New Acquisition Factor: Transcontinental Investments

Music (Played & Listened To) Hits Top Selling Notes In '67

MCA Expands Cast LP Horizons

Al Bennett: Record Biz 'Coming Of Age'

UA Indie Move In Eng. Will Widen Operation

UK LP Premiums

BOBBIE GENTRY: HER SONGS, HER ARTISTRY

Int'l Section Begins Pg 63
One of the two hottest records on the scene today!

Peaches and Herb and their single smash of smashes "Two Little Kids"

Produced by David Kapralik and Ken Williams for Daedalus Productions

ON DATE RECORDS
The great wave of immigration to the United States in the early part of this century produced a first and second generation of Americans who have not been forgotten, nor do they intend to, the cultural heritage of their forebears. Their heritage remains one of the great dividends that the record industry now takes for granted—and, as this dividend is accepted as a matter of course, there is a tendency to take it too much for granted.

Ethnic music, whether it be Italian, Irish, Yiddish, Spanish, Polish, etc., is one of the mainstays of the business. When one speaks of catalog, one should, without a moment's hesitation, single out ethnic music as a continuous source of sales. Of course, there has been a great Americanization of music that originated abroad, so that many of our pop stars today sport an appeal not only among those whose sentiments lie strongly in perhaps "another time, another place," but much of the general population as well.

This "melting pot" philosophy does not deny the fact that certain artists can make a successful recording career out of sales limited to ethnic groups who identify closely with the performers' ethnic approaches, which could be vocal, instrumental or comedy.

Ethnic music or this or that type can be pinpointed in relationship to certain geographic areas. The major cities, of course, are likely to contain a broad spectrum of ethnic markets. Yet, a modest-sized city like Miami, for instance, has, for socio-political reasons, a heavy concentration of Spanish-speaking refugees from Castro's Cuba and a large segment of senior citizens who are oriented toward Yiddish culture.

While one can refer to "ethnic markets" on a geographical basis, it should be plain that these markets constitute an entry to a national scope with a population well into the millions.

At a time when the record business—and many other businesses as well—seek the greatest common-denominator when contemplating their next merchandising move, there should be an awareness that there still remains an important element of selectivity in product ideas. Many labels, by dint of a total commitment to ethnic music or by the fortune of possessing several acts with strong ethnic ties, enjoy considerable catalog success in this area. Maybe our society has been burdened by the concept of "mass-media." America is one great nation that, happily, is composed of people who hear the sound of different drums when it comes to their cultural preferences.

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Engelbert Humperdinck
His 4th consecutive hit single!

AM I THAT EASY TO FORGET

40023
Produced by Peter Sullivan

parrot division of London Records

from his latest hit LP "The Last Waltz"
THE BEST OF ALL POSSIBLE WORLDS

CONNIE FRANCIS
is the greatest singer of our time, singing the first great hit of 1968
MY WORLD IS SLIPPING AWAY
K-13876

The Sound of The New Generation is on

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
Music (Played & Listen To) Strikes Happiest Sales Notes Ever in 1967

CHICAGO—Music played and listened to will show a record year in sales for 1967, reports the National Association of Music Merchants (NAMM).

The sound of music will reach an all-time crescendo in volume this Christmas with sales of music instruments as well as music-listening products soaring to new peaks, music stores will exceed last year's retail sales by 7 per cent in 1967, reports Jack J. Wainger, NAMM president, who heads the largest chain of retail music stores in the United States, the American Music Stores, with 52 units in seven states.

Average spending of Americans for music instruments and music listening products, according to the NAMM, is expected to exceed 300.000 per capita in 1967, an increase over the 1966 level of 275.000 per capita.

"The association says music is becoming more popular in America than ever before..." Difficulties in getting gifts for Christmas and the danger of disappointment which the limited supply of goods suggest, is part of the trend towards increasing interest in music," notes Wainger.

"With savings deposits and disposable income rising higher than the inflation rate in the U.S., the necessary economic ingredients for the rising interest in the music industry are present," Wainger said.

"The NAMM expects the upsurge of music sales to continue in 1968 and 1969 in the light of the reports that children's interest in music is rising,"Wainger said.

"The NAMM forecasts that sales will continue at a high level in 1968 and 1969, as children, who have been turned on to music by their parents, seek their own instruments and other accessories. This, coupled with increased sales to adults who are discovering the joys of amateur music, will result in further growth of the music sales industry.

Music Lessons Boom

More youngsters are taking music lessons today than any time in the past, Wainger points out. One out of four children and all the adults over the age of 20 years of age are taking music lessons today, he said.

"More Americans are finding that music can help them lead a more rewarding life," Wainger said.

"In the past, music was considered a luxury. Today, it is considered an essential part of life and a necessity in order to lead a fulfilling life,

The NAMM expects the demand for music lessons to continue to grow in the future, as more people seek ways to improve their lives through music.

MCA Sets Sights On 'Bway Casters

NEW YORK—MCA will expand its activities in the producing and marketing of Broadway cast albums of musicals, according to Lew Wasserman, president.

In this regard, Bill Gallagher, who joins MCA as a vice president on Jan. 1, will work closely with Dave Kapp, MCA's executive vice president. Gallagher's responsibility, according to the NAMM News, will be to oversee all aspects of the company's Broadway theater operations.

"The MCA is gearing up for the broadest expansion ever at the annual Music Show, sponsored by the NAMM in Chicago this year,"Wainger said.

The MCA has set an ambitious schedule of recorded instruments. MCA produced a number of original cast albums.

ASCAP Salutes 'Dimes' Anny

NEW YORK—ASCAP and the National March of Dimes Foundation will produce a half-hour TV show celebrating the 50th anniversary of the "One Dollar Song." The show is called "The Song Is You," the production is expected to be aired over more than 400 television stations between Dec. 26 and Jan. 31. Outlets are being offered the show gratis, Trini Lopez, Johnny Mercer, David Rose, the Doodletown Pipers and others are among the performers.

Film Stars From Disks

Bennett also pointed to the recent release of musicals that have been released as "Film Stars From Disks."

Al Bennett:
Affluence & Leisure-Time Set Record Industry On 'Coming Of Age' Course

NEW YORK—As the affluent society becomes increasingly affluent and as a result more leisure time is available, the record industry is going to be one of the prime beneficiaries. This has been the case for the last 10 years, Bennett said.

"More Americans are finding that music can help them lead a more rewarding life," Bennett said.

"In the past, music was considered a luxury. Today, it is considered an essential part of life and a necessity in order to lead a fulfilling life,

Bennett forecasts that the demand for music lessons to continue to grow in the future, as more people seek ways to improve their lives through music.

Time Cover Story: Shock Of Freedom In Music, Too

NEW YORK—The cover story talks about the "Shock Of Freedom In Music," but its relationship to rock music is a fascinating study in similarity.

"The Shock Of Freedom In Films" is the current cover story of Time Magazine. The following are quotes—taken from the article, and the substitution of contemporary songs in place of films indicates the "shock of freedom" that is also revolutionizing pop music.

"The shock of freedom is a subject and style, the (new) films have several things in common. They are not what U.S. movies used to be like. They enjoy a hefty new freedom from the formula, convention and censorship.

"Or this: "The New Cinema has developed a poetry and rhythm all its own. Traditionally, says Cahiers editor Jean-Louis Comolli, 'a film was a form of amusement—a distraction. It is an art form meant to be enjoyed. The (new) films aim to distract. They have become not a means of escape but a means of approaching a problem. The cinema is no longer a toy to be played with. The film is now a part of the new freedom.""

Transcontinental Investments, Holding Company, Seeks Disk Biz Acquisitions

NEW YORK—A new acquisition factor is appearing on the horizon. Transcontinental, which has already invested in the entertainment field, is now acquiring Monroe Goodman's rock-jockey operation out of San Francisco, Tip Top. A recent statement by the Transcontinental president had "no comment." Goodman could not be reached at press time.

Transcontinental, located at 201 East 42nd St. in New York, publishes a series of licensed dance centers under the tag of Teen Clubs Interna
tional. The company is Talent Spectrum, which has evolved from the real estate field to varied areas of financing, had a sales volume of $125 million in the first half of 1967, sales are about $85 million. Shares in the company are held by Safeguard Trust, and others.

T'Ts president is Bob Litten. Other executives include L.S. Adler, secre
tary and L.J. Heechler, treasurer.

Mercury Lovers Wholesale Price Of Singles To 46c

NEW YORK—Mercury Records has lowered the wholesale price of its singles from 46c to 43c. This new pricing includes sales to large users, such as rock-jockeys and others. The production Mercury wholesale singles price is above that of many other labels.
Autolite-Ford Starts Stereo 8 Club; RCA Will Provide Handling and Mailing

NEW YORK—A Stereo 8 Tape Club has been formed by the Autolite-Ford Parts division of the Ford Motor Co. The direct mail service will be teamed with RCA Victor Records, which will undertake handling and mailing to Club members. RCA’s own record club does not offer Stereo 8 products.

The Club will be offering tape cartridges selected from all labels with an initial selection of more than 100 titles. Plans are to augment this catalog with about 50 additional titles each month.

According to W. A. Heller, general sales manager, an initial mailing has been made to 1,967 Ford owners of Stereo 8-equipped cars. Buyers of 1968 Fords, Lincolns and Mercurys will begin receiving stereophonic cartridges. List prices will be $7.98 for each cartridge, and a Club card will be attached to the courtesy cartridge.

Each Club member, Heller said, will be provided with a coupon book of 12 coupons entitling him to a price-saving $1.00 per cartridge purchase. New cartridges will be made for handling and shipping fees, which will be absorbed by the Club.

The Club will also have a publication, “Sound Track,” which will be sent to members, and will announce tape cartridges offered that month.

Harold Lawrence Becomes GM Of London Symphony

LONDON—Harold Lawrence will be leaving the CBS Empire Building next week to assume the position of general manager of the London Symphony Orchestra. He leaves his post as director of the classical division of Mercury Records, where he has worked for the last eleven years.

During his tenure with Mercury, Lawrence produced 70 recordings with the London Symphony and London Philharmonic, including last year’s award winning recording of Handel’s “Messiah” conducted by Sir Malcolm Sargent. The LSO, working these projects and others, has become one of the most active orchestras of the world, performing more than 200 three-hour sessions a year.

Lawrence was educated at the College of the City of New York. He began his career as a sales representative and later became director of recorded music for WQXR-New York. He is a pianist and composer—member of A.S.C.A.P.

MGM Preparing An LP On Steve Allen’s ‘Dagger’

NEW YORK—Steve Allen’s score for the MGM film, “A Man Called Dagger,” is currently being prepared by MGM Records for release as an original soundtrack LP. Release of the album is set to coincide with the national release of the adventure/thriller in Jan. ’68. This marks one of the rare occasions in which Steve Allen has composed the entire score for a full length cinema venture.

“A Man Called Dagger” stars Terry Moore, Jan Murray, Sue Ann Langdon, and Paul Mantee. The screenplay was written by the James Poynter/Robert Weekley team and was directed in color by Richard Rush.

Epic Inks Mike Terry As Arranger-Producer

NEW YORK—Epic Records has signed the well-known Detroit arranger-producer Mike Terry, according to an announcement by Dave Kapralik, vice president of A&R of the label. Terry, who is noted as an independent arranger and producer, has recently contributed his talents toward the success of the Parliament, the Four Tops, Bobby Vinton, and others. Formerly a member of Motown Records, Terry has been asked to join Epic to arrange and produce a variety of projects for the album format.

Two-For-One Stock Split Declared By Handleman

NEW YORK—Two-for-one stock split on 1,549,815 shares of common stock of RCA Studios 8 common stock outstanding has been voted by the board of directors of the Handleman Company at its recent annual meeting. The split is subject to stockholder approval, which will be solicited.

If a special stockholders’ meeting is called to hold in Detroit, Handleman’s home base, on February 9, 1968, at the meeting stockholders of record at the close of business on January 15, 1968, will be voted.

The Handleman board also declared an increased regular quarterly dividend of $.30 per share on the common stock currently outstanding. This represents a 20 per cent increase over the $.25 paid last quarter. The increased dividend will be paid January 8, 1968, to stockholders of record at the close of business on December 22, 1967. If the split is approved, it will be payable, February 21, 1968, to stockholders of record at the close of business on February 6, 1968.

This is the sixth dividend increase and the second split for the company since its shares were initially offered to the public in 1958.

David Handleman, president, said that the board of directors had recommended the split in order to provide broader marketability for the company’s shares and that the increased dividend reflects the company’s growth in sales and earnings.

The Handleman Company also reported increased sales and earnings for the first six months and second quarter of 1967. The company’s earnings for the first six-month period will be reported at up to 16% per $1,000 per share up 21 per cent from the $1,158,752 or $.77 per share reported a year ago, sales climbing 4.4 per cent to $25,810,849 up from $24,312,157 last year.

The Handleman Company distri butes products through its 16 distribution centers to over 4,400 retail outlets in 47 states and in the major communities of Canada.

CPM Passes Compensation, Arbitration Amendments

NEW YORK—A new arbitration and compensation amendment to the by-laws of the Conference of Professional Merchandisers has been passed by the membership on both the east and west coasts. The new by-law, reported in last week’s issue, provides for compensation of managers who because of illness must give up an act to another member in the CMF, or to a third party of disputes between managers and their artists.

Sealing It In Red–C. Wanton Bale, Jr. (seated, right), president of the Philadelphia Orchestra Association, signs the contracts which will bring the Philadelphia Orchestra to RCA’s Red Seal artists roster in May of ’68. Norman Racusin (seated, left), vice president and general manager of RCA, division expresses his pleasure while Roger Hall (standing, left), Red Seal A&R man ager, and Eugene Ormandy, the orchestra’s music director, look on at the ceremony at Philadelphia’s Academy of Music.

Cash Box—December 16, 1967
THE 1st AND THE HIT INSTRUMENTAL VERSION OF PATA-PATA IS BY RAY BRYANT WITH THE RICHARD EVANS ORCH. ON CADET 5587
**DetaiLed Information About Titles On The Cash Box Top 100 This Week**

1. **#1 DREAMTEAM BILLY (2:37):** Manfreds-California 1012
   
   2. **#2 VIVIAN (1:59):** Mamie Tussaud-Philips 1841
   
   3. **#3 LADY LEIGH (2:09):** Kendra-Little Whispers 254
   
   4. **#4 THE NIGHT BEFORE CHRISTMAS (2:18):** Christmas-Capitol 259
   
   5. **#5 ARTIST (1:50):** Mike-N.Y. 4010
   
   6. **#6 LITTLE LADY (1:51):** Mike-N.Y. 4013
   
   7. **#7 I'M A BELIEVER (1:39):** Mike-N.Y. 4016
   
   8. **#8 LITTLE LADY (2:58):** Mike-N.Y. 4018
   
   9. **#9 LITTLE LADY (2:19):** Mike-N.Y. 4020
   
   10. **#10 LITTLE LADY (1:56):** Mike-N.Y. 4022

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**Detailed Information About Titles On The Cash Box Top 100 This Week**

- **#1 DREAMTEAM BILLY (2:37):** Manfreds-California 1012
  
  *Billy is listed ten times, indicating its popularity.*

- **#2 VIVIAN (1:59):** Mamie Tussaud-Philips 1841
  
  *Vivian is listed four times.*

- **#3 LADY LEIGH (2:09):** Kendra-Little Whispers 254
  
  *Lady Leigh is listed three times.*

- **#4 THE NIGHT BEFORE CHRISTMAS (2:18):** Christmas-Capitol 259
  
  *The Night Before Christmas is listed twice.*

- **#5 ARTIST (1:50):** Mike-N.Y. 4010
  
  *Artist is listed twice.*

- **#6 LITTLE LADY (1:51):** Mike-N.Y. 4013
  
  *Little Lady is listed twice.*

- **#7 I'M A BELIEVER (1:39):** Mike-N.Y. 4016
  
  *I'm a Believer is listed twice.*

- **#8 LITTLE LADY (2:58):** Mike-N.Y. 4018
  
  *Little Lady is listed twice.*

- **#9 LITTLE LADY (2:19):** Mike-N.Y. 4020
  
  *Little Lady is listed twice.*

- **#10 LITTLE LADY (1:56):** Mike-N.Y. 4022
  
  *Little Lady is listed twice.*

---

**Overall Observations**

1. **Popularity of Singles:** Multiple listings for some songs indicate their widespread popularity.
2. **Song Lengths:** Songs range from 1:39 to 2:58 in length.
3. **Record Labels:** Various labels are represented, including Mamie Tussaud-Philips, Kendra-Little Whispers, Christmas-Capitol, and Mike-N.Y.
4. **Performance:** The list highlights the diversity of genres and artists, from Christmas music to different styles of pop and rock.
Runaway hit from The Beach Boys new LP: "WILD HONEY."

Also available on 8-track Stereo Tape cartridge.
THE 5TH DIMENSION
THE MAGIC GARDEN
NEW YORK

There's been a lot of talk around town about the Rolling Stones package, "Their Satanic Majesties Request." A great deal of the talk has been 90% negative, covering every aspect from the cover, which features a 3-dimensional type, to the song "Goin' Home," the latter a focal point. If you look closely you will find head shots of two other English gentlemen blended in with the foliage that surrounds the Stones. These four are, of course, John Lennon, Paul McCartney, Brian Jones, and Charlie Watts. To our knowledge, no one has yet offered any comment on the Bill Wyman/Keith Richards combination. But the four hidden faces, so you'll just have to take our word for it.

"Ed Sullivan Presents Stiller And Meara The Love Of Two People In The World" LP was recently brought out by Columbia will appear on the Soundtrack of "The Love..." on Dec. 17th. Kathy Barr has signed a 3-year contract for two LPs. Barr led the highest number of singles per year (reflective of Jan, 1-'68 with Winbar Records. -- ALL THIS time RCA Victor for R.C. was the focal point for RCA Victor during the month of Jan. -- Fannie Flagg is the one who organized the annual Christmas Party of the Society of Magazine writers at the Plaza on Dec. 17th.

The new 5th Dimension LP, "Magic Garden," is certainly a strong follow-up to their "Up, Up and Away!" single and 10 album. Tower has released the soundtrack LP of The New York City, "The Tappan Zee." The one that's on RCA Victor at that time, "Who Will Answer." The tune, which has a pronounced P. W. sound, should be a hit single.

Our East Coast Girl of the Week is Ann Stenberg! She is currently working as music librarian and assistant to the program director at WNYC. She is currently developing a program on jazz music in New York with hopes of becoming a program director at a rock outlet with an open policy option. Ann is bassist with the UFO rock act.

Steve Paul's Scene was the scene of a couple of good parties lately: Mercury hosted a cocktail-time gathering for H. P. Lovecraft (direct from the Fillmore Auditorium) and Columbia hosted a big night-time bash for the debut of Paul and the Mavs. And the Riverfront Inn in Denver. Columbia has released a good natured spread for the event, and before the rock invasion entitled, "Greenwich Village Folk Song Salesman by Jinni and the Strummers."

UA's Danny Crystal is planning to put out a monthly newsletter, primarily for UA product but to encompass whatever else is happening, knowing Crystal, it could prove to be a delightful and fully humorous bit of periodic literature.

Universal Attractions has just signed Compass artist Heleno Ferguson to an exclusive booking contract. Heleno's current outing is "Where Is The Party." On Compass Records, the tour will be distributed in France or in England by Decca. She has recently been touring the Clay Cole TV show and the Appaloosa, and Trude Heller's Trk. She will appear at Broome in the City during the Christmas weekend.

The first Project 3 deck by the Creative Advertising Group "Own Your Own Of Being With You." "Good Morning Mr. America" by Jimmy Ryan and Chris Darway of the group. To keep up with a project of that size, Project 3 has added Bob Brind to special projects director and will shortly add a new member to the staff. These new men will assist Andrew M. Core, national sales manager, and Tom Vitri, national promo manager.

Producer Ray West and his wife, Ginger, have had their first child, a son.

Jerry Stiller and Anne Meara, whose love for the West Coast where they're slatedfor two Paramount film shorts and guest appearances on the Joey cement "An Evening With" concert. Hildegarde has released a new record, "Do Anybody Know?" by Handful (LILU) and "Son Of Hickory Hollers Tramp" by Johnny Darrell (UA) are among the singles out of Carmine Dist. -- Current line up at Mister Kelly's spotlights Bill Wilson and "Son Of Hickory Hollers Tramp" by Johnny Darrell (UA) are among the singles out of Carmine Dist. -- Current line up at Mister Kelly's spotlights Bill Wilson and Ron "Son Of Hickory Hollers Tramp" by Johnny Darrell (UA) are among the singles out of Carmine Dist. -- Current line up at Mister Kelly's spotlights Bill Wilson and Ron "Son Of Hickory Hollers Tramp" by Johnny Darrell (UA) are among the singles out of Carmine Dist.
A Direct Hit!

Troy Keyes
"Love Explosion"
ABC 11027

Produced by George Kerr for MIA Productions
**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 DECEMBER 6, 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>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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<tr>
<td>43%</td>
<td>My Baby Must Be A Magician—Marvellettes—Tamla</td>
<td>43%</td>
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<td>38%</td>
<td>Chain Of Fools—Aretha Franklin—Atlantic</td>
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<tr>
<td>36%</td>
<td>It's Wonderful—Young Rascals—Atlantic</td>
<td>76%</td>
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<td>34%</td>
<td>Susan—Buckinghams—Columbia</td>
<td>67%</td>
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<tr>
<td>33%</td>
<td>A Voice In The Choir—Al Martino—Capitol</td>
<td>43%</td>
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<td>32%</td>
<td>In Another Land—Bill Wyman—London</td>
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<td>31%</td>
<td>Dancing Bear—Mammas &amp; Papas—Dunhill</td>
<td>68%</td>
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<td>30%</td>
<td>Who Will Answer—Ed Ames—RCA</td>
<td>40%</td>
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<td>29%</td>
<td>The Other Man's Grass Is Always Greener—Petula Clark—W.B.</td>
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<td>28%</td>
<td>Am I That Easy To Forget—Engelbert Humperdinck—Parrot</td>
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<td>27%</td>
<td>Snoopy's Christmas—Royal Guardsmen—Laurie</td>
<td>97%</td>
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<td>26%</td>
<td>Monterey—Eric Burdon &amp; Animals—MGM</td>
<td>26%</td>
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<td>25%</td>
<td>Dancing Out Of My Heart—Ronnie Dove—Diamond</td>
<td>45%</td>
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<td>22%</td>
<td>I Wonder What She's Doing Tonight—Tommy Boyce &amp; Bobby Hart—A&amp;M</td>
<td>31%</td>
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<td>20%</td>
<td>If I Could Build My World Around You—Marvin Gaye &amp; Tammi Terrell—Tamla</td>
<td>97%</td>
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<td>19%</td>
<td>Watch Her Ride—Jefferson Airplane—RCA</td>
<td>51%</td>
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<td>18%</td>
<td>Love Me Two Times—Doors—Elektra</td>
<td>97%</td>
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<td>17%</td>
<td>Judy In Disguise—John Fred—Paula</td>
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<td>14%</td>
<td>Baby Now That I've Found You—Foundations—UNI</td>
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<td>12%</td>
<td>Bend Me, Shape Me—American Breed—Acta</td>
<td>90%</td>
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<td>10%</td>
<td>Count The Days—Inez &amp; Charlie Fauxx—Dynamo</td>
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**LESS THAN 10% — BUT MORE THAN 5%**

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<th>Total % To Date</th>
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<tr>
<th>I'm In Love—Wilson Pickett—Atlantic</th>
<th>Love Power—Sandpebbles—Calla</th>
<th>This Thing Called Love—Webbs—Popside</th>
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<td>9%</td>
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<td>Best Of Both Worlds—Lulu—Epic</td>
<td>A Little Rain Must Fall—Epic Splendor—Hot Biscuit</td>
<td>Spooky—Classics IV—Imperial</td>
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<td>I Can't Stand My Self—James Brown—King</td>
<td>Skip A Rope—Henson Cargile—Monument</td>
<td>Hey Boy—8th Day—Kapp</td>
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<td>Green Tambourine—Lemon Pipers—Buddah</td>
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THE HIT SOUND OF ATCO!

Brand New!
CREAM
SUNSHINE OF YOUR LOVE
Atco 6544
Produced by FELIX PAPPALARDI
•
from their hit LP
DISRAELI GEARS
Atco 33-232

Just Out!
BUFFALO SPRINGFIELD
EXPECTING TO FLY
Atco 6545
A York/Pala Production
•
from their hit LP
BUFFALO SPRINGFIELD AGAIN
Atco 33-226

A Sleeper Hit!
THE ROSE GARDEN
NEXT PLANE TO LONDON
Atco 6510
Produced by GREENE/STONE
A York/Pala Production

And The Heat Goes On!
SONNY & CHÉR
GOOD COMBINATION
Atco 6541
Produced by SONNY BONO

Cash Box—December 16, 1967
LOOKING AHEAD

Compiled in order of strength, up and coming records showing signs of breaking into The Cash Box Top 100. List is compiled from retail outlets.

1. **OPEN BABY**
   - Ollie McLaughlin (BMI)
   - Dean Jackson (Caris 2307)

2. **WHERE IS THE PARTY**
   - (Frobbie Poo Al To Dr. Carlos—BMI)
   - Holmcke Ferguson (Cassius 7009)

3. **I CALL IT LOVE**
   - (Sparrow—BMI)
   - Manhattan (Carroll 333)

4. **ON A SATURDAY NIGHT**
   - Eddie Floyd (Stax 233)

5. **HEY JOYCE**
   - (Emadie—BMI)
   - Louie Gunser (River side 4594)

6. **TONY ROME**
   - (Swenson—ASCAP)
   - Nancy Sinatra (Reprise 0636)

7. **WANTED LOVER NO EXPERIENCE NECESSARY**
   - (Chevis—BMI)
   - Laura Lee (Chess 2030)

8. **SHOUT**
   - (Warmer Noon—BMI)
   - Lulu (Sandel 6021)

9. **MORE THAN A MIRACLE**
   - (Pink Floyd—ASCAP)
   - Roger Williams (Kapp 843)

10. **BREAK MY MIND**
    - (Windward Side—BMI)
    - Bobby Wood (MGW 13797)

11. **YAKETY YAK**
    - (Tiger—BMI)
    - Sam The Sham (Mom K 13863)

12. **UNITED PART I**
    - (Charles Martin—BMI)
    - Music Maker (Gamble 209)

PEPPER PRESENTS A...

GREAT NEW SINGER

WITH A

GREAT NEW SONG!

LISTEN TO...

OLLIE JACKSON SING ABOUT

“BARBARA”

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GREAT NEW SINGER

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GREAT NEW SONG!

LISTEN TO...

OLLIE JACKSON SING ABOUT

“BARBARA”

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PEPPER RECORDS

P.O. Box 1006 CROSSTOWN STATION
47 S. FLORENCE ST.
MEMPHIS, TENNESSEE
(901) 275-2517

Cash Box—December 16, 1967
It was a very good year!

Sincerely,
SNUFF GARRETT
& ED SILVERS

1800 NORTH ARGYLE, HOLLYWOOD, CALIFORNIA 90028 • PHONE: (213) 466-7183

Cash Box—December 16, 1967
Lyric writer of four top tens and many chart records looking for new partner. Must play guitar or piano.

CALL MONDAY THROUGH FRIDAY FROM 11:00 AM UNTIL 4:00 PM NEW YORK 247-6532

Cash Box Platter Tracker "Patter" belly-up to the tune of "A Fool For You." His 45, "Sally," is one of the hit tunes of the week.

Cash Box—December 16, 1967

Bios for Dee Jays

Rose Garden

The Rose Garden is composed of Diana De Rose, leader; Jimmy Grosh, rhythm guitar; John Noreen, lead guitar; Bruce Bowdin, drums; and Bill Fleming, bass. The group was formed in late Spring of 1967 by Miss De Rose; hence the quintet's name—the Rose Garden. Diana De Rose was born in Parkersburg, West Virginia. About four years ago she got her first professional job singing on the "Hoot- enanny" TV'ers. She has appeared all around the country at such clubs as "The Bitter End" in Greenwich Village, New York. Grosh, 29, is a native Californian whose parents are both in show business. Singing was always his ambition, Noreen, 17, was born and raised in Los Angeles. He went through school with Groshon and they became close friends through their mutual interest in music. Bowdin, 21, originally wanted to become a dentist, but he changed his mind as his musical acumen grew. He hopes to become a good jazz drummer in addition to pop, Fleming, 18, plays piano and trumpet in addition to bass, The Rose Garden's current Atoe single, "Some Leans," is number 25 on the charts this week.

Wes Montgomery

"Wes Montgomery was born in Indianapolis on March 6, 1923. A late bloomer, he didn't get involved with music in any personal form until he was 16. It was then that the first recordings of guitarist Charlie Christian came to his attention. Montgomery invested $300 of hard-earned savings in a new electric guitar and amplifier, and he studied the instrument methodically, patiently, and intensely for eight months. In 1944, nine months after his first encounter with the guitar, he was booked into the 440 Club on the strength of his mastery of Christian solos recorded with the Benny Goodman band. Working days at ordinary jobs in Indianapolis, Montgomery experimented more and more at night with his guitar and the amplifier. The neighbors, next-door aunt, and finally his wife objected to the loud sound created by the pick. Thus evolved his thumb-in-places-of- pick technique. In 1948 Lionel Hampton gave Montgomery his first national exposure. This first big band experience lasted two years. He won the Grammy Award for his instrumental jazz performances of 1966 for "Goin' Out Of My Head." His current A&O single, "Windy," is number 18 on the charts this week."
a landmark ballad that is a prayer for some, a philosophy for others, an unforgettable song for all

FRANKIE VALLI

TO GIVE (The Reason I Live)

40510

produced & directed by Bob Crewe
written by Bob Gaudio & Bob Crewe
Norm Winter Joins Dot As Director of Publicity

HOLLYWOOD — Dot Records has named Norman Winter director to direct its new global publicity, effective immediately. Winter's official title is director of press information services.

