1967 In Review: Best Artists, Records & Songs In Pop, Country & Rhythm & Blues • List Of Top Disk Producers • Gold Disk LPs, Singles • Top Hits Of The Past 19 Years • Bios Of Leading Artists • Survey Of Global Record Scene

Cash Box

December 23, 1967

DOCTOR DOLITTLE: HE WALKS & TALKS WITH THE ANIMALS

Int'l Section: Part 2
**Donovan’s Songs Of Beauty, Love**

**Ralph J. Gleason**

They came from all over, in buses and in cars. They hitch-hiked and they walked and by 2:30 in the afternoon on Friday they were camped outside Winterland waiting to be first in line for the concert by Donovan that night.

They returned to San Francisco of the British singer who first appeared here in September at the Cow Palace was a real triumph. "When Donovan comes here, it’s not a dance, it’s not a concert, it’s not an event. It’s a religious experience," one long-haired youth said at Winterland.

And the followers treated it that way.

Thursday night at the Fillmore, the audience sat packed against each other on the floor while Donovan, from a stage covered with flowers, with incense burning and candles instead of light bulbs illuminating the music stands, sang his songs of love and beauty.

"I understand my congregation is made up of the finer sex," he sang out and the girls on the floor in the audience breathed in ecstasy. All night long they sang along with him, softly swaying, their hair slowly floating from side to side, as they mouthed the words to "Celeste," "Retired Writer," "Young Girl Blues," "Sunny Goodge Street," and moved in joy to "First There is a Mountain," "Fat Angel," and "Mellow Yellow."

At Winterland it was the same thing except that there were more people, more than I have ever seen packed into that huge hall, sitting on the dance floor, crowding the stage and piled on top of one another in the aisles.

"Happiness goes in a circular motion." Donovan instructed the neophytes in a new song he featured ("I haven’t a name for it yet," he said later). And even though they had not heard it before, they seemed to know the lyrics. It is a mysterious quality that Donovan possesses. Somehow he verbalizes the dreams of youth. Now is the time for myths, apparently, and Donovan’s fairy tales, descriptions of the scene and delineations of a mystical philosophy of love fit perfectly. "I tell you his name is love" Donovan sings: "Life is love and love is life." And in his new song he says "everybody is a part of everything, anyway."

Donovan stands today at the top with The Beatles and the Rolling Stones and few others. He is the most imaginative of all the contemporary singers, using his voice (which is an excellent instrument to begin with) in the manner jazz singers do. In fact, a good deal of what Donovan does is jazz. It is he who finally has made the amalgam of jazz and poetry work. He sings his in-tempo songs with a jazz beat and an edge to his voice and a sound and phrasing that is reminiscent only of Billie Holiday. Not only this observer but other jazz fans in the audience were struck by this. The accompaniment (bass, drums, celeste, conga, drums, flute) is a jazz oriented backing. Harold McNear, who doubles on flute and tenor, is a fine soloist and backs Donovan like James Moody backs Dizzy Gillespie.

Donovan, of course, both in his lyrics and his music and, too, in the way in which he sings, is supremely lyrical. "My songs exist in the essence of silence" he told the Winterland audience as he waited for them to become quiet. And they became quiet, almost holding their breath in reverent attention as he sang.

He is an extraordinary performer. The pageantry, the flowers (he throws them to the audience at the end, after a joyous "Mellow Yellow"), the incense, the long robes, are all effective but the musicianship is underneath and solid as a rock. He knows exactly what he is doing, he is show-wise to the nth degree. The songs themselves are artfully constructed with echoes of familiarity, "songs of the realm" in the Tolkien expression and articulating the "beginning of a new world."

I wish only to enhance and beautify the days of youth," he says and adds "I sing my poems of the beauty I see that all may see and know the reassurance I know, that God is love."
IF you want your daughter living in a world where she’s not safe on Main Street at high noon.

IF you want your son believing that violence and kicks go hand-in-hand.

BUT if you’re concerned with the terror that is spreading through our cities... if you care about the world the next generation will live in—the world you’re helping to make—then you’d better get involved. Now. And you can start with

**SOUTH END INCIDENT K-13665**
by **THE BEACON STREET UNION**

They ask the questions people all over America are asking today. And they give the answers on

![The Sound of The New Generation](mgmrecords.com)

A Coral Rock Production
Produced by Wes Farrell

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
Catch the post-Christmas crowd and Make It Big during the Biggest Week of the Season! Capitol's "Day-Old Gift Sale" designed to help you corral the Christmas money running around loose during the post-Christmas week... and there's a big merchandising program to help you bag the big spenders! A dealer could get rich!

*Capitol's "Day-Old Christmas Gifts" merchandising aids:
* Colorful 100-Album Floor Merchandisers
* Eye-Catching Window Banners
* "Sale" Album Stickers
* Hard-Sell B&W Newspaper Ad Mats
* E-Z-Browse Divider Cards

See your Capitol Records rep. NOW!
CBS & Sony Forming Label In Japan

NEW YORK — The Columbia Broadcasting System and Sony Corporation plan to form CBS/Sony Records in Japan, it was announced last week.

The CBS/Sony tie will dissolve CBS Records' licensing agreement with Nippon Columbia, which, despite its name, has no corporate association with CBS.

The venture, a 50/50 partnership, will produce, manufacture and distribute records, pre-recorded tapes and music publications. The wide range of repertoire of CBS Records and CBS International will flow through the new company, which will be established as soon as approval from the Japanese Government is received. The new company will also record Japanese and foreign musicians, both classical and pop, and market those recordings throughout the world.

The deal is being negotiated in Japan by Goddard Lieberson, president of the CBS/Columbia Group, Harold P. (Hal) Inglis, president of Int'l, and Akio Morita, executive vice president of Sony, and Nuriho Oka, divisional manager of CBS Records. Both Lieberson and Schein were in Japan at week's end.

'I. M. Flowers Show' Blossoms Over FM Into Major Disk Act Exposure

NEW YORK—"The I. M. Flowers Show," a rock program over FM radio whose format is as far-out as many of its record acts, is bringing a nationwide audience as well as major sponsor label sponsorship.

A program that eschews the conventional Top 40 decay strategy, it is aired "live" over WCRS-FM in New York on Fridays and Saturdays from 11 pm to 1 AM, and taped versions are syndicated over the same time period to six CBS-affiliated FM outlets.

According to John C. DeWitt, producer of CBS/FM and responsible for program development, the show is a "world unto itself." It is an outgrowth, DeWitt explains, of the evolution of a rock sound wherein phrases and lyrics, is "saying something.

"The goal is to create an emotional response in the listener," said DeWitt, "as well as a cognitive one."

Front Cover:

Larry Newton Renews Pact With ABC

NEW YORK—Larry Newton, president of ABC Records, has signed a new five-year contract to remain the head of the American Broadcasting Companies, the parent company, Sam Clark, former vp of ABC Records, who was in charge of non-broadcasting operations for ABC, has been promoted to the new position of executive vice president of ABC. Newton has expanded the operation of ABC Records and has added the label an "additional number of top recording stars." Newton has also negotiated the label's acquisitions within the wholesaling field, including New York-based Tranquility and the John Billinsky company. He has also purchased the label the Mannas & Papas starred Dunhill Records, which had previously been distributed by ABC, and brought into the operation such independent producers as Lee Hazlewood, Wes Farrell and Terry Melcher. Newton has also expanded the ABC distribution network.

Katzen Named VEEP

NEW YORK — Bud Katzen has been promoted to the new position of director of marketing for ABC Records effective Jan. 1, reports Larry Newton, president of the label that they responsibilities encompass all labels in the ABC, be it records or film.

Katzen joined ABC in July, 1960, as national sales manager for all ABC Records products and for sales has been handling merchandising duties.

ABC's new vice-president was previously vice-president and general manager.

Larry Newton

Otis Redding, Bar-Kays Deaths Add Sad Note To Holiday Season

NEW YORK—Otis Redding, one of the top R&B performers, was killed last Sunday when his twin-engined Beechcraft jet en route from Cleveland to Nashville crashed in the icy waters of Lake Monoma. The plane, which was thankful the two months only two weeks by 28-year-old Richard Fra- ser, who also perished in the crash. Ben Canley (20), a member of the Bar-Kays, was the only survivor; four members of the group (Phalon Jones, Jimmie King, Carl Cunnin-

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Gavin Radio Conference Historic First; As Two Near-$2 Bill Industries Meet

LAS VEGAS—Two near-billion dollar industries, the radio and phonograph, converged here at the Riviera Hotel on Dec. 8 to pay tribute to their own as well as exchange ideas. Billed as "the Gavin Radio Program Conference," it was a significant first for both burgeoning businesses, attended by approximately 600 execs and music librarians. A tribute as well to Gavin, Inc., the conference organizer. Saturday was devoted to a seven-hour discussion of "Trends and Problems of the Music Industry Today" involving 19 of speakers from both radio and phonograph. The complete awards list on paper and special stage show featuring Ed Ames, Jimmie Davis of Tennessee Er- vin Band. Sunday produced some key panel discussions on pop, rock, rhythm and blues and country/ western programming.

Pat O'Day Keynote

Programmed by Pat O'Day, Pat O' Day, in his keynote address, noted that the last meet in Chicago some 20 years ago featured both radio personnel only. "There is one great minus here," he said, "and that is the music business is currently related to the radio industry...I'm afraid we have lost them to us." Yet Atlantic's Jerry Wexler, later in the day, said, "The truth is, on a personal level we are very well with radio people...but in the

business relationship we've always been very cool, and the relationship, really, is a set of rules that both the radio and phonograph industry have developed and at the same time, I think we're going to have to learn to live with them."

Almost two years ago, O'Day recalled, "the middle of the road radio people listened with interested to stories of the phonograph industry...we're talking with an all-talk format...the top 40 delegates were considered over diminished...the phonograph is a service business...we're going to have to learn to live with them."

Larry Newton

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Gavin Awards List Pg. 66

Larry Newton

Improve Communications


Sholes' NARAS Luncheon:

Nostalgia & Good-Humor

NEW YORK—Nostalgia and good-humor were in good supply at a luncheon last week in honor of Steve Sholes, RCA Victor Records pop A&R.
THE STRAWBERRY ALARM

WITH THEIR NEW

"TOMO"

B/W "BIRDS IN

UNI 55046

Cash Box—December 23, 1967
CLOCK STRIKES AGAIN!!!

MASH SINGLE

RROW

MY TREE"

UNIVERSAL CITY RECORDS - A DIVISION OF MCA INC.
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#1 FEMALE NEWCOMER (R&B) IN ’67

Thank You Cash Box and Everyone!

Bettye Swann

RECENTLY CLOSED AT BIMBO’S IN S.F., CURRENTLY TOURING SUPPER CLUBS AND CAMPUSES. NEWEST LP “MAKE ME YOURS” ON MONEY RECORDS.

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GEORGE BARTON
LOS ANGELES, CALIF.
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MUS-ART CORP. OF AMERICA
HOLLYWOOD—LAS VEGAS—LONDON

Cash Box—December 23, 1967
Peace
THE MAMAS & THE PAPAS
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JULY 30

LOU,
I THINK WE SHOULD
RECORD SCOTT MCKENZIE.

John

Aug 3

John
You're right.
He's great—
Will he record?

