Gordon MacRae, Gwen Verdon, Mike Douglas and Paul Anka. In addition, the agency is actively involved in contemporary music concert attraction by representing such acts as the Four Seasons, Smokey Robinson, and the Miracles, the new Christy Minstrels, and Bobbie Gentry, among others.

In addition to the representation of artists and literary properties, the agency has played a key role over the past decade in network television programming as the sales agent for major programs. In this current television season, the agency represents ten weekly television series for a total of eight hours of programming per week on all three networks.

Among the current television shows represented by Ashley-Famous are the "Carol Burnett Show," "Get Smart," "Mission Impossible," "Sanford and Son," "The Odd Couple," "The Monkees," "The Bobby Darin Show," and "The New Andy Stewart" among others. Over the past seasons, many of the most successful television programs aired were represented by this agency, including "The Danny Kaye Show," "The Defenders," "The Munsters," the other a sultry version by Julie London. Same tape were played earlier this year at Senator hearings on the bill, Senator Williams said it was clear that the Copyright Bill would be taken up at this session of Congress, but he indicated action early next year. Flanking Senator Williams are (left) Dave Kapp, president of the American Federation of Broadcasters; and "The Happening"—Diana Ross & Supremes—Motown

TOP HITS OF 1967

A COMPILATION OF THE YEAR'S BIGGEST HITS TO DATE

Because Cash Box is continually asked to supply a list of the year's leading hits to A&R men, producers, record companies, etc., Cash Box has compiled a chart, listing the top 50 hits of 1967, that lists the year's Top 50 titles. As of the date the feature appears, the feature is published in the last issue of each month and is compiled from the Cash Box Top 100 Sales Chart. Period system queries, if follows: For each week a record chart is published, that record chart is reviewed; that review includes: No. 1 song is it on the Top 100; it receives 135 points; each No. 2 record is awarded 124 points; No. 3 gets 113 points, etc. From No. 1 thru No. 10, each song is taken to 113 points respectively. Of the top fifty titles of any given week are included in the survey. Survey begins with first issue in January.

1. THE LETTER—Box Tops—Mala
2. LIGHT MY FIRE—Doors—Elektra
3. CAN'T TAKE MY EYES OFF YOU—Frankie Valli—Phil
4. ODE TO BILLIE JOE—Bobbie Gentry—Cassette
5. HAPPY TOGETHER—Turtles—White Whale
7. I'M A BELIEVER—Monkees—Colgems
8. GROOVIN'—Young Rascals—Atlantic
9. Respect—Aretha Franklin—Atlantic
10. GEORGY GIRL—Seekers—Cassette
11. I THINK WE'RE ALONE NOW—Tommy James & Shondells—Roulette
12. SOMETHIN' STUPID—Frank & Nancy Sinatra—Reprise
13. COME ROCK WHEN YOU GROW UP—Bobby Vee—MGM
14. SWEET SOUL MUSIC—Arthur Conley—Atlantic
15. RUBY TUESDAY—Rolling Stones—London
16. KIND OF A DRAG—Buckinghams—USA
17. A LITTLE BIT OF SOUL—Music Explosion—Laurie
18. I GOT RHYTHM—Happenings—B. T. Pep
19. ROCKY MOUNTAIN—Diana Ross & Supremes—Motown
20. SOMEBODY TO LOVE—Jefferson Airplane—RCA
21. TO SIR WITH LOVE—Lulu—Epic
22. THE HAPPENING—Diana Ross & Supremes—Motown
23. SHE'D RATHER BE WITH ME—Turtles—White Whale
24. COME ON DOWN TO MY BOAT—Every Mothers' MGM
25. I WAS MADE TO LOVE HER—Stevie Wonder—Tamla
26. THEN YOU CAN TELL ME GOODBYE—Casinos—Fraternity
27. APPLES, PUMPKINS & JUMBO PIE—Jaye & Techniques—Smash
28. A LITTLE BIT ME, A LITTLE BIT YOU—Monkees—Colgems
29. MERCY, MERCY, MERCY—Buckingham—Columbia
30. NEVER MY LOVE—Association—Warner Bros.
31. THERE'S KIND OF A HUSH—Herman's Hermits—MGM
32. WE AIN'T GON'THIN' YET—Blues Magoos—Mercury
33. DEDICATED TO THE ONE I LOVE—Mamas & Papas—Dunhill
34. THIS IS MY SONG—Petula Clark—Warner Bros.
35. LOVE IS HERE AND NOW YOU'RE GONE—Diana Ross & Supremes—Motown
36. ROCK IT TO ME BABY—Mitch Ryder, Diana Ross—New Voice
37. RELEASE ME—Engelbert Humperdinck—Parrot
38. ALL YOU NEED IS LOVE—Beatles—Capitol
39. SOUL MAN—Sam & Dave—Stax
40. PENNY LANE—Beatles—Capitol
41. A WHITER SHADE OF PALE—Procol Harum—Deram
42. JIMMY MACK—Martha & Vandellas—Gordy
43. BABY I LOVE YOU—Aretha Franklin—Atlantic
44. SNOOPY VS THE RED BARON—Royal Guardsmen—Laurie
45. HOW CAN I BE SURE—Young Rascals—Atlantic
46. FOR WHAT IT'S WORTH—Buffalo Springfield—Atlantic
47. TELL IT LIKE IT IS—Aaron Neville—Parlour
48. MY LIFE IS CHEMOTHERAPY OVER—Ed Ames—RCA
49. LET'S LIVE FOR TODAY—Grass Roots—Dunhill
50. IT MUST BE HIM—Vikki Carr—Liberty
51. SILENCE IS GOLDEN—Tremeloes—Epic
52. UP, UP & AWAY—Fifth Dimension—Soul City
53. INCIDENT AT MENDOZA—Bob Collins—RCA
54. CAN'T HELP MYSELF—Four Tops—Motown
55. SOMETHING IS GONNA HAPPEN—Cher—United Artists
56. WILDERNESS—Dale Hawkins—Dot
57. GOOD TIMES—Louis Armstrong—Green
58. WHO'S MAKING LOVE—Al Green—Shrink
59. I'M A KING OF LONDON—Kipp Moore—Cassette
60. THE TWIST—Lloyd Price—Vee-Jay
BEACH BOYS
5th Annual Thanksgiving Tour

Buffalo Springfield

Strawberry Alarm Clock

Soul Survivors

Pickle Brothers

Thanks to these stations for their cooperation on this tour

WKNR  WEAM  WMCA  WRKO
WNDR  WDRC  KDKA  WICE
WKBW  WLCC  WBZ  WCAQ

and Thanks to all the stations for your support and for spreading a taste of

"WILD HONEY"
A reminder from Bill Gavin

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**RIVIERA HOTEL • FRIDAY THRU SUNDAY • DEC. 8-10, 1967**

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**RIVIERA HOTEL, LAS VEGAS**

---

**CashBox Top 100 Labels**

**LIBERTY ISSUES 10 TAPES**

**BEVERLY HILLS**—The latest four and eight track releases by Liberty Stereo Tape are highlighted by Bobby Vee’s, “Come Back When You Grow Up.” The single by the same name was recently in the Top 10, and the album has shown all indications of being another big hit for Vee.


**DOOTO TO RELEASE 6 DECEMBER TAPES**

**LOS ANGELES**—Six new tape cartridges available in both 4 and 8 track versions for the month of December are being released by Doottie Williams, Dooto Records pres. They are: “LaFf Of The Party Volume I,” “LaFf Of The Party Volume II,” “The Race Track,” “Naughties But Goodies,” “Sly Sex,” and “The SideSplitter.” Dooto’s initial tape cartridge release, “Adults Only,” by Reed Fox, was released in November.

According to Williams, the entire Dooto LP comedy catalog will be available in stereo by the first of the year.

**trolled catalogues, notably those of MacKen Music (the Beatles), Maribor Music (the Hollies, Air Productions Limited), Comet and Seeco Music (Nab Cola catalogues) and, of course, the parent firm, Dick James-con- **

**Aretha Franklin To Star In Macy’s Parade**

**NEW YORK**—Aretha Franklin is scheduled to appear in Macy’s Thanksgiving Day Parade, Thursday November 24. She will be featured in the “Lady In The Shoe,” float, one of the prime floats in the parade.

At the end of the parade, she will also be featured on the NBC network singing one of her hit songs. This new honor for Ms Franklin comes on top of many honors she has garnered this year, including four gold records for her hit singles and albums, her being selected by NARAS as the “Female Vocalist of the Year” and her triumphant appearance in October at Philadelphia Hall in New York.

**FPJ To Honor Levine, Rosenthal**

**NEW YORK**—At a luncheon to be held December 4 at the Americana Hotel, the Federation of Jewish Philanthropies of New York will pay tribute to Robert B. Sore, president of Broadcast Music, Inc. (BMI), Martin Levine, executive vice president of Brandt Theatres, and Herbert I. Rosenthal, vice president of program development of the NBC-Television Network.

Announcement was made last week by Harold M. (Bud) Austin of Filmway and E. David Rosen of Fabian Theatres, 1967 co-chairmen of the entertainment division of the Federation.

The occasion marks the Golden Fiftieth Anniversary of Federation.

The new chairman have pledged to increase substantially the amount of money raised this year by the division in support of the Federation’s 1967-68 Campaign, which has a record overall goal of $27,000,000.

Guest speaker at the luncheon will be George H. Heyman, Jr., campaign chairman. Associate chairman, active-
A best-selling book has become a beautiful new album...

LISTEN TO THE WARM

ROD MCKUEN

Adding the dimension of sound to his sensitive pennings, Rod offers such provocative pieces as "I Live Alone," "To Share the Summer Sun," "Brown October," "Midnight Walk" and his latest single, "Listen to the Warm"
c/w "A Cat Named Sloopy" #9376

RCA VICTOR

The most trusted name in sound
**RCA Readies Massive Xmas Campaign**

NEW YORK—RCA Victor Records is currently making final preparations for a massive Christmas advertising and promotion campaign. The campaign will showcase RCA product throughout the nation, reaching an estimated 150,000,000 potential record buyers.

Built around the theme, "The Holidays Glow With the Sounds of Music," the campaign pays honor to the soundtrack album of the motion picture, "The Sound of Music," one of the best selling albums of all time and a sure-fire Christmas gift item.

Speakerbearing the campaign will be a two-page advertising spread scheduled to run in daily newspapers in 40 of the nation's largest markets. One of the pages will be in full color and will be devoted to the soundtrack album, "The Sound of Music." The opposite page will be black and white and will feature 59 other RCA Victor albums suitable for Christmas giving.

There will be additional heavy advertising in the music trade publications. New Christmas point-of-sale materials will be prominently featured in the trade advertising.

These materials will include two display kits. Kit A will contain a four-color well-lighted window display featuring 40 album covers, two four-color streamers which are unmounted duplexes of the window display panels, an RCA Stereo 8 streamer, 25 four-color consumer catalogs and five mounted album covers of new Christmas packages by Floyd Cramer, Hank Snow, Ed Ames, John Klein and Julie Andrews/Andre Previn.

Kit B will contain a mounted, easel-backed stationary equivalent of the major window display, two four-color streamers, a mounted Stereo 8 streamer, 10 consumer catalogs and the same five mounted album covers.

Blanket ad mats with album covers in two sizes will be prepared on the 40 albums featured in the national newspaper advertising and on Kit "A" and "B" displays.

**New Christmas LP's**

Specially for Christmas this year, RCA Victor has released seven new albums of Christmas music. These are "Christmas With Hank Snow," "We Wish You a Merry Christmas" (Floyd Cramer), "A Christmas Treasure" (Julie Andrews and Andre Previn), "Christmas With Ed Ames," "Highlights From Handel's Messiah" (The Robert Shaw Chorale), "All I Want For Christmas Is My Two Front Teeth" (Arthur Godfrey or RCA Camden) and "T'll Be Home For Christmas" (Living Trio With Chimes and Bells on RCA Camden).

In addition there will be heavy emphasis on Christmas albums by Elvis Presley, George Beverly Shea, Perry Como, Chet Atkins, Edy Arnold, Dick Liebert, Harry Belafonte, Lorna Greene, Jim Reeves, John Gary, the Norman Luboff Choir, Al Hirt, Sergio Franchi, Kate Smith, Henry Mancini, the Robert Shaw Chorale, the Boston Pops Orchestra, Archie Friley, Mario Lanza, Marian Anderson, Carl Weinrich, the Three Suns, the Living Strings, Bob Raiton, Leo Addes and Paul Tripp.

**Christmas Album Reviews**

---

**We Keep Winning!**

**Do You Want Part of the Action?**

**FERMATA TAKES 2 OUT OF 3**

**AT THE**

**2nd International Song Festival**

**9th de Janeiro—October 1967**

**CAROLINA**

by Chico Buarque de Hollanda

**TRAVISETIA**

by Milton Nascimento

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**Cash Box—November 25, 1967**

**Christmas Album Reviews**

**SOUND OF CHRISTMAS—Al Caiola & Riz Ortoli**

United Artists UAL 3617/FAS 6617

The guitar talents of Al Caiola are combined with the splendid arrangements of Riz Ortoli to make one of the better Christmas packages to come along this year, "Holiday On Stix," "Bossa Nova Noel," "Santa Natale," "Buon Natale," and "Silvery Bells" are some of the better efforts. This one's likely to see plenty of spins and sales around holiday time.

---

**IN THE CHRISTMAS SPIRIT—Booher T. & the MG's—Stax S 713**

Have yourself a soulful Christmas with this powerful holiday package that contains the Booher T. & the MG's treatments of such yuletide romps as: "Santa Claus Is Coming To Town," "Jingle Bells," "Christmas," "Sweet Little Jesus Boy," and "We Three Kings." The package is likely to bring about a spirited Christmas wherever it's played.

---

**MERRY CHRISTMAS FROM THE COMMAND FAMILY OF RECORDING STARS—Various Artists—Command RS 929 SD**

Billy Eckstine's Command Christmas performance by such artists as: the Ray Charles Singers, Doc Severinsen, Robert Maxwell, Bobby Byrne, the Pittsburgh Symphony/Steinberg, Dick Hyman, the Robert De Cormier Singers, Toots Thielemans, and others. "Joy To The World," "Mary's Little Boy Child," "The First Noel," and "Silent Night" are among the more outstanding tracks. A sure-to-please item for the Christmas holiday.

---

**CHRISTMAS WITH HANK SNOW—Hank Snow—RCA Victor LSC 335**

What could be more in the spirit of the season than Snow for Christmas? Included among the most delightful selections on this set are such efforts as: "The Reindeer Boogie," "The Christmas Cantata," "God Is My Santa Claus," "Little Stranger (In A Manger)," and "Christmas Roses." There's likely to be plenty of Snow in the country during Christmas time if this LP is any indication.

---

**CHRISTMAS IS ALWAYS—Roy Rogers & Dale Evans—Capitol (T) ST 2818**

Roy & Dale offer their own type of Christmas music on this delightful holiday LP. Some of the more interesting tracks on this set are: "What Are You Gonna Do For Christmas," "The Peace On Earth," "Star Of Hope," "It's The Most Wonderful Time Of The Year," and "Christmas." This one is bound to bring joy to the holiday season.

---

**CHRISTMAS ALL YEAR LONG—Ferlin Husky—Capitol 7/ST 5793**

Here's a Christmas offering that could easily leave enough good holiday spirit to last all year. Among the better tracks are such efforts as: "White Christmas," "Christmas Don't Seem Like Christmas Anymore," "Silent Night," and "Christmas Dream." This might just cause a big stir in the market place.

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**ALL I WANT FOR CHRISTMAS IS MY TWO TROJAN TEETH—Arthur Godfrey—CLOCALCAS 1092**

Arthur Godfrey becomes sort of a red-haired Santa Claus bringing the spirit of Christmas to the kids through this delightful Christmas LP. Some of the better tracks include: "A Holly Jolly Christmas," "I Saw Mommy Kissing Santa Claus," "Up On The House Top," "Sunny Snowflake," and "The Twelve Days Of Christmas." This one should help to make the big day just a little bit brighter for any little tyke.
HUG

GARDEN OF JOY

THE JIM KESKIN JUG BAND

catch the mellow sound

MINGLEWOOD

reprise

A JUG!

Cash Box—November 25, 1967
**Pop Picks**

**CLAMBAKE**—Elvis Presley—RCA Victor LPM/LSP 3993

Containing a full color, autographed photo of Elvis and Priscilla, this offering of efforts from the original soundtrack of the "CLAMBAKE" disk should follow the usual rapid Presley route to big LP sales. Some of the better tracks include "Big Boss Man," "The Girl I Never Loved," "Who Needs Money?", "Confidence," and "Just Call Me Lonesome."

**HISTORY OF OTIS REDDING—Vol 8 418**

A history of soul is outlined on this powerhouse LP by Otis Redding, and the disk should rake in plenty of sales and spins. Included on the set are "I've Been Loving You Too Long," "Try A Little Tenderness," "Respect," "Satisfaction," and "I Can't Turn You Loose." All in all, the artist delivers a most winning performance.

**UP, UP AND AWAY—Johnny Mathis—Columbia CL 2729/US 9526**

Superb song stylist Johnny Mathis serves up a warm batch of pop melodies calculated to please the most discriminating taste. Featured on the disk are the title song, "Up, Up And Away," "The Morningside Of The Mountain," "Misty Roses," "Drifting," and three tunes from the film, "Doctor Dolittle." The set should develop into a biggie.

**THE BEST OF SANDY POSEY— MGM E/S 1569**

"The Best Of Sandy Posey" is just that—a compilation of the dark at the top of her form, which is very good indeed. Included on the package are "Born A Woman," "Are You Never Coming Home," "I Take It Back," and "What A Woman In Love Won't Do." The album should find fast favor with a great number of listeners.

**PATA PATA—Miriam Makeba—Reprise R/R 6271**

Miriam Makeba's smash single, "Pata Pata," supplies the title for this powerhouse LP, "Click Song Number One," "Ring Bell, Ring Bell," "Jol-Inkomo," "West Indies," and (of course) the title song, are among the finer tracks. This one should see plenty of spins and sales throughout the world.