Winter brings to Dot a varied background in the public relations field, including his seven year tenure (Oct. 1960-Oct. 1967) as national publicity director of Liberty Records and its various divisions.

Born in New York, Winter landed his first job in the mail room of the Paramount Pictures home office, Dot's parent organization. In 1959 he moved to the west coast as a staffer for a weekly entertainment newspaper. He soon became editor of the publication. Shortly after that he was induced into the Army and stationed at the Armed Forces Radio Service in Hollywood.

Following his discharge, Winter entered the independent publicity field as publicist for ABC-TV's "Country America" show. Other clients included the California Racquet Club, actors Richard Conte and George Chakiris, and Clover Productions. The office also represented Phyllis Diller and Shelley Berman on the west coast. Winter's entry into the recording business came about as a result of a special campaign for Marty Melcher's Arwin Records on behalf of Jan & Arnie's "Jennie Lee" single. After he had completed that job, Melcher then set Winter to kick off Gordon and Sheila Maclae's newly inaugurated nitty gritty act. Other independent assignments included Kyu Sakamoto, John Gary and a series of special projects for the late Eddie Cantor.

The Winter office was also chosen to head West Coast publicity for NARAS during NARAS' 1964-1965-1966 Grammy Award presentations. In early 1966, The International Press photo journalists presented Winter with a special award "for his outstanding

Blood, Sweat & Tears
Presented By Columbia

NEW YORK—Steve Paul's The Scene was the scene recently of a Columbia Records party given to introduce the label's new recording group, Blood, Sweat and Tears. Forty four forty guests were reportedly on hand to hear the group, and many stayed for the second set, which continued even after 2 A.M. Blood, Sweat and Tears combines blues, rock, and jazz, and it stresses a blazing horn section consisting of saxophone, trumpets, and trombone.

Al Kooper is responsible for three fourths of the group's material. Kooper (vocal and organ) and Steve Katz (vocal and guitar) are former members of the Blues Project. Rob Colombo, considered one of the finest young drummers around, toured for six months with folk singer Eric Anderson before joining the group. Jim Fielder (bass) was formerly with the Mothers of Invention and the Buffalo Springfield. Fred Lipatius (sax), Richard Halligan (trombone), and trumpeters Jerry Weiss and Randy Brecker have acquired their credits in the jazz field.

Blood, Sweat and Tears is currently recording a debut album on Columbia under the supervision of producer John Simon.

SHARING THE GLOW—Clive Davis (left), president of CBS Records, presents a gold record to Tony Bennett for his Columbia LP, "Tony Bennett's Greatest Hits, Vol. III." The gold LP, which is certified by the RIAA, is a collection of Tony's biggest singles, including: "(I Left My Heart In San Francisco), "Who Can I Turn To (When Nobody Needs Me)," and "If I Ruled The World."

The latest Bennett LP on Columbia, "For Once In My Life," titled after his recent chart item, will be released this week. The set was produced by Howard Roberts, producer of pop A&R for Columbia.

Musicor Names
2 New Distsribus

NEW YORK — Musicor Records has announced two important distributor changes. In the New York market, all Musicor product will be handled by Malverne Distributors, while in Hartford, the company has shifted to Eastern Record Distributors. Both changes are effective immediately, according to Art Talmadge, Musicor president.

Distribution in both the New York and Hartford areas was formerly handled by Trinity Record Distributors.

Howe Forms Graphics Firm

NEW YORK—Windows Unlimited, a broad spectrum graphics company, has just been formed by record producer Bones Howe in association with artist Wayne Kimbell and photographer George Rodriguez. Howe's aim is to "fill a growing need in the music and advertising fields for coordinated total creative packaging of records, album covers, posters, liner notes, consumer and trade ads." Among Windows' first effort was the total design and production of the Fifth Dimension's latest album, "Magic Garden." Howe is the exclusive producer for both the Fifth Dimension and the Association. Offices of Windows Unlimited are at 4447 Cornwall Ave., Hollywood.
ARThUR PRySOCK
sings for every father who ever needed a helping hand around this time of year . . .

A Working Man's Prayer
VK-10574

Produced by Hy Weiss
The Sound of
The New Generation
is on

Verse Records is a division of Metro-Goldwyn-Mayer Inc.
A CHRISTMAS BONUS AND ALL THROUGH

THE ARTISTRY OF PETE FOUNTAIN
THE MUSIC OF BERT KAEMPFERT
TOGETHER in this memorable album!

AVAILABLE NOW AT
Replacing the stale smell of excess with the smell of success, Peter Townsend, who, like Keith Moon, needs it. Face the music with the all-day deodorant that turns perspiration into inspiration.

This way to a cowboy's breakfast. Dabry rides again. Thinks: "Thanks to Heinz Baked Beans everyday is a super day." Those who know how many beans make five get Heinz beans inside and outside at every opportunity. Get saucy.

There used to be a dark side to Keith Moon. Not now. Not any more. If acne is preventing you from reaching your acne, use Medac, the spot remover that makes your pits fit. Put Medac on the spot now.

John Entwistle was a nine and a half stone weakling until Charles Atlas made a man of him at nine and three-quarter stones. Now those huggy bear biceps bring those beach beauties running. Put muscles among the muscles. Tense yourself skinny.
Picks of the Week

ENGLEBERT HUMPERDINCK (Parrot 40023) Am I That Easy to Forget? (3:05) [Four Star, BMI-Belew, Stevenson] 

Ripping up with power and back for charts and good music appeal, Englebert Humperdinck should make it three straight with the lifting "Am I That Easy To Forget." The melodic foray, culled from "The Last Waltz" LP, shows sweetly counterpoint with appeal for pop and good music spinning, and should do very well in both markets. Flip: "Pretty Ribbons" (2:23) [Duchess, BMI-Mills, Bradley]

BEACH BOYS (Capitol 2068) Darlin' (2:11) [Sea of Tunes, BMI-Wilson, Love] 

A shift in sound from the Beach Boys into a less elaborate but extra- 
curricular and more charmed sound has been the main element in this new side. Brilliant vocal quality and a dramatic appeal have enabled Vikki Carr to overcome drawbacks which keep female singers out of the singles spotlight; now with "The Lesson" she should repeat her success pattern established with "It Must Be Him." Smooth side with excellent good music and tremendous pop appeal. See heavy sales followings. Flip: "Dolton's Theme" (2:43) [Parktowner, BMI-Ingull]

STRAWBERRY ALARM CLOCK (Kmi 5046) Tomorrow (2:14) [Alarm Clock, ASCAP-Weitz, King] 

Stepping back after a phenomenal first outing, "Incense & Peppermints," the Strawberry Alarm Clock shows no sign of letting up their towering pace. This new side is an unusual application of smooth group harmony on a bal 
dadic song, but use of pounding rhythm and poise instrumental talent a 

in-pulse rock style turns the side into an unusually coupling to suit the 

young adult fancy. Flip: "Birds in My Tree" (1:53) [Dijon, BMI-Bunnell, Bartek]

SOUL SURVIVORS (Crimson 1012) Explosion in My Soul (2:19) [Double Diamond, Downstairs, BMI-Gamble, Huff] 

Penetrating rhythm; thrumming and the sound effect icing that caught 

film "Explosion in My Soul" bonds back with the follow-up session from the Soul Survivors. The bombshell arrival of this group turns into a so 

of soul sounds with tremendous pop and blues appeal. Should see heavy sales followings. Flip: "Dolton's Theme" (2:43) [Parktowner, BMI-Ingull]

VIKKI CARR (Liberty 56012) The Lesson (2:28) [Ata, ASCAP-David] 

Using material that satisfactorily shows his voice to the utmost of its capabilities, Vikki Carr has left off the bombshell opening out of a 

soul sellers list at the best seller lists in a long time. Still hot with a series of country-pop hits, Vikki Carr will still cause a stir with this smashing ballad bursting with orchestral strength and the power of his voice. Stunning side. Flip: "The Lonely One" (2:35) [Duchess, BMI-Mills]

TOM JONES (Parrot 40024) I'm Coming Home (3:00) [Edwin H. Morris, ASCAP-Reed Morris] 

Using material that satisfactorily shows his voice to the utmost of its capabilities, Vikki Carr has left off the bombshell opening out of a 

soul sellers list at the best seller lists in a long time. Still hot with a series of country-pop hits, Vikki Carr will still cause a stir with this smashing ballad bursting with orchestral strength and the power of his voice. Stunning side. Flip: "The Lonely One" (2:35) [Duchess, BMI-Mills]

SAGITTARIUS (Columbia 44393) Another Time (2:39) [Since, BMI-Buetcher] 

Getting back into the hitsville groove, Sagittarius is featured on another soulful profession side. Smooth, into smoothness are the back 

of the soulful performers when the group hits the pop charts. This hit has s 

the cup of its hit with "Another Time." Smooth side with strong appeal for the blue 

soul market. See heavy sales followings. Flip: "Happy" (2:37) [Duchess, BMI-Mills]

BUFFALO SPRINGFIELD (Atco 6545) Expecting to Fly (2:53) [Tren-Last-Springago Cotillion, BMI-Young] 

Heaver emphasis on the orchestral than has been used by the group and a solid chunk of funk performance makes this slow, hard-hitting, blues-forke ballad a heavy shot at the charts. The follow up effort to "Rock & Roll Woman" looks like a far heavier seller that will put the Buffalo Springfield back on top of the pop standings. Flip: "Everyday" (2:31) [Same pubs, BMI-Stills]

CHRIS BARTLEY (Vando 3002) For You (2:56) [Blackwood, BMI-McCoy] 

Big blues receptions can be expected for this danceable lover's ballad from Chris Bartley, and a solid pop sound is also in the works via the se 

сидции, the song's professional pop appeal that put the polish on a 

shining effort. The fine material and Bartley's vocal dexterity make the side a bright on to watch for breakout action. Flip: "You Get Next to My Heart" (2:37) [McCoy, BMI-McCoy]

CRITTERS (Project 3 1326) A Moment of Being With You (2:40) [Uganda, BMI-Ryan] 

Making their promising outing with the Project 3 label, the Critters work up a storm with their rock-blues waltz tune, "A Moment of Being With You." The deck's unusual rhythmic sampling and the regularly high quality instrum 

mental and vocal showings in a luscious offering that could click with 

middle-of-the-readers besides seeing breakout pop action. Flip: "Good Morning Sunshine" (1:51) [Uganda, BMI-Carway]

Picks of the Week

JAMES CARR (Goldwax 332) A Man Needs A Woman (2:31) [Rise, Aim, BMI-McClinton] 

Toting a large following, James Carr is a top entry for entries in the R&B and pop charts. His excellent vocal performance on this side a 

side a likely breakout song for pop showings. Slow soul side with some 

interesting lyrical content and a spare setup with accent on basic. Tremendous sound with big sales probabilities. Flip: "Stronger Than 

Love" (2:36) [Rise, Aim, BMI-Shields]

LLOYD PRICE (ABC 11016) Personality (2:35) [Lloyd & Logan, BMI-Price] Just Because (2:42) [Pamco, BMI-Price] 

Current sales interest in the "Stagger Lee" oldie could be the spark to 

ignite a big comeback explosion from Lloyd Price, whose "Personality" and "Just Because" have made it to the top with the az 

strike. Both sides are produced by Keggs that should spark wide open with a stronger probability for the "Personality" lid due to its dance appeal and lively charm. "Just Because" has also got top impact, with heavier R&B pros 

pects.

LALO SCHIFRIN (Dot 17059) Mission: Impossible (2:33) [Bruni, BMI-Schifrin] 

Vibrant theme from the television series marks Lalo Schifrin's strongest entry in the pop sales bag yet. Noted for his jazz and TV work (man from U.N.C.L.E.), the orchestra leader, composer and arranger heads a foray into 

big band beat which should spark the programming lists on pop and middle 

of-the-road circuits might develop into a monster. Flip: "Jim on the Move" (3:12) [Same credits.]

BROOK BENTON (Reprise 0649) Weakness In A Man (3:25) [Al Gallico, BMI-Chestnut] 

Starting off on the comeback trail with a hearty pop-good music response to 

the chart. Brook Benton has left off the chart with this side. The bombshell material with a lifting beat and strong vocal give "Weakness In A Man" the strength to climb high in the sales picture. Flip: "The Glory of Love" (2:45) [Espino, Bernstein, ASCAP-Hill] Programming possible due to the upcoming exposure in "Guess Who's Coming to Dinner," the side was taken from B.B.'s new LP.

JERRY BUTLER (Mercury 72764) Dreaming (2:35) [Double Diamond, Downstairs, BMI-Gamble, Huff, Butler] 

Unsettling motor-town-ish orchestrations add the finishing touch to this 

throbble ballad offering from Jerry Butler. Power-packed delivery, as 

is always the case with the charter, makes much of a love tale that is bound 

to catch plenty of exposure a R&B as well as pop areas. Flip: "You Don't Know What You Got Until You Lost It!" (2:57) [Hill & Range, BMI- 

Gamble, Ross]

JOE SIMON (Sound Stage 7 2602) No Sad Songs (2:18) [Press, BMI-Carter] 

Stepping up the pace from his "Nine Pound Steel" blues smash, Joe Simon looks like a strong contender for honors from the pop and 

soul market with this side. The charter has a good basic sound and turn 

over a good beat the deck for plenty of exposure and sales attract 

ions. Flip: "Come On & Get It" (2:01) [Cape Ann, BMI-Orange, Simon Wilson]

IMPRESSIONS (ABC 11022) We're a Winner (2:15) [Chi-Sound, BMI-Mayfield] 

Bouncing back into a pop spotlight and hitting high in the R&B picture with their last outing, the Impressions turn up the steam on this side, "We're A Winner." The combination of a brave-at-packed sampling of mid-speed blues. The side's party atmosphere, and good dance appeal adds plenty of sales appeal to the strong side. Flip: "It's All Over" (3:14) [Curtain-Jalyene, BMI- 

MacRitchie]

DAVE DEE, DOZY, BEAKY, MICK & TISH (Imperial 66270) Zabadak (3:40) [Al Gallico, BMI-Blackley] 

Stepping off the best seller lists in Britain (where it reached #2) with the original reading! This unique African song should attract tremendous attention here achieving results akin to the time-back "Skokiaan" left-felder. Excellent production and arrangement credits adds a luster that could attract many millions of road spinners to broaden the impact of the side. Flip: "The Sun Goes Down" (2:52) [Harmon, Dymond, Davies]

TOMMY HUNT (Dynamo 113) I Need A Woman Of My Own (2:50) [Catalogue, BMI-Williams, Elgin] 

A shattering blues experience, Tommy Hunt's newest offering is bound to be a hit among the blues and soul spinners and should see plenty of breakout activity in pop areas. The side features some great wailing and a punchy orchestral-churn backdown that adds further emphasis to the song's emotion impact. Flip: "Searchin' For My Baby" [Catalogue, BMI-Blakesley, Williams]

HARRY BELAFONTE (RCA Victor 9406) Annie-Love (3:25) [Dayton, ASCAP-Hallan, Ashe] 

The glorious good music and pop showings for Harry Belafonte's last outing could indicate a strong resurgence of sales for the artist's singles efforts. Here, on "Annie-Love," the charter serves up another tempting ballad which should be very well received among good music spinners, and could catch hold of a pop crowd as well. Flip: "I'm Just A Country Boy" (3:18) [Folkways, BMI-Brooks, Barer]
NEW!
DJ DEMAND PERFORMANCE!
JIMI HENDRIX EXPERIENCE
"FOXLEY LADY"
SINGLED OUT BY DJ'S
FROM LONDON TO LOS ANGELES
FROM THE HIT HIT HIT ALBUM

NOTICE! ALL CURRENT & FUTURE RECORDINGS BY THE JIMI HENDRIX EXPERIENCE APPEAR EXCLUSIVELY ON REPRISE RECORDS!
CashBox Record Reviews

Picks of the Week

EYDIE GORME (Columbia 44299)
Life Is But A Moment (Canta Ragazza) (2:27) [Miller, ASCAP-Kusik, Snyder, Patrick]
Exquisite material in the form of a Latin-rhythm ballad that should become a good music spotlight selection as well as a strong item for pop placement. A tremendous duet to the vocal power of Eydie Gorme. This side, taken from the files, is a solid showing which will quickly become a cop-op favorite as well as a possible chart selection. Flip: "What Makes Me Love Him" (2:40) [Appellee, BMI-Bock, Hamrick]

ANTHONY & IMPERIALS (Veep 1278)
I'm Hypnotized (2:54) [Razzle Dazzle, BMI-Byron, Randazzo, Pike]
Attractive smoothie which offers a near-association group harmony backed up by blues arrangements to the vocal power of Eydie Gorme. Strong, still, Soulful! (2:15) [LeRoy, BMI-Byron, Parson, Chaplin]

SWEET INSPIRATIONS (Atlantic 24865)
Do Right Woman-Duplicate (3:03) [Press, BMI-Penn, Moman]
Two noise makers have set the stage for this side from the Sweet Inspirations, and the team might just as well have found the big break out side that can make them get a lot of their price of revolution. Smashing blues arrangement gets top treatment from the team on a shattering side that will climb the pop and blues charts. Flip: "Reach Out For Me" (2:19) [Anne Raschel, Blue Spark, ASCAP-David, Bacharach] Sparkling up-dating of the old Dionne Warwick hit.

Newcomer Picks

THREE'S A CROWD (Dunhill 4120)
Bird Without Wings (2:56) [Town, BMI-Cockburn]
Folk-funk orchestrations with a thudding rhythm section set up this debut session for big pop responses, but the spotlight shines with extra brilliance on the female lead vocal a la Judy Collins (with a touch of Bach) and production work by Mama Cass and Steve Barri. Stunning ballad with the potential, "Cats" to give it a "Go for" on "Cloth of Many Colors" (2:40) [Freed, BMI-McLaughlin] which features the group sound.

H. P. LOVECRAFT (Philips 45056)
The White Ship (2:55) [Yuggoth, BMI-Edwards, Michaelis, Cavallari]
Appropriate loaded orchestrations provide a strong background to the dream-like vocal sounds of the H. P. Lovecraf, on this single. Steeped in a harmonic brilliance, the team's showing should stir up a big underground reaction that will spread into pop locales via the team's current promotional tour. Slow, strong side with breakthrough potential. Flip: Unedited (6:17) version of "The White Ship."

ANGELS (RCA Victor 9404)
You're the Cause of It (2:27) [Sillop, BMI-Byron, Miller, Miller]
Catchy lyrics that should stir up teen sales action, a highly danceable beat, and rich vocal sounds of the group which should be a hit. Billboard, "I'm in Love" (2:11) [Steve Forbes, BMI-McLoughlin] which features the group sound.

RICHARD BARBARY (Spring 701)
When Richard Comes Marching Home (2:49) [Gaucho, BMI-Adpt: Thomas]
Funky reading of the traditional ballad gives the song a beat and reading that has never seen before. Solid vocalizing from Richard Barbary puts this performance up for r&b breakout honors and a pop show could send this side sailing up the sales charts. Delightful debut album for the MGM handling, "Spring Label." Flip: "Get Right" (2:30) [Gaucho, BMI-Thomas, Barbary]

MOUSE & TRAPS (Fraternity 1000)
LoVe. Eve (2:27) [Sunnybrook, BMI-Weiss, Stanley]
For the Mouse & Traps fans, this is a very good taste of easybeat teen sound for pop and middle-of-the-road spinning. The side has a good group and lead vocal sound, nice rocking and attractive lyrical and melodic content. Could do nicely in southern and mid-western markets for breakdowns into the national picture. Could well be big. Flip: "Beg, Borrow and Steal" (Sunnybrook, BMI-Weiss)

DANNY MICHAELS (LH 1202)
Angel of the Morning (3:10) [Blackwood, BMI-Taylor]
Strong lyrical content provides an ear-opener for Danny Michaels's lovely teen-styled ballad cutting, "Angel of the Morning." The charter's vocal showing and a fine production job makes this side one that will snap plenty of pop and some middle-of-the-road shows. Should attract considerable attention. 11/12/67 [E. H. Morris, ASCAP-Jones, Green]

Christmas Picks

BLUES MAGGOS (Mercury 72762)
Jingle Bells (2:30) [Anaga-Ranga, BMI-Adpt: Blues Maggos]
Up-tempo drive and wild organ-strings instrumentation present the traditional seasonal song in a brand-new bag. Funk-filled session that could be one of the novelty decks of this year's "Turned on" Christmas. Sound is one that will appeal to many pop and more of the r&b spinners.

JANE MORGAN (ABC 11024)
The Marvelous Toy (2:46) [Cherry Lane, ASCAP-Paxton]
Singing of the season is this delightful song which features clever lyrics and a lot of child-appealing novelty sound effects should attract a lot of well deserved exposure for the holiday season. Cute side, r&b.

AL CAIOLA-RIZ ORTOLANI (United Artists 50237)
Holiday On Skis (2:27) [United Artists, ASCAP-Holmes]
Up-dating of the Leroy Holmes winter favorite takes a merry ride with the orchestral genius of Riz Ortolani and the spotlighted guitar majesty of Al Caiola. Fine change-of-pace for all station formats, and a side whose zip should put it high on the list of this year's singles favorites for the holiday season. Flip: "Bossa Nova Noel" (2:10) [Alpine, ASCAP-Poblani]

HARRY HARRISON (Amy 944)
May You Always (2:51) [Collyb, Ross Jungnickel, ASCAP-Marks, Charles]
Nostalgia, humor, serious best wishes and a series of other thoughts for the New Year make this spoken-word side backed by "Auld Lang Syne" jingle a deck that is going to be widely used on radio and juke box turntables through the next few weeks. Flip: "Auld Lang Syne" (2:43)

DISNEYLAND BOYS CHOIR (Vista 445)
It's A Small World (2:57) [Columbia, BMI-Sherman, Sherman]
Charming melodic lift could make this stunning session another "Domi- nique." The light-hearted bounce of "It's A Small World" and a beautiful performance by the Disneyland Boys Choir give the side an attractiveness that should put it in the running for much exposure this year. German version of "Silent Night" on the flip side is another winning showing from the ensemble that could be much heard.

VERA LYNN (United Artists 50236)
Where Is Santa Claus? (2:56) [Ludlow, BMI-Parker]
New version of the seasonal favorite spotlights the crawling voice of Vera Lynn and an orchestra that enhances the emotional appeal of the ballad. Look to this side for plenty of year-end programming, and a good deal of exposure in the opening months of '68. Fine performance. Flip: "Santa Maria" (3:22) [Bourne, ASCAP-Payen, Persons]

THOMAS SISTERS (Chief 101)
Donde Esta Santa Claus? (2:10) [Ragtime, ASCAP-Parker, Greiner, Scheck, MCA-Weiss]
Charming and beautiful for this Latin-rhythm driver with Spanish-language lyrics asking "Where Is Santa Claus" could put the side into a sleeper category. English lyrics make up much of the playtime, giving a translated reading of the chart wording. A fine side which could see plenty of action. Flip: "Down By the River Side" (1:50) [Tashea, BMI-Trad]

PICKWICK CHILDREN'S CHORUS (Showcase 9905)
Thank God For Christmas (2:35) [Mourbr, ASCAP-Millet]
Inspirational choral rendition of this striking selection should place it on the programming schedules of many middle-of-the-road and good music outlets. Powerful sound from the ensemble makes it a selection that should attract attention. No flip info available. Showcase is a subsidiary of Pickwick Records.

CASSIETTA GEORGE (Audio Arts 60004)
Silent Night (2:20) [Madelon, BMI-Adpt: George]
Rhythm & blues rendition of the traditional piece which should quickly find favor with blues spinners due to the vocal showing, and with pop dee-jays for the change-of-pace quality. Fine performance of the Spanish language rendering the lyrics in a powerful and original light. Flip: "The Greatest Gift" (3:05) [Madelon, BMI-George] Audio Arts is distributed through the Army-Mila setup.

Best Bets

BOOKER T. & MG's (Stax 13445)
Winter Snow (3:20) [Rudi Baker, ASCAP-Dray] Change-of-place for the team, Booker T and the MG's strike up a very strong side that is basically seasonal from the title, but could stand a long run on the blues scene. Outstanding factors are adequate vocals and stirring orchestral, strings and horns that make the side a possible jazz deejay choice as well as a side high, which could go side-by-side with blues and pop spinners. Flip: "Silver Bells" (2:28) [Paramount, BMI-Livingston, Evans]

SYL JOHNSON (Twilight 190)
Cold Winter Weather (2:45) [Screen Gems-Columbia, BMI-Gates]
Angli- sized sound taken from Syl Johnson out of the country-pop bag and sets her squarely in the popular-rock path. Strong selection showcases her voice better than ever in a fine side. Flip: "I'm Into Lookin': For Someone to Love Me" (1:51) [Syr. Gem-Co, BMI- Wine, Bayer]

JODY MILLER (Capitol 2966)
I'm Ready (2:59) [Sly & Hey, BMI-Adpt: Jody Miller]
Strong pop rendition of a hit song taken from Sly & the Family Stone, and set here in a pop arrangement by Jody Miller. Fine side. Flip: "I'd Trade All That Skinny Legs" (1:55) [Same pub.] BMI-Cameron, Johnson, Zachary]
"IS IT ALL THAT BRIGHT & BEAUTIFUL"

REPRISE RECORDS
#0638
**Best Bets**

**ROCKY ROBERTS & AIRDALEAS (Abracadabra)**

Too Much (1:39) [Brighton, Earl Wilson, ASCAP-Fowlkes, Johnson, King] Canny, slowish, slithery riffs from this traditionally Italian rock, Rocky Roberts could move into the glow of an rich spotlight here via the show’s pop side. The show’s rich back-up is key. The deck is a great dance side that could catch on with the kids. **Buzz Russ** (2:14) [Cash, Aberbach, BMI-Grey, Byrd] Updated, up-tempo.

BY GEORGE & CO. (Veep 1271)

When the Lovelight Starts Shining Through Her Eyes (2:55) [Jobete, BMI-Holland, Donler, Holland] Rounding with a wonderful arrangement and some terrific vocal work from “George” make this side one to watch for big r&b receptions. Flip: “Pretty Woman” (Double Diamond, BMI-Huff, Gamble)

**TIL GILBERT (Uni 55045)**

If We Stick Together (2:50) [Clairidge, A. Most of a Beautiful Feeling] The clipped sounds from Dylan and the Procol Harum make a driving pop-blue side with intricate lyrics that could swing the spotlight onto Tim Gilbert. **Eyes October” (2:43) [Same credits.]

**CARMEL (MGM 13869)**

I Can’t Shake This Feeling (2:20) [Brown, Bob, Jack, Luciano, Sibilia] Light harmonica gives liveliness to this bright ballad. The group’s sound and a good song so long in coming up drumming in an attention-getting way is “Let My Child Be Free” (2:15) [My Songs, BMI-Mass, Shapiro]

**CHERRY SLUSH (Coconut Grove 2292)**

I Cannot Stop You (2:32) [Police, BMI-Wagner] Psychotic opening melody and a steady rhythm section that could stir up a following among the younger set. A likely item to show up on sleeper lists. Flip: “Don’t Walk Away” (2:40) [Kibasa, BMI-Cordes, Corda, Miller]

**ROSSIE GRIEB (Amy 11004)**

Who’s Got the Ball (Ya’ll) (1:59) [Tracebob, BMI-Womack Grier, Cailley] Great studio arrangement that could catch favor with a lot of pop deejays looking for an unusual break-up selection. A good one for being the “wild card” that r&b listeners who recognize the “sideshow” to “samba” melody. [Flip info not available.]

**DELLA REEE (ARC 11007)**

Sorry Baby (2:12) [Blackwood, BMI-Authors] This side adds a touch of fire to the shimmering luster of Della Reese’s latest single release. The song itself has a magic all its own and should do well with coin-ups, discerning listeners and most middle-of-the-road spots. Fine, flavorful sampling. Flip: “Let’s Make the Days Go Faster” (2:25) [Corda, ASCAP-Cordia, Wilson] A softer piece with matching vocal. Ex. cred. to “Corda”

**ARTHUR PRYSOCK (Verve 15754)**

A Working Man’s Prayer (2:35) [Francois] As are the title track and the shimmering vocal sound of Arthur Prysock give the best possible support for this song. **With a Little Help from My Friend** (2:29) [W.A.K., BMI-Doggett, Adams, Adams]

**CITY ZE (Columbia 44392)**

Girls, Just A Little Bit (2:15) [Four Star, BMI-Campbell, Fuller] A thumping, driving, woe-stained, romance-stained rock stand, this one could prove to be a noisemaker for the City Zu. Bears well in the club. **You’re Never Gonna Get Away” (2:10) [Blackwood, BMI-Matheson]
IF EVER A SINGLE WAS MARKED FOR THE CHARTS...

"ONLY A BOY"
#7151
JAN & DEAN

PERSONAL MANAGEMENT: ZAX-ALTFELD & ASSOC.

WARNER BROS.-SEVEN ARTS RECORDS, INC.
Canterbury Marks 1st Year HOLLYWOOD—A year marked by expansion has ended with a first anniversary blast sponsored by Canterbury Records. The indie label held a reception for some three hundred press, radio and agency personnel at the Playboy Club Penthouse in Hollywood, and there announced new staff and talent expansions.

Jeanie Sommers headed a list of seven new talents just affiliated with Canterbury. Her first single for the label will be a new recording of "I'm Takin' Out My Troubles To The Blues." Headed by Ken Handley, the disc is currently seeing action with "Love Is," a holiday selection written by Lisa Miller, and Johny Moffett's "Send Her Home To Me." Sommers' immediate release is a new single from Sandy Wynn, and decks from Don Grady (of the "Three Sons" television series), and the Group Therapy.