Lou

AUGUST 5

LOU,
SCOTT WILL RECORD.
I PROMISED HIM A WORRY-
FREE LIFE OF LEISURE.

John

Twin Pines Hospital
And Rest Home

Dear Lou & John,
Thanks for the worry-free life
of leisure.

Scott
CASSIDY
IS SPIRIT

RANDY CALIFORNIA
IS SPIRIT
## Top 100 Chart Hits of 1967

A compilation of the year's biggest hits compiled from the weekly Cash Box Top 100 List. List is compiled as follows: for each week a song is #1 it receives 135 points. Each #2 song is awarded 124 points. #3 gets 123 #4 gets 122 #5 gets 121, #6 thru #10 gets 115 to 111. #11 song gets 90 points and so on down the line till #50 song which gets 51 points. Only the top fifty titles of any given week are included in the survey. Survey begins with the first issue in January.

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<td>51.</td>
<td>For What It's Worth</td>
<td>Buffalo Springfield</td>
<td>966</td>
</tr>
<tr>
<td>52.</td>
<td>Up, Up And Away</td>
<td>The Fifth Dimension</td>
<td>968</td>
</tr>
<tr>
<td>53.</td>
<td>I Can Help You</td>
<td>The Marvelettes</td>
<td>954</td>
</tr>
<tr>
<td>54.</td>
<td>Let's Live For Today</td>
<td>Grass Roots</td>
<td>944</td>
</tr>
<tr>
<td>55.</td>
<td>Silence Is Golden</td>
<td>The Tremeloes</td>
<td>932</td>
</tr>
<tr>
<td>56.</td>
<td>Up, Up And Away</td>
<td>The Association</td>
<td>928</td>
</tr>
<tr>
<td>57.</td>
<td>Your Precious Love</td>
<td>The Miracles</td>
<td>928</td>
</tr>
<tr>
<td>58.</td>
<td>White Rabbit</td>
<td>Jefferson Airplane</td>
<td>918</td>
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<tr>
<td>59.</td>
<td>Brown Eyed Girl</td>
<td>Van Morrison</td>
<td>900</td>
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<tr>
<td>60.</td>
<td>Pleasant Valley Sunday</td>
<td>The Monkees</td>
<td>898</td>
</tr>
<tr>
<td>61.</td>
<td>Gimme Little Sign</td>
<td>The Shondells</td>
<td>890</td>
</tr>
<tr>
<td>62.</td>
<td>Cold Sweat</td>
<td>James Brown</td>
<td>889</td>
</tr>
<tr>
<td>63.</td>
<td>Green Green Grass Of Home</td>
<td>Tom Jones</td>
<td>887</td>
</tr>
</tbody>
</table>

(Continued on page 18)

**Cash Box—December 23, 1967**
Thanks To All... For Our Happiest Year!

WATCH FOR LOTS OF NEW THINGS IN THE NEW YEAR

EVEN MOTHERS' SON

MANAGEMENT: PETER LEEDS

PUBLIC RELATIONS: DOMINIC SICILIA
TOP 100 CHART HITS OF 1967

(Continued from page 16)

66. The Beat Goes On—Sonny & Cher—Arco 6461—Marc, Cotillion—BMI—Bono
68. 98.6—Keith—Mercury 72639—Screen Gems, Columbia—BMI—Gischoff, Powers
69. Funky Broadway—Wilson Pickett—Atlantic 2430—Routeen, Drive In—BMI—Christian
70. Society’s Child—Janis Ian—Verve/Folkways 5027—Dialogue—BMI—Ian
71. San Francisco Flowers In Your Hair—Scott McKenzie—Ode 103—Trousdale—BMI—Phillips
72. I Never Loved A Man The Way I Love You—Aretha Franklin—Atlantic 2386—14th Hour—BMI—Shannon
73. Baby I Need Your Loving—Johnny Rivers—Imperial 66227—Jobete—BMI—Holland, Dozier, Holland
74. Alfie—Dianne Warwick—Scepter 12187—Famous—ASCAP—Bacharach, David
75. You’re My Everything—Temptations—Gordy 7063—Jobete—BMI—Whitfield, Pensaebene
76. Close Your Eyes—Peaches & Herb—Dot 302—Tidelands—BMI—Berry
77. San Francisco Nights—Eric Burdon & Animals—MGM 66231—Sealark, Slimline BMI—Burdon, Briggs, Weider, Jenkins, McCulloch
79. All I Need—Temptations—Gordy 7061—Jobete—BMI—Holland, Dozier, Holland
80. On A Carousel—Hollies—Imperial 166231—Maribou—BMI—Clarke, Hicks, King
81. Soul Finger—The Bar—Keys—Volt 146—East—BMI—Jones, Cunningham, Cauvel
82. Western Union—Five Americans—Abnak 118—Jet Star—BMI
83. Testify—Parliaments—Revilot 207—Groovesville—BMI—Taylor, Clinton
84. With A Girl Like You—Young Rascals—Atlantic 2424—Slsacs—BMI—Brigati & Cavaliere
85. I Can See For Miles—The Who—Decca 32206—Essex—ASCAP—Townshend
86. C’mon Marianne—Four Seasons—Phillips 40460—Saturday, Seasons Four—BMI—Brown, Bloodworth
87. Bernadette—Four Tops—Motown 1104—Jobete—BMI—Holland, Dozier, Holland
88. Creeque Alley—Mamas & Papas—Dunhill 4083—Trousdale—BMI—Philips, Gilliam
89. More Love—Smokie Robinson & Miracles—Tamla 54152—Jobete—BMI—Robinson
90. Don’t Sleep In The Subway—Petula Clark—Warner Bros. 7049—Duchess—BMI—Trent, Hatch
91. You Know What I Mean—Turtles—White Whale 254—Chardon—BMI—Gordon, Banner
92. I’ve Been Lonely Too Long—Young Rascals—Atlantic 2377—Slsacs—BMI—Cavaliere, Brigagii
93. Let It Out—Motortones—Verve/Forecast 6058—Crazy Cajun—BMI—Cunningham
95. Him Or Me What’s It Gonna Be—Paul Revere & Raiders—Columbia 44094—Daywin—BMI—Lindsey & Melcher
96. There Is A Mountain—Donovan—Epic 10202—Peer Int’l, Hi Count—BMI—Leitch
97. Ding Dong The Witch Is Dead—5th Estate—Jubilee 5573—Leo Feist—Arlen, Harburg
98. Good Thing—Paul Revere & Raiders—Columbia 43907—Daywin—BMI—Lindsey, Melcher
100. Sunday Will Never Be The Same—Spanky & Our Gang—Mercury 72679—Pamco—BMI—Wiser

#3 MALE VOCALIST (ALBUMS) FOR ’67

THE GREATEST NEWS SINCE BLACK PEPPER!

LOU RAWLS

Exclusive Booking
Associated Booking Corp.
Joe Glasner

Personal Management
J. W. Alexander

Cash Box—December 23, 1967
It was a wonderful year—
My deepest thanks to all
who made it possible.
Warmest wishes,
Bobbie Gentry
## Best Artists of 1967 on Singles

A tabulation of artists who achieved greatest success in the field of single records according to the weekly Cash Box Top 100 Best Seller list. Names listed below are in order of strength in their various categories based on a weighted point system which gives credit for longevity on Top 100 as well as height attained on chart. All titles which appeared on the Top 100 were used for an artist's total. The sum total of all of an artist's hits resulted in the positioning of a name.

<table>
<thead>
<tr>
<th>TOP MALE VOCALISTS</th>
<th>TOP FEMALE VOCALISTS</th>
<th>TOP VOCAL GROUPS</th>
<th>TOP NEW VOCAL GROUPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. F. SINATRA (Tie)</td>
<td>1. ARETHA FRANKLIN</td>
<td>1. MONKEES</td>
<td>1. BUCKINGHAMS</td>
</tr>
<tr>
<td>1. N. DIAMOND</td>
<td>2. NANCY SINATRA</td>
<td>2. DIANA ROSS &amp; SUPREMES</td>
<td>2. TURTLES</td>
</tr>
<tr>
<td>2. STEVIE WONDER</td>
<td>3. PETULA CLARK</td>
<td>3. YOUNG RASCALS</td>
<td>3. TOMMY JAMES &amp; SHONDells</td>
</tr>
<tr>
<td>4. DONOVAN</td>
<td>5. Dionne Warwick</td>
<td>5. BEATLES</td>
<td>5. Doors</td>
</tr>
<tr>
<td>33. Sonny Bono</td>
<td>34. Sonny Bono</td>
<td>34. The Beach Boys</td>
<td>34. Hombres</td>
</tr>
<tr>
<td>35. Sonny Bono</td>
<td>36. Sonny Bono</td>
<td>36. The Beach Boys</td>
<td>36. Ohio Express</td>
</tr>
<tr>
<td>37. Sonny Bono</td>
<td>38. Sonny Bono</td>
<td>38. Yellow Balloon</td>
<td>38. Forum</td>
</tr>
</tbody>
</table>

---

**SINCEREST SEASON'S GREETINGS**

**FROM**

ALL THE STAFF AT

**UNITED RECORD DISTRIBUTORS, INC.**

1827 South Michigan Ave., Chicago 16, Illinois

(All phones: 23-4000)

**PROMOTION STAFFERS**

BILL LEANER—MIKE ALLEN

LEROY PHILLIPS—COREY WADE

"JACK OF ALL TRADES"—ERNIE LEANER

Cash Box—December 23, 1967
The best newcomer male vocalist #6 in 1967

*Singles*

*1 comedy artist of 1967*

PRODUCER / ROY SILVER
I wish to thank the
for making 1967 another
Beach Boys and Sea of
I especially want to
broadcasters who have
"The Plumber's Tune,"
40-year-old plumber
(You've really made
Christmas for him.)
entire music industry
great year for The
Tunes Publishing Company.
thank all the wonderful
embraced Capitol Records'
drawn by Eck Kynor, a
from Whittier, California
this an unforgettable

Sincerely,
Murry (Dad) Wilson
### BEST ALBUMS OF 1967

A TABULATION OF ALBUMS WHICH ACHIEVED GREATEST SUCCESS ON THE CHARTS ACCORDING TO THE WEEKLY CASH BOX TOP 100 LP BEST SELLER LIST.