**THE VOICE OF SCOTT McKENZIE — Ode Z12 14081/Z12 14092**

Chart hits current and recent are featured on this lyrical disk by Scott McKenzie. "Like An Old Time Movie," now riding the charts, and "San Francisco (Be Sure To Wear Flowers In Your Hair)," recently on the Top 100, are included on the set, along with "Don't Make Promises," "Reason To Believe," and seven others. This one should Shortly be climbing the LP charts.

**LET IT OUT—Hombres—Verve/Forecast FT/FTS 5041**

The Hombres follow up their chart single, "Let It Out (Let It All Hang Out)," with an album of the same title. In addition to the title tune, the LP features "So Sad," "Am I High," "This Little Girl," and "Sorry Bout That." Judging from the popularity of their single, the Hombres should hit pay dirt with this disk.

**10 MUSIC—Third Rail—Epic LN 24327/RN 26327**

The Third Rail renders a selection of ten pop tunes. Included on the disk is the group's recent chart item, "Run, Run, Run." "The Ballad Of General Humpty," the trip's current noisemaker, "Bobbie Do Down Down," and "From A Parachute." The Third Rail could very well have a big winner on their hands with this power-packed LP.

**LIVE FOR LIFE—Original Soundtrack—United Artists UAL 4165/UAS 5165**

Here's the original soundtrack recording of the film, "LIVE For Life," starring Yves Montand, Candice Bergen, and Anne Girardot. The music was written by Francis Lal, who composed the music for "A Man And A Woman." Lal has written a lovely, evocative set of melodies, and the LP should captivate a great number of listeners.

**DOWNT TO MIDDLE EARTH—Hobbits—Decca DL 4920/71920**

Hobbits are much in fashion these days, and judging from this LP, the Hobbits, a new rock group, should soon be seen in musical fashions. The group's sound is wistful and appealing, as are Hobbits. Among these are the title tune, "Down To Middle Earth," "I'm Just A Young Man," "Let Me Run My Fingers Through Your Mind," and "Sunny Day Girl." The disk promises to see lots of sales action.

**LET THE GOOD TIMES ROLL & FEEL SO GOOD(Bunny Sigler—Parkway P/PBS 56009**

Bunny Sigler sings out a set of R&B ditties featuring two of his recent chart singles: "Let The Good Times Roll & Feel So Good," the title track, and "Lovey Dovey & (You're So Fine)." Other selections include "Girl Don't Make Me Wait" and "True Love Is On Its Way." The artist creates a good deal of excitement on the offering, and the LP should attract a large following.

**THE 5000 SPIRITS—Incredible String Band—Elektra (EKL) EK 87 1016**

With this delightful package of guitar/vocal revelry, the Incredible String Band (Robin Williamson and Mike Heron) begins its Elektra LP career. The English duo scored major successes at this year's Newport, so the album should do very well in the marketplace. Some of the finer tracks include "Way Back In The 1960's," "Painting Box," "The Eyes Of Fate," and "Blue For The Muse."

**CANADIAN FOLK SONGS (A CENTENNIAL COLLECTION)—Various Artists—RCA Victor CS 100**

This boxed, 3-record set was prepared by RCA Victor, Ltd. of Montreal and is part of the current RCA Victor international release. It is a representative compilation of the folk songs of Canada containing examples of work songs, riddle songs, traditional ballads, lumber camp songs, songs of courtship, love, and marriage. The set has been built in appeal to the collector or student of folk music and/or Canadian history in addition to its being a highly enjoyable listening experience.

**THE FIRST EDITION—Reprise R/R 6276**

Here's the first album from the First Edition, and a most edifying introduction to the group it is. Included on the LP are "Just Dropped In (To See What Condition My Condition Was In)," "Shadow In The Corner Of Your Mind," "I Was The Lover," and "Church Without A Name." The group renders its material in a spirited, zestful style, and the set should be a fast-moving sales item.
TWO MUCH!

THE DARLING SISTERS

Darla and Darlene. Twin sisters. Triple threat talent. They write their songs and sing them with the sound of today. They dance. And they're beautiful. On TV they're a knockout. On records they're hitting out in just one direction: up. The Darling Sisters, exploding on MGM with

ORDINARY BOY K-13811 b/w I'm So Proud

Double-timing it right to the top of the charts!

Produced by Bo Gentry and Richie Cordell for Gregg Yale Productions, Inc. Personal Management: Leonard Stogel and Associates, Ltd.

The Sound of The New Generation is on MGM Records a division of Metro-Goldwyn-Mayer Inc.
**Pop Best Bets**

**CRY SOFTLY LONELY ONE**—Roy Orbison—MGM E/SE 4514

Roy Orbison chants eleven pop tunes in a lilting, meaningful manner. Included on the album are the title song, "CRY SOFTLY LONELY ONE," "Just Let Me Make Believe," "Here Comes The Rain Baby," and "That's A No No." The artist has had a hand in the writing of six of the settings, and the LP should please his many followers.

**ONLY THE BEGINNING**—Joel Grey—Columbia CL 2722/CS 9532

Joel Grey, creator of the role of Master of Ceremonies in the Broadway musical, "Cabaret," here offers an exciting album that could establish him as an extremely popular disk artist. The chanter sings eleven tunes including: "You Mustn't Kick It Around," (from "Pal Joey") "You Oughta Be In Pictures," "Willkommen" (from "Cabaret") and "It Was My Father's Fashion" (from "Shoe String '51"). Keep close tabs on this set. It could go far.

**HENRY JEROME PRESENTS HENRY'S TRUMPETS**—United Artists UAL 3620/UAS 6620

An exciting effort from beginning to end, this album could easily attract the attention of a wide audience. With the assistance of Hutch Davie, Henry Jerome has worked out arrangements of ten contemporary numbers "to make a contemporary instrumental album featuring trumpets which would have a fresh and different approach and would have both dancing and listening appeal to adults as well as teenagers." "Up, Up and Away," "Alboy" and "All You Need Is Love" are a few of the selections.

**EASTER EVERYWHERE**—13th Floor Elevator—International Arts LP 5

The 13th Floor Elevator could take off like a shot for the upper reaches of the LP chart with this prismatic showcase offering. The group already has a large underground following and this could be the one to break through. "Sippin' Inside This House," "She Lives," and "Baby Blue" are among the finer tracks. Well worth listening to, if you go for strong rock.

**Jazz Picks**

**ALBERT AYLER IN GREENWICH VILLAGE**—Impulse A/AS 9153

Albert Ayler, playing alto and tenor sax, performs four jazz sessions. The numbers are "For John Coltrane," "Change Has Come," "Truth Is Marching In," and "Our Prayer." The latter piece was written by Donald Ayler, Albert Ayler wrote the other three, the music is highly avant-garde, and the careful listener will be well-rewarded.

**MONGO SANTAMARIA EXPLODES AT THE VILLAGE GATE**—Columbia CL 2770/CS 9570

 Mongo Santamaria, on congas and bongos, leads his troupe through a bristling set of Latin jazz tunes. Included on the package are "Philadelphia," "Afro Blue," "Yes It Do," and "Elephant Pants." Santamaria's sizzling bongo rhythms make this offering a real crowd-pleaser.

**Classical Picks**

**TSCHAIKOVSKY: SYMPHONY NO. 5 IN E MINOR**—Philharmonic Orchestra—New Philharmonic Orchestra—Phonogram SPC 21017

Tchaikovsky's, "Symphony No. 5 In E Minor, Op. 64," is brought to life by the New Philharmonic Orchestra under the masterful leadership of Leopold Stokowski. The originality and wealth of the Symphony's themes and the warmth and depth color of its harmonies are brilliantly set forth, and the LP should be treasured by lovers of classical music.

**THE TIME HAS COME**—Chambers Brothers—Columbia CL 2722/CS 9532

The Chambers Brothers perform a group of pop ditties with style and verve. Included on the set are "All Strung Out Over You," "In The Midnight Hour," "What The World Needs New Is Love," and "Time Has Come Today." This one should gain the approval of a wide listenership.

**FILM FAME**—Emeh Light & Light Brigade—Project 3 5043 SD

This beautifully arranged and recorded album contains rich orchestral treatments of a bevy of famous movie themes. Included are "To Sir, With Love," "For A Few Dollars More," "When The World Is Ready," "In The Heat Of The Night" and eight others. Could be a chart spot in the cards for this one. Eye it carefully.

**BEN-HUR, EL CID, QUO VADIS, KING OF KINGS**—Miklos Rozsa—Capitol TST 2583

On this dynamic album, famed composer Miklos Rozsa conducts his themes from four motion pictures: "Ben Hur," "El Cid," "Quo Vadis" and "King Of Kings." The splendor and pageantry of Rozsa's music are well known to all those who have seen these films; for those who haven't, an experience awaits. Should be a goodly number of sales on tap for this package. Watch it move.

**THE DAY THE FISH CAME OUT**—Original Soundtrack—Columbia CS 8951

This album is the original soundtrack recording of the film, "The Day The Fish Came Out," starring Tom Courtenay, Colin Blakely, and Candice Bergen. Miklos Theodorakis, who composed the music for "Zorba The Greek," wrote the music for the movie. Movie music buffs should be enchanted by the sparkling sounds on the LP.

**THESORCERER**—Gabor Szabo—Impulse A/AS 9146

Recorded live at the jazz workshop in Boston, "The Sorcerer" is a spellbinding album that should enchant jazz listeners all across the nation. Guitarist Gabor Szabo has never been in better form and his set is right in line with his performance, Among the numbers on the LP are the "Best Goes On," "What Is This Thing Called Love?" "Space," and "Mirab.""}

**FIRST CLASS KLOSS**—Eric Kloss—Prestige 7532

One of the finest young jazz saxophonists around, Eric Kloss once more demonstrates his staying power with this brilliant album. The set includes six pieces, Two of them, "The Chauff Game" and "One For Marianne" are Kloss's own compositions. The others are "Comin' Home Baby," "Chittling's Corn Cobs," "Walkin'" and "African Cookbook." Jazz buffs should really go for this package. Keep it in sight.

**MOZART: CONCERTO NO. 20 & SONATA NO. 17**—Daniel Barenboim—Angel 5 36350

On this brilliant album, pianist/conductor Daniel Barenboim offers two fine piano works by Mozart. Barenboim both plays the piano and conducts the English Chamber Orchestra on the Concerto No. 20, and then the spotlight shines on his solo playing as he performs the Sonata No. 17. Should be a big demand for this set in classical circles.
Johnny Crawford has starred on many TV series

Johnny Crawford has been featured in many motion pictures

Johnny Crawford has had **six** chart records—including Cindy's Birthday, Day Dreams, Proud, and others

Johnny Crawford has just completed a 2-year hitch in the Army

Johnny Crawford has a new hit on **SIDEWALK**

**Angelica**

b/w Everybody has their day
Philips Unveils Radio/Phono—Recorder Display

NEW YORK—The North American Philips Company has just unveiled a new Norelco portable AM radio/phono combination and two new display units for Norelco tape recorders.

The compact, cordless, AC-adaptable radio/phono unit is designed to appeal to "the mobile youth market" and features slim styling and a built-in carrying handle. It weighs just 4 1/2 pounds.

The new unit offers 1000 MW peak power output and operates either from six 1 1/2 volt "D" cells or electric current available through an optional AC adapter accessory. The two-speed phonograph plays at 33 1/3 or 45 RPM and accepts records of all sizes. A 45 RPM adapter disk is furnished with each unit. The player is switched off automatically when a record has been completed. A removable top cover turns the turntable and tone arm when the phonograph is not in use.

Dimensions of the Norelco AM radio/phono combinations are 11 by 9 by 2 1/2 inches. The two-color cabinet is blue and white.

Suggested list price is $29.95.

Recorder Display Units

The two new tape recorder display units are a counter demonstrator for the new "Carry-Corder," and a standing floor "home entertainment center," made to show the complete Norelco line.

"Both displays have been designed to occupy a minimum of space while at the same time giving maximum exposure," according to Wybo Semmelink, assistant vice president of North American Philips and manager of the firm's high fidelity products department.

"Carry-Corder" display measures 11 by 14 by 3 1/2" and is fashioned of heavy-weight molded plastic. It provides for an operating recorder on an angled base and a holder for the microphone. Wires are completely hidden.

An introductory bonus offer is being made with the "Carry-Corder," Mr. Semmelink said. With each purchase of 12 of the miniature cordless recorders, the dealer receives a counter display, a pre-recorded demo charcoal record, microfiber and Norelco AC adapter, valued at $15, to permit continuous play of the machine. With the purchase of two dozen "Carry-Corder" units, the dealer receives the free display complete with a "Carry-Corder" mounted in place as well as a microphone, AC adapter and demonstration tape. Display order each component of the display separately, Semmelink noted.

The new floor display is 68 by 30 by 16". The unit is of charcoal laminated vinyl, walnut and glass. It has a self-supported rotating mechanism and accommodates the full line of Norelco tape recorders. Completely wired for all connections, it has sliding glass doors for protection of portable machine and a locked show-cabinet for accessories and literature. The Norelco "home entertainment center" comes complete with all that comes except for its four chrome legs which are attached easily. Valued at more than $250, Semmelink pointed out. Both displays are available immediately, he added.

New Vanguards

NEW YORK—Seven classical and seven popular LPs are being released in Vanguard's November Album line.

Highlighting the classical release is a 2-LP Bach Guild package entitled "The Art Of Ornamentation And Embellishment In The Renaissance And Baroque." The set includes twenty-five selections, from the 15th to the 18th century, performed both plain, as in scrove, and in ornamented form based on manuscripts and treatises of the period. The album was devised by Denis Stevens, with the collaboration of various solo singers and instrumentalists, conductors, choral groups and instrumental ensembles.

Other new classical albums from Vanguard are: "In Dulci Jubilo," a Bach Guild release by Leopold Stokowski and his Orchestra with Igor Kipnis, harpsichordist; "Schubert: Sonata For Piano And Violin, Op. 162/12 Ronin For Piano And Violin," by Peter Serkin (piano) and Alexander Schneider (violin); "A Music Box Of Christmas Carols," a Cardinal series release by the Carolers, Dr. Howell Wright, conductor, featuring the 150-year-old music boxes from the Bornard Collection; "Music Of Leroy Anderson," a Cardinal series release spotlighting Maurice Arraveneed conducting the Utah Symphony Orchestra in 15 Anderson works including "The Syncopated Clock," "Sleigh Ride," and "Blue Tango"; and, in the latest Everyman Classics series, two recordings which showcase solo choral works by the pre-Bach composers: "Schuetz: Christmas Oratorio" and "Schuetz: Musikalische Exequien."

Detroit Top 8

DETROIT — The 1968 Lear Jet Stereo 8 Line of automotive tape cartridge units is introduced this month by the Lear Jet Stereo Division of Detroit, a division of Lear Jet In- dustrial, Inc. Lear Jet Stereo offers three exclusive features and new compact styling.

The complete line of solid state 8-track tape cartridge players are newly styled with walnut wood-grain inlays on a satin finish chrome escutcheon. The flush fingertip control knobs are an added safety feature and contribute to the new compact appearance of the units.

Among the many exclusive Lear Jet Stereo features is a fast forward control that speeds the tape at triple the normal speed to any desired selection on the cartridge. Another new feature is a variable pitch control to adjust the sound to a preferred total pitch for individualized enjoyment. Other exclusive are the Lear Jet direct drive motor which eliminates any need for belts or pulleys, an all electronic speed control circuit and special zinc die-cast case construction which serves as a heat sink for cooler operation of the units.

In addition to the new automotive units also include the new Lear Jet Synchro-track control to compensate for variations in track position on any 8-track tape. Different models, all similarly styled and all easily installed in a car, boat or plane, with a quick-attach hang-on bracket: an 8-Track tape cartridge player with solid state FM radio, featuring AM stereo, A/B switches or a choice of any program selector, suggested retail $189.95. Others are an 8-Track tape cartridge player with solid state AM radio suggested to retail at $144.95; and a tape cartridge player which features include full range tone control, stereo balance, volume controls, Synchro-track control and push-button program selector. Suggested retail $119.95.

Cash Box Album Plans

DIAMOND—One free for every 5 purchased. Expires December 31.

DUKE-PEACOCK—Buy 7-get-one-free. No expiration date has been set.

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

GATEWAY—Two free for 10 purchased on entire catalog. No time limit.

JEWEL-PAULA—One free for five purchased on entire catalog. No expiration date.

LITTLE-DARLIN’—Special 2 on 10 deal on all product. No expiration date.

MONMOUTH-EVERGREEN—1 free with 10 purchased on entire catalog. No expiration date.

NASHBORD—Buy 7-get-one-free on entire catalog. 100% exchangeable. No expiration date.

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

PHILPS—Discounts on entire catalog. SPM/SFS series are discounted 10%, all other classical discounted, 15%. No expiration date.

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

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

SCEPTER-WAND—2 free with every 10 purchased. No termination date.

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

SMASH-FONTANA—Special discounts available through distributors. No expiration date.

TAMLA-MOWOTON-GORDY—Buy 7-get-one-free. No expiration date set.

TOWER—10% discount on all albums. No expiration date.
PLenty of Gold — Shown at a party given for Sam & Dave at the Hampshire House to celebrate their first gold record, "Soul Man" (from the left): Bernard Roberson, Stax promo man; Henry Allen, Atlantic vice president; Jerry Wexler, Atlantic executive vice president; Sam & Dave; and Al Bell, vice president of Stax; Ahmet Ertegun, president of Atlantic; and Phil Walden, manager of Sam & Dave.

Victor Film Clip

NEW YORK — RCA Victor Records is making use of a film short for the first time in company history to introduce a new single from the Spectrum released last week. The English group is shown on film performing their "Portobello Road" song on the actual street which inspired the composition. This film will be used to introduce the recording to disk jockeys, dealers and through television use to the public.

Shipment of the three-minute 16mm color "show" was timed to arrive on the release date of the single last week (15).