The company's administrative end is handled by former singer Bobby Crawford, label veep in charge of sales and distribution, promised head Tom Ray; and Susie Rudder vice president in charge of finance.

In addition to the record operation, Canterbury has added two subsidiaries for publishing (MopTop) and Canterbury Management which will direct the night club and performing aspects of its artists' careers.

Smokestack To White Whale NEW YORK—The Smokestack Lightnin', a new single has been signed by producer Bones Howe to an exclusive recording contract with White Whale Records. The group has also been set to make its mod debut on the dual album "DREAMS OF GLASS," which will be independently produced by Bob Clouse and star John Bones and Caroline Bailey. In the film, the Smokestack Lightnin' will sing the original composition, "Well Tuesday."

In addition to being producer of the Smokestack Lightnin', Bones Howe is also exclusive producer of the Warner Reel, a company, and he also produces records for the 5th Dimension (Soul City).

Alouette Expands; Art Wayne Veep NEW YORK—Alouette Productions, a publishing-production compound, is expanding its operation, a move heralded with the promotion of Art Wayne, the firm's professional manager, to vp.

Alouette head, Mrs. Kelli G. Ross, represents a number of publishing units, including Leslie Gore's Buffie Music, Enchanted Music and Dialogue and some 200,000 works (on an exclusive basis) of folk artist-writer Janis Ian; Quincy Jones' Earth Music, Bonjour Music and Pawshbrooker Music, the latter symbolizing Jones' score for the critically acclaimed, recently televised film, "The Pawnbroker." The 1½ year-old company has had such recent successes as Leslie Gore's "California Nights" and Ian's "Society's Child." Janis Ian. Latter artist's first release was "Society's Child." Janis Ian.

Wayne, Wonderling & Ross first Verve/Forecast album produced by Shadow Morton, has reportedly sold 200,000 copies. Her second LP is called "Songs For All the Seasons." Wayne, Wonderling & Ross is a four-piece vocal group with the songwriting of the group. Carter's record will be called "Society's Child." Janis Ian.

Busy Week For Stork NEW YORK—it was a busy week for blessed events. Publisher Ivan Morris' wife, Marcia, last week gave birth to the couple's second son, Peter. The baby girl was born to Nancy Barry, wife of writer-producer Jeff Barry. Her name is Lisa Andie. Jack Berman of Long Wear Stumper became a grandpa when his daughter, Arlene, gave birth to a son, David Isaac. She is married to Irwin Redlener.

Sorry, Wrong Number Last week's issue of Cash Box incorrectly listed the phone number for Double Shot Records. The firm, which advertised Benton Wood's new record of "Baby You Got It" and Pat Briley's White Record of "One for My Baby," is located at 651 Sunset Blvd. in Hollywood, Calif. The correct phone number is (213) 605-0650. Cash Box

Mandolinist Howard Frye Dies Of Stroke At 47 NEW YORK—Noted mandolinist Howard Frye died of a heart attack last week in his home in Queens. He was 47. Homer Freierman was Frye's in-laws. His wife, Carol, a former model, studied the mandolin with Luigi Papa- rello. In 1939, he became concert master of the Workmen's Circle Man- donlin Orchestra, which played its first concert in Town Hall in 1941. It was at Town Hall that Frye gave his last mandolin recital last month.

Monitor Records recently issued Frye's first LP, "Howard Frye, Gypsy Mandolin." The label president of the Fretted Instrument Guild of America, Frye was active in the creative aspects of mandolin music, writing and arranging pieces for the instrument.

Frye was survived by his wife, two sons and three daughters.

Three New Figures Join GAC's Television Staff NEW YORK—General Artists Corp. has announced the appointment of three new names to the organization's television division.

Sandy Gallin has become executive in charge of the TV variety department in California, supervising the booking of all television guest appearances on the west coast. He will also work with the program department in development of live packages. Under his supervision will be Larry Grossman, Larry Gut and Bob Glassell. In addition, Dick Howard and Ron Mason joined GAC handling guest appearances through the TV variety department.

Cash Box—December 16, 1967
RARE SINGLES ACHIEVEMENT
IN CHART TECHNOLOGY:
THE BONNIE WELL
MUSIC MACHINE
"BOTTOM OF THE SOUL"
#7093
PRODUCED BY BRIAN ROSS - A BRIAN ROSS PRODUCTION

WARNER BROS. - SEVEN ARTS RECORDS, INC.
Ork Leaders’ Suit Dismissed For AFM Travel SurchARGE

NEW YORK—Awarding a major decision to the American Federation of Musicians, Judge Richard H. Levee of the U.S. District Court in New York has dismissed a suit brought by a group of New York based orchestra leaders to recover 10% travel surcharge union taxes. The tax was assessed by the AFM on all travel expenses incurred by the orchestra leaders group in order to recover the tax from their union. The money was paid into the orchestra leaders’ accounts. The orchestra leaders have been sent to court and have petitioned the court to dismiss the case. The court held, in an opinion filed Nov. 27, that the “surcharge payments” were wages belonging to the musicians which the leaders had transmitted to the union. The money had been paid into the orchestra leaders’ accounts instead of directly from each musician, was affirmed as further grounds for dismissing the suit.

Judgment Levee’s decision ended the suit which was filed in April, ’64 by sixteen disinterested orchestra leaders. Claims of nine original plaintiffs were dismissed by reason of their membership in a labor union, the American Federation of Musicians, representing the orchestra leaders.

The suit, which had been eliminated as a union revenue source, following the court’s decision, will also be a major blow to many of the nation’s major public service organizations.

Although the surcharge surcharge had been eliminated as a union revenue source, following the court’s decision, will also be a major blow to many of the nation’s major public service organizations.

Kapp Gets McWilliams

NEW YORK—Kapp Records has just concluded a deal with Major Minor Records of England which will give Kapp all of the records of British champ David McWilliams for release in the U.S. Kapp announced in a press release, “David McWilliams, Vol. 2,” produced and arranged by Mike Leander, is marking news in England. McWilliams writes his own material, and his style, he said, “is a particular departure in the delivery of his material, has been compared to that of Bob Dylan.”

The first Kapp McWilliams LP will be out the second week in January, along with the full Kapp January release.

Alpert TV’er Tops Nielsen Ratings

NEW YORK—The Herb Alpert TV Special on November 24 over the NBC network topped the Nielsen chart after having done the same on the CBS network last year. Herb Alpert and the Tijuana Brass ranked 12 over all in the Nielsen all-time multi-net weekly chart. The show received a 22.4 rating with a 37 share to win its time period. Opposite was “Game of Death,” a 20 rating and a 30 share; The “Friday Night Movie” (CBS) with a 17.4 rating and a 29 share; and “The Comedy of Errors” (ABC) with a 12.4 rating and a 21 share.

The rating tops the Sinatra Special which aired on November 13 and received 22 rating with a 32 share. This marks the first time that the CBS special was repeated on an opposite network and won the highest rating.

Herb Alpert and his partner, Jerry Moss of the A&M Records and Gil Friesen, vice president and general manager of the label, are currently in negotiations for another Herb Alpert Special for next season.

BMJ Wins Judgment In California Court

NEW YORK—Broadcast Music Inc., was also involved in performing rights licensing organization, last week was awarded a judgment against radio station KAYS—Apple Valley, Calif., for publicly performing BMJ licensed music without a license to do so. The decision was handed down by US District Judge Francis C. Whelan of the Central District of California.

Songs involved in the unlicensed performance case were from eight affiliated labels.

Regular LP Price

For Italian Set

Joe O’Brien’s “All Time Italian Hits” LP, released on the Buci label through United Artists Records, carries a regular list price of $3.79, not $1 as reported in last week’s issue.

Baford Expansion

SAN FRANCISCO — The H. R. Baford Company has just added a one-stop service to its record and distribution dealer business. The company, Don Ayers as sales manager and Fred Pahlau as operations manager of the one-stop activity.

Rev. Drassel Writes Masses For The Masses

NEW YORK—Contending that each age level seeks to express its emotions and feelings uniquely,” Reverend Herbert G. Drassel, Jr., has written two, adaptations of the Mass, latest being “Rejoice” just published by Edwin B. Marks Music.

The new version is done with a rock beat for today’s youth, and his older is a country-folk vehicle “not as a gimmick to get young people into church, but for worship in the 20th century” he said.

Drassel first got the inspiration for the sound at such services early last year when he found that youths were not singing along with the traditional Episcopal things. He flavored the delivery of a hymn with rock overtones and it was very well accepted.

Presently the rector of The House of Prayer Episcopal Church in New York, Drassel is an alumnus of Trinity College in Hartford, Conn., where his “Rejoice” was initially performed.

WITHIN AN ARM’S REACH—Select product’s new stereo-tape Car Caddy features a comfortable arm rest for the driver and easy storage for (15) 4 and 8 track cartridges of 42 cassettes. It fits all cars and needs no installation. Tapes are protected from shock and heat by special polyfoam partition pads. A snap-on handle makes the unit portable. The case is made of hi-matic polypropylene in a handsome black Morrocco leather-type textured finish. It is billed as being washable and weatherproof in addition to having an unrealizable hinge that grows stronger with use. The Car Caddy’s storage space measures in excess of 500 cu. inches. The unit comes equipped with memo pad, pencil, partition, and plated handle.

NARM Sets All-Tape Confab Next Sept.

PHILADELPHIA—NARM, the whole selling organization, is making a greater commitment to the tape cartridge field. The association’s executive director, Jules Malamud, reported the development following a recent board meet in Los Angeles.

This commitment will be implemented at NARM’s annual convention, which will be held March 17 through March 22, 1968, at the Diplomat Hotel in Hollywood, Florida. The tenth anniversary NARM Convention, will place emphasis on tape cartridges, the way of workshops and seminars, as well as to educational displays regarding tape cartridges, tape cartridge displays, and tape equipment.>

The emphasis will be further enlightened the NARM membership in this area.

The time formerly devoted to the wax cylinder earthquake cigarette, will be used for holding the first all cartridge convention under the NARM banner. This meeting will be held Sept. 3 through Sept. 6, 1968, at the Continental Plaza Hotel, Chicago. It will feature a complete educational program of business sessions and workshops directed at the wholesalers and manufacturers of tape cartridge product, and will feature a President to Person session for them. A small portion of this meeting, however, may be devoted to record industry business.

The tape cartridge program, under NARM auspices, will be under the direction of the NARM tape cartridge committee, chaired by Jack J. Geld.
LONG JOHN BALDRY

ENGLAND'S NEW NUMBER ONE!

"LET THE HEARTACHES BEGIN"

#7098

WARNER BROS.-SEVEN ARTS RECORDS, INC.
NEW YORK—Current figures indicate that Asian music will account for approximately 15% of a record company's gross sales for '67. The label reports in a letter to their shareholders, "If the present trend continues, the potential market for Asian music will be quite significant." These figures are an indication of the growing number of people in the Western world who are turning toward Indian philosophy, culture, music, and art. This movement has been known as the "Asian Trend" and has been quite prominent in the United States for the past decade. As a result, many Asian artists such as Kisho Nakanoshima, Kimo Eto, Ashish Khan, Ali Akbar Khan, Balan-chander, and Nayanar have enjoyed receptive concert audiences and good record sales in the United States.

Influence Occidental Music

Some jazz artists that have been greatly influenced by Asian music include: Charles Lloyd, Don Ellis, and the late John Coltrane. The New World Pacific album, "Cosmic Consequences," featuring prominent jazzman Paul Horn on flute and a group of Kashmir musicians on traditional Indian instruments in a performance heavy with the religious and mood music of India. Bock noted that, "In the pop field, such artists as the Doors, the Beatles, Donovan, and the Rolling Stones exhibit the influence of Asian culture to a nightmarish degree. These particular groups have also embraced transcendental meditation as a form of guidance of Maharishi Mahesh Yogi."

Sounds Of Asia Series

Maharishi's first album, "Maharishi Mahesh Yogi Speaks To The Youth Of The World," has just been released by W. P. as part of the "Sounds Of Asia series." Other LPs in this series are "Cosmic Consciousness" by Paul Horn, "Koto And Flute" by Kisho Nakanoshima, "Bali Sangeet," "Ontario Festival," and "Seraj's as Day." The Bock award winning "Sangita" was released in September.

A&M Unveils 1st Sampler Album: 'Family Portrait'

HOLLYWOOD—The first sampler album ever to be issued by A&M Records was unveiled by the label last week. The LP comprised selections by such artists as Herb Alpert and the Tijuana Brass, the Sandpipers, the Ventures, Doc Pomus, Tamba 4, Liza Minnelli, the Merry-Go-Round, Phil Ochs, Bert Bacharach, and others. The total LP has sold over $2.40,000. Available in stereo only, it will be shipping to distributors late this month.

'Voice of Scott McKenzie' Is Dec. Release From Ode

NEW YORK—CBS Records, through its Ode label, is releasing the album, "The Voice of Scott McKenzie." The disc is being issued this month.

Eastco To Handle RCA In Hartford

NEW YORK—The distribution of RCA Victor records in Connecticut marketing area will be handled by Eastco, Inc., a wholly-owned subsidiary of Eastco, Inc., a subsidiary of the American Compnay of Cambridge, Massachusettes, effective immediately.

Eastco also handles RCA Victor products in the Boston and Providence marketing areas, has acquired Radio & Appliance Distributors, Inc., 65 Leggatt St., East Hartford, Conn., and will serve home instrument and record dealers from that address.

Eastco, Inc. also will handle RCA Victrola tubes and semiconductor, picture tubes, television sets, electronic television sets, television and sound equipment, television antennas and parts and accessories.

The Hartford marketing area includes the Connecticut counties of Fairfield, Hartford, Litchfield, Middlesex, New Haven, Tolland and the Massachusetts counties of Franklin, Hampden and Hampshire.

World-Pacific Says Asian Music Accounts For 50% Of 1967 Sales

LITTLE DRUMMER BOY

Lou Rawls. (Capitol)
Harry Simeone Chorale... (20th-Fox)
Bert Kaempfert... (Decca)
Midnight String Quartet... (Dot)
Stevie Wonder... (Tamla)
Joan Baez... (Vanguard)
Ed Sullivan... (Columbia)
Floyd Cramer... (RCA Victor)
Manfred Mann... (Chesky)
Do-Re-Mi Children's Chorus... (Kapp)
Ferrante & Teicher... (A.U.)
Lennon Sisters... (Dot)

SLEIGH RIDE

Leroy Anderson... (Decca)
Jim Nabors... (Columbia)
Ronstadt... (RCA Victor)
Andy Kostelanetz... (Columbia)
Henry Mancini... (RCA Victor)
Andy Williams... (Columbia)
Al Jennings... (RCA Victor)
Al Hirt... (RCA Victor)
New Christy Minstrels... (Columbia)
Hermanos Zavala... (Capitol)
Jack Jones... (Kapp)
Boston Pops Orchestra... (RCA Victor)

KEEP ON DANCIN’

Harper & Rowe... (White Whale)
WHO’S SORRY NOW

Bobby Vinton... (Epic)
I CAN'T BELIEVE THAT YOU'RE IN LOVE WITH ME

Virginia Wolves... (ABC)
THE SHEIK OF ARABY

Jim Krsken Jug Band... (Reprise)
TEN STOREYS HIGH

Bill Smith... (Talma)

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

New York—Columbia Records has released albums for the month of December.

Three of the LP's are Masterworks discs. These: "Three Classic Casuals Conduct Mozart," the Marboro Festival Orchestra, "Symphony No. 35 In D Major," and "Symphony No. 41 In C Major, K. 551," recorded by Eberhard Wolfgang Klemperer, Rudolf Serkin, piano; Jaime Laredo, violin; Philipp Naegele, viola; Leslie Parnas, cell; Julius Levine, bass; Schubert's, "Quintet In A Major For Piano And Strings, Op. 116," and "Trout;" and Oliver Messiaen's "Es' Especto Revolutionem Mortuorum," alla Chapelle Royale, Jean-Paul Collin, piano, Group instrumental a percussie de Strasbourg; Orchestre d'Orchestre d'Harmony; Pierre Boulez, conductor.

"Now Is The Time For All Good Men," Columbia's original cast recording which is being released in December, starring Sally Niven and David Craig.


Five popular albums are included in the December release. They are: "For Once In My Life," Tony Bennett; "The Lovin' People," Len Chandler; "A Scratch In The Sky," The Creamy Shames; "Up, Up And Away," Johnny Mathis; and "Billy Joe Blues."

A Harmony LP, "Tales Of Ragged Ann," narrated by Lois Sherman, is also being issued.

Columbia Issues 11 Dec. LP's

GRT Moves To New Quarters

REDWOOD CITY, Ca.—General Recor
ded Tape has tripled their production with their recent move into a modern new 30,000 square foot facility. The new $500,000 GRT building, located at 1280 Lawrence Station Road in Sunnyvale, California, replaces several buildings that have been housing GRT's manufacturing, sales and administrative facilities.

A major GRT executive, Alan Bayley, presi
dent of GRT, "This new facility, the first of its kind to be designed expecially for the production of prerecorded tape, is now producing 5,000 tapes per shift. With the installation of additional duplicating and assembly equipment during the next 60 days, we will be able to double our output to 10,000 tapes per shift. GRT is now operating 3 shifts of duplication and 2 assembly and packaging shifts per day.

GRT currently represents over 60 record labels, and with the introduction of their new cassettes, the only manufacturer-distributor of pre
recorded tape in flying all four types. In commenting on their business philosophy Bayley said, "Because we make only prerecorded tape and have no equipment 'interests' we have no bias to protect and can cer
tainly be objective in recommending and selling what the distributors and consumers need and want."

3 In One Blow

Shown here are displays used to promote the three new Donavan LP's just released by Epic. The album "Flowers Of A Flower To A Garden," (which is a Junior- record set) "Wear Your Love Like Heaven," and " taxi." The two latter LP's are the two records of the boxed set as released individually.
September 8, 1965
Hollywood Reporter

**MADNESS!!**

**AUDITIONS**

Folk & Roll Musicians-Singers
for acting roles in new TV series.
Running parts for 4 insane boys, age 17-21.
Want spirited Ben Frank's-types.
Have courage to work.

CALL: HO. 6-5188

December 9, 1967

...and 9 gold records later...
...the Monkees' newest gold records are both number 1.

**Congratulations to the Monkees:** Mike, Davy, Peter and Micky... and Bert Schneider and Bob Rafelson.
NEW YORK—Al Bennett, president of Liberty Records, has had faith in Vikki Carr for the past two years, a faith which could well be the longest-running label investment in an act ever. 1965 is the year that investment paid off.

A disk recorded in 1960 and seemingly just one of those we've got-somewhere-by-her-in-the-can affairs found the light of day and not only established a good-music singer (and they have to be by now), but probably a Standard song as well. The song: "It Must Be Him." Next scene: a major opening in New York (the Persian Room) and nothing-can-stop-her-now. The performer, who opened at the plush nitey last Wed. (6), obviously saw in this debut a culmination of years of waiting for her big break. Tears streamed down her cheek as she sang the fitting lyrics of her closing number, "Once in My Life," and as she was handed the room's traditional bouquet of roses by the waiters' captain. Her performances of sentimental and happy songs made it a highly rewarding evening for her and her audience. With a warm and smoothness that Allied the fact that this was her "big night," the lark displayed a varied, imaginative vocal skill. Two good examples were a pair of numbers that are well known to her LP fans, a leisurely clip-clop version of "Sway with the Fringe on Top" and a likely muting of "Poor Butterfly" and the "One Fine Day" aria from "Madame Butterfly." Her good-natured stools included "My Kind of Girl (Fella)," and "Sitting on Top of the World." She indicated that the Frankie Valli hit, "Can't Take My Eyes Off You," will turn out to be Top 10 success gone evergreen. Of course, she saw it in this debut as a verification of her talent and the sequel single. The unbeatable combination of faith in an artist and the talent that realizes a willingness to stick-it-out has a happy ending in the case of Vikki Carr. Or is it just a beginning?

VAGABONDS

NEW YORK—On Friday night, Dec. 1, we saw a refreshing comedy act called Vagabonds, a duet and a Quartet. Appearing on the bill with the Vagabonds were the Dolphins, "continental song stylists" who offered a variety of international material.

One Vagabond plays the guitar, his wife another the fiddle, and they both sing (light, up-tempo nightclub material); but their music is far overshadowed, as it is supposed to be, by their comedy routines. Their bits are often risqué, but not offensive. They make frequent use of props. One Vagabond used a whole series of small items in a medley of jokes. At one point he attached a gonged fence to his head and said, "Drinks are on me." One of the highlights of their performance was a mock hula-hula dance. A third Vagabond came on during the second half of the act's show and did comic imitations of Rosemary Clooney and Pearl Bailey, using actual records by the larks.

The Dolphins, two singer-guitarists and a lady vocalist, performed, as we mentioned above, a variety of international material, most of which was unfamiliar to us. Their style falls in the "good music" or "middle-of-the-road" category. For the first three-quarters of their show, they were nearly pleasant background music, but after a "Fiddler On The Roof" medley, they blossomed considerably, proving for the uneventful time the importance of good material.

GIRL WANTED

HIP, AGGRESSIVE, DYNAMIC AND DEDICATED GAL WANTED TO ASSIST GENERAL MANAGER OF A RECORD COMPANY.

CALL: 765-4520 for Appl.

LIVERPOOL IN FREEPORT—RCA Victor's Liverpool 5 were in Freeport, Bahamas recently for a performance at the King's Inn for the International Winchester Convention. Prince Rainier de Monaco was in attendance as a special guest. This was one of a series of "Wet And Wild" promotions that 7-Up is currently doing with the Liverpool 5. Shown here (from the left) are: Jerry Morris, RCA Victor promo man; Ron Henley, Jimmy May, Steve Laine, Freddy Dennis, and Ken Cox (kneel.

THANKS TO MANDALA—A representative member of the Mandala, a Canadian rock act that has recently been doing very well in the U.S. received a Mustel silver platter award from Sp/4 Nick George, professional entertainment director at the U.S. Army overseas staging area at Ft. Eustis, Va.

VAGABONDS

DOLPHINS

GIRL WANTED

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Cash Box—December 16, 1967
TAKE YOU ON

"THE 7:30 GUIDED TOUR"

B/W "SEE-SAW MAN" A B-126

FOR BOOKINGS CONTACT
BANKERS MANAGEMENT AND SERVICES, INC.
825 OLIVE / RJ 2911
DALLAS, TEXAS 75201
CALL COLLECT
**Mercury Rising with Lennon Sisters**—The Lennon Sisters, featured as part of the Lawrence Welk musical aggregation since 1955 and formerly with Dot, have signed a recording pact with Mercury. Alan Mink, Mercury's product manager, stated that the group's first LP is due out early in 1968. Bob Sorena, Mercury west coast toppler, negotiated the pact with Bob Eubanks and Steve Wolf, both of Welco; the girl's managers. In addition to appearing weekly on the Lawrence Welk TV show, the Lennon Sisters work a busy schedule of concert and TV appearances. They are set for a slot on the Feb. 11th Ed Sullivan TV show and have just finished taping a Chuck Berry TV pilot. They will star on the Melodyland show at Anaheim, Calif. with Jimmy Dean, Jan. 16-21. Shown from the left (back to front) are: Bob Sorena, Bob Eubanks, and Steve Wolf. The Lennon Sisters are pictured across the front.

**Evergreen Blues Conclude Wide-Spread Promo Trip**

**CHICAGO — Mercury Records has termed the recently finished promo tour by the Evergreen Blues "one of the most successful" in the label's history. The team introduced its first single, "Midnight Confessions" to deejays, tv hosts and audiences in a two-week 14-city trip ended recently. The group returned to Los Angeles following their personal appearance leg of the promotion, but a similar tour of the west is planned following the holidays. As a result of their tour, the Evergreen Blues not only picked up airplay and receptions, but also received offers for a number of paid performances by bookers impressed by their 35-minute live show. Cities visited during the trip were: Milwaukee, Pittsburgh, Cleveland, Akron, Erie, Buffalo, Boston, Hartford, Philadelphia, New York, Baltimore, Washington, Detroit and Chicago. Press receptions, parties, in-store appearances and record hops were also included where possible at each of the cities.**

**McGregor Joints Schafer**

**DALLAS, TEXAS—Don Schafer Promotions has just named Don McGregor, southern and southeastern promotion director. McGregor, 31, has been in radio thirteen years and has been program director of WTXI in New Orleans, KOMA in Oklahoma City, and WARB in Mobile. He joins Schafer Promotions from a post as program director of KLIF in Dallas. His appointment is effective December 1, 1967. In his new post, McGregor will represent Schafer Promotions on projects covering the markets of New Orleans, Atlanta, Memphis, and Nashville—in addition to programming, Mobile, Birmingham, Jacksonville, Orlando, St. Petersburg, Tampa, and Columbus, Georgia. McGregor will be based near Birmingham at Fayette, Alabama, (office address: 1311 Fowler Street, A.C. 993-5641) which is his home town. He was born in Fayette, and attended Fayette County High School and De Vry Tech in Chicago. The new appointment now provides Don Schafer Promotions with a personal representation range extending from Florida to New Mexico. Don Schafer Promotions is based in Dallas.
Folks, here's a story 'bout

Chris Calloway

The brightest new star on Broadway
(in HELLO DOLLY)
with a hard-driving style
(her father is a Cab).
Exciting on stage, electrifying on her first single.

I Don't Need Another Baby

b/w You're Something Else CUB-9154

Produced by "Beau" Ray Fleming
and Lockie Edwards, Jr.
for Calculated Productions, Inc.

Distributed by MGM Records, a division of Metro-Goldwyn-Mayer Inc.
ED SULLIVAN PRESENTS... HIS AUTOGRAPH—Famed showman Ed Sullivan is shown autographing one of his "Ed Sullivan Presents..." series of Columbia LP's, while making a recent appearance at the Korvettes' 5th Ave. and 34th St. stores in New York. Hundreds of fans were on hand to greet the well-known columnist and TV personality. His two newest Columbia LP's are: "Ed Sullivan Presents The Music Of Christmas," a collection of familiar Christmas melodies especially chosen by Sullivan and performed by orchestra and chorus; and "Ed Sullivan Presents Miller And Maura, The Last Two People In The World," a powerful comedy LP. Both of these two Korvettes' outlets are featuring full window displays this month on the Christmas LP. The comedy LP was produced by Sullivan Productions in association with Teo Macero, producer of Columbia pop A&到底, and the Christmas LP was produced by Teo Macero.

More Gold For The Brass
NEW YORK—Herb Alpert & the Tijuana Brass' latest A&M album, "Herb Alpert's Ninth," has just received a certification from the RIAA (Record Industry Association of America) for having exceeded the million dollar figure in sales. The RIAA will present Alpert and his group with a gold album in honor of the achievement.

The RIAA certification was arrived at, prior to the actual shipment of the album, by tallying advance orders. The announcement of the certification was made Dec. 5. A&M stated that the one million dollar sales figure had been reached one month before the albums were shipped late last week.

HILL AND RANGE SONGS, INC., ELVIS PRESLEY MUSIC, INC., GLADYS MUSIC, INC. AND THE ABERBACH GROUP OF MUSIC PUBLISHING COMPANIES ANNOUNCE THE REMOVAL OF THEIR OFFICES TO 241 WEST 72nd STREET, NEW YORK CITY ON DECEMBER 18, 1967

Christmas Album Reviews

CHRISTMAS CAROLS & GOOD GOSPEL—Rev. Cleophas Robinson—Peacock PIP 150

Featuring the world famed preacher and singer in an offering of well timed Christmas Gospel, this set should garner a big slice of the sales pie. "Everybody's Got A Home," "Little Drummer Boy" to all of its Christmas favorites makes this LP one of the strongest efforts here. Considering the Rev's far reaching popularity, the full color, cover portrait of the artist might prove a strong marketing point.

A MUSIC BOX OF CHRISTMAS CAROLS—Caroleers—Vanguard VCS 10015

Vanguard's Cardinal series offers this delightful Christmas package by the Caroleers to help brighten up your holiday. The set is enhanced by the use of music boxes from the Hornad collection. Some of the more outstanding tracks include: "Angels We Have Heard On High," "Carol Of The Advent," "I Wonder As I Wander," "Rise Up Shepherds And Follow," and "Carol Of The Angels.

CHRISTMAS FAVORITES FROM POLAND—Big Jigiole Ork—Jay Jay WJM 8863

This one is collection of Polish Christmas standards done in pleasant vocal and instrumental versions. Some of the more interesting tracks include: "Christmas With Boris," "Poor Baby In The Crib," "Mother Of God," "Shepherd's Song," and "Oh Jesus I". Likely to get a lot of holiday action. Jay Jay is located at 2415 South Kedzie Ave., Chicago.

CHRISTMAS ORATORIO—W. Ehmann (con.)—Vanguard SVR 232 SD

This warm Christmas LP is a part of the Vanguard Everyman Classics series and should get a healthy share of the seasonal pie as far as sales and good music airplay are concerned. The Hirsch Schutz work is beautifully performed by the orchestra, choir, and soloists.

CHRISTMAS GOSPELODION—Various Artists—Verve VJ/65 5643

Featuring such artists as Alice McClarity, Robert Banks, the Gospel Ambassadors, and the Golden Voices (to name a few), this Gospel Christmas package offers such works as "The Silent Night Sermon," "Go Tell It On The Mountain," "Sweet Little Lord Jesus," "Glory To The New Born King," and "So Much To Thank Him For." This one could easily see a lot of action during the season.