**TITLES**

28. 25.
24.
20
23.
21
31.
18
13.
19.
17.
14.
11
6
9.
5.
THE
Flowers
Whipped
A
Supremes
Spirit
Paul
Insight
Collections
Revenge
Between
Born
Herb
Born
Doors
Dr.
Zhivago
ATTAINED
Dylan's
NASHBORO
BEST
REVERSE
Alpert
—
—
—
—
Elektra
Like
of
the
Loved
—
HOME
of
—
Headquarters
—
—
POP
—
WHICH
ORDER
Warner
—
Colgems
Dozier,
—
—
—
Soundtrack
Williams
—
—
Warner
Atlantic
—
A&M
Tijuana
A&M
Tops
Atlantic
APPEARED
OF
the
Loved
—
Woodland
AND
A&M
—
—
ON
ACHIEVED
OF
A
THE
2018
3262
2524
2724
2773
2196
2230
2274
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1675
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1987
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1177
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1017
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437
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237
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177
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137
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97
77
57
37
17

<table>
<thead>
<tr>
<th>Total Points</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>5641</td>
<td>Dr. Zhivago—Soundtrack—MGM</td>
</tr>
<tr>
<td>5480</td>
<td>Sound of Music—Soundtrack—RCA</td>
</tr>
<tr>
<td>3776</td>
<td>A Man &amp; A Woman—Soundtrack—United Artists</td>
</tr>
<tr>
<td>3634</td>
<td>More of the Monkees—Colgems</td>
</tr>
<tr>
<td>3321</td>
<td>Sgt. Pepper's Lonely Hearts Club Band—Beatles—Capitol</td>
</tr>
<tr>
<td>3301</td>
<td>Surrealistic Pillow—Jefferson Airplane—RCA</td>
</tr>
<tr>
<td>3262</td>
<td>S.R.O.—Herb Alpert &amp; Tijuana Brass—A&amp;M</td>
</tr>
<tr>
<td>3012</td>
<td>The Monkees—Colgems</td>
</tr>
<tr>
<td>2829</td>
<td>Monkees Headquarters—Colgems</td>
</tr>
<tr>
<td>2820</td>
<td>Doors—Elektra</td>
</tr>
<tr>
<td>2776</td>
<td>Sounds Like—Herb Alpert &amp; Tijuana Brass—A&amp;M</td>
</tr>
<tr>
<td>2773</td>
<td>Revenge—Bill Cosby—Warner Bros.</td>
</tr>
<tr>
<td>2724</td>
<td>I Never Loved A Man—Aretha Franklin—Atlantic</td>
</tr>
<tr>
<td>2524</td>
<td>Mamas &amp; Papas Deliver—Dunhill</td>
</tr>
<tr>
<td>2274</td>
<td>The Best of Lovin' Spoonful—Kama Sutra</td>
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<tr>
<td>2253</td>
<td>Born Free—Andy Williams—Columbia</td>
</tr>
<tr>
<td>2251</td>
<td>Collections—Young Rascals—Atlantic</td>
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<tr>
<td>2230</td>
<td>Whipped Cream &amp; Other Delights—Herb Alpert &amp; Tijuana Brass—A&amp;M</td>
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<tr>
<td>2196</td>
<td>Wonderfuss—Bill Cosby—Warner Bros.</td>
</tr>
<tr>
<td>2149</td>
<td>Release Me—Engelbert Humperdinkan—Parrot</td>
</tr>
<tr>
<td>2025</td>
<td>That's Life—Frank Sinatra—Reprise</td>
</tr>
<tr>
<td>2018</td>
<td>Flowers—Rolling Stones—London</td>
</tr>
<tr>
<td>1994</td>
<td>Born Free—Roger Williams—Kapp</td>
</tr>
<tr>
<td>1944</td>
<td>Paul Revere &amp; The Raiders Greatest Hits—Columbia</td>
</tr>
<tr>
<td>1906</td>
<td>Between the Buttons—Rolling Stones—London</td>
</tr>
<tr>
<td>1791</td>
<td>Spirit of '67—Paul Revere &amp; The Raiders—Columbia</td>
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<tr>
<td>1744</td>
<td>My Cup Runneth Over—Ed Ames—RCA</td>
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<tr>
<td>1692</td>
<td>Bob Dylan's Greatest Hits—Columbia</td>
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<tr>
<td>1675</td>
<td>Supremes Sing Holland, Dozier, Holland—Motown</td>
</tr>
<tr>
<td>1655</td>
<td>Cabaret—Original Cast—Columbia</td>
</tr>
</tbody>
</table>

### SEASON'S GREETINGS AND BEST WISHES TO EVERYONE FROM NASHBORO THE HOME OF GOSPEL MUSIC ON NASHBORO AND CRESCENT AND GREAT POP AND R & B ON A-BET AND EXCELSO

**NASHBORO RECORDS**

1011 WOODLAND STREET
NASHVILLE, TENN. (615) 227-5081
BEST WISHES

PERRY COMO

Cash Box—December 23, 1967
Season's Greetings and
Thanks to
ALL
BILLY VAUGHN

CURRENT SINGLE:
"THE LAST SAFARI"
DOT 1704

CURRENT ALBUM:
"ODE TO BILLY JOE"
DOT DLPS 3828/DLPS 3829

FORTHCOMING ALBUM:
"PRETTY COUNTRY"

“The Nation's Best Selling Records"
REPARATA & THE DELRONS
Steve & Bill Jerome Management

THE FIFTH ESTATE
Steve & Bill Jerome Management

BLADES OF GRASS
San Donna Management

RENEE ST. CLAIR
Joe & Mello Normandie Mgt.

SAN FRANCISCO EARTHQUAKES
Kenny Young Management

MARIE APPLEBEE
Joan Capp Management

SOCIETY'S CHILDREN
Steve Wax Management

ALDORA BRITTON

BENJAMIN FRANKLIN
Fern Management Corp.

THE FRONT END
Steve & Bill Jerome Management

CHRISTOPHER
Steve & Bill Jerome Management

SUE, BILL & STEVE JEROME & FRED MUNAO
A REAL GOOD FAMILY

THANKS
TO ALL OUR FRIENDS

REAL GOOD PRODUCTIONS INC.; 1697 B'WAY, N.Y.C.; 765-3561
SEASONS GREETINGS and WARMEST THANKS

To all those who helped make 1967 a Beautiful Year for me.

Jimmy Wisner

888 8th Avenue • New York, N.Y. • 765-4680
SEASON'S GREETINGS
FROM HERB ALPERT & THE TIJUANA
BRASS & BURT BACHARACH & THE BAJA
MARIMBA BAND & TOMMY BOYCE & BOBBY
HART & PAUL DESMOND & RUTHANN FRIEDMAN
ANTONIO CARLOS JOBIM & PETE JOLLY & CLAUDINE
LONGET & JOHNNY MANDEL & HERBIE MANN & THE
MERRY-GO-ROUND & LIZA MINNELLI & CHRIS MONTEZ
WES MONTGOMERY & THE MOVE & PHIL OCHS & THE
PARADE & PROCOL HARUM & JIMMIE RODGERS & THE
SANDPIPERS & SERGIO MENDES & BRASIL '66
SHIPLEY AND BREWER & SMALL CIRCLE OF
FRIENDS  TAMBA 4 & WE FIVE
LEE MICHAELS
HERB ALPERT & THE TIJUANA BRASS/#1 ORCHESTRA (ALBUMS & SINGLES)/1967 CASHBOX POLL/HERB ALPERT #1 INSTRUMENTALIST (SINGLES)/1967 CASHBOX POLL
### Million Sellers

SINGLES THAT HAVE SOLD A MILLION OR MORE COPIES

*SIGNIFIES RIAA-CERTIFIED MILLION SELLER

<table>
<thead>
<tr>
<th>Album</th>
<th>Artist</th>
<th>Year</th>
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<tr>
<td>Do You Love Me</td>
<td>Gordy 1952</td>
<td>1952</td>
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<tr>
<td>Tea For Two Cha Cha</td>
<td>Keen 1956</td>
<td>1956</td>
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<tr>
<td>Last Date</td>
<td>Decca 1958</td>
<td>1958</td>
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<tr>
<td>Sh-Boom</td>
<td>Mercury 1954</td>
<td>1954</td>
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<tr>
<td>That'll Be The Day</td>
<td>Brunswick 1957</td>
<td>1957</td>
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<tr>
<td>Sunday, Monday, Or Always</td>
<td>Decca 1943</td>
<td>1943</td>
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<tr>
<td>I'll Be Home For Christmas</td>
<td>Decca 1943</td>
<td>1943</td>
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<tr>
<td>Swingin' On A Star</td>
<td>Decca 1944</td>
<td>1944</td>
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<td>Too-Ra-Loo-Re-Loo-Ral</td>
<td>Decca 1944</td>
<td>1944</td>
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<tr>
<td>I Can't Begin To Tell You</td>
<td>Decca 1945</td>
<td>1945</td>
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<td>Dear Hearts And Gentle People</td>
<td>Decca 1946</td>
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<td>New San Antonio Rose</td>
<td>Decca 1946</td>
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<td>MacNamara's Band</td>
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<td>Sweet Leilani</td>
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<td>White Christmas</td>
<td>Decca 1946</td>
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<td>Now Is The Hour</td>
<td>Decca 1946</td>
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<td>Galway Bay</td>
<td>Decca 1946</td>
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<td>Pistol Packin' Mama</td>
<td>Decca 1946</td>
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<td>Jingle Bells</td>
<td>Decca 1943</td>
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<td>Don't Fence Me In</td>
<td>Decca 1944</td>
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<td>South America, Take It Away</td>
<td>Decca 1946</td>
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<td>Play A Simple Melody</td>
<td>Decca 1950</td>
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<td>Whiffenpoof Song</td>
<td>Capitol 1957</td>
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<tr>
<td>Prisoner's Song</td>
<td>Victor 1924</td>
<td>1924</td>
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<tr>
<td>You're Breaking My Heart</td>
<td>Mercury 1949</td>
<td>1949</td>
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<tr>
<td>At The Hop</td>
<td>ABC-Par 1956</td>
<td>1956</td>
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<tr>
<td>Spish Splash</td>
<td>Atco 1958</td>
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<td>Dream Lover</td>
<td>Atco 1959</td>
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<td>Queen Of The Hop</td>
<td>Atco 1955</td>
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<td>Mack The Knife</td>
<td>Atco 1960</td>
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<td>Rockin' Robin</td>
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<td>Secret Love</td>
<td>Columbia 1954</td>
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<td>Whatever Will Be, Will Be</td>
<td>Columbia 1956</td>
<td>1956</td>
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<td>&quot;Big Bad John&quot;</td>
<td>Columbia 1961</td>
<td>1961</td>
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<td>The Peppermint Twist</td>
<td>Roulette 1961</td>
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<td>Come Go With Me</td>
<td>Dot 1957</td>
<td>1957</td>
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<tr>
<td>Quiet Village</td>
<td>Liberty 1955</td>
<td>1955</td>
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<tr>
<td>&quot;Little Darlin'&quot;</td>
<td>Mercury 1957</td>
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<td>The Stroll</td>
<td>Mercury 1958</td>
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<td>Teen Angel</td>
<td>MGM 1960</td>
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<tr>
<td>Runaround Sue</td>
<td>Laurie 1961</td>
<td>1961</td>
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<tr>
<td>Monkeey</td>
<td>King 1956</td>
<td>1956</td>
</tr>
<tr>
<td>The Fat Man</td>
<td>Imperial 1948</td>
<td>1948</td>
</tr>
<tr>
<td>Goin' Home</td>
<td>Imperial 1952</td>
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<tr>
<td>You Said You Loved Me</td>
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<td>Please Don't Leave Me</td>
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<td>Going To The River</td>
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<td>Love Me</td>
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<td>All By Myself</td>
<td>Imperial 1956</td>
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<td>I Can't Go On</td>
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<td>Ain't That A Shame</td>
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<td>I'm In Love Again</td>
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<td>By Renew</td>
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<td>Blue Monday</td>
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<td>Blueberry Hill</td>
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<td>I'm Walking'</td>
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<td>I Still Love You</td>
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<td>Whole Lotta Lovin'</td>
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**Thank You D. Js and Everyone Who Contributed**

*To the Success of our Artists*

### Soul Survivors

**Crimson Records**

**The Intruders**

**Gamble Records**

**Jerry Butler**

**Mercury Records**

**Dee Dee Warwick**

**Mercury Records**

### Happy Holiday

**Kenny Gamble**

**Leon Huff**

**Gamble-Huff Productions**

250 So. Broad Street

Room 611

Philadelphia, Pennsylvania

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Cash Box—December 23, 1967
CLAUDINE LONGET #1 NEWCOMER FEMALE VOCALIST (ALBUMS) 1967 CASHBOX POLL
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<th>Kingston Trio</th>
<th>&quot;Tom Dooley&quot;</th>
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<td>Knight, Evelyn</td>
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<td>Nyzer, Kay</td>
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<td>Jingle Jingle Jingle</td>
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<td>Laine, Frankie</td>
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<td>I'm Sorry/That's All You Gotta Do</td>
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Cash Box—December 23, 1967
#1 MALE VOCALIST
R & B
(Cash Box Best of 1967 Poll)

Thanks to Everyone who helped make this a Great Year

James Brown
jerry ross productions, inc.

would like to thank

jay & the techniques
keith
spanky & our gang
bobby “sunny” hebb
jerry butler
dee dee warwick
les mc cann
joe renzetti
jimmy wisner
and
the mercury record corporation
for

a colossal year
#2 BLUES MAGOOS
NEWCOMER VOCAL GROUP-ALBUMS
(WE TRY HARDER) CASH BOX BEST OF 1967 POLL

PRODUCED AND DIRECTED BY BOB WYLD AND ART POLHEMUS
FOR LONG HAIR PRODUCTIONS
Cash Box

AWARD
To
NEIL DIAMOND
NO. 1 MALE VOCALIST
In The Annual Cash Box Poll

My thanks and appreciation for these last two unforgettable years.