Vito Blando, manager of single record sales and promotion for RCA Victor, explained that use of such films for promotional purposes is a new innovation in the record business. Since there are now about 70 stations that have television decay shows suitable for showing this type of film the group can be telecast without having to appear live to lip sync their record.

Pink Floyd On The Move

NEW YORK—Andrew King, co-manager with Peter Jenner of the popular British rock group, the Pink Floyd, was in New York last week visiting the Richmond Organization (TRO), the Floyd's world publisher, and he told Cash Box that the group had just completed a successful series of appearances on the West Coast.

On November 4, the Floyd appeared at the Winterland Auditorium in San Francisco. On November 5 the group performed at the Cheetah in Los Angeles, and they remained there until they completed the tour at the Winterland Auditorium in San Francisco. On November 9 they appeared at the Cheetah in Los Angeles, and they remained there until they completed the tour at the Winterland Auditorium in San Francisco. On November 12 they were expected at the Winterland Auditorium in San Francisco. On November 15 they were expected at the Winterland Auditorium in San Francisco. On November 18 they were expected at the Winterland Auditorium in San Francisco. On November 21 they were expected at the Winterland Auditorium in San Francisco. On November 24 they were expected at the Winterland Auditorium in San Francisco. On November 27 they were expected at the Winterland Auditorium in San Francisco. On November 30 they were expected at the Winterland Auditorium in San Francisco.

Current on a three-week tour in England with the Jimi Hendrix Experience and the Move, the Pink Floyd plan to return to the U.S. next spring.

Tower Pacts Them

HOLLYWOOD — Northern Ireland's ungrammatically titled group, Them, has been linked to a long term recording contract by Tower Records. Joint announcement was made late last week by Tower proxy Bud Fraser, Tower's A&R director, Eddie Ray, and Them's American manager, Ray Loof.

Current single, "Walking In The Queen's Garden," (now available on Ruff Records), will be rush released onto the Tower label.

Group's list of former chart items includes "Here Comes The Night" and "Gloria."

De Coteaux To Produce Single For New Firm

NEW YORK—No Good Productions, a new independent record production firm, has signed Bert de Coteaux to produce the company's first single.

The disk will mark the recording debut of the Markets.
Lewis & Clarke Explore Films, TV

NEW YORK — The Lewis and Clarke Expedition, Colgems group, have been signed for various film and television appearances.

Travis Lewis and Boomer Clarke have written two songs which the group sings in the soon to be released Sam Katzman film, "For Singles Only," which stars Milton Berle. The group also sings the title song over the titles of the current Erle Wallach — Anne Jackson comedy, "The Tiger Makes Out."

The Lewis and Clarke Expedition guest stars on the "Auld Lang Syne" segment of Daniel Boone in which they portray five youngsters who run a whiskey still until they are jailed by the British and ultimately rescued by Daniel Boone. The Expedition sings "Freedom Bird," their second singles release, on the show which will be aired on NBC in the early spring.

Again, as songwriters, Travis Lewis and Boomer Clarke also have been signed to compose two songs for Ed Platt, who plays the role of "The Chief" on the popular comedy series, "Get Smart." This will mark Platt's debut as a singer on the show.

To follow up the group's singles hits, Colgems has just released their first album, which is already garnering strong airplay around the country.

Decca Branches Up 2

NEW YORK — Decca Distributing Corp. has promoted several branch personnel, according to Syd Goldberg, president and manager of distribution.

Syd Nimon, formerly Decca Seattle branch manager, will run the company's San Francisco branch, one of the largest in the chain, replacing Bob Eggers, who has resigned to devote his full time to teaching. Nimon, a seven year sales vet with the Decca organization, joined the company as a salesman for the Cincinnati branch and soon added the additional duties of assistant branch manager for that outfit. He was transferred to Los Angeles early in 1966, and has held the position of city's branch manager until now and the announcement of his new assignment.

Goldberg also announced the promotion of Bob Bianchi as the company's Seattle branch manager to replace Mel Nimon in the post. Like Nimon, Bianchi has also been with Decca as a sales rep for a number of years, most recently covering parts of the states of Washington, Oregon and Montana.

Both new appointments, effective immediately, come under the direct supervision of Mario Di Filippo, Decca's West Coast District Manager.

'Wonderful' To Be Unique Single From Young Rascals

NEW YORK — This week's new single from the Young Rascals marks an unusual departure from recording norms featuring a two-handed selection on one side of the disk.

The first 2:30 of "It's Wonderful" is subtitled "music" and contains the complete song, while a second band (linked by a spiral) will be called "Sound effects" and contains 50 seconds of psychedelic musical sounds.

The single was divided for the convenience of radio stations with a tight programming schedule whose time elements makes it impossible to play the complete recording.

Atlantic's pressing is the first ever issued with two parts on a single side. "It's Wonderful," written by Felix Cavaliere and Eddie Brigati of the group, will be marketed in a four-color sleeve and is to be given the group's worldwide promotion and advertising campaign.

Heroic Age Promo In Expansion Move

NEW YORK — Client expansion plans have been announced by Janis Murray, director of Heroic Age Publicity, Inc., the public relations firm owned by Leonard Stogel.

H.A.P.L., one of the non-profit public relations concerns in America, began with the policy of representing only acts managed by Leonard Stogel & Associates, Ltd. Among its clients are: the Cowfisils, the Darling Sisters, the Royal Guardsmen, Jim & Jean, Tommy James & the Shondells, Keith & the Sam the Sham Revue.

"The success of the past year has prompted us to enlarge our facilities, expand our staff, and take on outside clients," said Director Janis Murray. H.A.P.L., in accordance with its new policies, is now accepting new clients. The firm is located at 888 Eighth Ave.

Unni Sings Comics To Disk Contract

SEATTLE, WASH. — Unni Records, a division of MCA, has signed a Taroma, Washington group called the Sonics to a long-term recording contract, it was announced last week by Jerry Dennon, president of Jordon Music. The Sonics are produced by Jordon and are presently represented in northwest sales by their single, "Anyway The Wind Blows," just issued on Uni.

The Sonics previous singles include "The Witch," "Psycho" and "You've Got Your Head On Backwards." Andy Parypa is the leader of the group.

Vikki To NY Niterie

NEW YORK — Vikki Carr will be coming back to the U.S. for her first major nightclub engagement in New York.

The Liberty artist, who has been repeatedly successful on the LP sales front and has just scored with her first single hit of "I Must Be Him" will open at the Persian Room of the Hotel Plaza on December 6.

Her single, which was a big hit in England, placed her in the British spotlight and led to her being the only female entertainer to appear at the London Palladium's Royal Command Performance for Queen Elizabeth II last week (13). She has also just completed taping her fifth one-woman special for BBC-TV.
NEW YORK—One look at the crowd could tell a passersby that something strange was happening at the Lincoln Center for the Performing Arts’ Festival, opened yesterday (12), but the show inside put the passersby to shame. For here on stage, in a kaleidoscopic mixture of talent, was an offshoot of the folk movement that has become established in New York, and across the country as part of the recent folk revival. The upcoming single should be a decided winner.

They have a crowd-pleasing act visually, but also show musical power that will carry them over the transition to wax which cuts out all sight clues. Performing at the scene, the quintet ended a brief stay last Sunday (12), which is to be followed by appearances during the next few months at the Action House on Long Island, and in the Connecticut area while they cut their first single and LP. Plans for a cross-country promo and tour are in the works for next year.

Eliminating all build-ups to more potent material, the band opened with a shattering up-tempo version of “Hey, Joe,” that put the Illusion on the crowd’s best side. In spite of the power conveyed by the opener, the band continued to grow in stature with each successive song.

Mingling fast, slow and mid-speed tunes, each member of the band was spotlighted by shifting lead singers, accenting drums or lead guitar, and generally shifting the center of attention from man to man during the performance. None of them let the others down, and the only possible flaw was a slight loss of control as the frenzy grew during the closing set. Standouts in the show were lead guitarist Ritchie Cornogli, who was brilliant on the Jimi Hendrix “Penny Lady” number; and singer John Vini, whose eye-staggering activity and fine vocal talent were constantly sustaining interest whether the song being sung was fast or slow.

Vini’s tambourine antics and inventive playing with the microphone gave the group a showmanship quality seldom found in live acts which rely mainly on a few flashy dance steps, not to say that the dance side was omitted.

Clinging to Hope

The Clingers (recently signed to Terry Melcher’s Equinox label) are shown surrounding Bob Hope at the Arizona State Fair, where the slyly acted up as the vet comedian in performing before 55,000 spectators. ABC is distributing the first Clinger single, which is entitled “Quick, Close The Door Before They Find Us.”

DONOVAN

NEW YORK—There has been a lot of talk around town just prior to Arlo Guthrie’s one-man Carnegie Hall concert debut that the young singer, raconteur might have been looked into such an engagement a little too soon for his own benefit. The reasoning behind all this talk is a simple one, a quiet one, really—Arlo has enough good material to carry the concert off! He does! The doubts were batted out of the window when confines of Carnegie Hall on Friday, Nov. 16.

Arlo was dressed up for the occasion, so he walked on stage in green pants, a bright yellow and violet jacket, a gray & red shirt, and no hat. The absence of the hat may be particularly significant since to the knowledge of this reviewer, he is rarely (if ever) seen without his floppy, wide-brimmed brown felt hat.

His first song was “The Motorcycle Song,” an enchanting bit of whimsy concerning the artist’s misadventures while riding a motorcycle both on and off a mountain road. The material this Reprise artist used was his own, but for a Steve Elliott tune called “Rock’n Roll” and (for the last encore) his father’s “This Train Is Bound For Glory.” Certainly the high point of the concert was, “The Alice’s Restaurant Massacre, Pt. II,” which is a comic monologue, satirical in nature, using such diverse subjects as Thanksgiving dinner, littering convictions, and draft evasion to deliver its message against catastrophe. An anti-patriotic song or a pro-peace song, delicately phrased, an anti-war song.

Arlo Guthrie proved himself to be his own man, a performer of magnitude in his own right, and proved (although it wasn’t necessary to do so) that he is not riding to fame on the reputation of anyone else.

NEW YORK — A group makes its reputation as a discoteque act and steps into the record field if the results are either astonishingly positive or devastatingly negative. With the Illusion, a quintet band that has become established in New York, and across the country as part of the recent folk revival, the upcoming single should be a decided winner.

They have a crowd-pleasing act visually, but also show musical power that will carry them over the transition to wax which cuts out all sight clues. Performing at the scene, the quintet ended a brief stay last Sunday (12), which is to be followed by appearances during the next few months at the Action House on Long Island, and in the Connecticut area while they cut their first single and LP. Plans for a cross-country promo and tour are in the works for next year.

Eliminating all build-ups to more potent material, the band opened with a shattering up-tempo version of “Hey, Joe,” that put the Illusion on the crowd’s best side. In spite of the power conveyed by the opener, the band continued to grow in stature with each successive song.

Mingling fast, slow and mid-speed tunes, each member of the band was spotlighted by shifting lead singers, accenting drums or lead guitar, and generally shifting the center of attention from man to man during the performance. None of them let the others down, and the only possible flaw was a slight loss of control as the frenzy grew during the closing set. Standouts in the show were lead guitarist Ritchie Cornogli, who was brilliant on the Jimi Hendrix “Penny Lady” number; and singer John Vini, whose eye-staggering activity and fine vocal talent were constantly sustaining interest whether the song being sung was fast or slow.

Vini’s tambourine antics and inventive playing with the microphone gave the group a showmanship quality seldom found in live acts which rely mainly on a few flashy dance steps, not to say that the dance side was omitted.

Clinging to Hope

The Clingers (recently signed to Terry Melcher’s Equinox label) are shown surrounding Bob Hope at the Arizona State Fair, where the slyly acted up as the vet comedian in performing before 55,000 spectators. ABC is distributing the first Clinger single, which is entitled “Quick, Close The Door Before They Find Us.”

TIM BUCKLEY

NEW YORK — On Monday evening, November 12, Elektra Records presented Tim Buckley in concert at the Garrick Theater. Buckley is a contemporary songwriter/singerwriter whose style is a mixture of folk, blues and rock. Some of his songs, at least in comparison, are lengthy, but they are substantial enough, both musically and lyrically, to hold the listener’s interest.

Buckley dresses casually, but his mannerisms are strikingly reminiscent of war and the social scene. His lyrics are poetically brilliant, poetic, but they are quite convincing and certainly more interesting than the “I Love You/Skies of Blue” brand. Here’s a sample: “Once I Was a Soldier/And I Fought On Foreign Sands For You/Once I Was a Hunter/And I Brought Home Fresh Meat For You/Once I Was a Lover/And I searched Behind Your Eyes For You/And Soon There’ll Be Another ‘To Tell You I Was Just A Lie” published by Third Story Music.

One of Buckley’s most ambitious songs, “Hallucinations,” though unpopular, is highly inventive and involved polytonal, psychedelic-type instrumental work, revealing yet another facet of the artist’s creative personality.

On Tour

Here’s an on-stage photo taken during the Seekers’ recent tour of the United States and Canada. It was their first U.S. tour and lasted a month, they’ve since returned to London. Members of the group (from the left): Keith Potger, Bruce Woodley, Athol Guy, and Denny.

GLP19811101

NOTICE TO ALL ADVERTISERS

BECAUSE OF THE THANKSGIVING DAY HOLIDAY

DAY THURSDAY, CASH BOX URGES ALL ADVERTISERS TO PLAN ON DELIVERING ALL PLATES ON OR BEFORE WEDNESDAY, NOVEMBER 22 TO THE CASH BOX NEW YORK OFFICE.

FINAL DEADLINE FOR AL PLATES IS FRIDAY, NOVEMBER 24, AT 11:30 AM.
Owing to the fact that our country editorial comments were displaced to the opening editorial of this week's magazine (which, as we all know, befits the stature of country music), we will dispense with comment in the Country Roundup temporarily. (No great loss since many people have suggested that the country editor talks too much, anyway.)

Five members of RCA Victor's Nashville setup were named honorary lieutenant colonels—aide de camp—by Georgia's Governor Lester Maddox. The Victor parade of honored guests was headed up by "Mr. Guitar" himself, Chet Atkins, followed by producers Felton Jarvis and Bob Ferguson, promotions director Wally Cochran and the one and only Tandy Ike, who handles the public relations for the label. The honors were received for the contributions of the five toward the growth of Country Music and its importance to the South.

New York's traditional Thanksgiving Day Parade gets an added boost this year when Buck Owens lends his name to the list of participants. A special float will be created for the Buck by Macy's department stores, and the whole operation will be seen on all three TV networks... Speaking of the Tiger, the audience at New York's Nashville Room got a special bonus treat during Bill Anderson's recent stint there when Buck and Wynn Stewart put in a surprise appearance on Saturday night. The reaction of the crowd prompted a couple of numbers from the pair despite Buck's self-imposed ban on club performing.

The Stoneman gang, who took off with a CMA "Bullet" as the Vocal Group of the Year for 1967, dedicated a recent segment of their TV show to manager and producer Jack Clement (he also writes a good deal of their material), without whom there might be no Stoneman Family (strictly in a music business sense!). The special tribute was highlighted by a brief appearance from the Cowboy himself.

Paul Tannen reports that he has just signed an agreement with the Pepsicola Bottling Company whereby the soft drink outfit has been granted—for a five figure amount—a two-year license to use the term "Mountain Dew" for the Mountain Dew soft drink commercial. The tune, written by Scott Wiseman and Bascomb Lunnford is one of the oldest and best-known copyrights in Tannen's publishing house, Tannen Music. Considered to be a standard in the country area, the song has been recorded by scores of country artists, most notably Grandpa Jones and Lulu Belle & Scotty, Tannen is currently securing even more record.

(Continued on Page 61)

WHEN YOU'RE PLAYING THE GAME OF LOVE WITH EVERY GUY IN TOWN, YOU HAVE TO GET A LITTLE DIRT ON YOUR LILY WHITE HANDS

K-13855

The Original Hit Version by

RAY GRIFF

A Tamridge Production

The Sound of The New Generation is on

MGM RECORDS

MGM Records is a division of Metro-Goldwyn-Meyer Inc.
CashBox Country Top 50

1. IT'S THE LITTLE THINGS (Morton—BMI)
   Sonny James (Capitol 5987)
2. YOU MEAN THE WORLD TO ME (Al Golino—BMI)
   (David Hashman Epic 10224)
3. DOES MY RING HURT YOUR FINGER (Jenkins—ASCAP)
   Charlie Pride (RCA Victor 9281)
4. WHAT KIND OF GIRL DO YOU THINK I Am? (Sure Fire—BMI)
   Lawre Lyn (Decca 31814)
5. I DON'T WANNA PLAY HOUSE (Al Golino—BMI)
   Tammy Wynette (Epic 10211)
6. WHAT LOCKS THE DOOR (Archard—BMI)
   Josh Green (Decca 32190)
7. IT TAKES PEOPLE LIKE YOU (Blue Bank—BMI)
   Buck Owens (Capitol 2001)
8. TURN THE WORLD AROUND (Fingerlakes—BMI)
   Eddy Arnold (RCA Victor 9265)
9. FOOL, FOOL, FOOL (Cedarwood—BMI)
   Webb Pierce (Decca 32187)
10. GARDENIAS IN HER HAIR (Hills, Range, Morse—BMI)
    Merle Robbins (Columbia 4451)
11. CHOKIN' KIND (Wilderness—BMI)
    Waylon Jennings (RCA Victor 929)
12. DEEP WATER (Ulrich—ASCAP)
    Carl Smith (Columbia 44232)
13. HOW FAST THEY CAME TO CAN GO (Yandoo—BMI)
    Claude Gray (Decca 32180)

Cash Box—November 25, 1967
HAVE YOU EVER CRIED OVER A HIT?

“BEFORE THE NEXT TEAR DROP FALLS”

written by: BEN PETERS & VIVIAN KEITH
produced by: KELSO HERSTON

Personal Mgmt.
JOE TAYLOR TALENT AGENCY
806 16th Avenue South  Nashville, Tenn.