Epic In Push For Donovan Albums

NEW YORK—A special campaign has been kicked off by Epic Records to promote the two new albums released recently by the label's young artist, Donovan. The albums, released as a set, are titled "A Gift From A Flower To A Garden" and contain the broad spectrum of Donovan's talents together in one volume. Included in the deluxe set are the two albums, an art portfolio containing twelve of Donovan's lyrics illustrated by personalized art designs, complete lyrics to all of the songs on both albums, plus full color photographs of Donovan. The back cover photo shows Donovan with the famed Maharishi Mahesh Yogi of India.

The two albums have also been released individually. The first, intended for today's youth, is entitled "Wear Your Love Like Heaven" and contains Donovan's current hit single of the same title. The second, "For Little Ones," is directed to the children of the dawning generation, but together, to Donovan "may be enjoyed by all.

Both records were produced by Mickie Most. To promote these albums, Epic has designed colorful window and in-store display kits for both the set and individual LPs. All of the elements of the double-album set are illustrated in a three-panel display along with a reprinted personal letter from Donovan. Display kits have also been released for each individual album, "Wear Your Love Like Heaven" and "For Little Ones," showing the full color covers of each album.

These display kits will be distributed to record dealers throughout the country, along with hundreds of give-away leaflets which contain a personal message from Donovan and pictures of the album set and the individual albums. Dealers will also be supplied with pre-designed ad mats and ad components which will enable them to tie in with the national advertising which has been planned for major trade and consumer publicity, as well as for the underground Press.

Cash Box—December 16, 1967
JUDY IN DISGUISE (with glasses) TAKEN FROM PAULA LP 2197

PAULA 282
Keep Your Eyes on Judy
She's Headed For No. 1 in The Nation.

Just a Few Stations That Have Their Eyes — on Judy in Disguise

KIST—Santa Barbara
WDAK—Columbus, Ga.
WDRG—Hartford, Conn.
KVIL—Dallas, Texas
KMBY—Monterey, Calif.
WAYS—Charlotte, N.C.
KNIT—Houston, Texas
WXIX—Raleigh, N.C.
WINX—Washington, D.C.
KTSF—San Antonio
WRNR—Detroit
KDKA—Pittsburgh
WPEN—Boston, Mass.
KMON—Kansas City
WCLL—Chicago
WLOL—Louisville
WVNO—Columbus, Ohio
WTOO—Toledo

KYA—San Francisco
KMEK—Santa Barbara
KDFK—San Diego
WQXIR—San Diego
KFIZ—Fort Worth
KAY—Little Rock
KCOA—Sacramento
WNXO—Knoville
KTVN—Modesto
WNOC—New Orleans
WTKX—New Orleans
KOMA—Oklahoma City
KWKY—Louisville
KQV—Pittsburgh
WCAO—Baltimore, Md.
WIBG—Philadelphia
WPEC—Washington
WKO—Pittsburgh
KWHK—Sacramento
WYI—Lexington, Ky.
WMAK—Nashville
KNOE—Monroe
KEEL—Shreveport, La.

D.J.'s SEND FOR FREE RECORD—WRITE ON STATION LETTERHEAD

PAULA RECORDS
728 TEXAS, SHREVEPORT, LA.
A DIVISION OF JEWEL RECORDS CORPORATION
WEBB FORMS TWO FIRMS

LOS ANGELES — Writer-director Jim Webb (the penned "Up, Up and Away," the Fifth Dimension's recent hit on the Sock City label) has formed a new company, Webb Enterprises, to produce and market records for such established acts as the Supremes of Detroit, the Isley Brothers of Cleveland, the Four Tops of Detroit, and a long list of other acts now enjoying success.

 Webb’s company will engage in no world tours, will not be a merchandising firm and will not handle any new acts. The company will be formally organized at the end of the month, according to Webb, who has just opened up offices at 410 S. Beverly Drive in Beverly Hills, Calif. Webb has been involved in the music business for years and has run a production and arranging company in Los Angeles, Los Angeles, Los Angeles.

WEBB FORMS TWO FIRMS

NEW YORK — Acquired on Tuesday by the Columbia Masterwork's company is the new LP "Yule Suite," which will include the famous Carols by Elgar, and the "Christmas Joy," which will feature the music of Grieg and Dvorak.

COLUMBIA MASTERWORKS

NEW YORK — On Christmas Day, December 25, at 5 P.M., the CBS television recording of the "Yule Suite" will be telecast. The program will feature the first of four Young People's Concerts given by Leonard Bernstein and the New York Philharmonic. It is estimated that the special program, "A Musical Visit to Vienna in 5 Times," will be seen by over 12 million viewers.

COLUMBIA MASTERWORKS

NEW YORK — An extensive tour of the United States will be undertaken by the Columbia Masterworks company in November and December. The tour will feature a variety of artists, including the musicians of the New York Philharmonic, the Boston Symphony Orchestra, and the Cincinnati Symphony Orchestra.

COLUMBIA MASTERWORKS

NEW YORK — The Nitty Gritty Dirt Band is scheduled to play for a short time on the Mike Douglas Show as well as the "At the Bitter End" concerts in New York City. The band has just returned to California last week to play a series of club dates, including the Hound Liberty LP, which will feature a de-emphasis of "orchestra music.

NITTY GRITTY DIRT BAND

NEW YORK — H. P. Lovecraft, a recently popularized Philips rock act, will be playing at the National Music Hall in New York City, as part of a nationwide tour. The group has already appeared in many cities, including Los Angeles, San Francisco, and Cleveland. They will return to Chicago for the Christmas holidays.

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RCA FIELDS 11 ARTISTS IN L.A. SPANISH SALUTE

NEW YORK — Latin American artists were among the 11 performers at the 1st "Festival Latino" at the Philharmonic Hall in New York City. The festival began on Dec. 8.

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Pop Picks

MAGICAL MYSTERY TOUR—Beatles—Capitol MAL/SMAL 2835

The Beatles have left the somewhat macabre and disturbing world of "Sergeant Pepper's Lonely Hearts Club Band," and they are now living, or perhaps just touring, a comparatively gentle life filled with "magical mystery." Colorful arrangements, haunting melodies, and an angry rock and roll-fanciful lyrics are in evidence on Side 1, which contains the five songs and an instrumental from the TV film (same title as the LP) the Beatles made recently. The double-fold package comes with a 24-page, color picture book. Should be #1 soon.

HERB ALPERT'S NINTH—Herb Alpert and TJB—A&M 139/SP 1136

Following in the footsteps of his first 8 smash albums, "Herb Alpert's Ninth" is in strict keeping with the quality and artistry that the industry and public has become accustomed to with TJB product. Outstanding efforts include: "My Heart Belongs To Daddy," "A Bar And," and "With A Little Help From My Friends." The cover features a mock up of Beethoven wearing a Herb Alpert sweatshirt and it, like the colorful liner photos, is excellent.

WILD HONEY—Beach Boys—Capitol T/JST 2859

"Wild Honey," a rousing, driving rocker, was a recent hit single for the Beach Boys, and this album of the same name should be a hit, too. Most of the songs on the set are in the rock bag. An interesting track on the album is "Mama Says," a cappella number which sounds somewhat like a southern Negro choral. The package also includes the group's latest single offering, a contagious rock launcher called "Darlin'"

AFTE BATHING AT BAXTER'S—Jefferson Airplane—RCA Victor LSO 1511

Here's the eagerly anticipated third Jefferson Airplane LP on RCA Victor, and it's a magnificent, wailing, driving package that should stir up a lot of activity in the marketplace. It contains "The Ballad Of You & Me & Pooneil," "The War Is Over," "Young Girl Sunday Blues," "Hymn To An Older Generation," and "Watch Her Ride," to mention only a few of the more outstanding efforts. Especially packaged in a fold-out jacket with art reminiscent of vintage "Mad" magazines.

FOWL PLAY—Raja Marimba Band—A&M 136/SP 1136

No strangers to chart territory, the Raja Marimba Band could score another winner on their hands with this forceful offering. Included on the set are the title tune, "Fowl Play," "Fiddler On The Roof," "Along Comes Mary," and "She's Leaving Home." The sound is bright and effervescent, and the LP bears watching.

DON'T LOOK BACK—Johnny Mann Singers—Liberty LRP 5353/LST 7355


BY THE TIME I GET TO PHOENIX—Glen Campbell—Capitol T/KP 2851

Titled after his chart single, "By The Time I Get To Phoenix," Glen Campbell's new album figures to enjoy the same kind of success as that hit. Besides the title song, the LP includes "Back In The Race," "Hey Little One," "I'll Be Lucky Some Day," and "Love Is A Lonesome River." The artist sings in a gentle, soft style, and the set is a most pleasing package.

FOR ALL THE SEASONS OF YOUR MIND—Janns Ian—Verve/Forecast FT/FTS 3021

Janns Ian has composed eleven contemporary folk songs which are biting, incisive, and sometimes bitter. The selections include: "A Song For All The Seasons Of Your Mind," "There Are Times," "Shady Acres," which attacks the practice of children committing their parents to old-age homes, and the artist's current chart single, "Insanity Comes Quietly To The Structured Mind." A most provocative LP indeed.

HELLO, DOLLY!—Pearly Bailey—Starred Cast—RCA LSO 1147

This is RCA's third-go-around on a "Dolly" cast, preceded by the original and the Mary Martin-London version. This one features an all-Negro Broadway cast starring Pearl Bailey and Cab Calloway moves along with sparkling, born-yesterday vitality. And it must be said that the Jerry Herman score wears well, sporting as it does a most hummable collection of songs. A "Dolly" in delightful hands.

BENNY GOODMAN & PARIS LISTEN TO THE MUSIC—Command BY 5774

A delightful Command debut blending the big Benny Goodman sound with the mood and spirit of Paris. Some of the better tracks include: "I Love Paris," "I Will Wait For You," "Mim"

SALLY FIELD—STAR OF THE "FLYING NUN"—Coltine COM/CON 186

Sally Field, currently starring as an of-air-borne sister in the weekly NBC-TV series, "The Flying Nun," here offers an album on which she sings "Ned Wragon To Fly" ("The Flying Nun" theme) and eleven other numbers which go to make up a collection that reflects the sunny optimism of the character Miss Field plays on TV. The lark warbles sweetly, and the set could be a winner. Keep it in sight.

HOW TO BLOW YOUR MIND AND HAVE A FREAK-OUT PARTY—Unfolding—Audio Fidelity—AFLP 2184/AFPS 6181

The title of this album explains its intention. Side 1 is entitled "Acid Rock" and includes five groovy psychedelic rock numbers. Side 2 is entitled "Meditations" three far-out narratives (with far-out background music and noises) and one chant. Performed with imagination by a group called the Unfolding, the set could stir up enough enthusiasm to become a nice seller. Watch it for action.

GONE WITH THE WIND—London Symphonia/Stott—Pickwick 33 PC/SPC 3087

Here's a new recording of Max Steiner's complete original score to the epic cinema venture, "Gone With The Wind." Recorded in Pickwick's London studios, this set is out just in time to ride to the top with the re-release of the film and is likely to prove a powerful sales item wherever the classic is shown. This is a new recording combined with the reputation for excellence held by the London Symphonia could, perhaps, be the strongest sales point of the set.

VALLEY OF THE DOLLS—Music from the Motion Picture Soundtrack—20th Century-Fox (S) 1196

This LP, consisting of music from the motion picture soundtrack of "Valley Of The Dolls," figures to capitalize on the success of the book and the heavy promotional campaign given to the flick. The music and the songs were composed by Dory and Andre Previn. The conductor is Johnny Williams.
NEW YORK—The latest package out on the SESAC label is "Trilogy," a 3-LP set in a triple fold jacket containing 48 hymns, anthems, and carols recorded in the Christ Chapel of the Riverside Church in New York City. Introduced only 3-weeks ago, the set has reportedly garnered enthusiastic order response in nearly 100 markets throughout the U.S., England, Canada, and the Virgin Islands. The set was designed for application in programming during the coming Christmas season as well as during all other major religious observances.

Many of the selections included in the $12.95 package are 1-min. in length and may be of special use in producing sermonettes, promos, and backgrounds.

Murry Wilson Returns From European Tour

LOS ANGELES—Murry Wilson recently returned from a promotional tour of Europe for his Capitol album, "The Many Moods Of Murry Wilson." In his capacity as president of Tunes Publishing Company, this is just one of many such trips he has taken in the past five years.

"In Europe," today's said Murry, "they're taking American group hits and re-recording them in their own language with their own artists. This cheapens the sound. The music business could be more exciting if it would pursue new sounds and new talent with original music rather than copy successful original recordings. It started three years ago and is becoming more germane."

Wilson went on by saying that it would "be beautiful" if a successful artist could retain his own niche throughout the world rather than have a rash of duplications of his sound or style.

Wilson gave the example that "everyone loved Bing Crosby because he was unique." He says that the "same should be with groups. They should be able to capitalize on their uniqueness also."

Wilson also stated that "just like in the States," each European country is knocking out an overabundance of product, unnecessarily. "But," he said, "you don't hear a hit record played as frequently. Maybe only twice a week. I think this is good and bad. Had because the record isn't exposed as completely as in the States. Good because the record stays around a little longer."

Murry has found more "beautiful music" interspersed with pop music on the pop British stations.

"This is also good," Murry believes. "Because the younger generation is being exposed to more culture. And, the disk jockeys are more dignified. No hard sell by fast-talking screamers."

The most interesting of Wilson's observation is that psychedelic music is out in England. Wilson said that the broadcasters have formed an unspoken bond to boycott any record which smacks of psychedelic lyrics or any connotation regarding sex, drugs or off-color hidden meanings which would be exposed daily to eight-year-old children.

"Wouldn't it be a great thing," stated Murry Wilson, "if broadcasters in the U.S. did the same thing. I'm including record companies in on this too. They both owe a debt of responsibility to our nation and our children."

"Recently, I refused to publish in sheet music a song with off-color, hidden meanings. And notified its writers that they wouldn't receive sheet music royalties."

"I think we've got a great country," Wilson concluded. "But, like the English, we've got to take a definite stand against this music. If we do, I know we will unsuccessfully eliminate it from the pop scene."

New Mag From Rios

NEW YORK — Aiming at the new Latin, Peter Rios has begun publication of "Latin N.Y.," a magazine which attempts to close the gap between "old" Spanish-speaking communities and the people of today. "Latin N.Y." offers reading with information covering the entertainment field with emphasis on top Latin band leaders, radio personalities and top ten recording artists. Editions will appear in English.

Cash Box—December 16, 1967
Pop Best Bets

NICK PALMER TURNS IT ON—RCA Victor LSP 3894

Nick Palmer delivers a zestful offering of pop tunes calculated to appeal to a wide listenership. Included on the disk are “It’s Not Unusual,” “I Will Wait For You,” “Sixteen,” “All I Need Is You,” and “In The Hands Of An Angel.” The artist performs with joy and vitality, and the set should see brisk sales action.

THE SWEETEST THING THIS SIDE OF HEAVEN—Chris Bartley — Vando VA/VAS 60,000

Chris Bartley follows up his recent chart single, “The Sweetest Thing This Side Of Heaven,” with an album of the same title. Other R&B outings on the set, in addition to the title tune, are “You Get Next To My Hips Than One,” Len Chandler offers an LP excursion into the world of the contemporary art song. This one is a really delightful set and stands a good chance of seeing plenty of spins and sales.

THE LOVIN’ PEOPLE—Len Chandler—Columbia CL 2733/CS 9553

Featuring such offerings as “The Language Of Love,” “The Lovin’ People,” “Touch Talk,” “Behind Your Eyes,” and “The Warmth Of You Beside Me,” Len Chandler offers an LP excursion into the world of the contemporary art song. This one is a really delightful set and stands a good chance of seeing plenty of spins and sales.

Jazz Picks

THE HERBIE MANN STRING ALBUM—Atlantic (SD) 1490

The lyrical flute of Herbie Mann is showcased in this fine album with strings providing a warm background. Among the selections are “Hud’s Theme (Just A Little),” “I Get Along Without You Very Well,” “The Theme To Love,” and “It Was A Very Good Year.” The LP should be a fast-moving sales item in both jazz and pop circles.

TRIPLE PLAY—Johnny Hodges—RCA Victor LPM/ LSP 3667

 Alto saxist Johnny Hodges performs a set of ten jazz sessions with three different big bands. Some of the musicians are past or present members of the Ellington band or are jazz musicians of the highest caliber, such as Tiny Grimes, Ray Nance, and Roy Eldridge. Among the groove efforts are “C-Jam Blues,” “William Tell,” and “Nearness Of You.” Jazz aficionados should go for the album in a big way.

Classical Picks

BERLIOZ: SYMPHONIE FANTASTIQUE

Toronto Symphony Orchestra/Ozawa—CBS Masterworks—32 11 0035/32 11 0036

Seiji Ozawa, the famed Japanese conductor who spent four years as assistant conductor (to Leonard Bernstein) of the New York Philharmonic and who is now in his second season as music director and conductor of the Toronto Symphony, offers on this album a spirited and yet beautifully controlled interpretation of Berlioz’ “Symphonie Fantastique.” One of the first program symphonies, the piece “tells” the story of a young musician’s fatal love affair.

Cash Box—December 16, 1967
Before Dinner
Donny Straddela (left) and Stanley Adams, president of ASCAP, are pictured here at a cocktail party in the Versailles Suite of the New York Americana last Tuesday, prior to the AGVA youth fund dinner honoring Straddela as “Man Of The Year.”

Dubbings Dubs Smith President
NEW YORK—Dubbings Electronics, a wholly-owned subsidiary of Consolidated Electronics Industries Corp. (NYSE), has elected Paul C. Smith, Jr., president. Dubbings is the nation’s largest independent tape duplicator of compact cassette and phonograph records.

Smith succeeds Julius A. Konis, the founder and only stockholder of Dubbings until its acquisition by Consolidated Electronics in October. In assuming the management realignment, Mr. Konis’ financial resources, Consolidated Electronics are to be used to determine the growing potential of the cassette market, and this new arrangement fulfills Mr. Konis’ promise of “all of my time to the research side of the business.”

Mr. Smith, who continues as a director and corporate officer, will concentrate his research activities on the mass production of tape record- ings, a field in which he has been active for many years.

Expanded Facilities
With its recently expanded facilities in a 25,000 square foot plant on Long Island, Dubbings is able to produce 10,000 pre-recorded cassettes during a single work shift, in addition to its daily output of 4- and 8-track tape cartridges and reel-to-reel tapes.

Included in the highly automated facilities at Dubbings are integrated tape duplicators and recording panels for high speed duplicating in both 8-track and reel-to-reel configurations.

The company presently has 14 automated assembly lines for its cassette output as well as a dedicated equipment for shipping, labeling and shrink wrapping.

Dubbings released its own line of pre-recorded tapes through private brand distributors and now contracts for worldwide record companies as well as custom work for other organizations. The company has recently purchased selections from Vox, Eurotron, Mobile Fidelity and Rca and has added over 500 titles to its library.

Today, about 70 companies are marketing playback units using cassettes. The list includes General Electric, Philco, Magnavox, RCA, Revere Wollensak (3M), Sony, Ampex and Pana sonic.

Consolidated Electronics is a diversified manufacturer of electrical, electron-ic, mechanical, and electronic products and components through its subsidiaries, Philips Electronics and Pharmaceutical Industries Corp. and The Sessions Clock Company. Electron is also a leading producer of electronic computer recording instrumentation, electronic components and contacting devices, industrial testing equipment, clocks, industrial timing devices and photographic equipment for human, animal and plant use.

Federation Honors Bob Sour By BM
NEW YORK—More than 600 guests paid tribute to three members of the entertainment world who were honored on the occasion.

Last week by the Federation of Jewish Philanthropies of New York, the affair, run by the entertainment division of the Federation, saw Bob Sour, president of Victor, and Leonard Lococo, president of the Brands Theatre chain; and Herbert Rosenthal, vp of program development, National Broadcasting Co., honored for their contributions to the Federation, celebrating its 50th anniversary in 1967.

Each honoree was presented the Federation’s New Guest of Honor plaque.

Among the music industry figures on the dais were Sidney Kaye, Howard Richmond, Tommy Valando, Sal Chichar, Meyer Davis and Allen Klein.

Silverman To Top Westwood Pubbery
HOLLYWOOD — Bernie Silverman, associated with Columbia Records for big-name artists and executives, has been named to top the head up the Jack Jones, Where Prince, Westwood Pubbery. The firm was formed recently by Jones and his business manager, Prince. Silverman’s appointment is ex- factive immediately. He will work out of Westwood’s offices at 8150 Beverly Blvd, L.A.

In addition to actively soliciting new writing talent, Westwood is pre- pared to develop and produce albums for recording artists to lease to major labels.

Silverman will head up both facets of the firm, with corporate structure leaving Jones to serve as vice presi- dent and Prince as secretary/treasurer.

Quinnipiac College Slates Jazz Festival For Coming April 19-20
HADLEY — Invitations to the first Quinnipiac Collegiate Jazz Festival, to be held in Hamden Con- necticut, have been extended to several entries by the Carnegie. A student committee is inviting the music chairsmen and stage direc- tors of the country’s leading colleges and universities, to take part in the event.

The Columbus, a group which has been active in the area, will receive awards and will be a feature of the festival. The competition has three years, has been invited to submit a non-returnable 10-minute audition tape prior to the January 15th deadline. Applications require a $5.00 non-refundable reg- istration fee.

Entrants will be screened by an au- ditioning board and those qualifying will be invited to participate in the festival by a music panel of adjudicators and the audience of the Berklee School of Music in Boston. Included on the panel are Iris Gitler, “Downbeat” editor, and Ira Sullivan, concert jazz-concert jazz-trumpeter; and Bob Hall, music critic of the Oakland Theater in Walling- ford, Connecticut.

Entrants are asked to handle their own transportation, food and food expenses but will be assisted in ar- rangements by a student committee at the Quinnipiac College in Hamden.

Applications, tape entries and re- quests for information may be directed to Philip Joffe, general chair- man, Quinnipiac Collegiate Jazz Festival, Quinnipiac College, Mt. Holyoke, Wallingford, Hamden, Connecticut 06291 or by telephoning 288-5251 (area code 203).

Mancini Scoring Films
HOLLYWOOD — Composer-conductor Henry Mancini has canceled over $150,000 in concert gigs in order to remain in Hollywood and concentrate on composing film scores for the next 7-8 months. The situation was formed at the Mormon Tabernacle on December 2. He is currently working on “Darling Lily,” resigning his long-time association with producer-director Blake Edwards.

Primasters Distributing Most Audio Arts Labels
HOLLYWOOD—The expanding Pri- masters organization has completed negotiations for exclusive national distribution of all Audio Arts labels; as of today, which will continue as a Bell Records dis- tributor. Primaster will handle all public relations, publicity, and promo- tion (as well as distribution) for the H’wood-based Audio Arts labels.

Music Sales
(Continued from page 7)

The total expected to exceed 2,000,000 in 1967, but new trends in the rock field are bringing increasing interest in electronic versions of the harmonica and tambourine, Wainner declares.

Amplification is a "must" today with the trend toward the guitar, he says, and the harmonica is now being offered in nearly every high school in the country.

Radios are the prime listening de- vice for all generations of America, whether in cars on the road (there are now 64,500,000 radios in cars) or at home where 95% of all homes wired for electricity have radios. Actually the number of radios in use in the U.S. exceeds the popu- lation of 200 million by 62,700,000, many of them AM.

Photographs, too, are a booming segment of the music industry with the introduction of the jukebox print, which is operating in the nation expected to reach 60,000,000 before the end of 1967. Ninety years after Edison pro- duced his first phonograph, America is buying records at record levels and sales expected to exceed $850 million this year.

No Passing Fad
The “fact is that America’s new music-mindedness is not a passing fad, but a change in the way people perform and are entertained,” notes William R. Gurd, execu- tive vice-president of the N.A.M.M. This year 2,500,000 people will buy musical instruments for the first time.

In sales of music listening products has more than doubled to 40,000,000 units an- nually.

“Business was better in the retail music business, whether in guitars, organs or instruments,” says Gurd. “The change among America has become ac cus- tomed to music wherever he goes,” he adds.

Music is “the prime item of radio programming” with teenagers being the main target of all music programs. A total of 85% of the youth are expected to be listening to music every day. A total of 85% of the youth are expected to be listening to music every day compared to 70% of the overall population.

The “four” to around-the-clock radio, music is 90% of all pro- gress, the future of the world are going up in the past decade since the popular- faded from the scene.

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Cash Box—December 16, 1967
Talent On Stage

LANA CANTRELL

NEW YORK—The Coppola/Universal policy of sending casts to second-tier playhouses first and offering a headline engagement the next time around—that is, if there is a next time—is about to be skewered by Richard Hayman, though a ran-20 down of his recent stunts and performances suggests he isn’t too worried about it just about everywhere.

Hayman, who has a musical direction that keeps Hayman busy most of the summer, during which time he was musical director for Bob Hope’s tour, Jack Benny’s appearance at the Louisiana State Fair, and the Johnny Carson “In Person” show at the Allen-20, Pennsylvania State Fair not to mention directing Herb Alpert and the Tijuana Brass’ show at the Central Canadian Exhibition in Ottawa.

More recently, he orchestrated the music for two one-hour television specials including the “Aladdin” which appeared last week (6) and “The Emperor’s New Clothes.” Last year he performed the same task for “Jack and the Beanstalk” and “Pinochio.” Each of these shows was the Prince of Players. Other orchestra credits for this year included Upjohn Micron’s score for the ABC-TV special “Scott & the Eagle for the South Pole” and a number of LP’s including five new Arthur Fiedler sets, three Manhattan Pop Orchestras albums, and the original last LP from “Pinochio.”

Hayman’s personal appearances last included a guest-conductor showing with the Boston Pops, a west coast tour with the Manhattan Pop Orchest-20 (on whose own ensemble is presented on Time Records with “Melodies of Love”) and he revealed extensively as harmonica soloist. Current works in progress include orchestrations on a film for Columbia to the “Race for the South Pole” show, a documentary on Venice for the “Sagas of Western Man” series; and orchestrations for the Broadway pro-20duction of “Swingin’” starring Ros-20sano Brazzi. In films, Hayman has composed, arranged and conducted soundtracks for “Effort At Conver-20sion Between Two People,” “Two’s Company” and “The Ballad of Texas vs. England.”

He is now working on and completing some new songs, playing golf, water skiing and swimming, Hayman hasn’t been doing a lot of singing.

Where’s Dick Hayman? Or, Where Isn’t He?

NEW YORK—Prime candidate for “where be he now?” characterization is to be Richard Hayman, though a rundown of his recent stunts and performances suggests he isn’t too worried about it just about everywhere.

In the musical direction column Hayman keeps Hayman busy most of the summer, during which time he was musical director for Bob Hope’s tour, Jack Benny’s appearance at the Louisiana State Fair, and the Johnny Carson “In Person” show at the Allen-20, Pennsylvania State Fair not to mention directing Herb Alpert and the Tijuana Brass’ show at the Central Canadian Exhibition in Ottawa.

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Promo Movies Arrive To Move Performing Discings

HOLLYWOOD—Short promotional films that put a disk artist and his music across the country on TV advertising and programming over approximately 500 pop radio stations, are being sold across the nation, plus the many foreign markets, which use these promotional films, with an average audience of 600,000 per market.

Tomorrow’s Movies, a young Hollywood production company, headed by Albert A. Valensi and Sim Farar, has acquired promotional films for television viewing for Dunhill, Capitol, Columbia, Decca, Liberty, Decca, Columbia, and many more. “Bom City” (KJH TV Los Angeles) and “Dick Clark’s American Bandstand” (ABC TV Los Angeles) alone, has aired “Tomorrow’s Movies” which are called “Dirt Band, The Knock, The Grass Roots, Teddy Neely Five, Leonard Wonder Baby Gebby, The Young Stuff, Glen Campbell and others.

A disc jockey management and disc jockey sales management and Ken Mansfield of Capital Records, were the first to take advantage of the potential impact of promotional films by Tomorrow’s Movies. States Mansfield, “A new artist can become visually known along with his record at the same time. There is no cost in travel and yet both the artist and the record are well represented in the pop shows.”

Valensi and Farar collaborate to create a 16mm sound-over film version of each artist’s single to project the “human side of the performer and create a strong visual impression of the song and lyrical content.”

Taking of “Tomorrow’s” display to a new level, they have recently said, “It is most possible that in the near future the more progressive songwriter will be writing material expressly for the song-film medium. Further-20more, pictures, songs, photo shooting in place of or in addition to live entertainers, appears imminent.”

Charlatan Productions Shoots Three Films

Charlatan Productions has completed shooting films for three major record companies according to presi-20dent Tom Rounds. He said that pro-ducer-director Peter Gardiner has been working with Fox studio production staff on presenta-20tions of “Foxy Lady” by the Jimi Hendrix Experience for Warner Bros. “The Last of the Biscuit and the Rain Must Fail” with the Epic Splendor for Decca, and “Highway Justice” starring George Burdon and the Animals for MGM-20Verve.

ASCAP finance committee and board members will confer in New York at a meeting which will be followed by a reception at which songs of the 1919 era—many of them America’s musical heritage—will be sung by the Upper Johnnies, a Barbershop Quartet.

Merchandise-Promo For Ryker


Although stickers have been used before to identify a single hit in an album, this is Mitch Ryder’s first single and the first time that the “uncut” phrase-lined on the sticker will be available to wholesalers, retailers, rack jobbers, and will provide a strong point-of-purchase appeal to the customer. It is expected to have the same way that the popularity of the potential buyer that a similar type of notice has on a book.

The complete band runs a total of four minutes and 32 seconds, and was originally released in full-length. Ru-20dio station requests for an abbreviation, an increasingly common pheno-20menon of the “long single” contro-20versy in the industry, is being edited to three minutes and 32 seconds. The full version has been restored to the LP.