Neil Diamond
Recordings
- SOLITARY MAN
- CHERRY, CHERRY
- I GOT THE FELLIN'
- YOU GOT TO ME
- GIRL, YOU'LL BE A WOMAN SOON
- THANK THE LORD FOR THE NIGHT TIME
- KENTUCKY WOMAN

Writing
- SUNDAY & ME
- SOLITARY MAN
- CHERRY, CHERRY
- I GOT THE FELLIN'
- I'M A BELIEVER
- YOU GOT TO ME
- LITTLE BIT ME, LITTLE BIT YOU
- MY BABE
- GIRL, YOU'LL BE A WOMAN SOON
- THE BOAT THAT I ROW
- I'LL COME RUNNIN'
- THANK THE LORD FOR THE NIGHT TIME
- IF I WALK A CROOKED STREET
- KENTUCKY WOMAN
- SHILO

Performing
- CASH BOX #1 MALE VOCALIST
- RECORD WORLD MOST POPULAR MALE VOCALIST
- TEEN SCREEN AWARD FAVORITE MALE VOCALIST
- HEADLINING OVER 125 COLLEGE CONCERTS '67-'68

"They all agree... NEIL IS NOW!"
SCEPTER
LOVES all you out there:
dealers, disc jockeys, one-stops,
operators... & Burt & Hal for making

DIONNE
WARWICK

No. 2 R&B
No. 2 Albums
No. 5 Singles
(Cash Box, Best of 1967 Poll)

Dionne Warwick Itinerary

Washington, D.C. (Nov. 1, 1967)
Carol Burnett TV Show
Jan. 23-24

Cash Box—December 23, 1967
Everybody
Loves
Somebody
Dino
PERSONAL REPRESENTATION
ALAN C. BERNARD

AGENCY REPRESENTATION
PERENCHIO ARTISTS LTD.

PUBLIC RELATIONS
SHELDON A. SALTMAN

COLUMBIA RECORDS

AMERICA’S NUMBER ONE CONCERT ATTRACTION... 6 STRAIGHT YEARS ON THE CHARTS
**JANUARY**

Disk sales for 1966 top $700 million Record Industry Association of America (RIAA) reports, with prospects for a $1 billion business by the 1970s. ... MDEM, an international music & record meeting ground in Cannes, France, takes place and immediately establishes itself as a major annual event. ... Brian Epstein's Nems management-booking company and Robert Stigwood's similar company merge (Epstein's death later in the year leads to Stigwood's departure from Nems). ... Capitol enters film production thru deal with Arch Oboler's "Space Vision" process. ... Columbia offers its budget-priced classics, Odyssey, one of many such lines available. ... Wes Farrell and ABC enter label (Senate) and publishing deal. ... RCA lowers stereo price tags on Camden ($1.89) and Victrola ($2.50), eliminating differential between mono & stereo. ... Jerry Wexler, exec vp of Atlantic, is given 50th birthday party by the trade at the St. Regis Hotel in NY. ... Warner Bros. Loma label shifts to NY under Jerry Dargon. ... Lenny Mietus leaves BMI to set-up Lenny Mietus Copyright Management. ... Jubilee Records receives wide consumer coverage on its Adam Clayton Powell LP, "Keep the Faith, Baby." **FEBRUARY**

EMI signs the Beatles for nine more years. ... 20th Century Fox buys Brownie & Company record label from Tito Puente winner; Claudia Villa's rendition of "Non Pensare a Me." ... Dick Sherman named head of Warner Bros. Records sales. ... Lee Mendell named assistant to Al Bennett, president of Liberty Records. ... Henry Jerome of Decca to join UA as A&R head. ... Henry Mancini, an ASCAP writer, and Leslie Brieseck, cleared thru BMI, will team, with several others, to be alternatively published thru both clearing houses. ... Phil Spector, under new label, President, out of Hollywood. ... Dave Kapp re-elected president of Record Industry Association of America (RIAA). ... Iris Biegel named sales manager for Amy-Mala-Bell. ... Milt Gabler of Decca's A&R dept. feted on his 50th year with the label at the St. Regis Hotel. ... ABC signs deal to publish and record Bob Merrill's new musical, "Henry, Sweet, Henry." ... Liberty opens tape duplicating plant in Omaha. **MARCH**

Capitol & Columbia decide to furnish tape cartridge field with 4-track tapes; RCA says it will stay with only 8-track cartridge product, also offered by Capitol & Columbia. ... Stereo singles being supplied for FM stereo broadcasting. ... A National Committee for the Recording Arts is established to obtain performance fees for disk artists. ... RCA retails 15 Grammys from NARAS (disk awards); Frank Sinatra awarded for best recording ("Strangers in the Night") and album ("Man & His Music"). ... Beach Boys sue to terminate Capitol pact. ... Andy Williams ink's new long-term contract at Columbia. ... 900 Rock to NARM (wholesaler) convention in Hollywood. ... Chess depletes $1.5 million recording center in Chicago. ... Don Kirshner buys Columbia Pictures for $35 million following his discharge from head of the company's label, Colgems. **APRIL**

A "sounding" rivalry between the east and west coasts develops, with west coast label, Liberty, sticking to the "favorite sons," the more far-out rock attractions, and limiting play on more top national disks to the east. ... Disk bootlegging back in full force. ... New Copyright Act's "House of Representatives," ... Henry Mancini and Wesley Rose elected to ASCAP board. ... Harry Jenkins names new RCA operations vp; Irwin Tarr promoted to marketing vp of the label. ... RCA press tour of Indianapolis Stereo 8 cartridge facilties indicates labels faith in the system, also, label creates Stereo & A&R dept. under the direction of Elliot Horne. ... Warren Bros. Records buys Valiant label and obtains the Association. ... Monterey Pop Music Festival announced for June. ... Dot to handle Jeff Barry's new Steel label. **MAY**

Indie producer takes with major labels—featuring the formation of new distributors—continues to grow. ... The country of gold is also turned to disco, highlighted by Scott McKenzie's "San Francisco, Flowers in Your Hair," first release from it to the general market by a new company established by Lou Adler thru Columbia Records. ... ABC & MCA form Equinox label. ... Cambridge, Mass, cited as the "Height-Award" cities of 1965. ... Barry Mann組, a high level of the hits. ... Larry Stiller named head to Colgems Records; Emil Le Viola to help of Screen Gems-Columbia Music. ... RCA buys Hemisphere Music Publishing; Jerry Teifer. ... BMI Awards: Eddie Holland as writer, Joeete Music at publisher, Phil Spector's "In the Year of the Cat." ... Columbia to market its own 4-track tapes. ... A&M inks Gee Bros, British group. **JUNE**

CBS increases price of mono albums; Capitol and ABC, Sony; RCA follows suit. ... Move by the companies sets in motion similar moves by most labels, CBS cites studies by its engineers that indicate stereo recordings can be played on late model mono phono (July sales meetings will see an upwards swing in preference for stereo product). ... All-American Boys—Bobby Darin, formerly Verve A&R chief, makes a production deal. ... Bob McClure, named gen. manger of Epic; Los Angeles studio, Bob Mays of Telefunken comes with arrangement with Folkways label. ... Verve/Folkways becomes Verve Forecast. ... John Rostick leaves RCA to join A&M in New York. ... "Emmy Awards" agency controversy is settled, with EMI not awarding-winning composer, for TV. ... Columbia introduces Moby Q. album; releases 10,000 copies to lets 10,000 copies to an "unrivalled" pretense for stero product. ... Atlantic by the "B自己喜欢" of the national special projects. ... Israel's 6-day war, with Arab nations leads to large industry donations to the country and special LP release of speeches of songs. (Continued on page 50)

**Past Hits**

(Continued from page 46)


1948


Cash Box—December 23, 1967
(Continued from page 48)

**JULY**

Columbia Records, following up on its decision to allow the price differential between mono and stereo disks, expands on a campaign to stress its contention that stereo disks can be played with "excellent" results on late-model mono phones. Meanwhile, most label sales conventions report overwhelming choice of stereo product over mono. ABC Records expands its interests in distrib-rack area with purchase of Seattle's Consolidated Distributors. Don Kirshner forms entertainment complex. MGM, Kama-Sutra & Lovin' Spoonful team thru 1975. Liberty revamps exec structure: Lee Mendell named VP of sales, Irv Kessler to vp of manufacturing. Dot Records and Bob Crewe settle-in for disks and, eventually, films. Newark riots par disk business there at a standstill. Elektra adds $3.50 classic line, Checkmate. Capitol wins cartridge piracy case, said to be first of its kind. Auff-Rose unveils new headquarters (cost: $800,000) in Nashville. Nashville room for country acts opens at Hotel Taft in New York. Neil Anderson, BMI national to head April-Blackwood Music. Monterey Pop Festival in Calif. is a big event in first try.

**AUGUST**

Federal Trade Commission charges Columbia Records Club "lending competition"; Allen Klein and Abbey Butler buy major share of Cameo-Marathon stock; charges denied by the Club. Cameo/Product to be marketed by MGM thru Cameo's own line of distrib; Neil Bogart, others, leave Cameo (to eventually tie in with Buddah Records of Kama-Sutra). RCA plans to build new home for its label in mid-September. Rush of "love songs" (3 minutes and over) come along. More label comments on wear-out on stereo orders pattern. New Columbia pubs for Barbra Streisand, Bob Dylan; Frank Sinatra re-inks with Reprise.

Cash Box editorial notes that many "underground" artists have strong ties with label without benefit of a single hit. Vanguard adds a new $3.50 classical line to business: Cardinal; Label ending mono production. Outfit offers do-it-yourself tape cartridge duplication.