FINGERLAKE MUSIC INC.
c/o SHELBY SINGLETON PRODUCTIONS, INC.
817 16th Ave. So., Nashville, Tenn. 37203

CAPITOL RECORDS
Capitol 5986

New Members To CMA Hall of Fame

RED FOLEY  J. L. FRANK

It would be hard to imagine a time when Red Foley’s name was not an integral part of the country music scene, for after 33 years in the business, he has proven himself to be one of the really enduring stars in the history of country music.

Long before he became a name act in the music world, and before his name was even entered on the school rolls of first grade students, Clyde Julian Foley acquired a second-hand guitar, learning to plunk out folk melodies before his seventh birthday. As time wore on, and Red had attained the worldliness of a fourth grade student he also mastered the art of the harmonica. Then came high school in Berea, Kentucky, where, amidst the time spent in winning cups, trophies and ribbons in athletic endeavors, Red sometimes found a few moments to spend with the singing teacher that his mother had engaged for him.

Still in high school, he won the local Atwater-Kent singing contest and went on to Louisville to compete for state honors. He later entered Kentucky’s Georgetown College where a talent scout found him and signed him to the then-famous Chicago radio show, “National Barn Dance,” in 1930. That show provided a springboard which launched him into the big time. He soon became a member of the Grand Ole Opry, and ABC-TV’s “Jubilee, U.S.A.” (That same, network, incidentally, provided him with his first dramatic acting role, co-starring with Fess Parker in “Mr. Smith Goes To Washington” in the 1953-04 season).

During his formidable career he has devoted a good deal of time to helping the careers of young hopefuls seeking to make their mark in the entertainment world, among these being Brenda Lee, whom he brought to his “Jubilee,” a step which had a powerful influence on the youngsters’ meteoric career.

On his twentieth anniversary with Decca Records, he was signed to a life-time contract with the label, one of the few of such type deals ever made. Among his biggest-selling singles have been “Peace In The Valley,” “Just A Closer Walk With Thee” and “Steal Away.”

Fingerlake Music Inc.

Cash Box—November 25, 1967

Chart Lodgings

Former Epic waxer Gordon Terry, who recently signed up with Slim Williamson’s Chart label, is caught by photographer as he puts the pen to the new contract. The songster’s first session has already been cut and his debut Chart single is set for immediate release. An all-out promo campaign is currently being planned by the RCA and Chart promotion staffs, as well as by personal manager Joe Wright (right), seen advising Terry while Williamson (left) looks on.
PORTER WAGONER (RCA Victor 9379)  
Woman Hungry (2:42) [Southwind BMI-Chrysler]  
Porter Wagoner just had “Julie,” but now he finds that he’s “Woman Hungry.” According to the title on this one, an easy-harmony tune that dies up in Porter’s usually smooth style, the lid is a cinch to win him another blue ribbon. Flip: “Out Of The Silence (Came A Song)” (2:52) [Owespar BMI-Paront]

DOTTE WEST (RCA Victor 9377)  
Childhood Places (3:05) [Jewel ASCAP-Reed, Mason]  
Following hot on the heels of her most recent chapter, “Like A Fool,” Dotte West aims for the Bull’s-eye with this one. With a deck full of pretty sounds and sentimental spicing, the lark takes off on what should be another chart journey for her. Flip: “No One” (2:22) [Tree BMI-B./D. West]

LIZ ANDERSON (RCA Victor 9378)  
Thanks A Lot For Tryin’ Anyway (2:34) [Glaser BMI-Glaser]  
As “Tiny Tears” begins its chart descent, Liz Anderson wastes no time in following through. Her latest outing, tabbed “Thanks A Lot For Tryin’ Anyway” is a doowhopper that which could make her a big hit. Piece. Flip: “Come Walk In My Shoes” (2:42) [Greenbeck BMI-Anderson]

Newcomer Picks

JOYCE PAUL (United Artists 50226)  
Make It Hard For Me [Peachtree-ESAC-Helm]  
There couldn’t have been an easier way for Joyce Paul to arrive on the record scene. This offering, made right on the verge of being so in grand style with “I’ve Loved Him Much Longer Than You Would.” Song. A few months ago there was a popular bluser that may be her key to success. Flip: “Mama’s Gonna Fix The Baby’s Wagon” (2:06) [Pass Key BMI-Chesnut]

JERRY SAVOY (Great 1105)  
It May Be Long Before You (2:27) [Tree BMI-Miller]  
Although she hasn’t broken out yet, it looks like Joyce Paul may be on the verge of doing so in grand style with “I’ve Loved Him Much Longer Than You Would.” Song. A few months ago there was a popular bluser that may be her key to success. Flip: “Mama’s Gonna Fix The Baby’s Wagon” (2:06) [Pass Key BMI-Chesnut]

JAMES SEGREST (ABC 11004)  
What I’d Give To Be The Wind (2:42) [Tree BMI-Putnam, Lane]  
The funky little song ‘the way I’d love to be the wind’ is an interesting offering. A good reaction. Flip: “Tell Me That” (2:06) [Tree BMI-Miller]

JIMMY BROWN (K-Ark 780)  
Daddy’s Old Guitar (2:42) [Smokey SESAC-Brown]  
May be a heap of airplay and in store for this Hylo Brown offering. The sentimental ditty could pull in excellent reaction. Flip: “Don’t Push Me” (1:57) [Smokey SESAC-Brown]

GENE CRAWFORD (MTA 134)  
Blue Over Ice (2:29) [Moss Rose, Valmico BMI-Crawford, Flannigan, Ash- park]  
A little bit too hot on the heels of some hits. Piece. This Gene Crawford offering could be the beginning of big things for the song- fer. Flip: “Tell Me That” (2:06) [Tree BMI-Miller]

ABE MULKEY (Epic 16026)  
Don’t You Ever Leave My World (2:35) [Al Gallic BMI-Sutton]  
Abe Mulkey stands a good chance to stir up plenty of action with this item. The light-hearted stanza may see plenty of action. Piece. This Gene Crawford offering could be the beginning of big things for the song- fer. Flip: “Tell Me That” (2:06) [Tree BMI-Miller]

BILLY EDD WHEELER (Kapp 873)  
They Can’t Put Back (2:37) [Quartet Beshell ASCAP-Wheeler]  
Re- meaning the deyling of nature by man’s machines, Billy Edd Wheeler could zoom in with this one. An excellent, folk-country-rock-blues piece. Flip: “High Flying Bird” (2:00) [Quartet, Beshell ASCAP-Wheeler]

DICK RICH (Chesnut 216)  
(Low) What Kind of Magic (2:27) [Tree BMI-Petrol]  
The label will no doubt take a heap of airplay and in store for this Hylo Brown offering. The sentimental ditty could pull in excellent reaction. Flip: “Don’t Push Me” (1:57) [Smokey SESAC-Brown]

DICK MCCOY (Midwestern 1061)  
Hey! Everything’s Alright (2:29) [Tronic BMI-McCooy]  
Pleasant romance ode. Flip: “You Always Hurt Your Love” (2:47) [MCA ASCAP-Fisher, Roberts]

WALTER HAYNES (Jack ID 1968)  
Can’t We Talk Time (2:28) [Forrest Hills BMI-Cratefield]  
Pretty instrumental version of the hit. No flip info available.

HODGER KAUFFMAN (Train 1210)  
(B) Country Boy (2:16) [Caboose BMI-Kaufman]  
Elvis-like country rocker. Flip: “Don’t Leave Me Tomorrow” (2:54) [Caboose BMI-Kaufman]

SHIRLEY ANN (20th Century Fox 50560)  
(Low) Whirlpool (2:28) [Tree, Sparr, Tody BMI-Samuels]  
Pretty, waltz-like offering in store for this. Piece. Flip: “Don’t Push Me” (1:57) [Smokey SESAC-Brown]

DICK RICH (Chesnut 216)  
(Low) What Kind of Magic (2:27) [Tree BMI-Petrol]  
The label will no doubt take a heap of airplay and in store for this Hylo Brown offering. The sentimental ditty could pull in excellent reaction. Flip: “Don’t Push Me” (1:57) [Smokey SESAC-Brown]

ROY SNED (Hafa 1969)  
(B) Country Boy (2:16) [Caboose BMI-Kaufman]  
Elvis-like country rocker. Flip: “Don’t Leave Me Tomorrow” (2:54) [Caboose BMI-Kaufman]

CHARTS
Country On Stage

MELBA MONTGOMERY
& STONEWALL JACKSON

NEW YORK—An ingratiating smile and a voice that comes up from somewhere between her knees are the trademarks of Melsa’s be-dimpled beauty Melsa Montgomery, who opened the main show last week at the Nashville Room in the Taft Hotel. The trick to the charming smile (which, it’s rumored, has been responsible for a Nebraska prison break, a New York City demonstration and the recent Arab-Israeli war) is in evidence even through the teardrops in such lyrics as “Big, Big Heartache,” “Lonely Street” and her recent chart single, “When I Tell The Folks Back Home,” all of which she gives her best on stage. Armed with a pair of sidemen, the lark calls on one of the two musicians who just happens to be her brother (Peanut) for assistance in a pair of vocal duets, “We Must Have Been Out Of Our Minds” and another regular, Barbara Ray.

As Melsa leaves the stage, Stonewall’s Minute Men kick off the second part of the show with a smattering of “Cherokee” and a hearty “Jambalaya.” After which headliner Stonewall takes over the stage for a brief, but pleasant show. A good part of the reason for the briefness of his scheduled stint was probably due to the fact that he opened with a broken guitar strap, which couldn’t be fixed while he was putting on his first show. Still, in all, he presented himself admirably, offering some of his biggest recent chart items, including “I Washed My Hands In Muddy Water,” “This World Holds Nothing (Since You’re Gone),” “I’m Still Not Over You,” and of course the title tune, which is also Jack’s current single hit.

Wanda Jackson Cuts 16th German Disk

HOLLYWOOD — Capitol C&W star Wanda Jackson recently completed cutting her 16th German language song for release in Germany. Her success with German recordings started over a year ago when she first recorded a tune called, “Santo Domingo,” which skyrocketed to the number one position in Germany. She is now one of Capitol’s biggest selling artists in Germany.

Wanda’s recent session was the first to take place in Capitol’s Hollywood studios. The recording was produced by Nils Nobach of Electrola Gesellschaft mbH.

After the session, Nobach flew to Germany to finish editing tapes to rush out a single record for Xmas.

Country Say It With Music

I’M A SWINGER
JIMMY DEAN
RCA

GONE WITH THE WIND
RAY PILLAR
CAPITOL

NO MILK TODAY
KAPP

THROW THE RED SHOES AWAY
VERNON OXFORD

THE NEON AND THE RAIN
FREDDE HART
KAPP

DADDY AND THE WINE
JIMMY DICKENS
DECCA

DARLING, HOW COULD YOU
WILMA LEE ROOPER
DECCA

I DIDN’T JUMP THE FENCE
CAL SMITH
KAPP (L/P)

LOVE ME AND MAKE IT ALL BETTER
BOBBY LEWIS
UA (L/P)

WE’RE LAUGHING AT THE WORLD
JIM TO BROWN
RCA (L/P)

YOU’RE THE SAD IN MY SONG
CHARLIE LOUVIN
CAPITOL (L/P)

NO OTHER WAY TO TURN
CHARLIE LOUVIN
CAPITOL (L/P)

I’D LIKE TO HELP YOU OUT
WANDA JACKSON
CAPITOL (L/P)

PROMISES AND HEARTS
STONEWALL JACKSON
CAPITOL (L/P)

BARMOUR MUSIC CORP.
TONY MOON

SOUTHTOWN MUSIC, INC.
RALPH DAVIS

CASHBOX Country LP Reviews

WHAT LOCKS THE DOOR—Jack Greene—Decca DL 4939/9439

The top of the charts is the place for Jack Greene’s latest album, “What Locks The Door.” The chart’s reputation has grown phenomenally during the past year, and this package should only fan the flames of his success. Top tracks include “My Elusive Dreams,” “I’m Still Not Over You,” and of course the title tune, which is also Jack’s current single hit.

RAY PRICE’S GREATEST HITS, VOL. II—Columbia CL 2670/CS 9470

Ray Price should have no difficulty securing a foothold on the charts with this stirring package. A powerpacked compilation of some of the chart’s most noted numbers, the set includes such rousing ditties as “Burnin’ Memories,” “Make The World Go Away,” “Let Me Talk To You,” and “Another Bridge To Burn.” Give this one your full attention. It should begin its climb up the Top 50 in short order.

STONEWALL JACKSON COUNTRY—Columbia CL 2762/CS 9562

Could be an enviable chart position in the cards for Stonewall Jackson as a result of this forceful album. Leading off with a heart rending reading of “This World Holds Nothing (Since You’re Gone),” the songster goes on to offer “If This House Could Talk,” “It’s Such A Pretty World Today,” “I’m Still Not Over You” and numerous others. Excellent LP. Don’t let it out of your sight.

TEAR TIME—Wilma Burgess—Decca DL. 4935/71935

Taking the title of her current hit, “Tear Time,” for her new album Wilma Burgess has assembled a powerful collection of tear-tuggers that all her fans should want to own. In addition to the title tune, the set includes “Am I That Easy To Forget,” “Yesterday,” “I’m Still Not Over You” and eight more. Should be a high chart spot waiting for this one. Don’t let it out of your sight.

LONESOME COUNTRY OF CURLEY PUTNAM—ABC/ABC 618

Waiting for Curly Putnam to stir up a healthy amount of sales action with this potent album. An absorbing effort from beginning to end, the set includes fourteen numbers, all written by Putnam (two are co-copyrights). Each selection effectively explores some portion of the world of loneliness. Among the tracks are “I’m Not The Boy I Used To Be,” “Green, Green Grass Of Home,” “Right Straight In The Eye,” and “Set Me Free.”

GUITAR COUNTRY OF ‘LITTLE’ JIMMY DEMPSEY—ABC/ABC 619

Noted guitarist “Little” Jimmy Dempsey could have a real winner on his hands with this stirring effort. Playing each track for all it’s worth, the artist offers “Rodeo Island Red,” “Here Comes My Baby Back Again,” “Bessie Was A Good Old Cow,” These Boots Are Made for Walking,” and seven others. Put this one on your list of disks to watch. It might break out.

Cash Box—November 25, 1967
Show business veteran Frankie Vaughan made a welcome return to the British charts recently with "There Must Be a Way" produced by the "in"die of the moment, Norman Newell. This was Frankie's first single for EMI and his first chart entry for three years. His latest single, "So Tired" is the American oldie written and originally recorded by Russ Morgan in 1948. Having recently topped the bill at London's Talk of the Town, 1967 has been a vintage year for Frankie Vaughan.
An example of the new and keenier attention British record companies are paying to the marketing of disks (i.e., making the record a more attractive buy), EMI has began a promotion for a unique Beatles package, EMI is to issue a six-track waxing from the Beatles’ first album, ‘BEATLES FOR SALE’. The LP is a continuation of a policy that has seen the Beatles’ earlier records locked in a 32 page color book and marketed at just over the normal EP price of a dollar. It is hoped that this record, which is imme-
diate bestseller and will, trimmings apart, secure the kind of advance sale that is normally associated with Beatles releases.

But EMI is treating each major Beatles release as an occasion; an event could be seen in the high production standards that have gone into the new, and, indeed, many hit disc manufacturers have discarded in color sleeves for singles—at least, those which are important copies and country music, the Beatles and EMI are front running in the promotion stakes, and together they are bringing a new stature to the wax trade as they cater for more sophisticated buyers. The Beatles have chosen to attract the custom until recently better known as a comedian than a balladayer, another example drawing the kind of sales which pre-determine it for a chart position. Song is Samba in Pink.

It was Newell, again, who put Frankie Vaughan back in the Top Ten. This well established "straw hat" entertainer, who switched from Philips to EMI with "I Love My Love", came in at No. 3. This confirmed his follow-up and "I'm Glad To Be Threw" is about to keep up the pace. Meanwhile, Newell has put Des O'Connor into the Top 30 with "Careless Hands." In this case, too, Newell has trans-
formed himself. The lightweight, CFM advertising in the Top 40 record to come out of Newell's production mill is Shirley Bassey's "Big Spender" from "Sweet Charity." He also waxed the London cast album of this show or GM.

Suddently Newell would appear to have found the key to the middle-of-the-
road disk buyer. For to click with a half dozen artists—considered square by the standards of yesterday—is much more than coincidence. Evidently the growing importance of this section of the market, commonly believed to be the "mums and dads" though no one is too sure, has been growing for some time. True, the label has always been with us and equally accurate is the fact that a good song will break through but, of late, the Val Doonican's, the Engle-
bert Humperdinck's, the Vine Hills, the Dublino, the Seekers and even the Tom Joneses et al. have cornered an increasingly large share of the pop market. Now Newell seems to be putting a new consistency behind it.

The Transatlantic record group, held up here by Nathan Joseph, has sched-
uled the following release for the coming week. Distributors expect re-
leases from all over the country will attend the function which will run through the week. Among the many thousands of records released by the group, overseas visitors are expected to catch the occasion on their way to MIDEM 2.

The boom in low-priced albums appears now almost certain to be pushing the British record industry into a new high. For example, a Valentine even the small sales in August appeared up and leaped to $1,020,000 (535,000) against the previous month's total of $1,061,000 (4,656,000). Sales in August a year ago was $1,004,000 (219,200). Some 6% lower than the figure for August this year. By comparison, though, fell from $902,000 ($375,000) to $957,000 (653,000) when the August, 1967, total is compared with the sales median in the previous year. Figure is also down when compared with the $206,000 ($285,000) in sales earned in the immediately preceding month. Production of records levelled off in August, according to the official Board of Trade statistics, and reached a total of 5,761,000 platters compared with 6,044,000 produced in the previous month and 5,875,000 produced in August, 1967. Some 20% of the seasonal decline in August was one on less on 4,607,000 LPs compared with 2,277,000 made in the previous month and 2,277,000 in August, 1967. Production of singles continued to build back some of the production imputus lost over the previous year. At 3,059,000 the production total, this August, was only 1% below the October figure for the release of the $4,904,000 45s produced in August 1966.