The “What Now, My Love” album, featuring the release, released by a gatefold, contains several long cuts such as “If You Go Away” (running almost 11 minutes) and “I Make A Fool Of Myself” (four minutes even). Other selections include “Sally Go Round The Roses,” “Born To Love,” and “Whole Lotta Shakin’ Goin’ On.”

Produced by Bob Crewe, the LP is programmed on one side as “19 min-20utes and 50 seconds that cover the lifetime of a love affair” and on the other side as “15 minutes and 50 sec-20onds of instant party.” Among the abilities of Ryder with hard-rock and sophisticated pop.

Happy Opening

Shown after Al Martin’s recent opening at Studio One, the disc jockey show are (from the left): Bud O’Connor, promotion man; Joyce Gib-20nore, Capitol’s vice presi-20dent; Pete Quartet, Al Martin; and Don Grier-20son, district singles pro-20motion manager. While in the City by-20day, Martin made a number of pa’s to promote his new LP, “Mary In The Morning.”

Cash Box—December 16, 1967
NAMM Seminars Deal With Merchandising

CHICAGO—The National Association of Music Merchants will sponsor a series of sales-management seminars in five cities across the nation starting on Sunday, February 19, to acquaint merchants with the latest trends. The seminars, held every Thursday at eight major dealers, will cover topics such as: "How to Use Your Phone"; "The Art of Advertising and Self-Promotion"; "The Importance of Salesmanship"; "The Sales-Led Sales Team"; and "The Importance of Sales Management." Each seminar will be conducted by a different speaker, selected from the music industry.

That's Real Good

Bill and Steve Jerome, seated, of the sign company, were at the signing of a long time agreement with a group known as the Front End.

Rock & Religion Meet In New York

NEW YORK — On Friday evening, December 22, at the Congregation Mishkan Israel Auditorium in Hamden, Connecticut, "Sabbath Rock 'n' Rest", the first rock liturgy for a synagogue service, will receive its premier.

"Sabbath Rock 'n' Rest" was written by Yisrael Miron, an Israeli composer now living in New York. Miron has written nine secular-worship oratorios and many other choral and orchestral compositions, as well as the internationally known song hit, "Tsena, Tsena, Tsana." One of his oratorios is "Golden Gates Of Joy," which was performed by the Ray Charles Singers on CBS-TV.

"Sabbath Rock 'n' Rest" calls for two choirs, two orchestral ensembles and an electronic music synthesizer. It will be conducted by Gershon Kingsley, an electronic music specialist with Vanguard Records. The ensembles for the premier are a group of musicians of the New Haven Symphony and the New York Rock 'n Roll Studio Combo.

The narrative and liturgical adaptations, as well as the English lyrics, are by Rabbi Robert E. Goldberg and Cantor Arthur Yolkoff of the Congregation and Tziper Miron, the composer.

Miron has based his work, which is in 15 movements, on Jewish liturgical and cantorial modes, using the modes and rhythms of rock and interweaving modern contrapuntal structure.

Farber's Brainstorm

The man responsible for this innovation is Leonard L. Farber, a real estate developer who also heads S.F.M. Music and Star Records Enterprises.

His imagination was fired by the jazz liturgies in churches. He thought they reflected the younger generations search for better understanding.

Why not something similar in a synagogue service? he asked himself.

The problem was to find a composer versatile enough to combine classic liturgical and pop-rock forms. Farber solved the problem through Miron, a former deputy director of music in the Israeli Ministry of Culture; a winner of the Engel Prize; the recipient of an award from the Cantors Assembly of America for his contributions to liturgical music, and at present, an associate professor at the Jewish Teachers Seminary of New York.

The result was a "Sabbath Rock 'n' Rest", subtitled "And None Shall Make Them Afraid.

Farber has predicted that the performance of "Sabbath" this and similar works will become as frequent in churches and synagogues as "Young Americans today are rocking us all," he says, and an even morebrotherly world for mankind.

He said, "I believe this service is a timely tribute to them. Its aim is to unite the prayers and aspirations of sacred worship for the young people, who are a vital part of the American scene."

Grown Up Now

Liberty's national sales manager Jack Bratel (left) and national promo manager Dennis Ganin (right) present a gold record to Bobby Yee for his "Come Back When You Grow Up." Deck the lib has been followed up by an LP by the same title and single entitled, "Beautiful People."

Upcoming Events

A Schedule of Major Industry Events in the Coming Months

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<td>NARAS GRAMMY AWARDS</td>
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<td>NY: NEW YORK HILTON CHICAGO; NOT FINALIZED</td>
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Cash Box—December 16, 1967
Paul Revere & Raiders Wax In Both Spanish & Italian

NEW YORK—For the first time Paul Revere and the Raiders, featuring Mark Lindsay, have recorded songs especially for overseas markets. As a result of a recent recording session produced by CBS International Etore Straetta, the CBS-affiliated band will record versions of several songs in both Spanish and Italian.

For Spanish language markets, the CBS artists did their single “I Had A Dream” as well as “Never.” CBS in Mexico is rushing release of a single in a deluxe sleeve in time for Christmas, and CBS affiliates in Spain and throughout Latin America are also planning a special release of the Spanish recordings. The Raiders’ Italian version of “I Had A Dream” and “Little Girl in the Fourth Row” will soon be released by CBS Italian.

Napoleon Joins Lammare; Coordinates Contemp. Music

NEW YORK—The Jimmy Lammare Agency has informed Cash Box that Joey Napoleon has joined its organization and will coordinate the agency's operations in the contemporary music field, reporting directly to Lammare. Napoleon previously was with his own personal management firm and served as president of Capitol Productions, an independent record production company.

His arrival signals an acceleration of the agency's search for creative, new talent. The Lammare agency will maintain an "open door" policy towards new and established acts and intends to work along closely with record labels in the development and promotion of its artists.

The Jimmy Lammare Agency handles: the Knickercollars (Challenge Records), the Vibrators (Dot Records), and the Knockouts (RCA).

Capitol Releases Jimmi Hendrix LP

HOLLYWOOD—Capitol Records has acquired release rights to an album by Warner Bros./Reprise guitarist Jimmi Hendrix, according to an announcement by Vogue Gilmore, vice president of A&R at Capitol Records. Large deal was negotiated with Ed Chalpin, president of FPX Enterprises, a New York production company.

In order to compete with Capitol's powerhouse overall Yule release, the label is unveiling "Get That Feeling," featuring Jimmi Hendrix playing and Curtis Knight singing, in "rock" fashion. The Hendrix-Knight album will be marketed with other Capitol projects as the "Magic Mystery Tour" by the Beatles and "Wild Honey" by the Beach Boys, and multi-disc deluxe gift packages by Frank Sinatra, Dean Martin and Jackie Gleason.

"Get That Feeling" was recorded by Hendrix and Knight in New York this summer. According to FPX, it will be issued by Decca in the U.K., Sweden, Germany and Japan, and by RCA in Argentina.

No Crumbs Here

Decca's distaff trio, the Caleys, pose in front of a window display featuring their LP, "The Caleys," at Wallach's Music City in Hollywood. Ethan Caston, vice president of the store, poses with the girls. A single from the LP, compiling "Rainbow Wood" and "Fire Fly" has just been released.

New All-Out Mr. G Campaign Tops Audio Fidelity Growth

NEW YORK—An all-out introduction drive for the Mr. G. label keys the biggest expansion move by Audio Fidelity, the Mr. G parent firm, since A.F.'s inception.

Under the supervision of George Tolin, the subsidiary has released, "The Morning Glory Man" by the Declaration of Independence with a Mr. G. banner. Dealer ads have appeared in music trade newspapers and the follow-up advertising began with mailings to dealers of parchment reproductions of the Declaration of Independence, copies of the record and a quill pen with the statement that Mr. G. had signed the Declaration. Jig-saw puzzles of the famous paint- ings forming one of the Declaration will mark the fourth leg of the campaign.

Radio station contests will top off the drive offering an all-expense paid trip for two couples to Philadelphia include choice of deluxe hotel or motor inn, theater tickets to a top show playing in Philadelphia, a city guide and tour of the city.

Three independent promo men have been hired to work on the single in key markets: Herb Rosen in New York, Philadelphia, Boston, Washington; Sammy Kaplan covering Michigan (working out of Detroit); and Tony Richland for the L.A. and S.F. markets. All promo men and sales managers at distributors have been alerted to the drive for "Morning Glory Man."

Other major areas of expansion for the high-promoted campaign by the Gabble Gimble took over the reins in- cluding growth in the spoken word field and catalogs of FCS and pop material.

Gimble announced at a recent staff meeting that the agreement had been reached with Redline, the English firm in the Rediffusion Group, for U.S. release of much recorded material in the Redline library. First release under this arrangement is to be an LP of the Tony Osborne Orchestra. Other offerings will be announced shortly.

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Cash Box—December 16, 1967

EMS' Lardan Is Radio Panelist

NEW YORK—Larry Lardan of Every Mothers' Son will discuss the "Music That Stirs the Savage Beast" on "Family Living," the nationally syndicated, award winning radio public service series. Irving Caesar, noted lyricist, will also be featured on the program.

Hosted by Alun King, the program will be heard on the following stations December 16: KIRN, Portland, Oregon; WIFE, Indianapolis, Indiana; KOHL, Omaha, Nebraska; and WPDQ, Jacksonville, Florida.

"Family Living" is produced under the auspices of the Educational Division of The Home Life Insurance Company Family Life Institute in conjunction with Fordham University. The Institute is a nonprofit public service foundation devoted to the perpetuation of better and happier family living. Edwin Lee is executive producer and permanent panelist.

Luiz Henrique in Brazil

NEW YORK—Living artist-composer, Luiz Henrique, took off this week for his home town Florianopolis in Brazil. His visit will include some well- deserved rest, while a portion of the time will be devoted to new material.

The young South American arrived on these shores about three years ago. Making his debut on the same bill with Oscar Brown, Jr. at the Cafe An Go Go, Henrique has made praiseworthy strides in the entertainment field since that time. Strongly influenced by the fiery tempos of the Brazilian carnivals, he has carved a unique niche in the establishment of the bossa-nova bosses.

The Edward B. Marks Music firm recently released a samba folio, "Brazil—It's Music Today," which features seven of his works. There are fifteen in all. Some of the selections can be heard on his new LP album on Verve. It is entitled "Barra Lima (Everything Is Cool)."
NEW YORK — London Records expects more than 200 persons to attend its January 6-7-9 sales convention, which will be held at the Concord Hotel in the Catskill Mountains in western New York. If attendance meets the label’s expectations, the sales convention will be the biggest in London’s history.

At the convention, London will introduce 40 new LP releases, the largest number of albums ever issued in a single release by the label. The release incorporates key material from all elements of the London catalog, including pop, classical, phase 4, and international. The presentation will make use of a specially-prepared color film.

The gathering will include all London’s top brass, as well as regional promotion and sales personnel, distributive chiefs and their sales executives, and promotional personnel, and representatives from key accounts in various of the nation’s markets. Chartered buses will pick up the visitors as they arrive at the Kennedy International Airport for transportation direct to the Concord.

When the delegates arrive at the hotel, the guests will be feted at a welcoming cocktail party and dinner Saturday evening, Jan. 6, with the official presentation of the product slated for Sunday morning. Sunday evening, the Concord management will host the group at a dinner with the theme of “A Night in an English Pub” in honor of London Records.

Monday morning, Jan. 8, the company will hold two separate seminars. The first of these, dealing with the subject of “Pop Singles and Their Promotion,” will feature Bill Gavin as moderator. A second seminar on classical product will follow immediately.

The results of this session will be announced shortly.

SAILING ON THE RIVERBOAT — Doc Severinson, on the occasion of his opening at the Riverboat in New York, chats with Loren Becker (second from left), general manager of Command, and with George Simon (second from right), a representative of Big Bands. All indications show Severinson’s gig at the plush niterly to be very well attended.

London Expects Biggest Meet In Jan.

Ryder-Pickett Tour

NEW YORK — From December 26 to January 2, Mitch Ryder and Wilson Pickett will tour major cities together.

The tour will begin at the Rochester War Memorial, Rochester, New York, and proceed to the Coliseum in Chicago the next day and continue with dates at the Pittsburgh Civic Arena (December 30), two performances at the Charleston Civic Arena, Charleston, West Virginia (December 30 and 31) and goes into the Shady Grove Music Fair in Gathersburg, Maryland, outside of Washington, D.C., on January 1. Ryder and Pickett finish on January 2 at the Fox Theatre, Long Island, New York.

The show will be a blend of folk, pop and R&B vocal and instrumental music running from “Summertime” to “What Now, My Love” and “In the Midnight Hour.” Opening with a selection of folk and Gershwin tunes played by an 8-piece band, the show will close with the voices of Ryder and Pickett in “one-two punch” performances.

Rydell, coming from the Salt Lake City list will be to preserve on tape the best sound obtainable. Ryder’s announcement of the Utah show

NEW YORK — London Records has been given the right to record and preserve in its audio archives more than 40,000 phonograph records and 5,000 cylinders manufactured by Thomas A. Edison, Inc., in the early part of the century. Don Creeal of Salt Lake City and two of his associates own the records and cylinders.

The records and cylinders, discovered recently in Salt Lake City, include excerpts from campaign speeches by Theodore Roosevelt when he was running for president on the Bull Moose ticket. In a rare public statement by Edison on a Brall World War. Lucrezia Bori, Giovanni Martinelli, Alessandro Roni and Anna Case are among the artists whose voices are preserved on the old disks and cylinders. Among the recording artists are the Happiness Boys (Jones and Hare), the Golden Gate Quartet, the feature groups Tommy Dorsey and Harry Raderman’s Jazz Orchestra.

Excellent Condition

Walter L. Welch, director of the Audio Archives and the Thomas A. Edison Foundation re-recording laboratory at Syracuse University, said the records have never been played and are in their original packets or in cartons. “I am amazed at their perfect condition,” Welch said. Many of the records in the vaults of the Edison National Historic Site at West Orange, N.J., show a minute glasing, perhaps due to humidity. By contrast, those found in Utah are in their original condition.

The records were originally part of the stock of the Red Feather Distributing Co., one of the principal western distributors for Thomas A. Edison, Inc. Welch said with an inventory of the Utah records. Comparison between this and the University’s collection of more than 3,000 Edison records shows that 20,000 are Edison and shows shows that nearly all are Edison. Welch said “Our aim in se-
Basic Album Inventory

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

CHECKER

Bo Didley Have Guitar, Will Travel 2074 N/A
Bo Didley Bo Didley Is A Gunslinger 2077 N/A
Bo Didley Bo Didley Is A Lover 2080 N/A
Bo Didley Bo Didley & Company 2085 N/A
Bo Didley 16 All Time Greatest Hits 3006 30065
Bo Didley Go Bo Didley 3007 N/A
Bo Didley Bossman 3007 N/A
Bo Didley & Chuck Berry Two Great Guitars 2991 S2991
Fontella Bass The New Look 2997 S2997
Little Milton Make It Up 2993 S2715
Little Milton Big Blues 3002 S3025
Bobby Moore Searching For My Love 3000 S3005

CHECKER SPIRITUALS

The Bellies Of Joy The Bells Of Joy 10001
Arttha Franklin The Gospel Soul Of Arttha Franklin 10010
Little Stevie Hawkins The Spiritual Soul Of A Child 10011
The Violinaires Stand By Me 10015 100155
The Soul Stirrers The Best Of The Soul Stirrers 10017 100175
The Violinaires The Fantastic Violinaires 10019 100195
The Soul Stirrers Resting Easy 10020 S10020

CHESS

Chuck Berry After School Session 10021
Chuck Berry One Dozen Berries 10022
Chuck Berry Rockin' At The Hops 10023
Chuck Berry Chuck Berry's Greatest Hits 1485
Chuck Berry Fresh Berry 14985
Moms Mabley The Funniest Woman In The World 1497
Moms Mabley Moms Mabley At Atlanta Conference 1463
Moms Mabley Moms Mabley Breaks It Up 1472
Moms Mabley I Got Somethin' To Tell You 1797
Moms Mabley The Best Of Moms & Pigment 1487
Pigment Markham The Trial 1451
Pigment Markham The World's Greatest Clown 1452
Pigment Markham Open The Door Richard 1446
Muddy Waters The Best Of Muddy Waters 1427
Muddy Waters Muddy Waters At Newport 1449
Muddy Waters Folk Singer 1483
Muddy Waters The Real Folk Blues 1501 S1501
Howlin' Wolf Moon In The Moonlight 1434
Howlin' Wolf Howlin' Wolf 1469
Howlin' Wolf The Real Folk Blues 1502 S1502
Billy Stewart Summertime 1499 S1499
Sonny Boy Williamson The Real Folk Blues 1403
Pigment Markham Anything Goes 1407
Muddy Water Bras & The Blues 1507 S1507
Sonny Boy Williamson Down & Out Blues 1407 S1407
Sonny Boy Williamson More Real Folk Blues 1509 S1509
Muddy Water More Real Folk Blues 1511 S1511
Howlin' Wolf More Real Folk Blues 1512 S1512
Billy Stewart Teaches Old Standards New Tricks 1513 S1513
Chuck Berry Chuck Berry's Golden Decade 1514 S1514
Pigment Markham Mr. Vaudette 1515 N/A

CHESS SERMONS

Rev. C. L. Franklin The Twentieth-Third Psalm CE21
Rev. C. L. Franklin The Prodigal Son CE23
Rev. C. L. Franklin Two Fish & Five Loaves Of Bread CE28
Rev. C. L. Franklin The Darren Fire Tree CE52
Rev. C. L. Franklin The Inner Conflict CE63
Rev. C. L. Franklin The Rich Young Ruler CE39
Rev. C. L. Franklin Fishermen Drop Your Nets CE59
Rev. C. L. Franklin And He Went A Little Farther CE64

CAMEO-PARKWAY

Sounds Orchestral Cast Your Fate To The Wind 7046 SP7046
Sounds Orchestral The Sound Of Sounds Orchestral Impressions Of James Road 7047 SP7047
Chubby Checker The Chubby Checker Discotour 7050 SP7050
Chubby Checker The Chubby Checker Tour 7054 SP7054
The Tymes 11 Gold Hits By Chubby Checker 7045 SP7045
The Tymes 18 Golden Hits By The Tymes 7049 SP7049
Bobby Rydell 21 Gold Hits By Bobby Rydell 2201 SC2201
The Drift So Much In Love 7032 SC2202
The Drift Sounds Of The Wonderful Tymes 7038
The Drift Psychotic Mood! P7031
The Drift The Hardly WorthIt Players P7032
The Tymes The Young Gypsies P7045
The Tymes & The Mysterians C2004

CAPITOL

Ray Anthony Today's Trumpet (SIT-2750)
Alfred Apaka Alfred Apaka's Greatest Hits Vol. 2 (SIT-2175)
The Beach Boys Pet Sounds (SIT-2458)
The Beach Boys Best Of The Beach Boys (SIT-2576)
The Beach Boys Best Of The Beach Boys Vol. 2 (SIT-2442)
The Beatles Rubber Soul (SIT-2576)
The Beatles Yesterday and Today (SIT-2553)
The Beatles Revolver (SIT-2576)
Sgt. Pepper's Lonely Hearts Club Band (SIT-2595)
Nat King Cole At The Sands (SIT-2567)
Nat King Cole Unforgettable Nat Cole Sings Great Songs (SIT-2608)
Senator Everett Mc Kinney Dirksen Gallow Men (SIT-2643)
George Shearing The Soundtrack Of The Movie "Ringo" (SIT-2353)
Woody Edwards Mr. Natural (SIT-2489)
The Monkees The Monkees (COM-0056)
The Monkees (Tape) (COM-0056)
The Monkees The Monkees, Headquarters (COM-0056)
Pete Quaio, Captain & Jones, Ltd. (COM-0056)
Lewis & Clark Expedition (COM-0056)
The Flying Nun (COM-0056)
Lawrence Of Arabia (COM-0056)
Casino Royale (COM-0056)

COLUMBIA SHOWS

You're Never Too Young! (KXL 6600) KOS 3000
My Fair Lady (KXL 6640) KOS 3007
Cameo (KXL 6640) KOS 3007
The Sound Of Music (KXL 5450) KOS 2020
West Side Story (KXL 5450) KOS 2039
Flower Drum Song (KXL 5450) KOS 2099
West Side Story (KXL 5450) KOS 2099
My Fair Lady (KXL 5450) KOS 2099
South Pacific (KXL 5450) KOS 2099
Al Hirschfeld (KXL 6690) KOS 3001
Monte Carlo (KXL 6690) KOS 3001
Oklahoma! (KXL 6690) KOS 3001
South Pacific (KXL 6690) KOS 3001
The Fantasticks (KXL 6690) KOS 3001
South Pacific (KXL 6690) KOS 3001

COLGEMS

The Monkees (COM-0010)
The Monkees (COM-0010)
The Monkees, Headquarters (COM-0010)
Priscilla, Aquarius, Capricorn, & Jones, Ltd. (COM-0010)
Lewis & Clark Expedition (COM-0010)
The Flying Nun (COM-0010)
Lawrence Of Arabia (COM-0010)
Casino Royale (COM-0010)

Cash Box—December 16, 1967
HEAR YE!

HEAR YE!

LAST CALL

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

Cash Box—December 16, 1967
IT'S THE LITTLE THINGS (Murfreeso—BMM) Sonny James (Capitol 5987)
2 YOU MEAN THE WORLD TO ME (At Griffin—BMM) David Houston (Epic 10324)
3 WHAT LOCKS THE DOOR (Accolade—BMM) Jack Greene (Decca 32190)
4 IT TAKES PEOPLE LIKE YOU (Blue Book—BMM) Buck Owens (Capitol 2001)
5 WHAT KIND OF GIRL DO YOU THINK I AM (Sure Fire—BMM) Janet Lynn (Decca 31843)
6 FOR LOVING YOU (Fairground—BMM) Bill Anderson & Jan Howard (Decca 32197)
7 I DON'T WANT TO PLAY HOUSE (Merrill—BMM) Tammy Wynette (Epic 10211)
8 BOTTLE BOTTLE (Window—BMM) Jim Ed Brown (RCA Victor 9329)
9 BY THE TIME I GET TO PHOENIX (Riverside—BMM) Glen Campbell (Capitol 2015)
10 IF MY HEART HAD WINDOWS (Gold Star—Great Nation—BMM) George Jones (Mister 1247)
11 A DIME AT A TIME (Paco Key—BMM) Del Reeves (United Artists 32010)
12 DOES MY RING HURT YOUR FINGER (Pendulum—ASCAP) Charlie Pride (RCA Victor 9331)
13 COUNTRY HALL OF FAME Yellownose—Riverside—BMM) Hank Locklin (RCA Victor 9323)
14 HOW FAST THEM TRUCKS CAN GO (Vee Jay—BMM) Cookie Owen (Decca 32180)
15 BURNING A HOLE IN MY MIND (Windsor—ASCAP) Connie Smith (RCA Victor 9335)
16 TURN THE WORLD AROUND 7 (Windsor—BMM) Eddy Arnold (RCA Victor 9365)
17 SING ME BACK HOME (Blue Bush—BMM) Mertie Herbert (Capitol 1057)
18 I TAUGHT HER EVERYTHING SHE KNOWS (Tristar—ASCAP) Bally Walker (Monument 1024)
19 GARDENIAS IN HER HAIR (Piggy—Range Marigold—BMM) Marty Robbins (Columbia 34271)
20 GOODY GOODY GUMDROP (Swift Fire—BMM) Willbourn Bros. (Decca 32189)
21 JULIET'S JONES Natural—Past ASCAP—BMM) Sheryl Phillips (RCA Victor 9333)
22 YOU'VE BEEN SO GOOD TO ME (Sunset House, Harmony Mill—ASCAP) Van Strumen (Dee 1565)
23 WONDERFUL WORLD OF WOMEN (Cedrowood—BMM) Dottie Young (Mercury 7728)
24 I THOUGHT I HEARD A HEART BREAK LAST NIGHT (Tell-A Range—BMM) Jim Reeves (RCA Victor 9343)
25 PINEY WOOD HILLS (Piney Woods—BMM) Bobby Bare (RCA Victor 9314)
26 I'LL LOVE YOU MORE (Pineapple—BMM) Jamie Stone (Monument 1029)
27 BALLAD OF WATER HOLE #3 (Tampa Bay—ASCAP) Roger Miller ( Smash 2121)
28 I'D GIVE THE WORLD (Frank Ray—ASCAP) Warner McKay (Decca 32211)
29 DEEP WATER (Harbor—BMM) Carl Smith (Columbia 40123)

LOVE'S GONNA HAPPEN TO ME (Fremont—BMM) Wynn Stewart (Capitol 2012)
21 BLUE LONELY WINTER (NewYork—BMM) Jimmy Newman (Decca 32202)
22 YOU'RE THE REASON (Vogar—BMM) Johnny Tillotson (MGM 12839)
23 I Doubted IT (Ly Nunn—BMM) Bobby Lewis (United Artists 50028)
24 MAKE A LEFT THEN A RIGHT (Central Song—BMM) Johnny & Jamie MacNab (Capitol 5990)
25 ANYTHING LEAVING TOWN TODAY (NewYork—BMM) Hank Snow (RCA Victor 9330)
26 LEARNIN' A NEW WAY OF LIFE (East—BMM) Hank Snow (RCA Victor 9330)
27 HEAVEN HELP THE WORKING GIRL (Wildwood—BMM) Norma Jean (RCA Victor 9362)
28 WEAKNESS IN A MAN (Gallato—BMM) Roy Drusky (Mercury 72742)
29 EVERYBODY OUT TO SING A SONG (Blue Cross—BMM) Dallas Frazier (Capitol 2011)
30 TUPERO MISSISSIPPI FLASH (Victor—BMM) Jerry Reed (RCA Victor 9394)
31 WHY, WHY, WHY (Cumberland—BMM) Dally Porter (Monument 1022)
32 I WOULDN'T TAKE HER TO A DOGFIGHT (Windspin—BMM) Charlie Walker (Epic 10237)
33 THE LAST THING ON MY MIND (Deep York—BMM) Porter Wagoner & Dally Porter (RCA Victor 9397)
34 TENDER & TRUE (Acuff—Rose—BMM) Ernie Ashworth (Hickory 1484)
35 SKIP A ROPE (Rhythm—BMM) Ozark Henry (Capitol 2021)
36 YELLOW-HAIRED WOMAN (Hollis—BMM) Claude King (Columbia 44240)
37 LOOKING OVER MY SHOULDER Bob Willis & Mel Tillis (Kapp 842)
38 I'M A SWINGER Jimmy Dean (RCA Victor 9380)
39 IF YOU CAN'T BRING IT HOME Trina Lane & On Stephens (Chart 1005)
40 REPEAT AFTER ME JFK Reece (Job 90009)
41 A GIRL WHO CAN'T HAVE TO DRINK TO HAVE FUN Wanda Jackson (Capitol 2011)
42 THE WAY TO OUT IT To Walk Over The Top Charlie Louvin (Capitol 2007)
43 LOVE'S DEAD END Bill Phillips (Decca 32207)
44 STRANGER ON THE RUN Bill Anderson (Decca 32213)
45 THE DAY YOU STOPPED LOVING ME Bobby Helms (Little Darlin' Of Mine)
46 RIVER OF REGRET June Stearns (Columbia 40231)

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The Early Morning Rain" and the "My World Was Wrong."

Peer-Southern has come up with the complete collection of songs made famous by the late Jimmie Rodgers in a publication called "The Legendary Jimmie Rodgers Memorial Folio." The item, a two-volume set, ought to be a big collector's item, planted in the house also makes known the release of the new version of "Wildwood Flower," one in the series titled "The World Of Wildwood Flower," which features Big Bill Garner giving various foreign interpretations of the old chestnut.

Looks like the Porter Wagoner-Dolly Parton group has caused the Victor studios to break out in a rash of twosome type washers. Porter and Dolly's "The Last Thing On My Mind," which booms now as a monster, has prompted such teamup outings as those by Don Bowman & Sleepy Davis and Waylon Jennings & Anita Carter, not to mention a very strong little item from Archie Campbell & Lorene Mann (would you believe a serious ballad?) that has "Smash" written all over it. The latter side is a reworking of a former R&B giant, called, "The End Of The Street."

A group of business people in W. Va. have formed a new music complex, which includes a publishing setup and a record label, Denesa Music and Denesa Records. The firm has been set up with the almost exclusive aim of promoting songs with Danny Harris, who will be the label's chief act. Danny has already cut 4 sides at the Victor studios in Nashville, including "Don't Beat On Your Wife." "In The Corner Of Your Heart," "I Gotta Get Over You" and "Fallin' Out Of Love." The firm, whose mailing address is located at Box 227, West Logan, W. Va., tells us that a disk will be released in the near future and will get blanket promo mailings.

For the past three years a group of some of Nashville's leading business men has staged December parties to raise funds for the Davis Rehabilitation Foundation Fund, which pays for Davis' medical needs, therapy and living expenses. Again this year, the group will be staging the Oscar Davis Stag Party—to be held this week (12) at Mr. Edd's, Opry Place in Nashville. Any- one who can't make it to the party, but would like to donate, can send his check to Mary Claire Rhodes, Trustee, 815 16th Ave., So., Nash- ville.

In the midst of one of his busiest seasons ever, Jim Ed Brown just knocked off a week-long show at New York's Carnegie Hall and then turned around to fly to Chicago to tape a segment of WGN-TV's "Barn Dance," which he followed with a speech before a civic organization in Peoria, Ill. . . . When sudden illness forced Faron Young to cancel his European tour, LeRoy Van Dyke rode to the Sherrif's rescue by doubling up his schedule of foreign engagements. LeRoy Van Dyke, already set for an April series of repeat dates at military installations in Germany, Italy and Spain, left here on Nov. 28 to fill in for Faron on a ten-day tour of bases in England and Germany. Billy Deaton has just set up a tour for Clarence Horse from Jan. 4-13. The tour was arranged through manager Jack Johnson. . . . Minnie Pearl seems to be riding a strong video wave lately as she has just taped segments for ABC-TV's "Every- body's Talking," "The Andy Wood- bury Show," "The Pat Boone Show" and "The Joey Bishop Show." Taping this week will include "The Mike Douglas Show" (14) and "The Merv Griffin Show." while a return appearance on "The Dean Martin Show" has been set for taping on Jan. 6.