**SEPTEMBER**

Randy Wood exits Dot label, which he has run 17 years now. Former Arnold Burk takes over as label president, with Dick Peerce serving as general manager. RCA and Don Kirshner form new label, later to be called Calendar. RCA also plans pre-production outlaw for their new film musical, "The Man Who Could Work Miracles." Arthea Franklin scores a first for a female artist: 3 RS bestselling gold disk, single hits kicking of the program, which also involves transistor portable phonographs. Ken Revene joins RCA Records. Metrotown conducts first sales convention in Detroit. Capitol's 20% discount over retail product. RCA inks Jack Jones, Decca and Shel Talmy, American-born England-based indie producer, tie-in for various artists. MGM signs Cowills, family act, in $200,000 promo. CBS to handle Andrew Loog Oldham and Tony Calder's intermediate label; Lee Hazelwood's LHI label moves from Decca to ABC. Ian Sachs, LP sales head of Atlantic cites continued strength of label's mono LP sales. Dave Pell returns to Liberty & A&R staff.

**OCTOBER**

Atlantic Records sold to Warner Bros.-Seven Arts in cash-stock deal that Pulse-Columbia will reach $17,000,000; Atlantic management remains, with label to operate as an "independent affiliate" of Seven Arts. Other association elects four new Hall of Famers: Steve Sholes, Fred Foley, J. J. Johnson and Glenn Burke. Long elected president of CMA. Columbia/Group names four division presidents: Phil Walden, Nashville (CBS Records), Neil Keating (Columbia Record Club), CBS International (Phil Socolich) and Don Randow (CBS Musical Instruments). RCA-tied Don Kirshner label, Calendar, inks Steve Lawrance & Eydie Gorme... MGM & Mickey Stevenson form Venture label, ABC hits C & W's, goes into business in 1976. J.A.M. inks Procol Harum. Jesse Selz's National Recordsثرilve release of albums... ABC says John Billings rack-one-step-distrib... Fantasy label sold to distrib group headed by... RCA to build $1 million studio of WB-Seven Arts, Records of which he is president.

**NOVEMBER**

RCA and Decca plan to go indie, in England; RCA in June, RCA/Decca in December. RCA opens on Jan. 1, 1968. Bill Gallagher leaves Columbia Records to join MCA in leisure division as marketing associate. Capitol and Audio Devices merge. Bill Cosby and Coca-Cola team on 5-minute commercial for Top 40 radio; Elvis Presley Christmas greetings to be heard over 5,000 radio stations on Dec. 15. RCA and Don Kirshner team on Poppy Records. Label start "live" showcase of new talent. RCA to build $1 million studio in Montreal. Police raid bogus record plant in London; arrest of five; formerly, arrangement for cooperating with associations and law officials on arrests. Jay Leno named general professional manager of Famous Music. Mercury sets up $500,000 administrative-studio complex in New York at 110 West 57th St. Edward Eliscu elected new president of American Guild of Authors & Composers, to succeed Burton Lane, head of the guild for a decade. McGraw-Hill to handle Argo Sigal & London Line. Steve and Sherry, emphasizing growing need for audio-visual product from record industry. Decca opens a new-shaked studio in New York; Cowills, a family act with a Top 40 approach, climbs to top of Top 100 with "Rain, Park, & Other Things" for MGM Records.

**DECEMBER**

MCA's Uni label buys Kapp Records; label to retain identity, with owner Dave Kapp staying on as consultant and producer. He'll also work with Bill Gallagher, newly-named vp of MCA, in obtaining cast LP's of musicals for MCA. See marginal effects on record sales in British devaluation of the pound. RCA and Eugene Ormandy-Philadelphia Orchestra recording artists, with Columbia Records for 24 years, signs 5-year pact with label. Elvis Presley's Christmas radio show on Dec. 8 and 10th heard over more than 3,000 outlets. Colgems blueprint expansion is "Looking Over Advent," L.P. Joey Zipp joins operation as vp... Al Bennett, president of Liberty Records, hi-lights "coming of age" in view of increasing influence and leisure-time in U.S. Danny Davis, RCA & Christmas radio show on Dec. 8 and 10th heard over more than 3,000 outlets. Colgems blueprint expansion is "Looking Over Advent," L.P. Joey Zipp joins operation as vp... Al Bennett, president of Liberty Records, hi-lights "coming of age" in view of increasing influence and leisure-time in U.S. Danny Davis, RCA & Christmas radio show on Dec. 8 and 10th heard over more than 3,000 outlets. Colgems blueprint expansion is "Looking Over Advent," L.P. Joey Zipp joins operation as vp...
THE DOORS ARE ALWAYS OPEN

Bell Records 1776 Broadway, New York, N.Y. 10019
Ed Ames—RCA Victor

Ed Ames, RCA recording artist, displays a performative style that is both entertaining and captivating. During his performances, Ames incorporates a wide range of expressions and vocalizations, bringing his unique interpretation of a variety of songs to life. His repertoire includes hits from the 1950s and 1960s, showcasing his versatile talent and appeal to audiences of all ages.

Chet Atkins—RCA Victor

Chet Atkins, one of the most influential country music guitarists of all time, is known for his technical skill and innovative playing techniques. Atkins' recordings often feature intricate arrangements and complex chord progressions, demonstrating his mastery of the instrument. His collaborations with other artists have resulted in hits that have stood the test of time, solidifying his status as a country music icon.

Jean Baez— Vanguard

Jean Baez, a folk singer and activist, is celebrated for her powerful vocals and her dedication to social justice. Through her music, Baez has sought to raise awareness about important issues, including peace and environmental concerns. Her recordings often feature acoustic guitar and vocal harmonies, creating a soothing and introspective atmosphere.

Blues Magoos—Mercury

The Blues Magoos are a psychedelic rock band known for their distinctive sound and unique stage presence. Their music, characterized by surreal lyrics and experimental arrangements, has earned them a cult following, with songs like "Shut Up and Dance" and "Chinese New Year" becoming enduring favorites in the psychedelic rock genre.

Johnny Cash— Columbia

Johnnie Cash, known for his rough-hewn voice and powerful delivery, is a legendary figure in country music. His recordings often explore themes of redemption, heartbreak, and resilience, with songs like "I Walk the Line" and "Folsom Prison Blues" becoming enduring classics. Cash's influence has been widespread, inspiring generations of musicians and fans alike.

Cash Box—December 23, 1967
THE RESULTS ARE IN!*  

SINGLES

STEVIE WONDER—#2 BEST MALE VOCALIST  
MARVIN GAYE & TAMMI TERRELL—#2 BEST DUO  
DIANA ROSS & THE SUPREMES—#2 BEST VOCAL GROUP  
FOUR TOPS—#6 BEST VOCAL GROUP  
TEMPTATIONS—#7 BEST VOCAL GROUP  
MARSHA & THE VANDellas—#21 BEST VOCAL GROUP  
SMOKEY ROBINSON & THE MIRACLES—#22 BEST VOCAL GROUP  
Jr. Walker & The All Stars—#30 BEST VOCAL GROUP

ALBUMS

DIANA ROSS & THE SUPREMES—#3 BEST VOCAL GROUP  
FOUR TOPS—#6 BEST VOCAL GROUP  
TEMPTATIONS—#7 BEST VOCAL GROUP

R & B

MARVIN GAYE—#2 BEST MALE VOCALIST  
STEVIE WONDER—#4 BEST MALE VOCALIST  
TAMMI TERRELL—#3 BEST FEMALE VOCALIST  
FOUR TOPS—#1 BEST VOCAL GROUP  
TEMPTATIONS—#1 BEST VOCAL GROUP  
TIE  
MARTHA REEVES & THE VANDellas—#3 BEST VOCAL GROUP  
MARVIN GAYE & TAMMI TERRELL—#5 BEST VOCAL GROUP  
MARVELlettes—#6 BEST VOCAL GROUP  
SMOKEY ROBINSON & THE MIRACLES—#7 BEST VOCAL GROUP  
DIANA ROSS & THE SUPREMES—#9 BEST VOCAL GROUP  
GLADYS KNIGHT & THE PIPS—#12 BEST VOCAL GROUP

*(CASH BOX BEST OF 1967 POLL)

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INTERNATIONAL TALENT MANAGEMENT

Cash Box—December 23, 1967
Bill Cosby—Warner Bros.

Bill Cosby almost never becomes a comedian. He was a star halfback at Temple University, but decided to give up pro football career for college. He is a top-flight在日本语

Cowills—MGM

The Cowills, including Bill, Bob, Barry, and John Cowill, their mother Barbara Helene, and their father, composed their first song when they were only 15 years old. On the road with his group, the Cowills live in a 22-room mansion atop a hill overlooking the Pacific Ocean. He was born January 9, 1948. He is the son of a family who moved from Rhode Island to their home in New York. The eldest of the Cowill family, Bill, was born September 15, 1940. In 1956, he formed a group that included his brothers, Bob and Barry. In 1958, they signed with RCA Victor and released their first album, "A Song for You." In 1960, they were signed to Columbia Records and released their second album, "Low.

Elvis Presley—RCA Victor

Monterey—ERIC SUGAR & ANIMALS

What it gonna be—Dussey Springfield—Philips

Lovely Voyager—Sunny Singer—Parkway

You're Never Gonna Get My Lovin'—Enchanted Forest

The Idols—Bill & The Idols

His Smile Was A Lie—Northern Lights—Fortune

Ain't That The Truth—Northern Lights—Fortune

Here Comes Heaven—Arnold John—RPM

The Chief—J.B. & The Chief

Mares' Nest—The Mares' Nest—Fortune

This Thing Called Love—Maxine

The Singles—The Singles

Death in the Family—The Singles

The Jeebbers—The Jeebbers

The Skaters—The Skaters

The Scream—The Scream

The Abarabach Group—1619 Broadway, New York, N. Y.
Remember how popular the piano used to be?

Roger Williams still is.

Number One Instrumentalist On Albums, 1967.

Roger Williams on Kapp Records.
Marvin Gaye—Tamla

Marvin Gaye became known as one of the major figures of the soul music genre early in his career and his sales of the 'Motown Sound' era.

Al Hirt—RCA Victor

Al Hirt was born in New Orleans, Louisiana, on October 28, 1927. A multi-instrumentalist, Hirt is perhaps best known for his work in the 1960s and 1970s. He was the first trumpeter to play the trumpet in a NARAS (Grammy) on the best rhythm and blues album. His first gold disc for an album, "My Way," was awarded by the Recording Industry Association of America in 1968.

Ian & Sylvia—MGM

Ian Anderson and Sylvia Tyson were a folk duo who were very successful in the 1960s. Their music was often characterized by its acoustic guitar work and their harmonies. They separated in the late 1960s.

Bobbie Gentry—Capitol

Bobbie Gentry was a singer and songwriter who had many hits in the 1960s. Her song "Ode to Billie Joe" became a number one hit in 1967.

Stan Getz—MG/Mercury

Stan Getz was a jazz saxophonist who played with numerous famous musicians and bands. He is perhaps best known for his work with Brazilian singer Astrud Gilberto.

David Houston—Columbia

David Houston was a singer who had many hits in the 1960s. He is perhaps best known for his duets with Tammy Wynette.

Englebert Humperdinck—Parrot

Englebert Humperdinck is a singer who had many hits in the 1960s. His biggest hit was "After Midnight." He was known for his gravelly voice.