Quickly: For eighteen consecutive week "the Last Watts" still topping Best Selling Records. Non-Vermin: 1965, 66. Harry Secombe is planning his 21st show business, won this year's "Radio Luxembourg Credit To Show-
business Award." With "Massachusetts" still at the top of the charts, Polydor issue Smeets and Sturm's "Taking Tom 2" long. "Coming Home"—a Les Reed-Barry Mason composition published by Donna Music... David Howells, recently promoted to the position of A & R Abin and International Repertoire Co-Ordinator, announces the long-awaited release of "Gloveron Rouge" by the French-Dutch/Spanish/Barbary... The Zombies have simultaneous British and American releases with "Case Of Cell 44," a Marquis Enterprise production penned by the boys and published by Vermon Music. Also to tie in with Leonard Rose's visit to London, CBS have issued The Braids Trios (complete) at the special price of 50c (75c). Newly-formed Polydor Records of Canada Ltd, have announced their immediate take-over of Deutsche Grammophon product in Canada including all the standard albums and LPs. Polydor are in active bidding for a line of Polydor, Head office has been set up at 4155 Sherbrooke St. W. Montreal, the head of the Ontario branch at 1117 Bloor St. W. with Dr. Eugene Exon, formerly of Philips (England) has been appointed general manager, and Giles Marchand will be classical promotion man for Quebec. Mr. Newell was formally a sales rep for Capitol. The Ontario branch has been set up in Walton, Ont.

Don Carter will head up the operation as branch manager for Ontario. Although Mr. Carter has been off the record scene for some time, he is well-known in the business. Previous to leaving the industry, Carter was sales manager, Polydor Records, distributor of London product in Ontario. John Turner, former radio producer who will compile on Ontario radio pro-
motion and sales. A West Coast branch is hoped for in the very near future.

Great Britain's Top Ten LP's

1. "The Sound Of Music"—Soundtrack (RCA)
2. "The Keeper Of Lonely Hearts Club Band—The Beatles (Parlophone)
3. "Breakthrough — Studio 2 Stereo (RCA)
4. "British Chartbusters—Various (Tamla Motown)
5. "Universal Soldier—Donovan (Marble Arch)
6. "Clockwork Orange—Bread Boys Vol: 2 (Columbia)
7. "The Smile—Smile Boys (Columbia)
8. "Dare una cosa—Donna (Columbia)
9. "Let's Hear The Keys—The Creation (Decca)
10. "Scott—Scott Walker (Philips)"
Cannes—International trophies recognizing sales achievements by record artists will again be a feature of MIDEM 1968, the international record and music publishing market (Cannes, France, Jan. 21-27).

The trophies will be presented to the artists during the Gala which will conclude MIDEM on Sat., Jan. 27, in the Grand Hall of the Palais des Festivals. Wide-ranging broadcast coverage is expected by foreign radio networks, including telecasting by Eurovision.

Last year’s singles went to Rod Stewart, Frank Sinatra, Herb Alpert, Pet Clark, the Beatles, Adamo, among others.

**Trophies Defined**

The National Trophy will be presented to the singer (male or female), or group of singers, having recorded in the official language(s) of the country concerned, or to the instrumental group whose records will have been declared by the mechanical copyright society of that country to have sold the most disks.

One Trophy will be awarded for each country whose total annual recorded sales are more than 25 million: to the singer (male or female), or to the group of singers, or to the instrumental group having sold most records. This applies to all countries, except those eligible to receive 1 or 3 Trophies.

Two Trophies will be awarded for each country whose total annual record sales are more than 25 million: — to the singer (male) — to the singer (female) — to the group of singers having sold most records.

In the event that a group of singers or an instrumental group will have sold more records than either the male singer or the female singer, then a Third Trophy will be specially awarded. This applies to: Canada, France, Great Britain, Italy, and West Germany.

**Trophies Will Be Awarded**

Three Trophies will be awarded for each country whose total annual record sales are more than 100 million: — to the singer (male) — to the singer (female) — to the group of singers having sold most records.

In the event that an instrumental group will have sold more records than either the male singer or the female singer, then a Fourth Trophy will be specially awarded. This applies to the USA and the USSR.

The number of trophies to be awarded to each country will be determined by the total sales during July 1, 1966 to June 30, 1967.

MIDEM has obtained the help of an association in each country responsible for the mechanical reproduction, or of its equivalent, which will verify the sales figures submitted to it by the different record companies.

For those countries where there is no such association or similar body, MIDEM has enlisted the assistance of a major firm of charterered accountants. For example the U. S. and Canada, Prager & Penton of New York will verify the figures sent to them by record companies.

**RIAA Aid**

With regard to the U. S. the General Management of The MIDEM has asked the RIAA to supply a list of those artists who had received one or more Gold Record Awards during the period of reference. MIDEM is assuming that any artist who might be eligible for one of the MIDEM trophies will have received at least one gold record Award during the year. Those record companies with one; or more artists having received, one or more gold record Awards will send to Prager & Penton sales figures covering the period of reference for the male singer, the female singer, the group of singers and the instrumental group. This information will facilitate the determination of those artists to whom the trophies for the U. S. should be awarded. These figures will be given to Prager & Penton in complete confidence.

The manner in which the calculation to determine the recipient(s) of the trophies in each country is to be done is one for each 45 rpm record

Three points for each 10" and 12" 33 1/3 rpm long playing record.

**MONTREAL** — RCA Victor Co, Ltd. plans to construct a new $1 million recording studio in Montreal. The studios are being designed to contain three facilities for recording up to a full-size symphony.

The studios will be built to RCA's design specifications by George D. Fenton for EMI Records, and will be located at the corner of Lagauchietiere St. and Sherbrooke St. E. in the eastern section of the city. The area is rapidly developing into a haven of musicians and performing artists in the broadcasting industry.

George L. Mansour, vp of consumer

products at RCA, said that construction of the new center will start immediately by August 1, next year. Mansour noted that the complex reflects the company's recognition of the "importance of the industry in Canada."

There are presently 27 French-Canadian artists on the studio's roll. These recordings are not only distributed in Canada, but also into 30 countries throughout the western world.

The studios, the largest in Canada, will be of interest to all RCA producers working with labels other than RCA.

**U. S. Promo For Hit By Troggs**

LONDON — Publisher Dick James is lining up a strong promo campaign on behalf of "Love Is All Around" by the Troggs for the American market, where it appears on the Mercury label. Stan Phillips, Troggs' promoter in the U.S., was asked to supply the group undertaking a national tour. "Love" is one of the hit group's biggest successes in England.

**Bell/Ricordi Deal**

NEW YORK—Larry Uttal, president of Bell Records, has completed an exclusive sub-pubishing deal with G. Ricordi & Co. for Italy.

The long-term arrangement will be handled with the RCA. All three relents of the RIAA-certified gold record, "The Letter" by The Box Tops, will be released throughout Italy on the Ricordi label.

**Burlington-Mirwood Subpub Pact**

NEW YORK—The Burlington-Palace Music Group, publishing subsidiary of British Decca, has taken over sub-publishing rights to the Mirwood Music catalog for Australia, Austria, the Benelux countries, Germany, Switzerland, and New Zealand, and appears to have solidified its position with one of the first songs included in the new agreement.

The tune, "Beautiful People," is moving in two different versions, with a third discing just released. A leading contender for the honors is a version by the Flying Burrito Boys, recorded by Kenny O'Dell, on the Vee Jay label, distributed nationally by White Whale Records and in the U. K. by London, White Whale's representative. Another fast-selling version of the song is by Bobby Vee on Liberty.

The song is a rewrite for Mirwood Music, also has to his credit "Next Plane To London." A single by The Rose Garden on Atoe is making good headway on the national charts. "Next Plane To London" and a new Mirwood title, "P. S. Call Me Lulu," recorded by Primrose Circus on Mir and already picked in several cities, both fall into the Burlington axis in the same overseas territories.

In addition to Mirwood (BMI), Burlington has similar territorial sub-publishing rights for Miraka (ASCAP) and Arista (BMI). All three companies are affiliated with Randall Wood's California-based Miran Productions, which includes his Mira label. Miran is also expected to release a version of "Beautiful People" by Gary Lee Mel in the world market.

**Italian Branch For World Concert Promo**

NEW YORK—World Concert Promotions, Inc., headed by Peter Leeds, Vic O'Gillvie and Vic Scopia, have opened a branch office in Bologna, Italy. The new wing will be directed by Roberto Carfagni, who has been in this week for conferences with World Concert Promotions.

Carfagni will also represent WCP in France, Germany and Czechoslovakia. In addition to handling concert and personal appearance engagements by American talent, Carfagni will sponsor Italian artists.

WCP also has foreign offices in London and Antwerp.

**ITALIAN FRANCHISE FOR WORLD CONCERT PROMO**

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**MONTREAL** — RCA Building $1 Mil Studios in Montreal

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Tico-Roulette Records commenced operations in Mexico under the name of Discos Tico, S.A., having as general director Jese Ades, sales manager Luis Fernandez Garcia, assistant sales and promotion manager Antonio de la Serna, and as A&R Director Agustin de Aguirre. An initial release of 19 long plays (of which 15 are from the Roulette-Tico catalog in New York) will serve as introduction. Plans call for its own publishing company and studios, with press releases sometime next year. Currently, Discos Tico is acquiring new Mexican talent.

Juan Soto, general manager of Discos Rex, infoes that in the one and one-half months of the label's existence, 80 LPs have been released and 15 new talents signed. The firm is very interested in acquiring distribution rights of foreign labels in Mexico.

Mauricio Munoz (RCA), Los Cuatro Brillantes (CBS), Angelica Maria (Musart), and Mario Antonio Vazquez (Musart) are among others. Angelica Maria's latest offering is "Don't Go," with "The Nightfall" by Gloria Lasam, an EP with "Free Again" and "Concerto de Anranue." On the Liberty label, Vicky Carr will be followed by "Must Be Him."


Mexico's Best Sellers

1. Quinceañera—Los Valverdes (Musart), Toto Quintaro (Orfeon)
2. Musita—Sonora Santanana (CBS), Carlos Campos (Musart)
3. Adoro—Carlos Lico (Capitol), Armando Manzanero (RCA), Manny Bonellos (Orfeon), Los Arcanos (Arca), Sonia (RCA), Los Kinstru (Tizoc), Carmen Jimenez (CBS), Los Dominie (Philips), Marco Antonio Vazquez (Musart), Hermaitas Nunez (Orfeon), Los Rockin Devils (Orfeon), (Phil)
4. Noches de San Francisco (San Francisco nights)—Eric Bourbon and The Animals (MGM)
5. Esta Tarde Vi Llorar—Armando Manzanero (RCA), Mario Antonio Muniz (RCA), Los Cuatro Brillantes (CBS), Angelica Maria (Musart), (Phil), Los Lico (Capitol), Jose Martin (Peersites), (RCA Publishing)
6. Haxine Una Senial—Gimme A Little Sign—Brenton Wood (Gama), Roberto Jordian (RCA)
7. Tengo—Carlos Lico (Capitol), Los Cuatro Brillantes (CBS), Imelda Miller (RCA), RCA Publishing
8. Sierra Los Osos—Mario Antonio Muniz (RCA), Carlos Lico (Capital)
9. Aqui Esta El Futuro (Look out! Here Comes Tomorrow)—The Monkees (RCA), Los Vinaotas (CBS), Los Huihihi (Orfeon), Los Shippey (Capita), (Promusica)
10. Yo, Tu y Las Rosas—Los Policones (CBS)

Brazil's Top 10 LPs

This Week
1. SGT. Peppers Lonely Hearts Club Band—The Beatles/Odeon
2. 3rd Festival Of B.P.M. Vol. 1—Several Brazilian Artists/Philippines/CBS
3. 3rd Festival Of B.P.M. Vol. II—Several Brazilian Artists/Philippines/CBD
4. O Belejo—Chico Buarque de Hollanda/REG
5. 4th Festival Of B.P.M. Vol. III—Several Brazilian Artists/Philippines
6. Four of the Monkees—The Monkees/RCA Victor
7. 3rd Festival Of B.P.M. Vol. IV—Several Brazilian Artists/Philippines
8. Los Romans—Elton John/RCA Victor

Brazil's Top Five Double-Compacts

This Week
1. The Beatles—The Beatles/Odeon
2. Cume—Denny Dino/Odeon
3. "The Track of My Tears"—Johnny Rivers/RCA Victor
4. llam—"The Magnificent Matango"—RCA Victor
5. SGT. Peppers Lonely Hearts Club Band—The Beatles (CBS)

Brazil's Top Argentine LPs

This Week
1. Al Pone Se—El Sol Salio (Music Hall)
2. Propiedad Privada—Rosaline Araya (Disc Jockey)
3. Yo Soy Aquel—Ramos Isasi (Music Hall)
4. El Magnetismo Pato—Ramos Isasi (Music Hall)
5. Here Come The Troubles—(CBS)

Argentina's Best Sellers

This Week
1. La Carcel de Singo Pepito Perez Disc Jockey Jose Feliciano (Microfon)
2. The World We Knew—Frank Sinatra (Music Hall) Vincent Moreno (Philips), Paul Jourdan (RCA)
3. Los Chicos—Raphael (Music Hall)
5. Los Pumas—Pate (Dexter) Jose Feliciano, Melda de Capri, Paul Jourdan (RCA), Los In (CBS), Procur Hal (Odeon), Raymond le Fevre Nicolette (Odeon) Jose Limon (Odeon) Mac Ke Mc's (Microfon)
6. Todo Se Mienta—Fernanda Palito Ortega (RCA)
7. I Love You—Quinto (Orleans)
8. Las Manos Sandor (CBS)
9. Don Be Good—Los Tremenoses (CBS)
10. There Is A Mountain—Edtano (Disc Odeo), Barbara & Dick (RCA), Pedro Muxinino (Disc Jockey, Borooglos (CBS)
11. You You You—Paul Risio (CBS), Tubes Der (Neutros), Frank Pourcel (Odeon)
12. Trasigio Del Selorejo Planpap Pascal (Wawanca), Marios (Odeon)
13. Omega—Clivanas, Herrchere (RCA)
14. Viva La Cuba—Odeon
15. Summergine—Vernon (Microfon)
16. Retumura—Fernanda (CBS)
17. Papito Llunlu—Lime Soriano, Eduardo Arniaco, Wilson Simonon (Ariel)
18. Billy Bond (Music Hall)
19. Amor De Pobre—Pepito Perez Disc Jockey Mitilino (Odeon), Los Octonarios (Music Hall)

(*) Local
Danmark


Finsk Polyfon Akt. has, every reason to be satisfied at the moment, with not less than seven of the ten tunes at the charts this week originating from this company. Recent releases include Association on London with "Never My Love," Brenda Lee on Brunswick with "Where's The Melody," Who on Polydor with "I Can See For Miles," and a number of LP albums on CBS, Verve, Polydor, Command, Decca, Daram and Philips.

Finland

Irwin Goodman on Philips has a top selling hit with his "Rysyrantra," this month topping the Finnish charts, composed by Goodman himself. Fred, another Philips artist, has done a local version of "La Bostella," (here titled "Napostelanilla") with a Finnish version of "Spanish Eyes" at the flip side. Other records from Finland includes "Massachusetts" with Bee Gees on Polydor, "Autumn Almamæ" with Kinks on Pye, "Zahadak" with Husaberske, and "Fortuna Ted" "Can You See For Miles" with Who on Track. CBS is just out "Be Mine" with Tremoloes and "Like An Old Time Movie" with Scott McKenzie.

Ils filharmo "Thoroughly Modern Millie" is now a top box office at the Helsinki cinemas with the soundtrack recording at the Brunswick label also doing very well here.

Recent releases from Scandia-Musiikki Oy (which has changed its address from Hietalaidenrantta 11 to Araratie 8 C, Helsinki 37) includes Eino Grön on Scandia with "Love Is A Many-Splendored Thing" and "Les parapluies de Cherbourg," both in Finnish. Same artist has also done "Rain In Rome" and "Spanish Eyes" in Finnish. Besides, recent release on Scandia, has done "Good Night Roy!" Wilhelm Hansen, Musiku-Foral is out with the sheet music to "Blue Moon"

Norway

Kirsti Sparboe is just out with a new Triola single including two local tunes, "Mamma" and "Min forste dans med meg." Other releases from Arne Bendiksen A/S include two new LP albums with Billie Vaughn on Dot, an album with George Benson on Grand Prix and "Original Country And Western Music" on Elite Special.

Sweden

Latest releases from Karusell Grammofon AB includes Lovin' Spoonful on Kama Sutra with "Girl, Beautiful Girl" and three BluesWay LP albums. Recent releases from Scan-Disc includes Annikas with "Where Did The Summer Go?" San Francisco from Finnley includes "Massachusetts" with Bee Gees on Polydor, "Autumn Almamæ" with Kinks on Pye, "Zahadak" with Husaberske, and "Fortuna Ted" "Can You See For Miles" with Who on Track. CBS is just out "Be Mine" with Tremoloes and "Like An Old Time Movie" with Scott McKenzie.

Arne Bendiksen A/S have released a new LP of "Walking On The Farm" featuring In Farsund. Electric & Musical Industries Ltd, Svenska AB (EMI) will arrange a party in their office at Grevgatan 58 on Nov. 20th. EMI artists and the press have been invited to celebrate the fact that the office now is in full use (EMI moved in a few months ago).

Australias' Best Sellers

1. The Last Waltz (Engelbert Humperdinck—Decca) J. Albert & Son. Ltd.
2. "The Letter" (Box Tops—Stateside) J. Albert & Son. Ltd.
3. "Onskebrunnen C," The well-known (Box A/S)
4. "Living Way." Paul and Paul. (Box A/S)
5. "San du Camp Massachusetts Premiere,"
7. "Ramparts Inn" by Harry Scott McKenzie/CBS)
8. "I'm In Love," Well known (Box A/S)
9. "New Ways To Play" by "Cathy Come Home"; (Box A/S)
10. "We Are" by Cash Box—November 25, 1967

Cash Box—November 25, 1967

Australias' Outstanding pop group The Seekers, will return to this country the middle of December to spend a little seasonal time with their families. They are scheduled to film another television special which will be called "The Seekers' Scrapbook,"... they will give one-week of live performances at the Palais Theatre in Melbourne. The plans for their homecoming were finalized recently by their personal manager Eddie Jarrett during a brief visit to London.