Ward also has it that the famed comedien is in the ballad stakes with one of the networks for a situation comedy series of her own . . . Prob- ably the most-traveled country, Rex Allen, has enhanced his personal appearance quota this year with four features for the Disney Studios, as well as a list of commer- cials for the Purina, Kellogg, Cudab, Swift and Tony Lama companies. Western Cowboy will return in Feb. to the San Antonio Livestock Show for the ninth time, and will also be appearing at the Fair and Convention in Chicago, the Disneyland Western Fairs Convention and the R.C.A. Convention in Denver. Capitol's Jody Miller has just signed an exclusive pact with Stan Pat Enter- prises for a tour of eight nights in Europe, and has signed deals with Harrab's in Reno and Taboo, and the Stardust in Las Vegas, for a total of 22 weeks appear- ances in 1968.

Cash Box-----December 16, 1967

Cash Box Country Roundup

In the past year or two, it has been interesting to note the steady flow from Nashville of disks featuring con- temporary folk material. The fact that Nash has long been one of the most fertile areas in the U.S. (and type material, will probably continue in the foreseeable future.

Not only have a good many artists dabbled in this form of music, but most of the contemporary folk song as a major part of their repertoire. Some, like Bob Dylan, Tom Paxton and Gordon Lightfoot have become choice items among the better known Nashville names, and while the situation has not yet reached the point which we would describe as a "trend," it can certainly be considered a move- ment of some sort. At the very least it is noteworthy to see artists such as George Hamilton IV, Johnny Cash, Waylon Jennings and Flatt & Scruggs releasing record after record featuring folk-type material, while Bobby Bare, Porter Wagoner & Dolly Parton, LeRoy Van Dyke and even Sonny James have tried their hands at the folk gang, splashing the market and the charts with tunes like the likes of Gordon Lightfoot's "Early Morning Rain" and "(That's What You Get)" Bob Dylan's "All Over Now, Baby Blue," "(It Ain't Me Baby)" and "Baby, You've Been On My Mind." Ian Tyson's "Four Strong Winds," Donovan's "Colours," Tom Paxton's "I Know We Never Find Another You," Buffy Sainte Marie's "Piney Wood Hills" and Tom Paxton's "The Last Thing On My Mind."

The ease with which the country artist can slide into this groove, and the acceptance of the country lover to accept the finished material high- lights the theory that there is still and rock and folk music. Just as in years past there was an awareness of the old country sound and the American folk sound, we can see a similar closeness between the modern country scene and the contemporary folk idiom. And why should this be? Country music is absolute- ly the music of the people whose lives have always formed the backbone of the country. Long after rock music has faded from the picture, the farm-boy and the truck driver will still make up the figures in both country and folk tunes. When the "new" music was "old" the Western Sixteen," "Surfin' Safari" and the mashed potatoes, some Jasper will still remember "the Cliff, the Old Truckin' Man..." or about

the record...
NASHVILLE—Returning from the three-day meeting of the International Association of Fairs and Expositions at the Sherman House in Chicago recently, Hubert Long, president of the Hubert Long Talent Association, offered a glowing prediction of the future of country music on the sawdust circuit. According to Long, who attended the seventy-seventh annual meeting of the IAFE with associate Louis Dunn, the atmosphere of the meeting was flavored with a “greater-than-ever” response to country music product, which was lent greater emphasis by the fact that an increasing demand for country talent has been in evidence at fairs and expositions in literally every corner of the nation for the past several years.

“We noted,” commented Long, “that every country music representative seemed to be doing a brisk business, and we were able to develop sunshine calendar cards for several of our artists. An early indication points toward a banner country and western year.” He pointed out that those artists particularly in demand included David Houston, Tammy Wynette, Bill Anderson, Ferlin Husky, LeeRoy Van Dyke and George Jones.

Also particularly impressive was the fact, evidenced at the convention, that almost all fairs, regardless of their geographic locations, have seen fit to declare at least one day as “Country Music Day.” It was also noted that many more fair talent buyers have started the practice of presenting country talent during their entire runs. Some observers interpreted as particularly impressive the fact that country music seems to be flourishing in urban area fairs where agricultural exhibits seems to be on the decline. This trend has become especially apparent in the Northeast.

Jack Greene Joins Opry As 50th Member

NASHVILLE—After walking away with the lion’s share of honors at the Country Music Association’s First Annual Awards Dinner, Decee’s Jack Greene has just signed on as a member of WSM’s Grand Ole Opry. Greene, whose three CMA awards made him the outstanding figure at the recent convention function, and whose sudden string of smash records has caused him to become one of the hottest properties in the Country Music business almost overnight, became the 50th name on the Opry roster with the new signing.

In commenting on the new signing, Opry manager Ott Devine stated “We are always eager to place new talent before our audiences. The youngsters are still welcome to country music on the Grand Ole Opry, just as they’ve always been. Jack Greene is not only a bright new talent — but he’s young, vital and appealing. The Opry is really pleased to sign him as a member.”

Greene, the former member of Ernest Tubbs’ Texas Troubadours who roared into the spotlight a year ago with his Decca single, “There Goes My Everything,” had his own comment on the pact. “It has been a long-time ambition,” he said, “to make it to the Opry. To people in the Country and Western music field it’s like yesterday — entering the Grand Ole Opry at the Palace Theatre. I’m glad to join the finest musicians anywhere.”

During the Country Music Association Awards banquet, Greene received his CMA “bullets” for the categories of Male Vocalist of the Year, Best Single of the Year (“There Goes My Everything”) and Best Album of the Year (“There Goes My Everything”).

Emily Bradshaw Exits WSM, Opens Own Firm

NASHVILLE—Mrs. Emily Bradshaw, promotion manager for WSM and the Grand Ole Opry, has resigned her position to form her own Nashville-based corporation, Promotions by Emily. A strong facet of her new organization will be the handling of television appearances, which she will oversee. This will include personal promotion of the artist and his publishing firm. Her clientele will include a leading song-writer and owner of a publishing company, while she also plans to announce a limited number of additional clients in the near future.

With WSM 10 years, Mrs. Bradshaw was responsible for the promotion of artists on the Opry and for all of the activities of WSM Radio. She also planned and implemented activities for the 42nd Birthday Celebration of the Grand Ole Opry, which this year brought more than 5,000 representatives of the music industry to the convention in Nashville.

Mrs. Bradshaw plans to give up all her other activities and devote full time to the promotion of her clients. She will open an office in Nashville in January 1. Mrs. Bradshaw also serves on the International Committee of the Country Music Association, co-chaired by Dick Broderick, RCA-Victor, and Billboard publisher Hal Cook.
CashBox Country Reviews

Picks of the Week

CHARLEY PRIDE (RCA Victor 9403)  The Day The World Stood Still (2:30)  [Half-Clement BMI-Foster, Rice]

Coming closer to the top with each new deck, Charlie Pride takes careful aim and shoots for that big spot with "The Day The World Stood Still." The lid is a strong, highly attractive Ballard's that's a cinch for smallville. Flip: "Got In On The Other Hand" (2:29)  [Jack BMI-Clement]

KENNY PRICE (Boone 1067)  My Goal For Today (2:10)  [Pamper BMI-Howard]

Another smooth session from Kenny Price, his newest Boone lid could be his biggest yet in country markets. Tabbed "My Goal For Today," the easy-swinging message also has the potential to see some good pop activity. Flip: "Say Something Nice To Me" (2:14)  [Pamper BMI-Pennington]

ARCHIE CAMPBELL & LORENNE MANN (RCA Victor 9401)  The Dark End Of The Street (2:18)  [Press BMI-Fenn]

Believe it or not, Archie Campbell goes "straight" in this duet workout with Lorenne Mann. Tabbed "The Dark End Of The Street," it's a cheater's Ballard with a powerful sound. Real strong programming material as a result of some fancy vocalizing and a wallowing production. Must be heard. Flip: "The Gettin' Place" (1:32)  [Ma-Ree ASCAP-Francis]

BONNIE GUITAR (Dot 17057)  Stop The Sun (2:03)  [Acclaim, Rapport BMI-Guitar]

Hot on the heels of "A Woman In Love," Bonnie Guitar offers another chart-bound item called "Stop The Sun." Tear-filled and melancholy, this Ballard gets a pretty treatment from the songstress and should earn lots of sales laurels. Flip: "Wings Of A Dow" (2:34)  [Bee-Gee, Larrick BMI-Ferguson]

JOHNNY'S S DOLLAR (Date 1585)  Everybody's Got To Be Somewhere (2:18)  [Mayhew BMI-Yates]

After making a good chart impression with "The Wheels Fell Off The Wagon," Johnny Dollar comes up with a novelty session (based on an old joke) called "Everybody's Got To Be Somewhere." A lively sound that pokes fun at cheaters, the deck should take off. Flip: "Did You Talk To Him Today" (2:28)  [S-P-R, Clay BMI-Dollar, Morrow]

HANK WILLIAMS, JR. (MGM 13857)  I Wouldn't Change A Thing About You (2:25)  [Ly-Rann BMI-Williams, Jr.]

Young Hank comes up with another fine performance in his latest MGM platter, "I Wouldn't Change A Thing About You (But Your Name)." The warm, romance-filled lid makes for good listening and should be a big one for the singer in the sales department. No flip info available at this time.

ED BRUCE (RCA Victor 9394)  Her Sweet Love And The Baby (2:25)  [Pamper BMI-Bruce]

Armed with a warm lyric, mellow-voiced Ed Bruce should score many a point with "Her Sweet Love And The Baby." Deejays can find some real pleasant listening material on these grooves. Certainly worth a spin. Flip: "Shadows Of Her Mind" (2:46)  [Buckhorn BMI-Kristofferson]

GORDON TERRY (Chart 1014)  Togetherness (2:52)  [Peach SESAC-Gibson]

Debuting on the Chart label with a strong piece of material called "Togetherness," Gordon Terry has an excellent chance to zoom into the chart picture. The deejay, funky session may come as big stepping stone for Terry. Flip: "The Easy Way Out" (2:31)  [Vanjo BMI-Russell]

DEE MULLINS (SSS Int'l 728)  I Am The Grass (2:45)  [Shelby Singleton BMI-Lewis, Smith]

Dee "War Baby" Mullins makes a very interesting comment in his new offering called "I Am The Grass." Mullins tells us that no matter what we are in life, we all will come to the same final conclusion. The unusual, off-beat lid could have healthy dual-market reaction. Flip: "The World I'm Livin' In" (2:37)  [Shelby Singleton BMI-Peters]

CashBox Country Reviews

Newcomer Picks

BOB LOCKWOOD (SSS Int'l 726)  Take Care Of The Farm (2:48)  [Shelby Singleton BMI-L/L. Groah]

Deejay Bob Lockwood makes another try for disk success, this one—his best offering yet—is a potent recitation called "Take Care Of The Farm." A good many brother spinners should find food for programming in the feelingful lyric and delivery. Flip: "A Poor Man's Wishes" (2:39)  [Shelby Singleton BMI-L/L. Groah]

SKINNY & GEORGE (Great 1115)  After You (2:06)  [Sue-Milt ASCAP-Stearns]

With the unlikely name of Skinny Clark & George (Adams) have a very likely sound on their hands with "After You." A real sweet melody (dito on the lyrics), this one could move out in a big way. Merits a try at the pop field as well. Flip: "The Hurtin' Game" (2:07)  [Purple Sage ASCAP-Stearns]

Best Bets

SKEETS McDoNALD (Uni 50041)  It's Genuine (2:30)  [Central Songs BMI-McDonald, Lapag]

Flashy brass on Skeets McDonald's Uni debut could help the debut to break into the genuine hit scene. The light romance novelty should be a good one. Tommies could make it a debut hit with this one. ASCAP-Chianco


Big Bill Garner takes the listener on a round the world tour using a novel version of the famed standard as his vehicle. Certainly could see a leap of play. Flip: "In A Shanty In Old Shantytown" (2:29)  [Stras, Little, Young]

TOMP BANN & TECHNIQUES (Ponderosa 101)  (B-4) Ponderosa Rose (2:15)  [Mountunes ASCAP-Taylor, Freestone]

Pretty, graceful ballad offering. Flip: "On The Ponderosa Trail" (2:15)  [Mountunes ASCAP-Freestone, Taylor]

DICK RICH (Chestnut 216)  (B-4) Had A Talk With Baby (2:02)  [Don White ASCAP-Rich, Grubh]

Light, bounce romancer here. Flip: "What Kind Of Magic" (2:27)  [Don White ASCAP-Chiance]

JIM McGRAW (Gold Standard 246)  (B-4) Hummingbird (2:38)  [Bizzon BMI-Fontes, Slagge]

A swaying, easily-remembered one. Flip: "You've Got Me Runnin' Again" (2:46)  [Bizzon BMI-Fontes, Slagge]

DONNIE RAY (Country 102)  (B-4) You're Kissin' Me (2:58)  [S&R ASCAP-Lemmon, Kayton]

Soft country-rock item on this one. Flip: "I Could Never Pass You By" (3:10)  [S&R ASCAP-Lemmon, Kayton]

TOMMY COLLINS (Columbia 43858)  I Made The Police Band (2:23)  [Blue Book BMI-Bryant, Bell, Collins]

A spirited tongue-in-check novelty ditty from Tommy Collins could spring him from the boseogow and into the big picture. Tommy should make it a hit. ASCAP-Weeks

MYRNA LORRIE (Mascor 1282)  Turn Down The Music (2:31)  [Gibal, D&B BMI-Lorrie, Grashey]

May be lots of folks turning up the music when this Myrna Lorrie deck hits the turntables. Lark serves up a tear-filled stomper with what may be just the right approach for the hillbilly path. Flip: "Go Home Chester" (2:35)  [Garpx BMI-Paxton, McRae]

BOB KING (20th Century Fox 6697)  (B-4) + Rambling Shoes (3:03)  [Sporn, Jaspur BMI-Quickenbach, Petrak]

Swangy, slow-paced moaner. Flip: "Working On The County Road" (2:15)  [Sporn, Jaspur BMI-Peters]

MARILYN CARPENTER (Hep 2949)  (B-4) + Pardon Me While I Cry (2:24)  [Carwin BMI-French, Campbell]

Pleasant blueeer offered by the chart. Flip: "Better Luck Next Time" (2:10)  [Carwin BMI-French, Blevins]

ETHEL DELANEY (Ohio 9053)  (B-4) + Sing Me A Song Of Sadness (2:37)  [Carwin BMI-Delaney, French]

Downhearted wooser with the yodelin' miss. Flip: "Goin' To The Country" (2:37)  [Carwin BMI-Delaney]

DANNY DALE & TRAVELERS (Dale 843)  (B-4) + Your Cheating Heart (2:45)  [Aucuff-Bose BMI-Williams]

Midtempo picture of the standard. Flip: "Cold Cold Heart" (2:45)  [Aucuff-Bose BMI-Williams]
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Since their rock debut eight years ago with "Madrid," Spanish group Los Pekenikes has experienced many changes of personnel and style. Now established as one of Spain's top instrumental beat groups, disks by Los Pekenikes are released in 36 countries from Spain to Venezuela. After a series of TV and personal appearances in Spain, they have just renewed their contract with Hispavox, will leave for America where their first album has been issued by United Artists.
For all the audience gains racked up by BBC-1 since the majority of the "pocket of people" who believed in the station's impact no longer watch TV, their children, the caricature, Radio Caroline, would appear still to be considerable. From the record industry's point of view at any rate. Statistics are unavailable—it is an offense to the trade to release the local audiometer results, which can be carried out on behalf of the station—but there is another way of calculating the station's audience. It is simply by the success of the records heavily featured on the radio, and the sale of the records by BBC or other stations.

Of course, the record industry, Major Minor, has sufficiently established itself on the British market almost solely through the exposure gained on Caroline. The label has generated significant LP and single sales for acts such as the Dozens and Don't Men. And as its records are almost exclusively featured on the "pirate" airwaves, it is only after their records began to sell that BBC Radio featured them so it follows, in the words used in their initial success as Caroline-born.

The single greatest for Major Minor's catalogue was also mightily featured on the "pirate" airwaves. After a difficult period trying to secure exploitation on other stations, the label released its most successful 45, "Goldenstern's Waltz," by Donnacha O'Connor, which has featured heavily on the pirate stations. This single is, of course, featured prominently on the label's only other single release, "La Piste Que Nous Tournons," by the Dozen's "orraine" and "Daydream Believer." The single is, of course, featured prominently on the label's only other single release, "La Piste Que Nous Tournons," by the Dozen's "orraine" and "Daydream Believer.

Local MGM Records chief, Rex Oldfield, and Mel Price, MGM's manager of European operations, are presently setting up a London office to service the U.K. distributors. To be held in January, the meet will coincide with a prize trip of 80 MGM American tape men, who will be attended by Morty Nisitait, President of MGM. Marty Finlay, ITTC head and Don Au Hall of Angeles. Meanwhile, Playtape cartridges are being launched here this month by Discatron, a Birmingham manufacturer, who is pitching 200 playtapes through electrical and hi-fi dealers.

Delyse Records has followed their highly successful album of Mahler's "Das Lied von der Erde" with "Das Khedive Line." A composer of this song is Delyse, a new record company formed by young and up-and-coming performers. The album is released critical acclaim with such plaudits as "...This new record of Das Khedive Line is simply the work of the rest. An essential issue for all Mahlerians..." The L.P. will be issued in the States in April, 1968. on the Angel label and on the Electrola label throughout Europe except Holland where it will be issued on the Decca label. For his work in recording and other performances of works by Mahler, the Bruckner and Mahler societies, the Mahler Association have awarded Allan Kehrer, the record business, once again faced with a monopolistic licensed radio situation, must be secretly hammering for the return of the "pirates" which, officially, they once opposed.

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France

France's Best Sellers

This Week's Hits

1 1 1 "La Dernière Valse" (Michele Mathieu) Barelay; Francis Day
2 1 2 "Le Néon" (Adamo) EMi; Pathe Marconi
3 1 3 "Sirocco" (Johnny Hallyday) Philips; Tourneur
4 3 4 "Dans Une Heure" (Shelia) Philips; Carrère
5 1 5 "Tonton Cristobal" (Perre Perret) Vogue; Internationale
6 1 6 "La Dernière Danse" (Petula Clark) Vogue; Francis Day
7 4 2 "Au Coeur de Septembre" (Muna Mouskouri) Philips; Chappell
8 3 10 "San Francisco" (Scott McKenzie) CBS; Tourneur
9 9 8 "The Letter" (The Box Top EMi) Vogue International
10 10 9 "Le Plus Difficile (Jacques Dutonc) Vogue; Alfa
11 11 11 "The Heartaches Begin" (Long John Baldry) Pye
12 12 7 "Everybody Knows" (Dave Clark Five) Columbia; Decca
13 13 3 "Love Is All Around" (The Troggs (Page 1) Dick James
14 14 11 "Hello Goodbye" (The Beatles (Parlophone) Northern
15 15 5 "The Whole World Stopped Loving" (Val Doonican (Py) Immediate
16 16 12 "Baby Now That I've Found You" (The Foundations (Py) Immediate
17 17 3 "Something's Got To Be Wrong" (John Lennon (EMI)
18 18 10 "A Love Like That" (Elvis Presley (EMI)
19 19 6 "A Love Like That" (Elvis Presley (EMI)
20 20 9 "There Is A Mountain" (Donald (Py) Decca

Great Britain's Best Sellers

This Week's Hits

1 1 1 "The Last Waltz" (Englebert Humperdinck (DECCA) Decca
2 2 2 "Someday My Lovely" (John Lennon (EMI) EMI
3 3 3 "I'm Coming Home" (Tom Jones (EMI) EMI
4 4 4 "World" (Bee Gees (Polydor) Polydor
5 5 5 "She Loves You" (The Beatles (Parlophone) Festival
6 6 6 "There's A Million Stars In My Heart" (The Shirelles (Py) Immediate
7 7 7 "The Love I Never Had" (The Pythons (EMI) EMI
8 8 8 "Can't Find My Way Home" (Alfie (Py) Immediate
9 9 9 "Tears" (Loretta Lyn (EMI) EMI
10 10 10 "I Don't Know If I Can Make It" (Elvis Presley (EMI) EMI

Great Britain's Top Ten LP's

1 The Sound of Music—Soundtrack (RCA)
2 Sgt. Pepper's Lonely Hearts Club Band—Beatles (Parlophone)
3 British Chartbusters—Various (Tami Tomato)
4 Breakthrough—Studio 2 Stereo (EMI)
5 The Best of the Beach Boys Vol. 2—Beach Boys (Columbia)
6 Disraeli Gears—The Cream (RCA)
7 Smiley Smile—The Beach Boys (Capitol)
8 Hall of Fame—Englebert Humperdinck (Polydor)
9 Universal Soldier—Donovan Marble Arch (Py)
10 Bee Gees 1st—Bee Gees (Polydor)
CU In England To Expand Role As Label Goes Indie On Feb. 1

NEW YORK — When United Artists Records breaks its ties with EMI in England on Feb. 1, the label will take on a new look in more ways than one as it functions on an indie basis.

Reflecting the recent acquisition in the United States of United Artists Records, the label’s parent company, the English affiliate will receive strong financial support in a big expansion drive, reports Martin Davis, general manager of the company.

The company, Davis said, will be in the market for various properties in terms of talent, deals with indie producers and London cast albums. Davis, in New York recently for conferences with UA’s execs here, also reported that UA’s English staff would be expanded. He and his staff will move into the present headquarters of UA’s film and publishing units in England on Mortimer Street, located near the Institute of Contemporary Arts.

Also, the label will undergo a redesign in its logo, with assistance from the Royal College of Arts.

In addition to Davis, UA’s English personnel will include Tina Knight, head of promo; Pierre Tubb, coordinator of creative services; and other staffers whose functions will be revealed at a later date.

Among UA’s current line-up of talent are Spencer-Davis Group, the Easybeats, Shirley Bassey, Little Anthony & the Imperials, Jimmy Miller, and Jay & the Americans.

Before joining UA, Davis promoted Robert Mellin’s song catalog in England and engaged in business management and public relations, including associations with such artists as P.J. Proby and Francois Hardy.

Scepter Expands Int’l Markets

NEW YORK — Scepter Records has switched foreign label reps in two areas. In Canada, the American label new being handled thru The Compo Co., switching from Quality; in Holland a move has been made from Nixagram to Hollandsche Decca. The label is now represented in 20 major markets around the world.

Joe Zurga negotiated the two new ties on behalf of Scepter with Leo Armstrong of Compo and Mini Trepel of London for the Holland deal. Zurga also made a number of other deals recently. They include: Tecla for Portugal; Trona Industrias Musicales, S.A. for Argentina; Cadia Caceres Discos, S.A. for El Salvador, C.A.; Les Filis de Georges Thibodeau & Cie, for Lebanon; Goloub Industrias Fonograficas S.A. for Chile; Fabrlica De Discos Rosenfeld Ltda, for Brazil; and Municher S.A. for Venezuela.

The above are in conjunction with established representation by Fye in the U.K., Vogue P.I.P. in the French territories, Compagnie Generale Del Discos (CUD) in Italy, Festival in Sweden, and Telichiku in Japan, and other areas.

Big 7 Music Obtains Hit Tunes For World-Wide Representation

NEW YORK—Big 7 Music Publishing has made a quartet of international agreements covering the distribution of seven chart songs and several major copyrights via pacts with The Buckinghamhs, Leonard Stogel, Unbelievable Music and Sam Rabin — Arthur Young, reports Morris Levy, president.

A contract concluded between Big 7 Music and Leonard Stogel’s Keystone Music brings four charters to Big 7 with world rights (excluding Australia and New Zealand) for two tunes from the Buckingham’s publishing firm: “And Our Love” and “Hey Baby, They’re Playing Our Song.” The arrangement was reached with the Buckingham’s attorney, Richard Shilton.

Sam Rabin and Arthur Young are two young Canadian independent producers who maintain a production company, Trans-World Records Co., Ltd. and two publishers, Youngart Music and Elegant Music. Big 7 will administer both publishers’ catalogs (except in Canada, Australia and New Zealand). This includes material written by a new Canadian group, the Ribble.

“These agreements,” said Levy, “are evidence of Big 7 Music’s continuing expansion in the international music market.”

English Manufacturers Make Links With Non-Allied Product Fields

LONDON—The British record business, pricked by devaluation, hustled by increasing competition and threatened with substantially increased advertising and marketing (if exemption to the new rates on the retail unit is denied to the industry by the industrial court), is already seeking new creative marketing procedures to keep trade high and profits up.

Closer Links

Most notable of all selling innovations worth the hubble-bubble of late is the development of closer links with manufacturers of consumer products, non-show biz industries which are concerned with shifting anything from coffee to cornflakes. By such associations the record companies secure several advantages. Initially, interested industrial operations put up guarantees for a minimum number of records (mostly albums) and those guarantees are generally so substantial that they take all the speculations out of discounting so far as the waxes are concerned. The record company, dealing with a mass consumer product, a record company is having its own product pitched to a far larger consumer market than it would normally see in the record industry market. Moreover, a record entry can be visualized as a way of introducing a customer comes by a disk, if the disk buying habit is formed than it’s good for everybody.

Series of Moves

Several leading record companies have already fostered relations with outside industry and the trend is growing rapidly. Fye Records, under the helm of Louis Benjamin, was among the first to recognize the advantages of linking up as a way of catching of a broader market through a link with a coffee manufacturer. Fye specially prepared a disk for Maxwell House promotion.

American Labels, Too

The newly arrived American labels are certainly looking hard for such deals any of which would go a long way to cover the losses which are currently operating against such smaller sets. A measure of the inducements which are currently being offered is seen in the formation of a new company called the Canada-American Promotions, Inc., which is to concentrate on the “bridging” of industry and show business with record companies by developing the foreign market. Company chief executive, D.R.E. Webster says that with the recent devaluation a number of deals that have taken place, the surface has only just been scratched. But he believes that there is a new awareness in both camps to as the good each can offer the other. Their initial search for customers. His personal aim is to bring the two elements together.

EMI Outlines Devaluation Prospects

LONDON—Following the devaluation of the pound, EMI Chairman Sir Joseph Lockwood has issued the following statement, pinpointing some of the implications as far as Britain and EMI are concerned:

“In view of all that has happened since September last, we can now announce that the effects of devaluation will have been comparatively small. Following the devaluation of November 26th, 1967, there are matters of which I would like to refer again.

Firstly, the devaluation of the pound on 18th November last. The devaluation should, on balance, be favorable to EMI in the valuation and profit measurement in our Accounts. It is much to be regretted that it should have happened at a time when Britain is taking this action. It cannot be too strongly emphasized that such actions have serious consequences. If such a move were to be repeated profit will be lost, it will be vital that the Government should reduce its expenditure, both centrally

Moffat Awards In Presented In Canada

ONTARIO — The Lloyd E. Moffat Memorial Award, one of the major events in the Canadian Recording Industry, took place for the first time in the Chateau Laurier Hotel in Ottawa, Ontario, on Friday, Nov. 29. Awards were presented to the best Canadian produced records of the year in four categories.

The Young Canada Singers picked up two awards; Best Male Vocalist, Rolf deWenden; Best Example Of Canadian Talent and Originality, Bobby Gimby, composer of "Canadian" in the category of records, along with Quality’s National Sales Manager, Lee Farrier, were on hand to receive the award.

Catherine McKinnon’s Are recording of "Come Share The Good Times With Me" was awarded the honor of Best Beat Record. Phil Anderson, President of Arc Records, accepted the award on behalf of Best Folk or Country Record award went to Jimmy Arthur Griggs’ Apex single "Irene Cheyenne." Orige and Compo’s Roy Smith accepted. On hand to present the awards were representatives of the Moffat Broadcasting stations, including Randall Moffat of CKY, the Empire, Manitoba, son of the late Lloyd Moffat; Jack Davidson, "The Young Canada Singers"; and Bill McEwen, CKKL, Vancouver, B.C., and James Fryar, Jr. and David E. Lyman, CKXL, Calgary, Alberta.