Herman's Hermits—BRM

Herman's Hermits was a British pop group that had many hits in the 1960s. They are perhaps best known for their version of "I'm Henry VIII."

George Jones—Music World

George Jones was a country musician who had many hits in the 1960s. His songs often dealt with life in the South and his personal struggles.

Joy & Techniques—Smash

Joy & Techniques were a pop duo who had many hits in the 1960s. They were known for their catchy melodies and harmonies.

Jerry Lee Lewis—Sun

Jerry Lee Lewis was a rock and roll singer who had many hits in the 1950s and 1960s. He is perhaps best known for his version of "Great Balls of Fire."
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Cash Box—December 23, 1967
Bios of 1967's Leading Artists

Lainie Kazan—MGM

The first big break of Lainie Kazan's young career occurred when she was unexpectedly chosen to perform in the stage production of the musical comedy "110 in the Shade." This was due to the last-minute withdrawal of a fourth-rate movie star, who was to play the part of "Shadie," a small-town girl. Kazan, who had been performing in nightclubs and off-Broadway shows, was offered the role after one rehearsal. She accepted with enthusiasm and went on to win critical acclaim for her performance. When the MGM recording artist was a student at the University of Pennsylvania, she met and married John Cassavetes, who directed and starred in the film "Shadie," her first major role. Kazan has since appeared in a number of films and television programs and has won critical acclaim for her acting. She has been nominated for several Academy Awards and has won a Golden Globe award for her performance in "A League of Their Own." Kazan is known for her strong voice and captivating presence on stage and screen. She has been married to John Cassavetes since 1965 and they have two children. Kazan has also been a vocal advocate for women's rights and has been involved in several feminist causes. She is a former member of the National Women'ser Rhapsody in Blue, one of the most popular songs of the 1920s. Kazan is often remembered for her portrayal of "Shadie," a small-town girl who dreams of a better life.

Bert Kaempfert—Decca

Bert Kaempfert, the German commander known here for his hit tune "The Big Bopper," was born in Hamburg, Germany, in 1915 and is a child prodigy. Kaempfert is credited with inventing the electronic organ, or "Bert" as he is affectionately called by many who admire his music. Kaempfert, who has a wife and two children, lives in a spacious home in a quiet suburb of Hamburg. He is fond of fishing and boating, and he often takes his children along for fun. Kaempfert is known for his energetic style of playing and his ability to create a calculated and "good" film. His "jet hats" are the trademark of his orchestra. Kaempfert is often seen in public wearing a "Red Nose For A Blue Lady." He has since released over 50 records and has been a favorite with audiences worldwide.

Lennie Lynn—Decca

Lennie Lynn, one of the most popular female singers of the 1960s, began her career as a background singer for the group "The Mamas & the Papas." She was discovered by the group's manager, Michael Pinder, who heard her singing and invited her to join the group as a backup singer. Lynn's distinctive voice and unique style quickly earned her a spot in the group, and she soon became a co-lead singer. She is known for her powerful voice and her ability to deliver emotionally charged performances. Lynn has released several successful albums and has been nominated for several Grammy Awards. She is considered one of the most talented female vocalists of her time and is remembered for her contributions to the music industry.

Miriam Makeba—Reprise

Miriam Makeba was born in Johannesurg, South Africa, in 1932. She began her musical career at a young age, singing with various groups in the township of Soweto. Makeba's unique vocal style and powerful performances quickly gained her a following among both local and international audiences. She has released several successful albums and has been nominated for several Grammy Awards. Makeba is known for her dedication to social justice and her activism on behalf of the African people. She is considered one of the most influential female vocalists of her time and is remembered for her contributions to the music industry.

Lennie Lynn

Lennie Lynn, one of the most popular female singers of the 1960s, began her career as a background singer for the group "The Mamas & the Papas." She was discovered by the group's manager, Michael Pinder, who heard her singing and invited her to join the group as a backup singer. Lynn's distinctive voice and unique style quickly earned her a spot in the group, and she soon became a co-lead singer. She is known for her powerful voice and her ability to deliver emotionally charged performances. Lynn has released several successful albums and has been nominated for several Grammy Awards. She is considered one of the most talented female vocalists of her time and is remembered for her contributions to the music industry.

Mamas & Papas—Dunhill

Mamas & Papas is a rock band that has been very successful in the United States. The group formed in the late 1960s and has released several hit singles, including "California Dreamin," "Good Day Sunshine," and "Monday, Monday." The group is known for their harmonies and their unique sound, which combines elements of pop, rock, and folk music. They have sold millions of records worldwide and have been inducted into the Rock and Roll Hall of Fame. Mamas & Papas is considered one of the most influential groups of the 1960s and is remembered for their contributions to the music industry.
groups may come and fads may end;
and, oh, the confusion with the change and trend;
something to last—that’s the need!
and last they will...The American Breed.

sandy dvore

current single release: “bend me, shape me” (46-811)
current album release: “the american breed” (mono: a8002; stereo: a98002)
currently on nation-wide tour
Roger Miller—Smash

Roger Miller, who is currently dickicing with "Big Ones," is all set for a hit on an album to be released in late March on the RCA Victor label. His first long-playing album will be titled "The White Angel Prayer." He will release two of his new songs, "A Lot of Livin' Livin' To Do," and "The Luckiest Day I Ever Had," which he wrote himself.

Buck Owens—Capital

Buck Owens, who recently won the Butte County Fair Musician of the Year Award, has been invited to perform at the National Western Stock Show and Rodeo in Denver. Owens, who has been a member of the Grand Ole Opry since 1961, is known for his unique style of country-western music.

Bbis of 1967’s Leading Artists

Peter, Paul & Mary—Warner Bros.

Life-long interests in folk music led Peter, Paul & Mary to form a trio in 1962. Their first album, "The Peter, Paul & Mary Songbook," was released in 1963 and included hits such as "I Dig Rock and Roll Music," "If I Had You," and "Peter, Paul & Mary." The group's music has become timeless, and they continue to perform to this day.

Sandy Posey—MGM

"Born A Woman" on MGM, by Sandy Posey, spent several weeks at the top of the charts. It was written by Bill Anderson and was a great hit for Posey's career. Posey, who has also had hits with "This Old Man's in Love," "I Know What Love Is," and "No More," continues to tour and record.

Otis Redding—Volt

Otis Redding, who passed away in a plane crash in 1967, was a trailblazer in the soul music genre. His hit "Sittin' on the Dock of the Bay," released posthumously, became a huge hit and is considered one of the greatest soul songs of all time. Redding was known for his powerful vocals and his ability to connect with his audience.

Jim Reeves—RCA Victor

Jim Reeves, who died in a plane crash in 1964, was one of the most popular country music artists of all time. His hit "He Walks" became a huge hit and is considered one of the greatest country songs of all time. Reeves was known for his smooth vocals and his ability to connect with his audience.

Paul Revere & the Raiders—Columbia

Paul Revere & the Raiders, led by Paul Revere, were one of the biggest rock and roll bands of the 1960s. Their hit "Kicks" became a huge hit and is considered one of the greatest rock songs of all time. Revere was known for his vocal range and his ability to connect with his audience.

Righteous Brothers—Verve

The Righteous Brothers, led by Bill Medley and Bobby Hatfield, were one of the biggest rock and roll bands of the 1960s. Their hit "Unchained Melody" became a huge hit and is considered one of the greatest rock songs of all time. Medley and Hatfield were known for their vocal harmonies and their ability to connect with their audience.

Johnny Rivers—Riverside

Johnny Rivers, who was born in Arkansas, was one of the biggest rock and roll artists of the 1960s. His hit "The Morning Dawns" became a huge hit and is considered one of the greatest rock songs of all time. Rivers was known for his vocal range and his ability to connect with his audience.

(Cash Box—December 23, 1967)
ROBBINS-FEIST-MILLER...

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- Editions Francis-Day
  Brussels, Belgium
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  Rio de Janeiro, Brazil
- Gordon V. Thompson, Ltd.
  Toronto, Canada
- Robbins Music Corporation, Ltd.
  London, England
- B. Feldman & Company, Ltd.
  London, England
- Francis, Day & Hunter, Ltd.
  London, England
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  Mexico, D.F.
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  Manila, Philippines
- Canciones del Mundo
  Madrid, Spain
- Reuter & Reuter Forlags
  Stockholm, Sweden
- Editions Sidem
  Geneva, Switzerland

Cash Box—December 23, 1967
Bios of 1967's Leading Artists

Marty Robbins—Columbia
Versatile Columbia hitmaker Marty Robbins has had his hand on a number of Hollywood megahits, including Gone with the Wind. Born in 1935 in Humble, Texas, Robbins began playing guitar in his family's band called the Wranglers. He served in the Navy during the Korean War and later moved to Nashville, where he began writing and recording. His breakthrough came with the 1961 hit "El Paso," which reached #1 on the charts. Since then, Robbins has had numerous hits, including "Don't the Moon Know," "These Boots Are Made for Walking," and "Long Gone Lonesome Blues." He was inducted into the Country Music Hall of Fame in 1982.

Smoky Robinson & Miracles—Tamla
Somewhere between achieving a degree in aero-

space engineering at Tuskegee and graduating with a

high school marching band, Smoky Robinson was born in Memphis, Tennessee. Born in 1935, Robinson's
talent was discovered by Berry Gordy Jr., who signed him to his Tamla Records label in 1956. With the help of

guitarists Alphonse Mouzon and Michael{}. Robinson

and the Miracles began recording hits like "Who's

Having Style?" and "You Really Got a Hold on Me." The
group's 1967 hit, "Secret Love," became a sensation

and won the group a Grammy Award for Best R&B

Song. Robinson continued to record with the Miracles

till the early 1970s, and later launched a successful solo

career. He was inducted into the Rock and Roll Hall of

Fame in 2000.

The Rolling Stones—London
Proving how to succeed in show business without

an agent, the four Rolling Stones started playing in

London clubs before they were even legal to do so. By

1963, they had signed with Andrew Loog Oldham, who

began managing the band. Their first hit, "The Girls

Can't Help It," came in 1964. The Stones went on
to become one of the biggest bands in the world, with

hits like "Satisfaction," "Paint It Black," and "Brown

Sugar." The band's lead singer, Mick Jagger, was

known for his distinctive voice and stage presence,

while guitarist Keith Richards was celebrated for his

innovative playing. The Rolling Stones were inducted

into the Rock and Roll Hall of Fame in 1989.

Smokey Robinson & Miracles—Tamla
Somewhere between achieving a degree in aero-

space engineering at Tuskegee and graduating with a

high school marching band, Smoky Robinson was

born in Memphis, Tennessee. Born in 1935, Robinson's
talent was discovered by Berry Gordy Jr., who signed him to his Tamla Records label in 1956. With the help of
guitarists Alphonse Mouzon and Michael{}. Robinson

and the Miracles began recording hits like "Who's

Having Style?" and "You Really Got a Hold on Me." The
group's 1967 hit, "Secret Love," became a sensation

and won the group a Grammy Award for Best R&B

Song. Robinson continued to record with the Miracles

till the early 1970s, and later launched a successful solo

career. He was inducted into the Rock and Roll Hall of

Fame in 2000.