The first four records on our national best-seller list this week are the same as last week. Ruling at the top of the scene, and holding off the other challengers, is "The Last Waltz" by Englebert Humperdinck... this is the sixth week in a row that it has claimed number one. Publishing in this hot song is held by J. Albert & Son, who also have the rights in the second slot, "The Letter," as recorded by The Box Tops. The only Australian-produced record on the list is from Adelaide group The Masters Apprentices with "Living In A Child's Dream." A newcomer to our list this time is "Gimmie Little Sign" by Brenton Wood on the Festival label; this one gains entry by virtue of their recent concert-tour impressing in a couple of cities, Sydney, in particular where it is especially hot.

On the local front, new singles from the E.M.I. group bring the Twilights together with "The Way They Play" c/w "Cathy Come Home"; and which will be featured on a new Columbia label single with "Want You" and "Carrousel Of Love." New local product from the Festival group include the Wild Cherries with "Two Little Girls Wearing Matching Green Kirts... etc." (Box A/S), the only Australian-produced record on the list is from Adelaide group The Masters Apprentices with "Living In A Child's Dream." A newcomer to our list this time is "Gimmie Little Sign" by Brenton Wood on the Festival label; this one gains entry by virtue of their recent concert-tour impressing in a couple of cities, Sydney, in particular where it is especially hot.

Bolta Music has acquired the sub-publishing rights to "Neon Rainbow," which has been added to the bill, including some local hits, such as "I'm In Love," Well known (Box A/S)

Essex Music of Australia are making a big drive on promotion with the week's release, "Cathy Come Home," but recently issued which carry an Essex Australian composition. Among them are the Questions with "And Things Unsaid"; The James Taylor Move with "Baby Jane"... not to be confused with the current American release with the same title by The James Taylor Move with the Wild Cherries; and the Laura Lewis Sextet with their very successful "Theme From This Day Tonight," a popular television news/program commentary series.

Among the new Christmas releases from Festival and associated labels are "The Christmas Album" (Liberty) and the Licensed recording by the Harry Simeone Chorale (20th Century-Fox); "Christmas With Jimmie Rodgers" (Calendar); and local production on Festival, "Christmas On The Farm" featuring In Farsund.

Set to concert-tour Australia early in January, the Small Faces, The Who, and Paul Jones, Tour is set to begin on January 20th. Other names will be added to the list, according to the plans, as the weeks pass and now looks set for bigger things. It is already number seven on our list. Jack Argent of Leeds is jumping with joy over the action with "The Two Of Us."
There's trouble ahead as of July, 1968, in the German record business. The reason is that a meeting set in July of the coming year, all duties will be removed from records imported within the European Common Market. Germany's record imports are expensive with a price increase scheduled for January due to the tax to be levied on imports. The price increase will see the single records selling for $1.25 (DM 5) as an example. Now, Germany's shops are bound by the same situation in England, France and Holland, for example, are not bound to a list price and the records coming from England where at least ½ of the present top 10 hits are produced sell at a retail price of about 200% more. Is that the logical conclusion? Simply that it will be much less expensive for clubs, juke boxes, record collectors, etc., to import the records than to buy them here on the market. This should make a cut of 20% reduction of record sales in Germany especially in the singles field. The German record industry feels that it cannot reduce the price of singles and make money. This is proven by the fact that in spite of a 60% reduction in singles sales since the price increased from $1.00 (DM 4) to $1.15 (DM 4.75), the industry has held fast on their prices. Switzerland sells singles for less than a dollar but has no expensive production problems to cope with as most of the records are import items either from Germany or other European countries. It's a problem that the industry here must face up to in the near future with no solution in sight.

Dim news for pop fans TV wise in the German TV program for December which is the top promotion month for Xmas product. The first show with any pop music whatsoever is set for the 11th with a standard good music pop program called "My Melody." The 18th of December calls for the popular Chris Rowland show "Music From Studio E" with German pops strongly represented. A good music pop show called "Hit Parade" comes on the 23rd of December, while the Horst Janowski good music package is set for the 27th. The only real pop program featuring top hits is the "Best Club" scheduled for the 30th of the month on a Saturday afternoon. Of course, the New Years Eve programs will be heavy laden with pop product, but who is sober enough to really care? A pretty dim picture. How do you sell pop product that nobody sees or hears on radio and TV? Well, that's been a problem here for years and probably will remain one for a long time to come.

Vogue reports sales of over 750,000 copies of the "Song For Europe" contest winner "Puppet On A String" from Sandie Shaw. That means that the English essay sells more than at home in merry old England.

Ariola reports that Peter Alexander's German version of the English hit "The Last Waltz" has passed the 100,000 mark in sales which also makes publisher Francis Du Hauron very happy with his excellent and very influential album with the German International management. Polydor producer Hans Bertram's wife Libbirt will do the German lyrics for the film "Fanny Girl" and the lyrics for the German stage version of "Pillow On The Floor." That's it for this week in Germany.

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**Germany Record M'rs Sales**

(Courtesy "Schallplatten")

This Last Weeks on Week Windows Orts

1 1 11 San Francisco—Scott McKenzie—CBS—Edition Intro / Melier
2 2 20 Adios—Ronny—Telefunken—Maxim
3 2 8 We Love You—The Rolling Stones—Decca—Hans Geir Music
4 4 3 Massachusetts—The Bee Gees—Polydor—Abgall Music / Yaskel/Siezak
5 5 10 Death Of A Clown—Dave Davies—Deutsche Vogue—Aberbach Music
6 6 15 All You Need Is Love—The Beatles—Odeon—Northern/Bof Budde Music
7 7 10 Romeo and Julia (Romeo And Julia)—Peggy Marsh—RCA Victor/Rolf Budde Music
8 8 3 Der Letzte Walzer (The Last Waltz)—Peter Alexander / Ariola—Francis, Day & Hunter/Bornemann
9 9 3 Siebenmilenstiefel (Seven Mile Boots)—Graham Bonney / Columbia—AME Kassner/Kist
10 10 3 Excerpt From A Teenage Opera—Keith West—Odeon / Francis, Day & Hunter/Bornemann

* Original German Copyright

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**German Disc Jockey Organization Hit Parade**

(Courtesy "Musikmarkt")

This Last Weeks on Week Windows Orts

1 — 1 Massachusetts—The Bee Gees—Polydor—Abgill Music / Yaskel/Siezak
2 — 1 Holidaying From A Teenage Opera—Keith West—Odeon / Francis Day & Hunter/Bornemann
3 1 3 San Francisco—Scott McKenzie—CBS—Edition Intro / Melier
4 7 2 Mona—Roland W.—Cornel
5 8 2 The Last Waltz—Engelbert Humperdinck—Decca—Francis, Day & Hunter/Bornemann
6 1 6 Soul Fighter—The Bar Kays—Atlantic—Edition Intro / Melier
7 7 1 Romeo and Julia (Romeo And Julia)—Peggy Marsh—RCA Victor/Rolf Budde Music
8 1 8 The Letter—Don Fardon—Deutsche Vogue—Edition Belmont
9 9 2 Castle Land—The Lords—Columbia—Hans Geir Music
10 10 1 Dig Rock and Roll Music—Peter, Paul & Mary/Warner Brothers/Rolf Budde Music

* Original German Copyright

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**France's Best Sellers**

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<td>San Francisco (Johnny Hallyday) Philips</td>
<td>The Letter (The Box Top) Stade: Vogue International</td>
<td>The Kilt (Sheila) Philips</td>
<td>Le Dernière Danse (Petula Clark) Vogue</td>
<td>Francis Day</td>
<td>San Francisco (CBS) Tournefe</td>
<td>Puisque L'Amour Commande (Enrico Macias) Pathé Cité</td>
<td>Est Bon La Vie (Nana Mouskouri) Fontana</td>
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WILSON'S NEW CHAIR—Murray Wilson, personal manager of the Beach Boys and Beach Boys manager for the past four years, is now the manager of Beach Girl, Mrs. Wilson while attending Murray's first international promotion session as a recording artist. Wilson jumped into this new professional groove, when he was promos director of Beach Girl, with the start of the program. Wilson was the key to the success of Beach Girl, which is the subject of the above meeting with European directors and staff of the Francis, Day & Hunter WorldWide. The meeting took place in Paris and covered global promotion plans for the album.

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**Coming Soon: Year End Issue of Cash Box**

Dead Line: Dec. 11

Issue Date Dec. 23

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Cash Box—November 25, 1967
**Japan's Best Sellers**

**ALBUMS**

<table>
<thead>
<tr>
<th>Week</th>
<th>Album</th>
<th>Artist</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>Let's Go Classics — The Bunnys (Seven Seas)</td>
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<td>1</td>
<td>The Spiders Album No. 1 — The Spiders (Philips)</td>
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<td>1</td>
<td>The Tigers On Stage — The Tigers (Polydor)</td>
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<td>1</td>
<td>The Jaguars Meet The Carnabees — The Jaguars &amp; The Carnabees (Philips)</td>
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<td>1</td>
<td>Sergeant Pepper’s Lonely Hearts Club Band — The Beatles (Odeon)</td>
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**LOCAL**

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<tr>
<th>Week</th>
<th>Album</th>
<th>Artist</th>
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<tr>
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<td>Anshoito-No Ashiotto — Yuki Itoh (King)</td>
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<td>1</td>
<td>Wakaretta Ama-Hito — Yuzo Kayama (Toshiba)</td>
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<tr>
<td>1</td>
<td>Love You Tokyo — Iko Prima (Columbia)</td>
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<td>1</td>
<td>Yukuee — Kazuo Panuki (Columbia)</td>
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<td>Kitaguni-No Aorid — Chiyoko Okumura (Toshiba)</td>
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<td>Koito-No Fuga — The Pentuns (King)</td>
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<td>Furusato Yo Omae — Natsuki Takanaya (Victor)</td>
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<td>Sekaiwa Futarimae — Naomu Sayara (Victor)</td>
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<td>Saku-No Kitora — Tsunio Hashi (Victor)</td>
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<tr>
<td>1</td>
<td>Makkuna Taito — Hibari Misora (Columbia)</td>
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**INTERNATIONAL**

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<tr>
<td>1</td>
<td>Kitaguni No Futari — The Blue Coets (CBS) Publisher/Watanabe</td>
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<tr>
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<td>Mona Lisa No Hoosomi — The Tigers (Polydor) Publisher/Watanabe</td>
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<tr>
<td>1</td>
<td>San Francisco — Flowers In Your Hair — Scott McKenzie (Columbia) Sub-Publisher/Victor</td>
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<td>1</td>
<td>Koito Shibuya Jiyu — The Carnabees (Philips) Publisher — Shinko</td>
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<td>Summer Wine — Nancy Sinatra (Reprise) Sub-Publisher — Shinko</td>
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<td>Barairo-No Kumo — The Village Singers (CBS) Publisher/Top</td>
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<td>Love You — The Carnabees (Philips) Sub-Publisher/Shinko</td>
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<td>Dancing Lonely Night — The Jaguars (Philips) Publisher/Sainko</td>
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<td>Okay — Davee Dee, Dozy, Beaky, Mick &amp; Tich (Philips) Sub-Publisher — Top</td>
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<td>Aozora-No Arukagiri — The Wild Ones (Capitol) Publisher/Watanabe</td>
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<td>Kiri-No Kanatani — Jun Mayuzumi (Capitol) Publisher/Ishihara</td>
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<td>Kimi Ni Aita — The Jaguars (Philips) Publisher/Shinko</td>
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<td>Ama Nijin-Toki — The Spiders (Philips) Publisher/Top</td>
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<td>The Words — The Monkees (RCA) Sub-Publisher/Shinko</td>
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<tr>
<td>1</td>
<td>L’Amour Est Bleu — Ryoko Moriyama (Philips) Sub-Publisher/Shinko</td>
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**Brazil's Best Sellers**

<table>
<thead>
<tr>
<th>Week</th>
<th>Album</th>
<th>Artist</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>A Whiter Shade Of Pale — (Fernata) Procol Harum/Odeon</td>
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<tr>
<td>1</td>
<td>Maria, Carnaval E Cinzas — (Arlequin) Roberto Carlos/CBS</td>
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<td>1</td>
<td>Corda Viva — (Ariquem) Chico Buarque de Hollanda/RGE</td>
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<tr>
<td>1</td>
<td>Era Um Garoto Que… — (RCA) Os Incriveis/RCA; Gianni Morandi/RCA</td>
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<tr>
<td>1</td>
<td>Para Pedro — (Vitale) Jose Mendes/Capabam</td>
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<tr>
<td>1</td>
<td>All You Need Is Love — (Fernata) The Beatles/Odeon</td>
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<tr>
<td>1</td>
<td>Estou Feliz/Puppet On A Strong — (Fernata) Ed Carlos/Formenta/Al Hirt/RCA</td>
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<tr>
<td>1</td>
<td>Eu Te Amo Mesmo Assim — (Fernata) Martinho/AU-Rozenblit</td>
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<tr>
<td>1</td>
<td>Power Side Of Town (RCA) Johnny Rivers/RCA</td>
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<td>1</td>
<td>Suplica Caroceans (n/a) Lp Alto/Cantaggro; Nerino Silva/RCA</td>
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<tr>
<td>1</td>
<td>Reach Out I'll Be There — (Capitpol) The Four Tops/Motown-Rozenblit</td>
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**Holland's Best Sellers**

<table>
<thead>
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<th>Week</th>
<th>Album</th>
<th>Artist</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>Homburg — (Procol Harum/Stateside) (Essex) Holland-Baas/Amsterdam</td>
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<tr>
<td>1</td>
<td>From The Underworld — (The Herb/Fontana) (Altona/Amsterdam)</td>
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<tr>
<td>1</td>
<td>Together We Live, Together We Love — (Golden Earrings/Polydor) (Impala-Baast/Amsterdam)</td>
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<tr>
<td>1</td>
<td>De Bostella — (Johnny KnaalKamp &amp; Rijk de Gooyer/Arton)</td>
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<tr>
<td>1</td>
<td>Tomorrow Is Another Day — (The Buffoons/Imperial) (Holland Music/Amsterdam)</td>
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</tr>
<tr>
<td>1</td>
<td>Fermata — (Letter/Stateside)</td>
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</tr>
<tr>
<td>1</td>
<td>Keep Me Hanging On — (Vanilla Fudge/Atlantic) (Impala-Baas/Amsterdam)</td>
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</tr>
<tr>
<td>1</td>
<td>Melodia — (John Woodhouse/Philips) (Altona/Amsterdam)</td>
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</tr>
<tr>
<td>1</td>
<td>Mama — (Heimje/CNR) (Basat/Amsterdam)</td>
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</table>
When the location customer goes up to the bar, he generally asks for a Black Label and water, a bottle of Bud or some other brand of spirits. Then he might look up at the rack of cigar boxes and ask for a Dutch Masters. After a few minutes, he'll slide off the stool and walk over to play the ... the, eh ... juke box. Yes, the juke box. What kind of juke box? Who knows ... he doesn't. Maybe he'll have some fun playing that shuffle alley or spend some time shooting on that, whadayacallit ... pool table.

The point simply is that the vast majority of location customers have no idea what make of equipment they're dropping their coins into and really don't care. But we should! Books have been written on the subject of product identification and brand preference, deriving from the superficial reasons right down to the subconscious motivations which lie at the root of every human being's fondness for this product or that ... all of which ultimately leads to a cash sale somewhere along the line.

Now, a lot of our manufacturers are going to wonder what in heck we're getting at. They spend money to put their individual logo's (trade marks) on each machine and expect the public to recognize it. And if the public doesn't, does it really make any difference? We think it could mean a great deal of difference in the public's general attitude toward our industry if they all knew they were playing a Rowe, a Rock-Ola, a Seeburg or a Wurlitzer juke box. Same goes for the games and the tables.

Looking at it through the eyes of the manufacturers, it's quite obvious who's firm name is visible over there on the backglass and over here at the bottom of the playfield. It's his name and he recognizes it easier than anyone. Now look at it from the public's viewpoint. There's a pool table. They punch the coin mech, scoop up the balls, chalk up the stick when right in front of their eyes is the manufacturer's two inch high, five inch wide logo. Do you think the customer sees it. He does not! Let any operator out there ask any of his location patrons what kind of juke is playing, without the customer looking at it. Chances are, he'll shrug his shoulders and say he never thought about it.

Be advised that we're only generalizing here. We've been surprised quite a few times to learn someone outside of the trade not only knew most of the factory names but even had a preference for a particular brand in music, in pingames, shuffles, tables etc. But that's the exception. And what really irks you is to hear some clown tell you the juke box is made by the "Black Hand Mfg. Co." which operates out of an "old Capone brewery on the North Side."

There's a real, fine, substantial sound to the factory names in our business. To stand up and shout, here we are, is good public relations. People are suspicious of the unknown but develop an affinity for something they can call by it's rightful name. Just like identical twins ... who can tell the difference between them until you put a name on each one.

Every one of our factories has professional promotion men on the payroll ... each of which knows dozens of effective ways of getting the name before the public, even if that public isn't specifically interested. Larger name plates and logos, number one. Illuminated signs at the location saying, "You are listening to ... Music," can do the trick. An occasional institutional ad in a consumer magazine or newspaper helps a great deal, even though it probably won't sell a single machine. And let's not worry about encouraging direct sales ... we ought to know how to handle that by now.


These techniques could knock out some of these phantom images the public has about our business and provide at least some degree of bridge between coinbiz and the public. And without going into a whole new editorial, let's start thinking more about operating company labels that you can read instead of innocuous service cards hidden on the backs of machines.

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**Italy's Electrophon Named**

**Italian Distrib. for Midway**

**SCHILLER PARK, ILL. — Negotiations** between the Italian coin machine import firm known as Electrophon di Roberto Mauro and the Midway Mfg. Co., which began last October during Boss Schier's visit to the continent, have been concluded, resulting in the Electrophon's distribution appointment for the entire Italian market. Electrophon, headquartered on the Via Melchiorre Gioia in Milan, is headed by Roberto Mauro, who, according to Schier, "is one of the most experienced wholesalers of new and used amusement equipment in Europe today."