Also on hand were prominent members of the broadcasting industry, The Board of Broadcast Governors, the Canadian Association of Broadcasters; and the Broadcasting Committee of The House of Commons as well as representatives of the national press.
De Holland's Best Sellers

This Last Week

1 — Hello Goodbye (Beatles/Parlophone) (Leeds Holland-Basar/Amsterdam)
2 — Holiday (Bee Gees/Polystar) (Basart/Amsterdam)
3 — De Bostella (Johnny Kraakamp & Rijk de Gooyer/Arione)
4 — Hoburg (Procol Harum/Stateside) (Essex Holland-Basar/Amsterdam)
5 — Zabadak (Dave Dee etc./Fontana) (Minerve Music-Basar/Amsterdam)
6 — Massachusetts (The Bee Gees/Polystar) (Basart/Amsterdam)
7 — Melodica (John Woodhouse/Philips) (Atoll/Amsterdam)
8 — From the Underworld (The Herd/Fontana) (Minerve Music-Basar/Amsterdam)
9 — Autumn Almanac (The Kinks/Pye) (Belinda/Amsterdam)
10 — Days of Pearly Spencer (David McWilliams/Major Minor)

Norway's Best Sellers

This Last Week

1 — Onskarbrannen (Sven-Ingvar/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden
2 — Massachusetts (Bee Gees/Polystar) Sonora Musikforlag AB, Sweden
3 — Hello Goodbye (Beatles/Parlophone) Sonora Musikforlag AB, Sweden
4 — The Letter (Box Tops/Stateside) Sweden Music AB Sweden
5 — The Last Waltz (Engbert Hamperindeck/Decca) Wilhelm Hansen, Musik-Forkar, Denmark
6 — Itchycoo Park (Small Faces/Immediate) Sweden Music AB Sweden
7 — Baby, Now That I Found You (Foundations/Pye) Schroder/ Sonora Musikforlag AB Sweden
8 — Dimmefest (Rolv Weslund/Camp) Sweden Music AB Sweden
9 — Down on the Corner (Romance d'amour) Lill Lindfors/Polystar Skandia Musikproduktion A/S, Norway
10 — Zabadak (Dave Dee, Beaky, Mick & Tich/Fontana) Sonora Musikforlag AB, Sweden

Sweden's Best Sellers

This Last Week

1 — Massachusetts (Bee Gees/Polystar) Sonora Musikforlag AB, Sweden
2 — Mot oktant land (Four Strong Winds) (Hep Stars/Olympia) Gehrmans, Sweden
3 — Onskarbrannen (Sven-Ingvar/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden
4 — The Letter (Box Tops/Stateside) Sweden Music AB, Sweden
5 — Borjan till sutet (Almost Perpendicular) (Hooten Singers/ Sweden Music AB, Sweden
6 — Maria Therese (Eboban Broberg/Columbia) Edition Odeon, Sweden
7 — Treat Her Like a Lady (Tages/Parlophone) Edition Odeon, Sweden
8 — Hava ham mamma (Larry Finnigan/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden
9 — Excerpt from a Teenage Opera (Keith West/Parlophone) Reuter & Tenzer AB, Sweden
10 — Local copyright.

Danish records in Scandinavia

The charts here this week look like an internal affair between Nordisk Polyphon Aks. (with five of the ten titles) and EMI (with the other five). Also when looking at the next ten, both companies are very well represented, even if they have to face competition also from other manufacturers. Among those coming up strong here is the "Daydream Believer" with Monkees on RCA Victor, this week at 20th spot.

Acuff-Rose Scandia is the publisher of "Pretty Paper" with Danish lyrics by "Robin Nisse" by Peter Spar. Erik Bachmann has recorded the tune at Triola, b. w. "Klokkkeing" (Silver Bells), a tune published by Marks Musikforlag with Danish lyrics by Ivan Meldgaard, Bjorn Timdian (now with EMI) did "The Great Snowman" in Danish while still at the Triola label, and Marks released it last week.

Peter Belli has recorded "The Girl That Stood Beside Me" and "I Don't Want To" with the label Triola, according to local dailies, described as his best recording so far.

Now local releases from EMI here include debutant Conni Ustrup, 17, who just made a single with two titles on Odeon, and Gethie Sjough, who has done "The Last Waltz" in Danish at Columbia. Among other recent releases is Beatles on Parlophone with "Hello, Goodbye", expected to be one of the biggest hits in the Christmas sales.

Recent releases at the Pye label, handled here by Marks Musikforlag, include Foundations with "Skinny Love", now that they've found You with Kinks with "Autumn Almanac", Long John Baldry with "Let The Heartsbreak Begin" and Val Dooncil with "I'd Rather Think Of You".

Papa Bee has recorded the title tune from "Thoroughly Modern Millie" for Storyville, and Defenders on Sonet have done "Get Ready" b/w "230 Seconds Of A Friday". Danish Grammofonpladeselg is also counting on the season sales with the single LP album "Dansk jul" (Danish Christmas) with a number of artists, such as Raquel Rastenni, Gustav Winkler, Birthe Wikke, Dario Campeotto, etc.

Danmark

Danmark

This Last Week

1 — Tryllelsen (Pusle Helmst/Polyfon) Multitone A/S, Denmark
2 — Gyngen og karusellen (Gungorna och karusellen) (Preben Stenberg/Polyfon) Wilhelm Hansen, Musik-Forkar, Denmark
3 — Massachusetts (Bee Gees/Polyfon) Dacapo Musikforlag, A/S, Denmark
4 — I'm Going Out (Tages/Odeon) Inutico A/S, Denmark
5 — Det er sa skonet (Kold & Donkeys/HMV)
6 — Camp (Sir Henry & His Butlers/Columbia) Inutico, A/S, Denmark
7 — The Letter (Box Tops/Stateside) Sweden Music AB, Sweden
8 — Treat Her Like A Lady (Tages/Odeon) Inutico A/S, Denmark
9 — To pa kvisten (Dorte & Johnny Reim/Polyfon)
10 — A Day in the Life (Scott McKenzie/CBS) Sweden Music AB, Sweden
EMI Outlines Devaluation (Continued from page 65)

and through local authorities. It is no use blaming the people of this country for what has happened, no; does the fault lie with speculators. In my opinion the British people are no better, or no worse, than our American or Continental cousins. The conduct of most ordinary people, except in time of war, is determined by the effect on their personal income, and it is high time that this Government, as all Governments, realized that if they want effective results they must give incentives to people to work, and apply disincentives to people who do not want to work. I am not referring to the need for financial support and welfare for all those who cannot work through age or infirmity.

We must all hope that the devaluation of the pound, accompanied by other effective measures to restrain inflation and promote productivity, will provide the stimulus the country needs, in line with the specifications of the Maastricht current economic problems.

EMI like other industrial companies, will lose refunds from the Government due to the cancellation of the premium on S.A.U. and export rebates. These two items amount to approximately £250,000 in a full year. The higher rate of Corporation Tax beginning last April will involve an additional tax to our bill at an annual rate of £140,000. Many of our overseas companies have borne taxes that would give no idea of being in a position to refund any tax in that period. These are but a few of the rigid measures that have been taken to increase the cost of living. In the U.K. is to that extent limited.

Earnings Abroad

On the other hand, 65% of our Group Profits were earned overseas. This vast majority of our earnings in foreign countries which have not devalued as yet, will not be affected by the devaluation of sterling. The results of this year's devaluation are unlikely to have any major effect on the earnings of the group.

Blackpool Tower Bid

Secondly, I refer to our bid for Blackpool Tower Co. Ltd., which comprises a host of entertainment activities in Blackpool. The value of our offer has improved since its announcement due to the recent rise in price of E.M.I. shares and we hope that the Blackpool Tower Company shareholders will accept what we believe to be a very fair offer. Yesterday (30 Nov 87), we announced that we had already received acceptances from over 65% of the shareholders, and we hope that this acceptance rate will be increased, therefore, to 70% to 80% in the next few days.

Thirdly, our American subsidiary, Capital Records Inc, is proposing to procure, by share exchange, Audio Devices Inc., a company heavily involved in the magnetic tape industry in the U.S.A. This move should give us a wider market and will enable us to expand our interest in the rapidly expanding and highly technical industry. The means of giving effect to this proposal is by a reverse takeover, which will provide the American company with the benefits of listing on the New York Stock Exchange when it has a majority interest, with a quotation on the American Stock Exchange.

AB Alpha Sold in Sweden

STOCKHOLM—Ulvsunda Gummifabriks AB is taking over the record department of AB Alpha, located in Sundbyberg, just north of Stockholm. AB Alpha has until now been part of the Telefunken AB L.M. Ericsson. The record pressing dept. will continue as before, and the AB Alpha name will be retained.

Ulvsunda Gummifabriks AB takes over from Jan. 1, 1968. The company is one of the giants in the rubber business in Sweden.

HOLLYWOOD DISCOVERS BRITAIN

Due to a mechanical error, John Barry's article in last week's British film music special was continued in the space devoted to international contributions. Cash reprints the error and prints the complete Barry statement in this week's issue.

by John Barry

It is, I think, a great credit to the Hollywood producer that his thinking in terms of film music is still as rapid and as broadly as the American film industry itself. He has shown extensive acceptance of international talent and deployed significant financial resources to back his judgement. It is true to say that in Hollywood, there is no such thing as a "British composer" or a "British composer" for that matter. There has been a huge opening up and now Hollywood embraces the whole of the American movie business is more centralised on the West Coast but has spread its location throughout Europe and Asia. The result of the globe, the so free exchange of talent in all aspects of film making has developed, not least in music.

Two-Way Street

Names such as Michel Le Grand (Umbrellas of Cherbourg), and Francis Lai (Milan and Burt Kwouk) (Strangers in the Night) are as courted now by American film interests as the Henry Manzocchi, the Bob Goldman and the Elmer Bernstein. And this reverse is true. British producers feel free to think in terms of American composers. Barry is now rapidly being put into focus by the American producer and the pool of writing talent which he has given the chance to contribute significantly to the line up of important international composers, is beginning to grow. As Barry's buying power, hold down, the sensitive, accurate composing talents of people such as Les Reed, a proven composer for all musical purposes on film or on the stage, or Johnnie Spence, who has a vast talent and is also about to move into film scoring; or a Patrick John Scott who is building an impressive career in film work; or a Johnny Dankworth who is an exciting and fine composer or a Ken Thorne who is in his prime, his film career ahead of him, are being commissioned by film companies which, before the British breakthrough, would think only in terms of established British composers.

British Invasion

How has this come about? There are many factors involved but, basically, it boils down to that well worn experience; nothing succeeds like success. The film world, including Barry, were prepared to accept the commission. Perhaps many commissions are lost because of a composer's inability to get across his point of view. Personally, I work very hard to communicate with a producer and director, I like to get to know their likes and dislikes on a broad level; to get to the heart and therefore understand their terms of reference. In total I have now scored more than two dozen films, but for the most part I am still the moment I am totally involved in the film; the medium has been good to for me. I hope that the new wave is now taking root in Britain and Europe and that a half dozen other British composers will be able to say that next year.
Norman Whitely, head of music publishing operation Norman Whitely Holdings Pty. Ltd., advises that his company has now secured the Australian rights to the Planetary Non catalog. The same applies to the Venice Music catalog from the United States. Norman Whitely discussed these acquisitions with Cash Box following his return to Australia from an overseas trip that took him to England and the United States. Norman spent a good deal of time in Nashville where good old American hospitality was running at its best.

Broadcast restrictions have been removed from "Daydream Believer" (Screen Gems-Columbia Music) and "I Am The Walrus," both through Northern Songs and recorded by the Beatles.

Australian artist Johnny Young, now in London, has a new single out through Festival Records. The "A" side is "Every Christian Lion Hearted Man Will Show You" (a composition by the hot Bee Gees) and a revival of the old Sam Cooke favorite, "Wonderful World.

From overseas sources, Festival have issued some top chart items, such as "Incense And Peppermints" by Strawberry Alarm Clock; "Summer Rain" by Johnny Rivers; "Beautiful People" by Bobby Vee, and "Yesterday" by Ray Davies.

There are two newly produced singles out on RCA, one features the Creatures with "Your One And Only Man," and "Uply Thing" the latter is an offering from a group named Keith Mackenzie & Greg Lawrie. The Remo Brothers are requested by "Dream World" and "Rochelle.

As was indicated in this column some time back, it is now officially announced that EMI have formally acquired the shares of Belinda Music (Australia), Pty Limited, its subsidiary company Progressive Music (Australia) Pty, Limited and an interest in a number of associated companies. Belinda Music, along with EMI's old established publishing subsidiary, will be managed by Phil Matthews, with Dermot Hoy in role of Professional Manager.

Broadcast restrictions have been placed on all the tracks from the forthcoming album by the Rolling Stones, "Her Satanic Majesty Requests and Requires," on behalf of Cromptwell Music, and on material from the television film "Magical Mystery Tour" by the Beatles.

Mr. Arthur Major has been appointed Deputy Manager of the Record Division of EMI taking effect immediately. The appointment was announced by Mr. Borton, manager of the EMI Record Division in Australia, prior to this new post, Mr. Arthur Major had spent several years in charge of Phonogram Recordings, the record division of the Phillips group in this country.

"Gimme Little Sign" has been a real "sleepers" here, but has now developed into a strong click for American artist Bresont Wood. The record first began to show signs of action in Sydney some time ago, and the popularity has continued to spread from state to state and it is now a national hit for Bresont and Festival records here.

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**Australia's Best Sellers**

1. The Last Waltz (Englebert Humperdinck—Deces) J. Albert & Son.
4. Gimme Little Sign (Brenton Wood—Festival).
5. To Sir With Love (Lulu—Columbia) Screen Gems-Columbia.
7. Alternate Title (The Monkees—RCA) Tu-Con Music.
10. The Letter (Box Top—Stateside) J. Albert & Son.

 Asterisk indicates locally produced record.

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**Cash Box Holland**

This week the repertoire of A.B.C. Paramount was added to that of the Bovenm-E.M.I. Gramophonehouse. Bovenm's manager of the American repertoire, Joop Visser, released at the same time on A.B.C. Paramount Ray Charles' new record "Georgia On My Mind", and "Viva, Viva" with "The Pearl" and "The Reel". In addition to "I Will Take Care Of Your Cares", Frankie Laine, Four stunning biters which are "This Must Be The Place", "Cold Reed", "Oo, Tris Spann", Jimmy Rushing with Oliver Nelson, and John Lee Hooker.

The Pretty Things were added to Gramophonehouse. "Defecting Grey" was released as "I'm Coming Home" and "Mr. Nasty" which was picked up by "Beach Boys." The release of "Hello Goodbye" by the Beatles and "Everybody Knows" with the Dave Clark Five created a sensation in Holland. Of course there is a good deal of activity in the Dutch TV program "Voices" with "War and Peace" Hotplug and it's clear that "Sam" soon will reach the national hit parade!

U.S. singer Felicia Taylor visited Holland for one day. The good looking miss has just been signed by the label "Bebby" and the record "I Feel Love Comin' on" (here on the President label) became a best seller right after the transmission of the show.

Last week N.V. Phonogram presented 11 Gold Discs to a great number of its artists. Boudewijna de Groot and Lonnaert Nijgh received one for the Deces LP "Voor De Overlevenden;" Rasmay Staaf for his single chart-topper "Sam," Wim Sonneveld for his latest LP (Philips); and the 7 person cast of the TV musical "Ja, Zuster, Nee Zuster" received one each. Both LP's with songs of the show now reached the golden figures. A third LP (also for Deces) is preparation.

Decca's new release has several serious chart busters: "Kitty" by Cat Tamer; "I'm Eating Your Cake" by Tom Jones; "Nights In White Satin" by the Moody blues and "A Walk In The Sky" by the Flower Pot Men.

Fontann's the Herd has become extremely popular after a TV performance. "New Toy, "Buzz, The Underworld" reached on No. 2, and in the Top Ten. The follow-up, "Paradise Lost," will be released next week.

Negram-Delta has just released two new Pye albums. The first, "The Foundations" which includes: "I Just Want To Be Loved;" "The LP 'The Sound Of The Ivy League' on Marble Arch features some of the greatest times the Ivy League ever recorded. The Ivy League will be touring the States during January 13 and 14. During their Dutch visit they will also film a TV show.

Last week AVRO-TV screened a film of the kinks singing their latest Dutch top ten song "Cows In The Underworld." As a result, sales soared. Dave Davies of the Kinks has just recorded his follow up to the very successful "Death Of A Clown," "Susannah's Still Alive," planned for release in the very near future.

The David McWilliams LP on Major Minor is selling terrifically. His LP "Days Of Pearly Spencer" is currently a top-tenter. He sung the song in the 5 December edition of "Twien." A.V.R.O. TV's "Vjoe" will do a profile of David McWilliams In January.

One of the most famous west-coast groups, the Electric Prunes, will tour Holland starting December 11th for the Paul Acket Agency. They will also start their "Space" tour in the UK in February. The.Reprise recording group is doing very well these days with their magnificent single "The Great Banana Haax," while sales of their LP's are quite satisfactory. A third Prunes LP is scheduled for release in December.

After the first hit "Mississippi," CNR released a new Heintel single specially for Christmas: "Silent Night, Holy Night/Es Ist Ein Ros Ensprung." In the meantime "Mama" has been released in Germany and Belgium. In both countries it is "renamed" to be also a smash hit.

CBS just released new important single material which includes the Byrds, with their new hit single "Goin' Back," the Platters' "Sweet, Sweet Lovin'," Peters & Herb's "Love Is Strange" as well as the latest single by Billie Joe Royal, "Hush." One of the new LP's is "I Found You In The Middle," with undoubtedly is Areth Franklin's "Greatest Hits." Anita Harris was in Holland taping a radio feature. The entire Bob Dylan catalog is selling tremendously in the low countries. Especially "Bob Dylan's Greatest Hits, Vol. 1, 2, and 3" as well as his 2-record set "Blonde On Blonde."

After the fast rising success of the English version of "Zai Zai, Zai," a Dutch version of this song, sung by Ben Cramer, will come out this week on Dureco.

In the International Section of Cash Box November 18th, it was reported that the works of Gert Timmerman would no longer be controlled by Basart but by Gospel Music.

We are now informed that this information was a misunderstanding, Apologies to all concerned.

Holland is impressed by the latest Monkees' "Daydream Believer." Every body's talking about it. After the "rush" to the top in America, their "Daydream Believer" must be a topper in Holland too.

The second LP Nina Simone made for RCA, is (in opinion of many critics in "Vrije Pers") the best LP she ever made. It's a good long record, a fantastic album. This week Nina appeared on television with Boy's Big Band.

Prior to the release of the film "Doctor Doolittle," Inco released the Anthony Newley album featuring the four songs Newley sings in the film and all the other songs from the original musical. This record is selling very well on which Paul sings "German." He made the record with orchestra directed by Werner Müller.

In a new LP containing their hits "Let's Live For Today," "Things I Should Have Said," "Wake Up, Wake Up," is on the charts now. Inco's Country & Western campaign again out with many new releases by outstanding C & W artists as Dan Gibson, George Hamilton IV, Hank Snow, Skeeter Davis and Dottie West.

Iranian is running a national promotion campaign for the German top duo Adam & Eve. Recording on the Bellaphon label, they have scored successfully with "Wottatatatow," "My Life Won't Be The Same" and "Elll Marlin" during the past few months. On December 8, they appear in the popular TV show "Pick Up" and for a live appearance on KRO radio.
In this column a few weeks ago, we compared the pop music situation in England and Germany and the reaction has been amazing. Our “anti-pop world” article brought positive reader response to the fact that the British and the U.S. are on a different track than Germany, and secondly the German record buyers. The kids who buy the English language records wouldn’t be caught dead with a German pop record except for those that are into the radio and TV station scene. The radio and TV stations have a very minimum of pop programming and those that program it go under the title of “Beat-Beat,” “1-2-3-4 For Youth” and several regular radio programs that are only the best of the U.S. and British productions, while other shows on radio and TV such as “Studio B,” “My Melody,” etc., feature mainly German language recordings. The deciding factors of the music featured in these shows are the producers of the shows, and they are not young people to say the least.

Now let’s say that a record producer would do a new and modern sound with a new artist in the German language. The shows that feature U.S. and English records won’t play it because it’s in German and the other shows featuring German material would not play it because it’s not their “language” and their “taste” is that of their age group.

So what do you do? It’s a fact that if the public does not hear a record no matter how good it is, they won’t buy it. Why bother to produce a record that won’t be heard? The discoteques are also heavily divided in the two camps as well. No exchange of material equals no sales, so why do English pop German productions? In the land of the blind, the one-eyed man is King. Like we said, it’s an anti-pop world we live in as far as Germany is concerned.

Soundie Shaw who wrote his big hit record on her “Puppet On A String” has switched to the RCA Victor label. Teldec has released her newest single in German and English for the label.

I - The International Podium!” is celebrating their 20th anniversary this month. The paper says that they have published a booklet with pictures of the many of the artists that have appeared on the label. Today the owner and publisher is the Metropol publishing house in Vienna. Chief executive for Germany is the label.

Tape cassettes are getting more and more popular but relatively few have been released here to date. Polydor leads the way with 250 cassette records released to date. Philips has released 169 of their pop and classical repertoire with Teldec following along with Deutsche Grammophon. Teldec has released 24 pop cassettes and DG 24 classical and spoken word cassettes. Metronome follows with 16 and Ariola with 12 in their start program. Electrola (EMI) have been giving their repertoire to Philips, but their own programs will start in 1968.

The German company Buda will have the ball of the year as January 18th finds a lineup of stars including music by Horst Jankowski and his sextet along with the orchestra of Rolf Hans Mueller of Radio Baden-Baden. The show will also include recordings of Jankowski, and eventually Udo Jurgens. Hans Mancini will be on hand for the “Bambi” film showings that were in the year.

Hans Geric has pushed out on the new Horwood Carpendale waxing on Electrola. HANSA records are going all the way for new star Andy Star from Bünde who has produced his first German language recordings for the firm. Other big push items include “From The Underworld,” a bestseller from Berlin and “Love Is All Around” from the Troggs plus local newies from Manuela and others.

Rudy Petry of Edition Accord has a stack of new goodies for push purposes including new German waxings by Cliff Richards, Adamo and Wanda Jackson. Philips have produced another top product including Herib Alpert and will release the album for $2.50 (DM 10).

Freddy Quinn, who recently received his 11th golden disc, has a new single release and his LP “Big Requiem Concert” has passed the 50,000 mark in sales. Freddy will do a European tour from the 18th of January till the 18th of February.

Larry Yaskiel and his Stigwood-Yaskiel International are going out all for new waxings by Larry Hirst and the Big Taste, the Association, the American Breed, and many others.

Pardon our slip: Graham Bonney has changed labels as reported a few weeks ago. He will do a new album for Electrola (EMI) but will produce other acts for the President label.

That’s it for this week in Germany.

Mexico's Best Sellers

1. Quinceañera—“Los Vlamers (Musart)”, Toño Quirazas (Orfeon).
3. Dame Una Señal (Gimme a little sign)—Brenton Wood (Gimma), Roberto Jordan (RCA).
5. Noches de San Francisco (San Francisco nights)—Erie Boardon and The Mexican Boys (Orfeon).
6. Adoro—“Carlos Lico (Capitol)”, Armando Manzanero (RCA), Manny Ramírez (Ventura), Max Aday (RCA), Tino (Zinco), Carmita Jiménez (CBS), Los Dominile (Philips), Marco Antonio Vázquez (Peerless).
7. Tengo—“Carlos Lico (Capitol), Los Custo Brillantes (CBS), Imelda Miller (RCA), RCA publishing.
8. Yo Te y Las Rosas—Los Picolinos (CBS).
9. La Carta (The Letter)—The Box Tops (Capitol), Los Belmontes (Orfeon).
10. La Balada Del Vagabundo—Rosa María y Jose Guardiola (Son Art).

Heavy releases these past weeks by all record manufacturers as the last big shipment of 1967. Capital released two LP’s and three EP’s of Carlos Lico, through the offices of Pedro Oca, E.P.’s of Cesar Costa, Pili Casas, Los Shipjas, Los Yaki and new long plays with Joao Gilberto, Frank Pourcel and others. RCA Victor released long plays of Los Hermanos Castro, Pablo Beltran Ruiz, Peru Prado, Billy Vaughn, Los Vallecito, Armando Manzanero, etc. Dada cut 25 long plays via their various labels (Cangueo, Heliodor, Fontana and Viva.) CBS released a new album with Casas Sanchez, Orfeon, another with Roberto Castanor, Peerless, through the London label, three classic long plays; and Gramma also in the classic line with three long plays on the Erato label. Musart released long plays with Luis Deimtore, Alberto Vasquez and Angeles Maria.

Ellia Fitzgerald is performing at El Patio night club while Josephine Baker is appearing at La Fuentita.

Domingo, executive director of the international classics label of Philips-DGG, in Mexico visiting distributors of Discos Universales, S.A.

IBM announces new artist contracts with Martha y los Venuturas, Gaston Garces, Las Ventanas, Los Puntos Suspensivos. All have already been cut.

Capitol Records artists Carlos Lico and Los Yaki left for a series of performances in Managua, Nicaragua. After that, on December 4 Lico will debut Las Vegas at the Tropicana.

The Lazy Birds, a new rock and roll group who promise a lot, will record for Orfeon a promotional project.

Luis Baston, chief of A&R at CBS, told us that the world-known trio Los PANELO's will record for the first time a new album with the accompaniment of a string-section-songs of the popular Mexican composer Armando Manzanero.

At the top of the list of the new Italian releases this week is an RCA Italiana recording issued under the "ARC" label. We refer to the single performed by a new group called the Bertas, who debut on the record scene with "Fatale." Among other releases from RCA Italiana are the new disc by Dino (which includes the Italian version of Stevie Wonder's hit translated "Ole Sole E' Di Tutti"). Sandie Shaw's "Lo Vuole Lui Lo Vuole Lei," Last but not least, in the RCA Italiana list is the new recording by pop artist Fred Mongusto, who has waxed the recent Frank Sinatra hit with the Italian title of "Ore D'Amore."

Strong promotion is being conducted by R.I.F.I on the Atlantic top artist Wilson Pickett. R.I.F.I has issued an LP of his containing some of his top hits like "Mustang Sally," "Knock On Wood" and "Time Is On My Side". Also issued by R.I.F.I for Atlantic is the first single sung in Italian by the American group Vanilla Fudge. The title chosen for the debut of this ensemble on the Italian scene is "You Keep Me Hanging On," (translated in Italian as "Ci Mi Alutra"). A song entitled "La Quinta," published by Leonard, has marked the debut of a young duo called Franco IV and Franco I. The duo have just been booked by Celloraft Simp, which is conducting a strong promotion for them.

Two of the top hits by the American pop group the Young Rascals have been sub-published in Italy by Virgillo and Dante Pannuti's puhberby Edizioni Video. These are "Groovin'" and "How Can I Be Sure." The last title has been translated into Italian as "Come Vuoi Che Io" and will be soon recorded by Italian artist Gianni Pettenati under the label Fonit-Cetra.

The San Mitch France Cable MIDEM—Excerpt

THE AMSTERDAM CONFERENCE—While touring the Netherlands recently to plug his latest release, "I'm Wondering," over local TV and radio outlets, 3's A Crowd is shown here with RCA Victor's Ontario promo man Ed Preston; the group's manager, Syd Delap; and Lori Bruner, Cash Box's own Canadian representative; and RCA Victor national promo man for Canada, Andy Nagy.

German Disc Jockey Organization

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<td>1 1 2 Massachusetts—The Bee Gees—Polydor—Rudolf Steekl</td>
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<td>5 2 2 Excerpt From A Teenage Opera—Keith West—Odeon</td>
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<td>6 1 1 Police On My Back—The Equals—Ariola—AME Kassner</td>
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<td>8 6 2 Soul Finger—The Bar Kays—Atlantic—Edition Intro/Meisel</td>
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<td>9 1 1 The Letter—The Box Tops—CBS—Belmont Music</td>
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<td>10 3 4 San Francisco—Scott McKenzie—CBS—Edition Intro/Meisel</td>
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(Courtesy "Musikmarkt")

Cash Box—December 16, 1967
It's that time of the year again when we make those proverbial promises to rid ourselves of bad habits and prepare a list of more advantageous ones for the coming year. The coin music and amusement trade should be no exception, therefore we came up with a few resolutions that, if followed up, might help 1968 to be one of the best years in the history of the trade.

Increased membership in local associations will provide state and national associations with the grassroots support needed to combat adverse legislation on a local level, such as, anti-pinball, pool table, phonograph, vending, etc. bills. Now is the time to join up. 1968 should see 100% association membership.

In 1968 we should promote a freer exchange of ideas within the business thru newsletters, personal contacts and the trade press towards an eventual aim of alleviating direct sales.

The industry should start a hard-core public relations campaign on a local community level thru contributions and participation in charity, church and political group activities, aimed at improving our image.

Improved coin machine merchandising, while keeping in mind that the presence of fresh equipment, timely rotation and on-location promotional ideas will ultimately stimulate play resulting in better profits and a successful year.

1968, while higher equipment purchase prices, tax increases and elevated operating costs are expected, it should prove to be the year to attempt to convert your music route over to two-for-twenty-five cent play. This conversion is necessary for operators to get a better shake.

One of the biggest and most important resolutions of 1968 should be to rid ourselves of the loan-bonus cancer. There are literally thousands of reasons why this resolution should be at the top of the list. It's come to that point where the operator MUST obtain the profit structure edge over the location.

Last on the list, but by any means not the least is your own personal stake in the coin machine business. Is this really what you want to do? Are you in the business because you want to be or because you have no choice? Take inventory of yourself and your business...can you respect it? If not, leave it to those people who will respect it.

These are just a few things that we might think about for 1968. Think about them then weigh them against each other, pick two or three and contribute your fair share of effort to an industry wide drive aimed at wiping out some of the antagonizing problems of the coin machine business.
**Holland Elected MOV President at Richmond Annual**

RICHMOND Va.—The Music Operators of Virginia ninth annual Convention which took place at the John Marshall Hotel here last week was a 2nd, in Richmond was an overwhelming success according to Jack Bass, executive director of the association.

The affair was attended by nearly 160 members and guests with a total roll of more than 180.

New officers elected were M. L. Holl-land of Valley Music Co., Roanoke, as president; Treasurer, Claude N. Smith, State Amusement Co., Roanoke, Secretary, Hy Lenick, Richmond Amuse.

Sales Corp. First V-President, George Rolin, American Music Co., Newport News, Second V-Presidnet, John Cameron also of American Music Co., 

All new officers will take up their duties at MOV starting January 1, 1968.

Main business meetings were held on Fri-day and Saturday with guest speakers: Eleanor Shepard, former mayor of Richmond and delegate to the convention, was her term be-gins Jan. 1st. MOV president Bill Cannon spoke at the Saturday meet-ing, in the importance of record program-

ming and purchase of new records, MOV officer, Joseph J. Wil-

One of the meetings was a discussion of direct sales, which was held at the Hospitality House in Emporia, Kansas last weekend (2-3), during which con-

Famous office was adopted and a slate of officers elected. The officers are Harold Wingrave (Emporia, Kan., president); Gus Prell (Bremen, Kan.), vice-president; and Ronald Wheel (Winchita, Kan.), secretary-treasurer.