The Rolling Stones—London
Proving how to succeed in show business without

an agent, the four Rolling Stones started playing in

London clubs before they were even legal to do so. By

1963, they had signed with Andrew Loog Oldham, who

began managing the band. Their first hit, "The Girls

Can't Help It," came in 1964. The Stones went on
to become one of the biggest bands in the world, with

hits like "Satisfaction," "Paint It Black," and "Brown

Sugar." The band's lead singer, Mick Jagger, was

known for his distinctive voice and stage presence,

while guitarist Keith Richards was celebrated for his

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Smokey Robinson & Miracles—Tamla
Somewhere between achieving a degree in aero-

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high school marching band, Smoky Robinson was

born in Memphis, Tennessee. Born in 1935, Robinson's
talent was discovered by Berry Gordy Jr., who signed him to his Tamla Records label in 1956. With the help of
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WE'RE GRATEFUL

NEIL DIAMOND
No. 1 Male Vocalist
(1967 Cash Box Poll)

FREDDIE SCOTT
No. 1 Newcomer Male Vocalist
(1967 Cash Box Poll-R&B)

VAN MORRISON
One Of The Best Newcomer Male Vocalist
(1967 Cash Box Poll)

FOR OUR SUCCESS IN 1967

BANG RECORDS
1650 Broadway; New York, N.Y.

SHOUT
Supreme—Motown

Sometimes there is not a crowd, but a well-organized team. That is what happened when the three young girls called the Supreme went on to make Motown history. The trio began to appear at local amateur shows and formed a group that would soon dominate their local scene by their high school music instructor, Miss Jean Campbell. The three girls, Debbi Peterson, Barbara Martin, and Florence Ballard, found the other two needs for a successful act. By the time they were offered a job, they had already formed the Supremes and performed on a local television show.

In 1961, the group's name was changed to Diana Ross & the Supremes. In 1965, Florence Ballard was replaced by Cindy Birdsong, and the group became known as the Supremes. In 1967, the Supremes became the first female group to sell more records than the Beatles.

Temptations—Gordy

Five young females got together four years ago to sing together. They decided to form a group and called it the Temptations. They appeared on local television shows and were discovered by Berry Gordy, founder of Motown Records. The group was formed by signing up a singer from each of the other groups, and the Temptations became one of the most successful groups in the Motown Records.

In 1966, the group cut three top hits: "I Know I'm Gonna Get Along Someday," "You Can't Hurry Love," and "You Keep Me Hanging On." The group's popularity continued to grow, and they became one of the most successful Motown groups.

Joe Tex—Dial

Joe Tex was born in San Antonio, Texas, where he received musical training throughout his life. He began his career as a drummer in a local band, and later moved to New York, where he played on local television shows and radio stations. In 1964, he had his first hit, "I Got A Woman" and "Soul Man." He continued to release popular songs, and in 1968, he released "Get It While You Can," which became a major hit.

Ray Charles—Atlantic

Ray Charles was born in Albany, Georgia, on September 23, 1930. He began playing the piano at the age of 7, and by the age of 12, he was performing in local talent shows. In 1952, he signed with Atlantic Records and released his first hit, "I Got A Woman." He continued to release popular songs, and in 1959, he released "What'd I Say," which became a major hit.

Barbra Streisand—Columbia

Barbra Streisand's route to LP stardom was a curious one. She first appeared at Columbia's study in 1958, where she made a recording of "My Man," a song by her co-star, Philip Levine. The recording was released as a single, and it went on to become a hit. In 1960, she signed with Columbia Records, and in 1961, she released her first album, "The Barbra Streisand Album," which went on to become a best-seller. She continued to release popular albums, and in 1972, she released "The Way We Were," which became a major hit.

Hank Thompson—Warner Bros.

The versatile Hank Thompson has been up and down the country music charts for many years, with hits such as "The Delta种" and "The Big Black Banana.

Dionne Warwick—Scepter

Dionne Warwick, unlike many of her pop predecessors, has studied music since she was a child. She did not begin a professional music career until after she graduated from high school. She started her career in the entertainment business, appearing in a number of musical productions. Then she moved to East Orange, New Jersey, and became a part of the famous Motown Record Corporation. She did not have much success as a singer, however, until she appeared on the television show "American Bandstand." Her performance on the show resulted in her being signed by Motown Records, and soon after, she released her first hit, "You've Lost That Lovin' Feelin'," which became a major hit.

Kittie Wells—Decca

To the country music fans—and, more recently, the country music record buyers—Kittie Wells has been the all-time great performer. And in a field where few women have made it big, she has done so with a focus on the heart and soul of the South. Her success has been due in part to her ability to connect with her fans, and she has been able to maintain her popularity over the years.

Dottie West—Vega

Dottie West was born in 1936 in Texas, and she began her career as a singer in her early 20s. She recorded her first hit, "A Star Is Born," in 1959, and it became a major hit. She continued to release popular songs, and in 1964, she released "You're the One That I Love," which became a major hit.

Andy Williams—Columbia

Andy Williams was born in 1933 in San Antonio, Texas, and he started his career as a singer in his early 20s. He released his first hit, "I've Got Your Love," in 1958, and it became a major hit. He continued to release popular songs, and in 1969, he released "I've Had The Time of My Life," which became a major hit.

For You, For Me—Verve

Though still in his 20s, You, For Me is proving to be a major hit for Andy Williams. He has already released two albums, "For You, For Me," and "I've Got You." He is expected to release a third album next year, which is already being anticipated by his fans.

Cash Box—December 23, 1967
Imagine that all music suddenly has ceased to exist. Composers have stopped creating. Musicians are silent. The phonograph record is gone. People have stopped singing. A universal language has disappeared in the flash of a moment.

All over the world, the blow is shattering. In the United States the economic loss is beyond belief. 5,000 radio stations, deprived of the majority of their programming, are reducing their schedules or going off the air. Television producers are converting every existing program and every commercial with music to straight talk. Many sponsors are simply cancelling. The juke box is extinct. The recording industry has closed down. The music instrument manufacturing business is obsolete. 13,700,000 children who have been studying music no longer have any use for pianos or violins or woodwinds. The country’s 1,385 symphony orchestras and 782 opera producing groups have disbanded. Most nightclubs, theaters, dance halls, concert halls, ballrooms have shuttered their windows. Hundreds of thousands of people who earn their living because of music are now unemployed. The tax loss is incalculable.

A fantasy? Yes, but it makes a point. Music is vitally important in all our lives, in terms of sheer economics as well as of culture.

We are proud that BMI, together with our thousands of affiliated writers and publishers, is one of the many organizations which play a role in supporting and fostering the miracle of music.

If yesterday had been the day music stopped, you wouldn’t be hearing about it from us. BMI wouldn’t be in business. Nor, possibly, would you.

All the worlds of music for all of today’s audience.

Cash Box—December 23, 1967
WINNERS—Bill Gavin Record and Radio Awards for 1967

RECORDING ARTIST OF YEAR-RHYTHM AND BLUES
Winner: Aretha Franklin—Atlantic
Runner-up: Temptations—Motown

RECORD MAN OF YEAR-RHYTHM AND BLUES
Winner: Jerry Wexler, Atlantic
Runner-up: Brian Holland and Lamont Dozier, Tamla-Motown

RECORING ARTIST OF YEAR-COUNTRY MUSIC
Winner: Eddy Arnold—RCA
Runner-up: Buck Owens—Capitol

RECORD MAN OF YEAR-COUNTRY MUSIC A&R
Winner: Chet Atkins, RCA
Runner-up: Bill Sherrill, Epic

RECORDING ARTIST OF YEAR-NON ROCK
Winner: Frank Sinatra—Reprise
Runner-up: Herb Alpert—A&M

RECORD MAN OF YEAR-POP-ROCK
Runner-up: The Beatles—Capitol

RECORD MAN OF YEAR-POP ROCK
Winner: Lou Adler—Ode Records
Runner-up: Lee Hazlewood

RECORD MAN OF YEAR-NATIONAL PROMOTION
Winner: Don Graham—A&M
Runner-up: Thomas Noonan, Columbia

RECORD MAN OF YEAR-EXECUTIVE
Winner: Jerry Wexler—Atlantic
Joe Smith, Warner Bros.
JERRY MESS, A&M

PROGRAM CONSULTANT OF YEAR-GROUP STATION
Winner: Bill Drake
Runner-up: Graham Richards

SECONDARY MARKET RADIO MAN OF YEAR
Winner: Dick Starr—WFUN
Runner-up: Dick Buckley, WKDA

DISK JOCKEY OF YEAR-CANADIAN RADIO
Winner: Terry Mulligan—CKLG
Runner-up: Dave Boxer, CFCC

MUSIC DIRECTOR OF YEAR-CANADIAN RADIO
Winner: Bob Johnston
Runner-up: Ron Robinson, CKWX

REGIONAL PROMOTION-NORTHEAST-NEW ENGLAND
Winner: Stan Monteiro—RCA Victor
Runner-up: Ed Penny and Ernie Campagna

REGIONAL PROMOTION-EAST COAST AREA
Winner: Herb Rosen—Independent
Runner-up: Tom Kennedy—Universal

REGIONAL PROMOTION-SOUTHEAST AREA
Winner: Zim Zemeral—Columbia
Runner-up: Larry King—Southland Dist.

REGIONAL PROMOTION-SOUTHERN AREA
Winner: Fred Love—Epic Records
Runner-up: Robert Holladay—Independent

REGIONAL PROMOTION-CENTRAL AREA
Winner: Howard Bedaroe—All State
Runner-up: August Blume—RCA

REGIONAL PROMOTION-WEST CENTRAL-NORTHWEST CENTRAL
Winner: Rich Blackburn—Fred
Runner-up: Dan Desmond Jr.—Helicherc

REGIONAL PROMOTION ROCKY MOUNTAIN AREA
Winner: Tie—Sandy Siler and Earl Woolf (Action)
Runner-up: Ab Atkins—Davis

REGIONAL PROMOTION-SOUTHWEST AREA
Winner: Wayne Shuler—Capitol
Runner-up: Joe Perry—Big State-Dallas

REGIONAL PROMOTION-SOUTHWEST AREA
Winner: Wayne Shuler—Capitol
Runner-up: Joe Perry—Big State-Dallas

REGIONAL PROMOTION—REGIONAL PROMOTION CANADIAN AREA
Winner: Lee Armstrong
Runner-up: John Williams—Columbia

RECORD MAN OF YEAR-NATIONAL PROMOTION-CANADA
Winner: Paul White—Capitol
Runner-up: Arnold Scharr—McG

RECORD MAN OF YEAR-EXECUTIVE CANADA
Winner: George Harrison
Runner-up: Bob McDowell, CHUM

PROGRAM DIRECTOR OF YEAR-CANADIAN RADIO
Winner: Jerry Bascombe—CF&C
Runner-up: Barclay Nesbitt—CKFH

MANAGER OF YEAR-CANADIAN RADIO
Winner: Allian Waters—CHUM
Runner-up: John O. Graham—CFGM

COUNTRY MUSIC DISC JOCKEY
Winner: John Trotter—WJJD
Runner-up: Ralph Emery—WSM

MUSIC DIRECTOR OF YEAR-COUNTRY MUSIC
Winner: Lee Arnold—WJRZ
Runner-up: Bob Kingsley—KGBS

PROGRAM DIRECTOR OF YEAR-COUNTRY RADIO
Winner: Chris lane—WJJD
Runner-up: MacCurth—WPLO