**Atlas Games Intro's "Tilt Test"**

CLEVELAND—Atlas Games of Cleveland, Ohio has announced the immediate release of a skill counter game, "Tilt Test" to the trade. The game will be distributed by Cleveland Coin International, according to Ronald Gold, president of CleCoin Atlas contends that the game is not a novelty game, but a skill game that allows the customer, thru practice, to completely master and control the game. Completely mechanical, "Tilt Test" experiences very few service problems. The game is manufactured by W. A. Jenkins, 35 year coin veteran and former president and founder of the Atlas Mfg. & Sales Corporation, Jenkins is assisted by his son, Roland, who is a music and games operator in several Ohio counties.

Jenkins said, "Tilt Test has been location tested for the past four months and has proved itself to be worthy of national distribution." Atlas has several other counter games in various stages of planning and production which will be released in the future.

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CASH BOX—November 25, 1967
Wms TOUCHDOWN

CHICAGO—Got a yearning for that good old American game of football? Williams Electronics has the remedy with their crowd pleasing, single player “Touchdown” amusement game. The one player “Touchdown” is adjustable to three or five ball play.

The playfield and back scoreboards of the new Williams game features real gridiron animation that seems to come alive with each play of a ball. “Touchdown,” offers the thrill and excitement of a real kickoff return to players and observers alike. One of the features that make “Touchdown” such a good game is the one that allows the skilled player to score touchdowns, conversions and field goals. The new Williams game also has the exciting match feature. “Touchdown,” has stainless steel molding trim on the front coin box door and frame. Optional, single, double or triple coin chutes are also available.

From the inside out, Seeburg’s brand new ‘Spectra’ is unique from almost every respect.

CHICAGO—The Seeburg Corporation marked its 65th year in business and its 40th year in the manufacture of coin-operated phonographs with the official introduction last week of its new Spectra 33-45 rpm console. According to Seeburg Corporation president Bill Adair, “when the Spectra was originally introduced to our distributors, they all agreed that its obviously unique appearance has brought in a bold new breed of phonograph.” Adair further termed the Spectra an industry pace-setter with “more money-making features than any other phonograph past or present.”

The Features

The Spectra's speakers are located in the top of the 56 inch high cabinet (“ear level”) behind textured, blue metallic grillwork. A digital selection display, which flashes numbers and colors, is a new feature of the new Spectra.

What do you think, men? Do you want a National Coin Pool Tournament? At the request of several pool table manufacturers, CASH BOX has prepared the coupon below to determine if enough interest exists in the trade to warrant such an undertaking. Now, if you're interested, don't say, "I'll let the other guy sit down and fill in the coupon and see what happens before I do anything." Stop whatever you're doing right now and cut out the coupon... fill it in and spend five cents for a stamp and let's see how much genuine interest in a National Tourney there actually is. All coupons received will be channeled out to the proper people and if the response is great enough, maybe by this time next year we'll have that badly needed tournament. If any of your friends in the business want to support this promotion, have them neatly write their names and addresses on a plain sheet of paper and mail it to the address below. C'mon and lets see what we can do about a National Coin Pool Tournament.

Seeburg's Spectra Set for 2-for-25c As Distribrs Lad Unusual New Design

J&J Dist. Acquires Shaffer's Cincy Branch

COLUMBUS—Tom Reed, sales manager for the Shaffer Distributing Co., announced that the firm's Cincinnati office has been sold to the J&J Distributing Co. (whose home office is in Indianapolis). Both Shaffer and J&J, are Rowe AMI principle partners, will remain at the home base in Indianapolis.

New Sandler Staffer

MINNEAPOLIS, Minnesota — It has been announced that Joseph J. Mechavich has been appointed to the sales staff of Sandler Vending Company, this city.

Mechavich is a Minnesota native, having graduated from Cathedral High School, St. Cloud, Minnesota. He attended the University of Minnesota and majored in business administration after having served two (2) years with the U.S. Army Corps of Engineers during the Korean War.

Before joining the Sandler organization, Joe (as he is known to many friends) spent 2% years as Territory Salesman with Shamrock-Neat, Inc. of Minneapolis and 5%- years with International Milling Co. of Minneapolis as City Salesman.

The Sandler firm—operated by Irv, Warren, and By Sandler—is the Upholsterer's Coin-Operated Company, Automatic Products Company, Rally Manufacturing, Midway Manufacturing, Valley Manufacturing, and American Shuffleboard.
"I was a Junior at Tulane University during the depression in 1932 and was out job hunting. I began walking down this one street almost ready to give up when I saw some workers unloading boxes from a truck and taking them into a building. I figured there was activity of this nature there must be a need for workers, so I went into the building and asked Sol and Abe Koolbier, who were Gottlieb distributors, for a job. They recognized me because on January 1st of that same year I had played in the Rose Bowl Game with the rest of the Tulane football team against Southern California University. I'll tell you more about that later. Anyway, Sol and Abe didn't have a job to offer me, but they did offer to sell me five Gottlieb Big Broadcast amusement machines. Well, I had no money to pay for them at the time so the Koolbiers said to me, 'you have a good reputation, you're well known and liked, so we'll give you credit on five machines.' That's how I got my first taste of the coin machine business.

This was the Cash Box Profile subject for this week, Louis Boasberg, talking, founder and owner of New Orleans Novelty Company located in New Orleans, Louisiana. Boasberg, a 35-year veteran of the business, has built New Orleans Novelty into one of the largest Operator-Distributor-Parts & Supplies Outlets in the South. Lou's personal history is just as exciting and ambitious as his business one. Probably one of his greatest thrills came on January 1, 1932, just before he entered the coin machine business.

While playing for the Tulane University varsity football team, they were invited to play in the Rose Bowl Game against Southern California. It was a memorable afternoon in Pasadena and the Rose Bowl crowd was ready for a good game, which is just what they got. At half-time, the Southern Cal fans were delighted with their 14 to 6 lead while the Tulane roosters were still hoping for a victory. The Tulane players came back on the field determined to grind out a victory, but the Bears of Southern Cal were even more determined to hold on to their sparse lead and continued to dominate the Tulane offense and came up with a 21 to 12 victory.

Boasberg and the rest of the Tulane team were men and took the loss like men, they had reached the pinnacle of College Football ... a chance to play in the traditional Rose Bowl Game.

Lou went back home and continued building his business and finally went in partnership with his good friend from Loyola University of the South, Raymond Bowshar and later brought in another good friend, his automobile mechanic, Joe Isaacsen. Lou described Isaacsen today as one of the genius mechanics.

Boasberg's personal history didn't end with his business success, he answered the call for men to serve in our armed service. Lou spent one year at the Great Lakes Naval Training Station learning another skill, how to become a sailor in the U.S. Navy. After basic naval training, Boasberg was assigned to the battlefield Intrepid, where he served two years and participated in attacks on Guam, Iwo Jima, Battle of the Philippines and one raid on Tokyo. For his participation, Lou received five Battle stars and his ship, the Intrepid, was awarded a Presidential Citation. The Intrepid was hit by the enemy many times more than any other ship in World War Two. Two torpedoes and five kamikazes found their way to the sides of the heroic battlefield.

After the war, Lou came back to New Orleans and further continued to build his business. Presently, New Orleans Novelty is the distributor of Bally, Gottlieb, Williams and Chicago Coin. Lou promises you that he will never let you be detected in Lou's voice when he says, "at one time or another I have lost distribution positions for the companies I have had, but somehow I've always managed to get them back."

From the above, I'm sure it's the most lucrative and popular piece of equipment in New Orleans was, Boasberg replies, "big bingo, without a doubt." Here in New Orleans big ones are semi-annual affairs and I mean big, a legendary player may be rewarded with merchandise or a prize. There's a possibility that the forces of hypocrisy may eventually eliminate bingoes, but if they do, I think it's safe to say that the state legislature will legalize them.

New Orleans, like other parts of the country, the biggest problem facing Pinball Manufacturers is the purchase of equipment by locations. "While direct sales still go on, we've really felt the pinch right now that the location just cannot afford to buy their own machines. Those who do, will have to be more careful and hold on to their equipment until the legs rot off."

The highest license fee in federal and approximately $165.00 besides the federal. It might be even more. Lou's 10-year-old hill is still sold, it calls for a yearly rate ($5000.00) plus $10.00 for each game operated."

Probably, one of the most effective ways to eliminate this nationwide problem would be to set the license fee so high that it would be virtually impossible to locate to buy one and still make a profit on just one big one. If he does that, the user has a sufficient number of machines can afford to pay a higher license fee. And if this is the case he can operate just one or two machines.

Five-cent play... New Orleans is one of the few areas in the country still capitalizing on nickel play. Lou says, "telephones and jukeboxes are our game still a nickel... three balls for five cents. The game goes well and we maintain the same change in it. The customer is satisfied, the location is satisfied and we're satisfied. It's worth while. We never ask Lou for a definition of percentage and he gives us one, 'percentage... any gun, flipper or bingo that gives free play anywhere the customer feels like it for his money's worth and the location owner and the operator makes a profit... that's called percentage.'"

The Loan-Bonus situation, "we operate according to the location, if it's a terrific spot... we give it a good bonus, if it's an average location we give it an average bonus." Lou feels the image of the coin machine business is quite innocent, rational, civic-minded and participating in various community projects. He's experimenting with Lou Boasberg, he's a fine gentleman and businessman. Lou has many friends in the home of the coin machine business and the music business, over the years. His neighbor, musician Pete Johnson, internationally known trumpet player of "The Modern Jazz, Al Hirt is among his close friends. A legend in the business, a legendary player may be rewarded with merchandise or a prize."

10-Yr Awards Given

CHICAGO—Four companies were presented ten-year award plaques for having exhibited at the National Automatic Merchandising's (NAMA) trade show ten consecutive years, James P. Newman and R. Dow Prittie of the Newman Company, St. Paul, Minn.; Riverside Manufacturing Company, Moultrie, Ga.; Arcade Manufacturing Company, Owatonna, Minn.; and Wm. Wrigley, Jr. Company, Chicago, Ill., for being "top of the line" vending equipment manufacturers, parts and components, and vendible products were on display.\n
Cash Box—November 25, 1967
SPECTRA takes off in exciting new directions.

Seeberg's Spectra points the way with revolutionary improvements in styling, sound, income and serviceability.

High-rise design gives Spectra a smarter, more modern look.

All of Spectra's full-range stereo speakers are raised to ear level for more natural sound.

Spectra has the knack for combining show and biz. Our new Dollar Bill "Special," combined with our popular Dollar Bill Acceptor, gives customers a double reason to dig deeper.

Perhaps the best thing about Spectra: It's the easiest machine in the industry to service.

Give a look and a listen at your Seeburg distributor's. You'll find Spectra's new directions worth your while.
Y'all Come! and they All Did To Nat'1 Coin's Wurlitzer Gala

SYRACUSE, N. Y.—Albert Wertheimer, president of Davis Distributing Corporation, has been named "Letterman of Distinction" by Syracuse University's Varsity Club.

The distinctive honor is given each year to six of the University's lettermen graduated at least 25 years ago, and who have since brought honor to themselves, the University, and who have distinguished themselves in their communities and professions. The Syracuse University Varsity Club, made up of men who have earned a varsity letter in athletics during their college careers annually selects its Lettermen of Distinction from a field of highly distinguished alumni.

This year's winners, in addition to Albert Wertheimer, include Duffy Daugherty, Eamed Michigan State football coach; the late Paul Helm, philanthropist and founder of the Helm Athletic Foundation; and Dr. A Blair Knapp, distinguished educator and president of Denison University. Other of the winners have included such prominent alumni as former U.S. Secretary of the Interior, Fred. Wlaldorf; football Hall of Famer; Financier Arnold Graive, chairman of the Finan tiled Eric Will; Vic Hanson, former Syracuse football coach, and Earl Marshall, president of Niagara Mohawk Power Corp.

The five living members were honored at a banquet on October 20, and were introduced by Chancellor William T. Tolley at half-time during the Syracuse-California football game on October 21.

Wertheimer received a B.S. Degree in Engineering from Syracuse in 1923. He was undefeated in his three seasons on the University's track team. He won the NCAA 126-pound crown in 1929, the first year a national boxing championship was held. Wertheimer was aro,er Athletic Commissioner for the Joint Legislative Committee on Sports and Physical Fitness.

Since graduation, Wertheimer has given strong backing to Syracuse University sports programs, and has maintained a great interest in all non-sports activities. He has been a director of the Varsity Club since 1948, and is currently serving as chairman of its executive committee. His many contributions in this field have enabled him, as president of the LKVE (Syracuse Boys' Club), and

N.Y.C. Approves Kaye Counter Game

BROOKLYN, N.Y.—Howard Kaye, national sales director for the Irving Kaye Co., advised last week that the licensing dept. of the City of New York has formally approved the operation of their "Kaye" counter game.

The game, which operates on a simple battery, is in full production out at the Kaye plant in anticipation of a heavy fall order commitment. An impressive quantity of "Drinker Thinner" has already been shipped to the firm's distributor network across the country and are currently ordered for delivery to various locations.

The formal approval of New York's stringent licensing dept. now enables the Kaye Co. to actively promote the games operation in that lucrative area.

Kaye further revealed that, based upon the tremendous success of the "Tinkers," a second version will be released to the coin trade shortly.

JOE ASH, president of the Active Amusement Co. of Philadelphia, was snapped by the Polaroid Photog while visiting out at the Gottlieb factory during the recent SIA Convention.

Cash Box—November 25, 1967
Arnold, Raiders And Springfield Head Up AMI’s P/V Pairings

WHIPPANY, N.J.—George Klesser, director of Rowe AMI’s Phonovue record pairing service to operators, has released pairings for the week ending November 25, 1967.


Paul Revere and The Raiders’ Columbia release, “Peace Of Mind” has been matched up with film cartridges “Devil’s Temptation” (L-2068C), “Green Rhino” (L-2068T), “Watch The Girls Go By” (L-2009T), “Calendar Girls” (L-2006T), “Montmartre” (L-2006B) and “Bachelors Girls” (L-2068W).

“Peeping Tom” (L-2037Z), “Montmartre Les Girls #1” (L-2066C), “Arabian Nights” (L-2068B), “Gals And A Cap” (L-2068U), “Spanish Flea” (L-2066U) and “Sexit In Black” (L-2068S) has been automatically matched with “What’s It Gonna Be”, a new disc by Dusty Springfield out on the Phillips label.

“I’ll Be Sweeter Tomorrow,” a new one by The O’Jays on Bell records has been matched with flicks “Ballet In Black” (L-2065X), “Snake Dance” (L-2068B), “Chicks In A Tub” (L-2168D) and “French Street Cafe” (L-2068S).

Ed Arnold’s “Baby Thats Living” out on the RCA Victor label goes well with films “Mardi Gras Girls” (L-2066W), “Girl And Saltant” (L-2065C), “Floating Female Fantasy” (L-2019H) and “Pop Out” (L-2067H).

John Roberts new platter out on the Duke label by the name of “Sockin 1-2-3-4” matches well with film strips, “Silhouette Dancers” (L-2067V), “Living Art Gallery” (L-2066W). “St. Pete’s Spa” (L-2068X) and “Real Live Models” (L-2168E).

Cash Box—November 25, 1967

Picks for Programming

LIKE AN OLD TIME MOVIE
Scott McKenzie (Ode 105)

THIS TOWN
Frank Sinatra (Reprise 0622)

STAG-O-LEE
Wilson Pickett (Atlantic 2448)

YESTERDAY
Ray Charles (ABC 2910)

MASSACHUSETTS
Boo Scott (ABC 6332)

DAYDREAM BELIEVER
Manhattans (Columbia 5792)

NEON RAINBOW
Boo Taps (Mala 300)

IN AND OUT OF LOVE
Diana Ross & Supremes (Motown 1116)

HONEY CHILE
Martha Reeves & Vandellas (Garcy 7067)

SUMMER RAIN
Johnny Rivers (Emberal 6436)

HERE COMES HEAVEN
Eddy Arnold (RCA 9368)

WHAT’S IT GONNA BE
Dusty Springfield (Philips 4018)

BY THE TIME I GET TO PHOENIX
Glenn Campbell (Capitol 2015)

OKOLONNA RIVER BOTTOM BAND
Graham Gentry (Capitol 2064)

I’LL BE SWEETER TOMORROW
O’Jays (Bell 691)

TOO MUCH OF NOTHING
Peter, Paul & Mary (W.B. 2972) (*indicates first week on chart)

Cig. Co. Awarded “Oscar Of Industry”

NEW YORK—George Weissman, president of Philip Morris Inc. recently accepted a Financial World Silver “Oscar” naming his company’s 1966 annual report the best in all food and kindred products industries from Dr. Joseph H. Targart, Dean of the Graduate Schools of Business, New York University, and Chairman of the Independent Board of Judges who selected the award winner.

Philip Morris was one of only ten companies throughout the nation awarded the silver “Oscar.”

In addition, Philip Morris was awarded a bronze “Oscar” for preparing the best annual report of any company in the tobacco industry.

The annual report of the diversified tobacco company received the two awards for excellence of text, financial information and graphics.

The “Oscar Of Industry” awards were presented at Financial World’s 27th Annual Awards Banquet at the New York Hilton Hotel.

New Frozen Beverage Vendors In Development

HOUSTON—Two prototype models of new vendors that automatically dispense frozen carbonated beverages were introduced last week at the National Soft Drink Association’s International Soft Drink Exposition in the Houston Astrodome.

The product development is a joint venture of the Glasco Division of UMC Industries and the American Freezer Manufacturing Company, Seattle, Wash.

In announcing the new vendors, the two companies said:

“We are pleased to report the successful marriage of Glasco’s beverage vendors with SMS’s manually-operated equipment for dispensing frozen carbonated beverages.

“These drinks have become one of the fastest growing segments of the soft drink market, and we believe their automatic vending has an extremely promising future.”