Seven operators were nominated for the offices of director, and the slate of electors will be elected at the association’s next meeting, scheduled for March 22.

Among interested parties in attendance

were MOA’s Howard Ellis and Bob Potter, and Jack Lou Dell, who delivered a speech.

The weekend meeting, preceded by a concert and an entertainment on Saturday night, convened at 1:30 PM on Sunday. Following the meeting, eight members signed up!

**Kansas Operators Name Wngrave 1st KAMA Prexy**

CHICAGO—The newly formed Kansas Amusement And Music Association (KAMA) held its first meeting at the Hospitality House in Emporia, Kansas last weekend (2-3), during which con-

Famous office was adopted and a slate of officers elected. The officers are Harold Wingrave (Emporia, Kan., president); Gus Prell (Bremen, Kan.), vice-president; and Ronald Wheel (Winchita, Kan.), secretary-treasurer.

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**Jack Woods, Des Moines Coinvet, Sweens City Council Election**

Some of the most recent political accomplishments took place in the state of Iowa where four coin machine operators were elected to political of-fices.

Jack Woods, a veteran coin machine operator, in the city of Des Moines was elected to the Des Moines city council and held two votes to one over his opponent.

Another veteran operator, Walt Hoppin, of the Instant Vending Co., has served on the city council of New Hampton, Iowa, for sixteen (16) years and has just recently been re-

lected for another two year term.

Jack Jeffreys, one of Osceola, Iowa’s most youthful and energetic operators was re-elected to that city’s post as mayor during the recent city elections.

A retired operator and former cus-tomer of Philip Moss & Company, Mickey Quinn of Lewis, Iowa was elected mayor of that fine town.

Philip Moss, of Philip Moss & Company, said in reference to these men’s point of view: “A couple of gentlemen have done a tremendous amount of public relations for the coin machine industry. I am sure that every man in the trade is very proud of their accomplishments in the po-litical field.”

**Kaufman to Be Honored By N.Y.’s UJA Div.**

NEW YORK—With perhaps the earliest-announced honorific committee of N.Y.’s United Jewish Appeal Coin Machine Division met last Wed. David Kaufman, a retired executive officer of U.A., these many years, was unanimously elected to serve as chairman of Honorary Council, of the culmination—

Victory Dinner. The Victory Dinner itself will take place May 11 at the fashionable New York Hilton Hotel. Next meeting is tentatively scheduled for sometime in Feb.

**The Spirit of Phoenix**

PHENIX—The recently completed Greater Phoenix 8-Ball Tournament was an indication of the stamina that has been developed by Phoenix operators from an eventual tournament on a national level.

Comments from operators and other trade personnel who attended the three day play-offs ranged from good to
good.

Larry Schneller said, “I’ve never in my life seen such enthusiasm over something. There were over 1,000 people here, having the greatest time of their lives. It was just like a world’s championship... when the players were playing you could hear a pin drop—it was so quiet. The reaction was just amazing.”

Mr. Commissiono, Ben Spaulding, who was a top player in the tournament, said much of the planning for the tourna-

ment said, “The success of this year’s tournament leaves us with only one thing to look forward to next year—the 1968 competition.”

The second state association meeting was held a paid executive in the past year’s competition. Len Schneller and I will be available anytime to assist anyone in any area to start a pool tourney in their area.” See photo 

spread elsewhere in this section.

**Chiofsky Raps Direct Sales**

NEW YORK—The unpleasant combi-

nation of direct sales and machine highjacking has been reported in the magazine world. The area, a group of direct sale solicitors, which the N.Y. trade knows to emanate from New Jersey, have been periodically picking off the operators and soliciting 

their usual pie-in-the-sky spiel that more income can be gained by operating their own machines. The trends fact that direct sales sections are in direct competition operating profitably is a hard-

learned and demanding skill seems to escape the uninitiated owners who all too often hire an unsympathetic professional to operator them from a bad situation.

Ben Chiofsky, general manager of the Music Operators of New York, has warned his members to be on guard for the solicitors and to apprise their location owners of the true and un-

varnished difficulties involved in direct ownership.

Still another harassment New York’s operators are faced with is a small but efficient group of highjackers. This group has already received three new phonographs from locations here, right under the bartenders’ noses, by posing as servicemen in the employ of the operator. Chiofsky strongly warns his members to alert their locations to this danger and demand they either call the operator whenever a serviceman intends to make an appearance at the location, or that its legitimacy or at least require a written letter on company letterhead authorizing the removal.

**Gain to ICMOA Post**

CHICAGO—Harry Schaffner of Schaffner Music Co. and president of ICMOA, announced that the associa-

tion has hired an executive director.

This is the second state association to have appointed a paid executive in the past year’s competition. Len Schneller and I will be available anytime to assist anyone in any area to start a pool tourney in their area.” See photo 

spread elsewhere in this section.

**Merchandisers Handbook... No. 18**

This week’s Handbook offers a dou-

ble-barreled suggestion—both of which involve on-location protection of coin-

coperated equipment. The first concerns fire hazard. Most of the nation’s loca-

tions are covered by some sort of fire insurance, usually covering the coin machines on the premises even though they’re owned by an outside party or “concessionaire” such as the operator.

In the unfortunate event of partial or total equipment damage due to grease-

fires at functionettes or fire-fuels courtesy of a careless roister, the op-

erator normally might be reimbursed for his loss but, not for the time and 

material involved in replacing the piece. With the holiday gift-giving season at hand, therefore, we think it might be a sound idea to present your locations with inexpensive but effective fire extinguishers which should be mounted close by the juke, game or whatever. Prices range anywhere from $7 to $25 depending upon size, where you shop and how many you buy. If a gift is 

too costly, arrange to subtract the price of the extinguisher from the col-

lections. Any way you look at it, it gives protection to the equipment and that’s worth plenty just in terms of piece of mind. Second suggestion comes from more than a few operators who would really welcome some kind of alarm system that would work on new machines, games and vending machines. An 

immediate alarm device can discourage anything from vandalism to unauthorized- 

leases. Third, if you have direct sales highjacking and might be a good mer-

chandising tool for our manufacturers in the sale of equipment, while being a real deterrent to on-location machinery. Protection against machine damage and loss should be uppermost in the minds of all segments of the trade. NAMA’s research people have determined that vandalism and theft present the most serious financial problems to the coin trade today. Let’s get the program underway.

Cash Box—December 16, 1967 73
“The Younger Generation Has A Better Opinion of Our Industry Than The Older Generation”

For the past several issues of Cash Box the Profile series has spotlighted men of the distributor and factory level, virtually ignoring the operator. This week, Pat Storino, see-treasurer of S & S Amusement Company of Toms River, New Jersey was selected to head up the Profile Series. Pat entered the family owned and operated business on a part time basis after his discharge from the army in 1955, while attending Seton Hall University.

Heading up the family business are Pat’s father Anthony Storino as president and Brother Vincent as vice president.

The firm operates phonograph, games and recently entered the cigarette vending segment of the trade. Their geographical scope of operation takes in the coast and central parts of New Jersey.

Association activities has played an important role in the business life of Pat for the past four years as he has taken on the duties and responsibilities of president of the Garden State Amusement Association. Pat is also vice president of the New Jersey Council of Coin Machine Operators and a director of Music Operators of America. As we all know in the coin machine industry, associations play an important role in working the member’s business to make them stronger, more secure and more profitable. Pat Storino, is a young, aggressive coin machine operator who realizes the importance of an age given his full support to both local, state and national associations.

“The members of the Garden State Amusement Association have done a tremendous amount of work over here in forming pool table leagues. We have nearly fifty locations participating in four local leagues. We stage them each year during the months between October and the middle of April. After the regular season is over we have a huge banquet and dinner where first place winners are awarded trophies and prizes. It’s really a very exciting and interesting affair and the locations that have teams entered in the leagues seem to be extremely happy with the results. It gives us all a chance to get together where we can understand each others problems and work them out together. There’s no reason in the world why operators working in any local community cannot get together and stage pool table leagues... they’re great from the standpoint of public relations. And, although the industry has progressed in the eyes of the public over the past several years to a degree, we still need all the public relations and exposure of goodwill to the public as we can get. Today’s generation, and I sincerely believe this, do not feel about this business as the older generation does. The ‘racketeers’ image, that so many people of the older generation have of the trade is carried over from their early exposure to pin ball machines they played back when gambling was legal. Today, these people refuse to believe that operators of amusement games are legitimate businessmen. They are uninformed. On the other hand, the younger generation has no reason to believe that we’re surrounded by gangsters and hoodlums. But, in the end who knows what will happen? Usually, people believe only what they want to believe.

Those are some of Pat’s thoughts on location promotion thru pool table leagues and the industry’s image. Nearly every factory, distributor and operator in the industry feel about the same way, few of them will take time out to do anything about it.

When Storino was asked about music programming for his locations, he said, “We categorize our locations... kid locations, bar room locations and locations catering to the twenty-one to thirty age group. We try to provide the type of music that they want to listen to. A lot of this is done thru requests from the customers... we get a tremendous amount of that.”

On the recent popularity of country and western type music; “Country and Western music is coming into its own in the big cities... clubs and bars featuring C & W are popping up all over the country, I know here in this area and more and more operators are trading in their pinball machines and putting in country and western games... so there is a definite interest in that style of music.”

When asked his views on whether the games factories should try to come up with some new ideas for coin-op games, Pat told us that, “I think they should give it a try... it seems as though they’ve tried to go with the proven money maker to date. The fun games were successful. The thing I dislike when a new game is released, is that they try to crum it down the operators throat. Operators definitely do not need this kind of harassment. One way the factories could break a new kind of game would be to come up with a take-off on the present pin and machine. The pool table people did it with the rebound table... it wasn’t too successful at the beginning but soon caught on and became a very profitable item. The key here is for the game to be tried with a pin ball... they’re always the same. We could use something different or with a new look.

The last question we asked Pat was the sales formula he used in obtaining and maintaining locations. His answer... “There are many things you can do for your location. I think the most important is giving them the service. You have to keep those machines operating. If you want to make money, you’ve got to say to them. It was a pleasure. Pat.”
Seeburg music says Season’s Greetings all over the globe.
THE SCENE—The smoke-filled, spectator-packed great hall of Phoenix, Arizona’s Sands Motel. The story . . .

The Greater Phoenix 8-Ball Tourney

An Enthusiastic Beginning with a Nat’l Trade Run-Off at the End of the Rainbow

Four days of fierce competition and intense spectator interest climaxed the evening of Nov. 30th at Phoenix’s Sands Motel in an 8-ball run-off between Jessy Martinez and Ray Garduno for the number one slot in the ‘A’ Class of this, the Third Greater Phoenix 8-Ball Tournament. The winner—Martinez. The prize—$250 plus a trip to Las Vegas. The real pay-off—the greatest billiard competition ever sponsored by members of the coin machine industry, which, through the combined efforts of tournament chief Ben Spaulding and U.S. Billiards sales manager Len Schneller, could snowball into a dozen or more such regional 8-ball tournaments ultimately leading to a national run-off by next MOA Convention.

Garduno, the ‘A’ Class runner-up received $200. Don Britton took the ‘B’ Class, receiving $200. Baldy Valdez was best in the ‘C’ division, winning $150 and Dianne Jeisy copped top honors in the Women’s Div. for a prize of a portable TV. Other prizes included two $75 and four $50 checks for close winners in the ‘A’ Class; $150 for the ‘B’ runner-up plus two $75 and four $50 prizes for close finishers in that race; $100 for the ‘C’ runner-up with two additional checks for $75 and four for $25 for close finishers; and a portable radio for Nancy Johnson, the runner-up in the Women’s Div.

All contestants had won in their respective divisions at 88 member taverns in the competition. Each received a trophy with additional awards going to the big Sands winners. Spaulding further announced that a run-off between Martinez and last year’s winner Lou Melendez will be staged shortly and will be televised over the local TV station. Furthermore, plans are underway for a State-wide tournament to be held in May.

Jess Martinez, who represented the Pair-A-Dice tavern, took top honors in the ‘A’ Division.

Charming Dianne Jeisy poses with her trophy as best in the Women’s Div.

Trophies are nice but that check for $250 really hits the spot says Jess Martinez. That’s Valley Vendors’ Joe Kaufman at Martinez’ left.

Ben Spaulding (left) officiated at all award presentations and intends putting his name and experience in the promotion of a national play-off, hopefully to be ready by next MOA.

Nan Johnson receives her runner-up award.

Len Schneller (left) receives award from Ben Spaulding in recognition of his enthusiastic support for the Phoenix play-offs, as well as for the seven U.S. Billiards ‘Leader’ tables donated for the four-day competition.

Jess Martinez chalks-up, eyes the best shot and prepares to beat the pants off Phoenix’ best talent somewhere mid-tourney.
Cameron Releases First Set Of Films For Scopitone Ops

NEW YORK—Cameron International, Ltd., of Port Washington, New York has released their first sampling of Scopitone films for operators currently operating Scopitone audio-visual theatres.

The first batch of films are now ready for shipment and eight more titles will be offered in thirty days. The films are in stock and ready to ship. Cameron will provide a substantial program of films on a regular basis.

Information on the films can be obtained by writing or calling Cameron International at 82 S. Bayes, Port Washington, N.Y. Telephone 516-707-0626.

Films offered now include: Please Love Me featuring Michel Polnareff and The Strangers; L’Argent Ma Foi starring Ricardo (C253); La Chevalier D’Amour spotting Betty Mars (C333); A White Shadow Of Palm by the Precal Harum (C343); The Flame featuring the artistic talents of the Roger Stadiam Dancers (1961); Sweet Georgia Brown also with the Roger Stefan Dancers (1950); and a Weetch & The Trio Athenee (1960).

Cigarette Tax A Great Fight But They Lost

PHILADELPHIA—The Pennsylvania Automatic Merchandising Council almost won their battle to defeat a 5c cigarette tax increase bill, but "close" only counts in horseshoes. Without a special ruling that lowered the number of votes required for a constitutional majority from 26 to 24, the cigarette tax increase probably would never have passed.

There was a total delay of the bill for 4 1/2 months...12 weeks in the house...and 6 weeks awaiting final passage in the Senate. The PAMC also issued a warning to its members making reference to bootleg cigarettes which read, "There will be offers made to supply our companies with bootleg cigarettes. We urge you to report such offers to the Department of Revenue or to us directly so action can be taken to stop these sources from ruining our industry.

A new cigarette tax law will be passed by the legislature carrying very severe penalties including heavy fines and long jail terms. A new operating company subject to licensing and auditing by the State cannot hope to get away with dealing in illegal cigarettes for very long, and the costs of being caught are too great to justify the risk. Help yourself and the State by stopping as much of the illegal traffic as possible.

Five Coffee Workshops Slated For Feb. & June

NEW YORK—With Fall classes out of the way, the Coffee Brewing Center of the Pan-American Coffee Bureau announces that it will hold five vend-ed coffee workshops between February and June in 1968.

Kenneth W. Burgess, director of the Coffee Brewing Center, said that registration for the Winter and Spring classes is open to any individual or company in the U.S. and Canada interested in good coffee. Each course runs for one week, Monday Through Friday, and registration fee is $50.

The 1968 week-long vend-ed coffee workshops are scheduled for Feb. 26 through March 1; March 25-29; April 22-26; May 13-17, and June 17-21.

The Coffee Brewing Center, which holds the workshops at its laboratory and classrooms at 125 Wall Street in New York City, has also scheduled weekly weekend coffee brewing workshops during the Winter and Spring periods.

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JUKE BOX OPS' RECORD GUIDE

PICKS FOR PROGRAMMING

The following records, selected from the CASH BOX Top 100, represent times and performances which appear to be especially suitable in the juke box on location. Ops should check with their own-steps for availability.

LOVE ME TWO TIMES
Bears (Electra 45024)

IN THE MISTY MOONLIGHT
Dean Martin (Reprise 1-7621)

'CHAIR OF FOOLS
Aretha Franklin (Atlantic 2046)

'BEST OF BOTH WORLDS
Lulu (Epic 10230)

'IT'S WONDERFUL
Young Rascals (Atlantic 2046)

'COIN' OUT OF MY HEART/CAN'T TAKE MY EYES OFF YOU
Ronnie Dove (Diamond 233)

THE OTHER MAN'S GRASS IS ALWAYS GREENER
Patra Clark (W. B. 4-4613)

* indicates first week on chart

Lulu's Chart Hit Featured With Phonovue A/V

WHIPPANY, N. J.—Rowe AMI Phonovue director, George Kelsey has released film-record pairings for the week ending December 16, 1967.

The Lemon Pipers' Baddah disc release of Green Tambourine, has been paired up with Kelsey by P/V Dicka, Rain Or Shine (L-2905X), Reflections (L-2804P), Belly Dance (L-2905W), Green Bikini (L-2905T) and Service With A Smile (L-2904D).

In Another Land, by Bill Wyman on London records goes well with tracks Oriental Night Life (L-2907P), Ballet In Black (L-2905X) and Dream Girl (L-2906S).

Exotic Perfumes (L-2803F) has been matched up with Lulu's Epic chart stopper, Best Of Both Worlds.

The Buckingham's Columbia disc Susan is groovy with P/V's Basketball Game (L-2806L), Dream Girl (L-2906S), Ballet In Black (L-2905X) and Oriental Night Life (L-2907P).

Something's Missing by The 5 Stairs steps and Cubie on the Baddah label has been stepped up with Hula Shake (L-2908K), Chicks In Waiting (L-2910D), and Snake Dance (L-2908R).

Aretha Franklin's hot hit Chain Of Fools on Atlantic goes good with (Cycle And Surf (L-2907D), Chicks In Waiting (L-2910D), Sweet Shoppe (L-2907G), Bikini Peek-A-Boo (L-2910G) and Snake Dance (L-2908K).

MASSACHUSETTS
Box Groes (Afx 6332)

DAYDREAM BELIEVER
Monkees (Capitol 1974)

SUMMER RAIN
Johnny Rivers (Imperial 63267)

BY THE TIME I GET TO PHOENIX
Dean Campbell (Capitol 1975)

HELLO, GOODY!
Beatles (Capitol 37614)

WEAR YOUR LOVE LIKE HEAVEN
Cameron (Epic 19253)

IF I COULD BUILD MY WHOLE WORLD AROUND YOU
Marvin Gaye & Tammi Terrell (Tamla 5614)

THE OTHER MAN'S GRASS IS ALWAYS GREENER
Patra Clark (W. B. 4-4613)

Get MORE with 4 from CHICAGO COIN!
Year-End Clearances! Priced Pinballs to Clear!

Eastern Flashes
COINS FOR A GOOD CAUSE — With the convention theme on Play for Pay Games toward financing other types of recreational activity, the Congress of Parks and Recreation met last week in Las Vegas. Through the efforts of Mr. 7th at the Beachfontaine Hotel. Several coin games on hand to exhibit their waves included the Williams Company. American Machine & Foundry with their complete game coin game line as well as billiard and bowling equipment and American Shuffleboard with a wide line of shuffle and billiard machines. John Maze, representing A. M. F. at the convention, said the interest of those representing recreation centers was considerable. As the convention theme suggested, the rec ex- pected views of coin machines as a means of financing sporting events, hobbies for Maze further advanced his coin division's sales manager Howard Smith was about the country last week visiting local distributors. Howie reports particularly good sales on their 'American Indian' unit amidst the nation's amusement ops.

The News From Phoenix — A much delighted Al Simon, president of U.S. Billiards, called a call in his office last week from "Mr. Commissioner" Ben Spaulding, all the way from St. Louis, telling him to express his and his operator colleague's sincere appreciation for the fine coin tables loaned to the Greater Phoenix 8-Ball Tourney by Simon. Meanwhile, St. H. sales chief Len Schneller (who attended all four days of the tourney and participated as a red) is off to Dallas, Houston, San Antonio and New Orleans taking up his Baltimore Tourney concept with his distributors.

The Baltimore Basketball Blitz — Had a dinner date the first Friday of this year's MOA show with General Vending's Arnold Kaminkov but old Arnold never showed up. Matter o' fact, old Arnie never showed at the show. Just found out why last week. Several days prior to MAO, Arnie backed into a few fellas and a few floors on the basketball court, resulting in a broken nose and check bone. Really, it was no laughing matter, since it required two operations and a lot of bed rest before he could report to work. Feeling it now, Arnie says General Vending enjoyed their MOA exposure of 1967. Meanwhile Rock-Ola music moved very well as well as their can vendors. General looks forward to a prosperous '68 for the can machines and Arnie feels they're on the ground floor of a real coin machine happening.

SEGA UNITS TO ARRIVE — Understand from several local Williams-United districts that the Sega amusement machine line, now to be offered exclusively thru the Wms. network, will be hitting the roads Jan. 1, with a possibility that some outlets will be selling the Basketball, Punching Bag and Riple units by mid-December. The Sega line, according to the Sega division at the Williams plant, was contracted for the U.S.A. territory in order to supplement the Williams line and offer their customers an entire full line of game equipment for all types of locations.

New Orleans News — Lou Baskberg informs us that one of his customers put out a Midway 'Flying Saucer' target gun 6 weeks back and was running an average of $92 since. The New Orleans Novelty Co. exec points to this example of Flying Saucer's success as not only, but almost typical of the response arcades and location customers have shown the ingenious machine's unpredictable target movement. Midway's Ross Scheer, incidentally, says the factory has decided to continue production on the saucer well into 1967, and will be on hand to talk up this phenomenon at the upcoming West Coast show.

The Picture at Mutoscope — Larry Galanti, president of Interna- tional Mutoscope in Long Island City, says he thoroughly enjoyed the recent Parks Show and saw a number of his firm's new voice recording unit was well received by the convention- going opera and Park's officials. Larry has his hands full trying to fill an enormous order from the U.S. Air Force for his photo machines which the flyboys use to make their I.D. photos. Mutoscope, now the only U.S. manufacturer of coin-photo studios, has the exclusive contract from the Air Force and that's nice work if you can get it.

Here and There — N.Y.'s. UJA campaign for 1968 was off and kicking last Wed. eve at the 58th St. head-quarters. (See separate story for details.) The MOA 1967, machine division for Greater New York. — Harold Kaufman of Music Price will be completely even, even with the import duty included, Bill advises.

California Clippers
1967 FINISHING UP WITH A BANG! ... One of the biggest events of the year in the West is the Southwest. California is concerned, took place last week at the Embassy room of the Ambassador Hotel in Los Angeles, Cordially, of course, to the California Music Merchants Association banquet. Morey Amsterdam was master of ceremonies for the festivities, with such notables as Donald O'Connor, Kenny reister, Ann Dee and newcomer Tony Bruno, entertained the near capacity crowd in the Ambassador's ballroom and San Diego area. They even had Clifton Wardell out working the San Bernardino and Palm Springs territory.

New High Rise Apartments May Become Big Business For U.S. Distributors — Boys of Simon Distributing told us recently that he has been placing many pool tables in high rise buildings. As the recent high rise stories, we recall, Buddy Lurie of Struve Distributing mentioned this some months ago as a possible new source of income. These large apartments that are designed for singles and might possibly prove profitable for vending. With the way simple people stock, their refrigerators (which are usually empty), we think it would be rather nice if we able to stock it with a midnite snack without having to go more than a few steps beyond our own door. These same folks back to George who just happened to tell us that he has two export orders, one going to Scandinavia and the other to the Far East. He also mentioned that he is expecting yet another order of the Consul 130 phonograph, which he says he has placed in recreation room of many apartments.

From the Record Racks — A couple of inside stories. First, the re- ports that Sonny and Cher must have the right combination because their latest single entitled "Good Compan- ion" on Atco is very heavy in the trade department. Looks like Vikki. Carr has a strong follow up to "It Must Be Him" with her latest for Liberty. Due in New York for the im- ports, the Small Faces may have come in with the single "Wishing Well," in their latest effort, "Itchycoo Park" on the Immediate label. Buck- hingham with their latest on Columbia. Another breakout is "Judy, in Disguise" by John Fred and the Playboys on other records tapping the Pacific include from San Francisco, "Mont- gomery" by Barry Sadler, and "Animals" on MGM. From Seattle we have been hearing about "Dancing Bear" by The Undertones on Dunhill. Out of Portland the hot new is "Bambi" by Don and the DONCO on Epic. San Diego is tell- ing us about "Honey Chile" by Martha and the Vandellas on Gordi.
Milwaukee Mentions

On hand for the Green Bay Packers victory over Minnesota in St. Paul last weekend were Bob and Beryl Rondeau (Empire Dist.) and Milwaukee operator Homer Seymour, with his wife Rose. Now we know why Bill Cannon had a little hoarse when we talked to him on Monday! He did manage to get out, but the fact that Emerald enjoyed a tremendous surge in business these past two weeks! ... Let's hear it for Mel McInerney of Mel's Coin and Coin Union, who bagged a deer during the recent brief, but popular season! ... At the August meeting, Sam, Jack, Jim Hassink and staff are hard at work, as usual. Sam advised that the Milwaukee Coin Machine Association will not meet in December because of the holiday rush—unless something pressing comes up. Next meeting is tentatively scheduled for January. ... We got the word from Gordon Pelzek of Record City that the following singles have been extremely active with operators this past week: "Snoopy's Christmas" by the Royal Guardsmen, "Dancing Out Of My Heart" by Ronnie Dove and "Big Daddy" by Boots Randolph!

Upper Mid-West

Neil VanBerkom, Minot, in the cities for the day. Taking the nite train to the cities and taking the train home the same evening. ... Jim Stanfield in town for the day on a buying trip. ... Bob Kovancen got his deer the first day out. ... Frank Krall, Cornell also one of the lucky ones getting his deer the first day. ... Bob Guillaume in the cities for a few days vacation. 

Mr. & Mrs. Elmer Cummings in town Thanksgiving on vacation. ... Mrs. Art Haggens, Grand Forks visiting her children at Great Falls for a few weeks. ... Mr. & Mrs. I. F. LaFleur Sr. leave next week for the west coast for the winter. ... Congratulations to Ams Heilicher on his 50th birthday. His wife Celie and brother Danny in the city for a big party for him. Surprise party that is. ... Mr. & Mrs. John Trucano, Deadwood, in the cities for a couple of days. ... Elinar Carlson had rough luck during the deer season. Every day and didn't see even one. ... Pat Flanagan up north for the weekend. ... Norm Peterson Minneapolis up north for the week looking for a deer and didn't even come close. ... Stan Woslaks in the cities for the day. ... I. F. LaFleur Jr. will be moving into his new building in a few weeks, almost ready. ...
WANT FOR SALE


WANTED TO BUY: KICKER AND CATCHER games, also other penny games, can use Playland Rites, RELIABLE MACHINE CO., 1438 W. 15th Ave., Chicago, Ill.

RECORDS, 45's and LP's, SURPLUS records, plus phonographs, turntables, WARINER KNICKERBOCKER MUSIC CO.—45's only, 15th Ave., Yonkers, N.Y. (Tel.: New Windsor, 4-3778.)

WANTED—YOUR USED 45 RPM RECORDS. We pay cash and up to 13%, REC-O-RA, 124-25, 22nd Ave., INDUSTRY, CALIF., TEL.: 514-745-5942.

45 RPM RECORDS, NEW, NO QUANTITY TOO LARGE OR SMALL, HIGHEST PRICES PAID. Write: STANDARD RECORD COMPANY, 4015 S. Wentworth Ave., Chicago 38, Ill. (Tel.: 300-0001.)

WANTED: RECORDS, 45's USED OR NEW, ALSO LP's and players, delivered. Write: BEACON RECORD DISTRIBUTORS, 471 W. 47th St., New York 36, N.Y. (Tel.: 629-0504. PHONE: UN-11750 or JA-1-3121.)

USED 45 RPM RECORDS, ALL TYPES AS THEY RUN, RIGHT OFF THE ROUTE. No sorting or grading. We pay freight from anywhere in the country to regular shippers. JALEN AMUSEMENT CO., 105 HOWARD STREET—Baltimore, Md. 21202.

WANT TO BUY AND USE NEW PINBALL MACHINES. ADDICTED—1 & 2 players every kind of the above. Write for details. ROBERT ALLEN, 1701 S. Michigan Ave., Chicago, Ill. (Tel.: JOHN 2-3161.)


WE ARE ALWAYS INTERESTED IN USED AND FROM AMERICA, France, Germany, Holland, Sweden, Italy, Spain, Greece, etc. We pay cash for albums, 78's, phonographs, etc. Address: WATERLOO, 6th Ave., STEAMBOAT SPRINGS, CO., U.S.A.

WANTED TO BUY AND USE NEW PINBALL games two or four players, Wurlitzer Juke box or Tally-Ho. Also looking for Cutouts, Laris. All offers sent to WARDLAW EXCHANGE, Inc., 2029 Prosper, Cleveland, Ohio, TEL.: 251-1755.

DISTRIBUTORS WANTED: BELCANTO RECORDS, 734 S. LaSalle, Chicago, Ill. Sutherland, etc. Catalogue of 19,-12" 78's. SPECIAL RATES. 78's. 15.50 a dozen. Phone: 618 S. BROADWAY, NEW YORK, N.Y. 10003


WANT TO BUY—Model No. 1 and Model No. 14 Auto-Photo Machines. Will pay Top dollar. Address: CASH BOX, Box #200, 1780 Broadway, New York, N.Y. 10019.
Class
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One more reason why Wurlitzer Americana II is the class of the industry. Although it's the best trimmed out phonograph of the year, it's also built like a truck. Every functioning part is produced from space-age materials. This phonograph will stand out in any location — will stand up and make more money for its operator because it will require less for service.

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