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-tops for availability.

WILLIAMS ELECTRONICS, INC.
3401 NORTH CALIFORNIA AVENUE • CHICAGO, ILLINOIS 60618
CABLE ADDRESS WILCOINCHICAGO
AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR
**Eastern Flashes**

**SURPRISE, SURPRISE!** — That's the standard joke down at Atlantic New York's showrooms each time a new operator lays his peepers on Seeburg's new "Spectra" phonos for the very first time. The new console is so radically different in looks, it usually evokes a double take. Showings at regional distributors have been drawing several weeks now—many still going on—and distributors we've spoken to report marvelous response from operator-customers the kind of response you can read on an order blank. While talking with Seeburg's promo-chief Frank Lupine last week, he repeated a classic item to us that their Los Angeles distributor Buddy Larré dropped in. Seems that one South Cal op came by Buddy's showing two weeks back, listened to the sales pitch, checked over the Spectra for himself and decided to order one. Afterward, he figured he'd enjoy some of the eats and drink, hung around another hour, walked back over and ordered a second phone.

**THE BOTTLE BOYS** — The 1967 Bottlers Show, which filled the House of Astro Don's Astrodome and brought a total of more than 16th, brought out the cream of the nation's soft drink firms, cup and bottle vendors and machine manufacturers and the usual and company soda contingent. "Soda City," as the show is being called, was on hand to demonstrate the factory's latest equipment, oleo drink units. Rock-Ola's Hugh Gorman came down from Chicago with their line of can machines, Ray Jones held forth for Steel-Flake. The Janitors Brothers from Santee Sales and Central Sales were on hand for a time to help out Newlander. Here AND THERE — Southern Music's Wiff Lebovitz info's his cousin Rubin Cherry has relocated his record store 'Home of the Blues' from Brule St. to Main St. in Memphis. Wolf attended gala open house Thursday before last with many other prominent members of the city's music retailing community... AMI distributor, Joe Flynn of J.E.L., announced he's purchased Ushifier Dist. Co.'s Cincinnati branch office and would like to see all loyal Row customers drop by and say hello to Bill Watson. ... Good buddy Howie Kaye took last Wed. off from his two-month duties out at the Ivy Kaye factory to supervise the big move from his Forest Hills apartment to brand new home in Roslyn, Long Island. Between the furniture, the books, the kids and the hundred and one items you never notice at home until you move, an exhausted Mr. Kaye said "never again!" ... Tommy Tarantelli tells us that Sam and Dave's Stax recording of "Soul Man" is absolutely number one with his Syracuse area operators. This week, Jimmy picks Bobby Vee's Liberty waxing of 'Beautiful People' (and may we add, very beautiful girl and honey)! ... Any ops shooting out to Vegas between Nov. 23th and Dec. 11th be sure to drop into the Sahara and catch Pat Montana's act. Terrific.

**ATTENTION CANDY VENDORS** — The candy business manufacturing has a few items to figure out with the same as the music and game biz. One of the main criticisms leveled at the vending industry involves tooth decay. In an attempt to promote better dental hygiene in this respect, especially among children, the NaCo Commission has published a book titled "How to Protect Dental Health With Candy". Candy owners believe in the booklet is considered to be in accord with current scientific knowledge and helpful to the public in general. Essentially, the booklet promotes the obvious benefits in eating but also stresses the need for brushing his teeth and, neutrally, to visit the dentist every two months. The booklet is being mailed directly to more than 15,000 practicing dentists as well as to school teachers, PTA groups, the press and others.

**BIG DAY AT BETSON** — Last Sun. we wrote the schedule Gala Open House celebration for Betson's Love prunes' 35th year in the business and they were right. Not to the neps, their wives and kids were expected by Bert and Hugh Betti. Fete is an annual event and goes from noon till evening, or as Bert says, "til the well runs dry." 

**TOURNEY TALK** — The pool tournament concept, promoted so aptly at the recent MOA Show by Arisoma's "Pickle Pudding," is getting a lot of favorable comment in the trade. However, in order to really get the thing going, it is suggested that it be principally up to our local association representatives. It's a way to promote pool from those interested ops, jot down the names of those billiard locations which have a pool table. In the contest, a printed date, prepare circulons for each spot and give away on prizes. That's merchandising!

**California Clippings**

**ANNUAL LUAU HELD IN LONG BEACH** — We hear that a good time was had by all who attended the Luau hosted as usual by the Harbor Amusement Association. The event was held at the Edgewater Inn in Long Beach.

**CMMA BANQUET COMING UP SOON** — Spoke with Leo Simone of Badger Sales and asked us to remind everyone of this affair, which will be taking place at Santa Ana Country Club at 1st at the Ambassador Hotel. We are told that very attractive table arrangements, a friendly visit from Mory Amsterdam will be on hand to serve as the master of ceremonies for the occasion, and there will be plenty of surprise guests. Any operators that would like to get tickets to this very mammoth contact either Leo or Mary Jones. Jones Music in the San Fernando Valley area, was telling us this week that they mentioned that they are still awaiting the arrival of the new Fischer pool tables. He also tells that he is very pleased with the way the "Helicopter Trainer" has performed to date. Leo says, "they are going out as fast as they come in."

**NEW PHONOGRAPH ARRIVE AT WURLITZER** — Clayton Ballard in forms with us the new model 2300. "American 2" was just unloaded at the Wurlitzer clearance. They held a showing in San Diego for this very impressive new phonograph. The affair was held from Nov. 13th to 15th and was attended by Morris, Bob Colyer, Leonard Hicks and Clayton, in attendance, Clayton tells us that he met a few old friends out there, like and Roy Shiffer, who are vacationing over the holidays. Also attended was Bert and his wife just returned from an Acapulco vacation.

**ADVANCE AUTOMATIC HAS AN SOLID-SHIP FROM VENTURA PORT** — Advance Automatic Sales has shipped from the Portale of Advance Automatic Sales to Bob a shipment of Chicago's new "Ace" machine gun. Bob says that the reception has been fantastic and he expects the great things from this gun. Lochlo's "Sing Along" is continuing to be a consistent seller. Bob trekking to Chicago for the next installment.

**FROM THE RECORD RACKS** — Jerry Barsh of California Music reports that he's just come off on very big with their latest single for Epic entitled "Dear Eloise." Dave Gehrke of Jack Berezin's "Red and Blue" is showing all the signs of becoming a big seller for the American Breed with their newest single for the Acta label, "I'll Be Yours for the Birds, but they have a new one called "Go On Back" on Columbia.

**Houston Happenings**

Early in November Dick (Turk) Farrell, better than well known National League baseball pitcher, signed up the Gulf Coast Distributing Co. (Texas Wurlitzer distributors; headquarters, Houston and offices in San Antonio) in phonograph sales department. For several years popular with fans over Texas generally and in the Houston area. Has re- signed and operated continuously since 1955 by Don James, and wife Betty, the latter holding the title of phonograph staff "Guides" ready for printing. This guide, representing the largest and most complete in the area.

**Dental Clippings**

**World Export & Refinishing**

**DAVIS Reconditioned & Refinishing Equipment**

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**WILLBOXES**

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Chicago Chatter

This year's IAPP banquet (26), climaxing the 49th annual International Association of Amusement Parks and Attractions, will feature songstress Anita Bryant (courtesy of Coca Cola Company), comic Mike Cukel, the Glenys Tin Show, Chi-quito and Johnson dance team, The Varsity Group and Frank York and his orchestra. Festivities will be held in the Grand Ballroom. The new Bally "World Cup" soccer game, which was displayed at the MOA convention, is reportedly proving to be a real winner with tremendous earning power in several test locations around the country. Added to this is the good news from Herb Jones that "World Cup" was recently approved for licensing in Chicago. We called the busy premises of H. Z. Vending in Omaha and talked briefly with Hymie Zorinsky. Business is good, sez Hymie, and he and Eddie are working like beavers to keep up. Fresh on the heels of the "Orion" 8-player, Williams Electronics Mfg., this past week introduced a new single player called "Touchdown," just as high a Fischer Mfg. in Tipton, Mo. that the new plant will be ready sometime after the first of the year! Firm's current line is doing extremely well, according to Frank Schroeder, with emphasis on the Refrigerator. . . . Chicago Dynamic Industries is stepping up shipments of Ace Machine Gun. Mort Se- core, for one, is most gratified with the flow out of orders pouring in! . . . Well, Pablo Picasso finally admitted (to Look magazine) that the much publicized statue he gifted to Chi- cago's Civic Center, is actually a "woman's head." Now there's a reversal of the old rule! . . . Pete Entringer, of Advance Dist. in St. Louis tells us he's enjoying much success with the new Row-A-MI 6 and the Bally "Wiggler." By the way, if you're looking for Charlie Kegels, try Las Vegas—Pete sent him packin' last week to participate in the National Seniors Golf Tournament out there . . . Added note: keep an eye on Bob Song, the new filly owned by Pete Entringer. We understand she's running in Latonia, Kentucky! . . . There are a lot of smiling faces over at World Wide Dist. this week—and rightfully so! Howie Freer tells us the recent showing of the Seeburg "Spectra" was one of the district's "most successful ever" . . . Midway Mfg.'s Ross Scheer announced the appointment of Electrophon, based in Milan, to distribute the Midway line throughout Italy. Ross arranged the appointment with firm's principal Roberto Mauro, during his recent European trip . . . All present and accessible at the Music Co., and mighty busy at that! . . . Needless to say, the center of excitement at D. Gottlieb & Co. is the recently released "Ultra Ball." . . . Meeting the growing demand for the current Rock-Ola Mfg. Corp. lineup is keeping the huge plant busier than ever these days. Stars of the show, of course, are the "Centaur" (Model 430), "Ultra" (Model 437) and the moderately priced "Concerto" (Model 434)!

Milwaukee Mentions

United, Inc. has set a December 1 target date for the big move to new, more spacious quarters at 5600 W. North Ave. So, it's understandable, that Harry Jacobs, Russ Townsend and crew are exceptionally busy preparing for the move and, as Russ points out, trying to meet the demand for Wurlitzer's "Americana II" which is reportedly being very well received throughout the area! . . . All present and accounted for—and "enjoying a very good week"—at Hastings Dist. Co. Sam Hastings added that the recent Milwaukee Coin Machine Assn. meeting was most fruitful! . . . Stu noted regularly prepares a "new release" sheet, spotlighting artists with previous hits, for distribution to operators. He tells us reaction has been great! . . . The annual funfest hosted by WRIT-radio was held at Buddy's Steak Out last week and, from what we hear, it was a real gas! Station brass, personnel, et al., provided food, drink and entertainment for music biz people in and around the Milwaukee area . . . WOKY followed suit this week (15) with a bash at the Pfister Hotel!

Mid-West Musings

Mr. & Mrs. Forrest Dahl, Fergus Falls, in the cities over the weekend visiting their children. Forrest also taking time to buy parts and records Monday morning. . . . Mr. & Mrs. Morris Berger in the cities again this weekend taking the last of their medical check up . . . Jack Godfrey in town for the day after being home several days with a backache . . . Jim and Bob Lucking in town for the day making the rounds and buying records, parts and equipment . . . Stan Baedt spending a few days in Minneapolis and buying parts and records . . . Earl Ackley in the cities for the day as was Lloyd Williamson from Winona . . . Lyle Kesting in the cities on one of his rare trips buying parts and records . . . Herb Peterson Milbank, in the cities for a couple of days making the rounds. Norm Peterson left this weekend for the north country (deer season) . . . Stan Woznak, Irv. Linderholm, Harlan Beach and Ber- man Warn pheasant hunting in South Dakota last week . . . Mr. & Mrs. Nor- ten Lieberman leave next week for Europe. They are driving and expect to travel in a few weeks visiting their children and then fly to Honolulu for a few weeks vacation . . . A. E. Lindemann deer hunting over the weekend, also Mary Doerr doing the same thing, going up north for a few days. Dennis Weger in town for the day . . . Mrs. & Mrs. Doug Smart in the cities for the day buying records and parts. . . . Jack Deming up north over the weekend to try for a deer . . .
letters as the mechanism searches out a selection, offers a fascinating eye-appeal feature. Translucent, glow-in-the-dark, color-coordinated panels of break-resistant glass serve as service access doors at the bottom of the pecan wood cabinet. Spectra also features as "Album Theater" display above the mechanism that rotates a continuing array of little LP jackets at ten second intervals.

The cabinet itself is a major departure in phonograph design. Standing upright, it measures 27" deep and 40½" wide. It begins with a steel frame to which top and side panels are attached, making replacement of a panel an on-location matter. The actual location of the selection within the cabinet is designed to offer the location customer "the two-for-two record selection," according to Adair.

Transition Pricing

Perhaps the most notable aspect of the Seeburg Spectra lies in its recommended two-for-two transition pricing. Actually, a wide variety of optional coin and pricing combinations are available to the operator, but it is two-for-two that comes first in Seeburg's mind. Among the currency features available is the dollar bill special which may be in conjunction with the bill acceptor and offers a pre-selected set of singles or albums at a reduced pricing structure.

These "special" tunes are keyed by the title strip colors and are also available in sets of three for 25¢. The 25¢ three-tune-special is designed to give those location customers who are "put out" by the two-for-25¢ the opportunity to pay the old fare until they get used to the price hike. "In other words," according to Adair, "the three-for-25¢ pre-selected special gives the location some time to answer the location customer whose nose is out of joint at the price hike. He can still buy three for a quarter if he wants, but only through the special.

The pricing structure here is ultimately designed to offer operators a transition machine between three and two plays for a quarter. "It's been a long time in coming, it has to be and this is the machine to get it across," Adair stated.

The Mechanism

The entire Spectra mechanism has been reversed within the cabinet from previous models. All records can now be changed by the route man without moving the mechanism. By opening the lower doors, a service man can reach all sides of the mechanism by rolling it forward on special tracks. The amplifier and coin unit are also simply removed thru a simple unplug and a tug," Adair revealed.

Speaker Position

Al Bodoh, Seeburg's engineering vice president, said the ear-level speakers add a new dimension of realism to stereo sound on the Spectra. "Why muffle the sound by having it come out at floor level and bounce around people's feet," Bodoh asked. "Now people can hear exactly what they paid for." Bodoh further stated that the Spectra's amplifiers are all solid state.

What's behind the BIG DEMAND for FISCHER? SOLID QUALITY!

Canteen & Triangle Stock Reports

NEW YORK—As negotiations between the Canteen Corp., and Triangle Specialty and Cable Co. for the acquisition of Canteen's Rowe Mfg. approach final agreement, both firm's requested stock reports to their respective stockholders.

The Board of directors of the Canteen Corp., at a November 15th meeting declared a regular quarterly cash dividend of 20¢ per share payable January 2, 1968 to stockholders of record December 15, 1967, according to Patrick O'Malley, president.

Meanwhile, net income after taxes of Triangle increased to $6,854,000 or $3.01 per share of capital stock, in the nine months ending Sept. 30th., according to its president Carl Menger.

"Despite the fact that the current prolonged copper strike was in effect through all but two weeks of Triangle's fourth quarter, Menger stated "the further implementation of standardization, cost reduction and efficiency improvements, will enable a better balanced blend of products, enabled us to offset the sales decline and increase profits through the nine months of the year." Triangle, listed on the New York Stock Exchange, is a major fabricator of a diversified line of copper, steel, brass, aluminum and plastic tube, pipe and wire products and pre-insulated pipe.

More and more smart operators are installing Fischer tables in their choice locations. They find them to be the answer to most desirable operation. 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. Got the message?

See your Distributor or write for further information and prices.

See Spectra show at World Wide Distributors show (L to R) Camille Compasso, CASH BOX, Nate Feinstei, Bill Willet and Art Wood.

CHICAGO—The elegant, new Seeburg "Spectra" was the star supreme of a day-long showing at World Wide Distributors on Tuesday, November 7. Operators from throughout the area attended en masse and voiced their enthusiasm unqualifiedly. Hosting the showing were World Wide executives Nate Feinstei, his wife, Eva, Fred Skor, Harold Schwartz, Irv Orvitz and the entire sales staff.

The World Wide showroom, by the way, was very attractively decked out for the occasion with tastefully selected carpeting and drapes to complement the color scheme of the "Spectra!"
The Flying FLEETWOOD eight is an important subject of great concern and interest to every company, regardless of size or kind of business. There are several practical ways to reduce maintenance labor costs by greater efficiency in the way it is performed. With the increased minimum wage, the fact that reliable maintenance workers are scarce to find in sufficient numbers, has become increasingly important to find ways to cut labor time by more efficient methods, if possible.

First, lets look at some facts: 53c of each maintenance dollar goes to labor costs...dust and dirt which can get inside a building costs $500 a pound to remove...70c of all interior dirt and dust is tracked into the building.

Here are some ways you might save a few “maintenance” dollars:
1. Use a stop watch to time various jobs—even the smallest, results are often highly informative.
2. Store supplies in an area where there is a minimum of running around.
3. Workers should not be given too much, nor too little. Work should be scheduled for times when traffic on certain areas is light, if possible.
4. Concentrate on keeping dirt out of plant, or office. You can do this by the extensive use of treated mats at doorways, baths, entrances and heavily traveled places. This could nearly cut the amount of dust-mopping in half.
5. Good human relations increase productivity...this is evidence that a happy crew is a productive crew.

These are just a few ideas that might help you to control maintenance labor costs. Take a good look at your operation and see if any of these ideas can be put to use. Maybe you will see a way to save money or come up with an idea of your own to save money as well as increase the efficiency and quality of your maintenance workers.
Put yourself in any good location owner's shoes. His own eyes and ears will tell him that the Wurlitzer Americana II has more class than any other phonograph. Common sense will tell him that it will attract more people, stimulate more play, make more money than other phonographs. So the location goes to the guy who offers the WURLITZER AMERICANA II.

Why fight it?
Why not be that guy?

THE WURLITZER COMPANY / North Tonawanda, N.Y.
Here comes Eddy Arnold’s next hit.

"Here comes heaven"
c/w "Baby that’s living" #9368

RCA VICTOR
© The most trusted name in sound