MANAGER OF YEAR-COUNTRY RADIO
Winner: George Dubinski—WNEW
Runner-up: Herbert Colombeck—WPLO

DISK JOCKEY OF YEAR-POP ROCK RADIO
Winner: William B. Williams—WNEW
Runner-up: Gary Owens—KMP

MUSIC DIRECTOR OF YEAR-POP ROCK RADIO
Winner: Gertie Katzman—WNEW
Runner-up: Elma Greer—KSFO

PROGRAM DIRECTOR OF YEAR-POP ROCK RADIO
Winner: Dick Carr—WNEW
Runner-up: Alan Newman—KGF

MANAGER OF YEAR-POP ROCK RADIO
Winner: Harvey Glasscock—WNEW
Runner-up: Larry Berger—WWRL

DISK JOCKEY OF YEAR-RHYTHM AND BLUES
Winner: E. Rodney Jones—WQXI
Runner-up: Jim Randolph—KGF

MUSIC DIRECTOR OF YEAR-RHYTHM AND BLUES
Winner: Lucky Cordell—WQON
Runner-up: George Wilson—WHAT

PROGRAM DIRECTOR OF YEAR-RHYTHM AND BLUES
Winner: John Hardy—KDIA
Runner-up: Al Bell, Stax-Volt

MANAGER OF YEAR-RHYTHM AND BLUES
Winner: Frank Ward—WWRL
Runner-up: Arnold Scharr—KGF

DISK JOCKEY OF YEAR-Pop POP ROCK RADIO
Winner: Joe Bogart—WMCA
Runner-up: Bertha Porter—WQCI

MUSIC DIRECTOR OF YEAR-Pop POP ROCK RADIO
Winner: Joe Bogart—WMCA
Runner-up: Bertha Porter—WQCI

PROGRAM DIRECTOR OF YEAR-Pop POP ROCK RADIO
Winner: Paul Drew—CKLW
Runner-up: Pat O’Day—KJ

MANAGER OF YEAR-Pop POP ROCK RADIO
Winner: Ken Burkehart—WQXI
Runner-up: Ken Draper—WKFL

BILL GAVIN’S PERSONAL AWARDS:
Record Company of the Year, Bell Records (Amy-Ma), New York
Mr. Larry Utall, President

RADIO STATION OF THE YEAR
KIMN, Denver, Mr. Ken Palmer, manager

Cash Box—December 23, 1967
total involvement

Means more to Bob Crewe and the Crewe Group of Companies than just being on top. It's not only the hit songs; not only the hit records; not only the Four Seasons and Mitch Ryder; not only motion picture production, and a TV special called "The Bob Crewe Generation," it's getting into the public's heart and staying there. The Bob Crewe Generation is more than an orchestra; it's what's happening...and you're part of it.
Sincerest Thanks
Aretha Franklin
### BEST R&B ARTISTS OF 1967

A tabulation of Rhythm & Blues Artists Who Achieved Greatest Success In Their Field According To The Weekly Cash Box Top 50 R&B Chart. Names Listed Below Are In Order Of Strength In Their Various Categories Based On A Weighted Point System Which Gives Credit For Longevity On The Chart As Well As Height Attained On Chart. All Titles Which Were In The Top 50 Were Used For An Artist’s Total.

### TOP MALE VOCALISTS

<table>
<thead>
<tr>
<th>Tie</th>
<th>Name</th>
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<tbody>
<tr>
<td>1.</td>
<td>JAMES BROWN</td>
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<td>OTIS REDDING</td>
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<td>1.</td>
<td>WILSON PICKETT</td>
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<td>MARVIN GAYE</td>
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<td>JACKIE WILSON</td>
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<td>Stevie Wonder</td>
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<td>Arthur Conley</td>
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<td>Ray Charles</td>
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<td>O. V. Wright</td>
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<td>Lou Rawls</td>
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<td>Toussaint McCall</td>
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<td>10.</td>
<td>Joe Tex</td>
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<td>11.</td>
<td>Solomon Burke</td>
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<td>Jimmy Ruffin</td>
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<td>Gene Chandler</td>
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<td>Lowell Fulson</td>
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<td>15.</td>
<td>Joe Simon</td>
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<td>17.</td>
<td>Bobby Bland</td>
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<td>18.</td>
<td>Little Milton</td>
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<td>19.</td>
<td>Bo Diddley</td>
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<td>20.</td>
<td>James Carr</td>
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<td>21.</td>
<td>Chuck Jackson</td>
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<td>22.</td>
<td>Percy Sledge</td>
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<td>23.</td>
<td>Jerry Butler</td>
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<td>24.</td>
<td>Eddie Floyd</td>
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### TOP FEMALE VOCALISTS

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<tr>
<th>Name</th>
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<tbody>
<tr>
<td>1. ARETHA FRANKLIN</td>
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<td>2. DIONNE WARWICK</td>
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<td>3. TAMMI TERRELL</td>
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<td>4. Maxine Brown</td>
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<td>5. Shirley Ellis</td>
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<td>6. Miriam Makeba</td>
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<td>7. Lorraine Ellison</td>
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<td>8. Dee Dee Warwick</td>
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<td>9. Erma Franklin</td>
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<td>10. Marlena Shaw</td>
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<td>11. Kim Weston</td>
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### TOP NEW FEMALE VOCALISTS

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<th>Name</th>
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<tbody>
<tr>
<td>1. BETTYE SWANN</td>
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<td>2. LINDA JONES</td>
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<td>3. LAURA LEE</td>
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<td>4. Ruby Andrews</td>
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<td>5. Big Maybelle</td>
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<td>6. Lulu</td>
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<td>7. Bobbie Gentry</td>
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<td>8. Helena Ferguson</td>
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<td>9. Patti Drew</td>
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### TOP VOCAL GROUPS

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<tr>
<th>Tie</th>
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<tbody>
<tr>
<td>1.</td>
<td>FOUR TOPS</td>
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<td>1.</td>
<td>TEMPTATIONS</td>
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<td>2.</td>
<td>YOUNG RASCALS</td>
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<td>3.</td>
<td>MARTHA REEVES &amp; THE VANDellas</td>
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<td>4.</td>
<td>James &amp; Bobby Purify</td>
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<td>5.</td>
<td>Marvin Gaye &amp; Tammi Terrell</td>
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<td>6.</td>
<td>Marvelettes</td>
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<td>7.</td>
<td>Smokey Robinson &amp; The Miracles</td>
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<td>8.</td>
<td>Sam &amp; Dave</td>
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<td>9.</td>
<td>Diana Ross &amp; The Supremes</td>
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<td>10.</td>
<td>Fantastic Four</td>
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<td>11.</td>
<td>Platters</td>
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<td>12.</td>
<td>Gladys Knight &amp; The Pips</td>
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<td>13.</td>
<td>Five Stairsteps</td>
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<td>15.</td>
<td>Chuck Jackson &amp; Maxine Brown</td>
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### TOP NEW VOCAL GROUPS

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<th>Name</th>
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<tbody>
<tr>
<td>1. PEACHES &amp; HERB</td>
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<td>2. INTRUDERS</td>
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<td>3. BRENDA &amp; THE TABULATIONS</td>
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<td>4. Dyke &amp; The Blazers</td>
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<td>5. Parliaments</td>
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<td>6. Jay &amp; The Techniques</td>
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<td>7. Esquires</td>
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<td>8. Procol Harum</td>
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<td>9. Soul Survivors</td>
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<td>10. Precisions</td>
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### TOP NEW MALE VOCALISTS

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<tr>
<th>Name</th>
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<tbody>
<tr>
<td>1. FREDDIE SCOTT</td>
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<td>2. SYL JOHNSON</td>
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<td>3. SPYDER TURNER</td>
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<td>4. Jimmy Castor</td>
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<td>5. Chris Bartley</td>
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<td>6. Brenton Wood</td>
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<td>7. Bill Cosby</td>
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<td>8. Tommy Hunt</td>
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<td>9. J. J. Jackson</td>
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<td>10. Andre Williams</td>
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<td>11. Leon Hayward</td>
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<tr>
<td>12. J. J. Barnes</td>
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<td>13. Robert Knight</td>
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<td>14. Prince Buster</td>
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<td>15. Jerry O.</td>
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### TOP INSTRUMENTALISTS

<table>
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<tr>
<th>Name</th>
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<tbody>
<tr>
<td>1. BOOKER T &amp; THE MG’S</td>
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<td>2. KING CURTIS</td>
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<td>3. CANNONBALL ADDERLEY</td>
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<td>4. Bar-Kays</td>
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<td>5. Bo Diddley</td>
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<tr>
<td>6. The Watts 103rd Street Band</td>
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<td>7. Ramsey Lewis</td>
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WE’RE OVERJOYED AND VERY GRATEFUL,
THANKS AND LOVE,
PEACHES AND HERB

# DUO
# R&B NEWCOMER
Current Hit Album

JOHNNY MATHIS
UP, UP AND AWAY

CL 2726  CS 9526

Current Hit Single
AMONG THE FIRST TO KNOW
4-44357

NOW ON
COLUMBIA RECORDS

Cash Box—December 23, 1967
Top R&B Records of the Past 7 Years

The Top R&B Records of 1967 thru 1973 As Compiled by Cash Box in its Annual Year-End Survey

1967
1. Respect—Aretha Franklin—Atlantic
2. I Was Made To Love Her—Stevie Wonder—Motown
3. Soul Finger—Bar-Kays—Volt
4. Soul Man—Sam—Brunswick
5. Magic Guitar—Sly & The Blazers—Original Sound
6. Baby I Love You—Aretha Franklin—Atlantic
7. Mercy, Mercy, Mercy—Cannonball Adderley—Capitol
8. Nothing Takes You Away—Sly & The Blazers—Original Sound
9. Martha & The Vandellas—Gordy
10. Funky Broadway—Wesley Packard—A & T—Twilight
11. You're So Much Like Me—Martha & The Vandellas—Gordy
12. I'll Stand By You—Freddie Scott—Stax
13. Ain't No Mountain High Enough—Marvin Gaye & Tammi Terrell—Tamla
14. You're My Everything—Gordy
15. Everything I Do—Eurythmics—Tamla
16. All The Things You Are—Art Pepper—M-Pac
17. Come On Sock It To Me—Sly Johnson—ABC
18. Here We Go Again—Ray Charles—ABC
19. Apples, Peaches, Pumpkin Pie—The Techniques—Soul
20. Dead End Street—Lou Rawls—Capitol
21. Don't Close Your Eyes— Brenda & The Tabulations—Motown
22. The Tramps—Ottis Redding & Carla Thomas—Stax
23. Love Is Here & Now You're Gone—Diana Ross & The Supremes—Motown
24. The Game—uito Turner—MGM
25. Pata Pata—Miriam Makeba—Reprise
26. Together—Intruders—Gamble
27. The Tramps—Lowell Fulson—Kent
28. For Your Precious Love—Oscar Toney, Jr.—Bell
29. The Love I Saw In You Was Just A Mirage—Smoky Robinson & The Miracles—Tamla
30. Come On Up—Equires—Bunky
31. Tell It Like It Is—Aaron Neville—Par-Loui
32. With This Ring—Platters—Musicor
33. Hey Leroy, Your Mama's Calling—Young Caesar—Smash

1968
1. When A Man Loves A Woman—Percy Sledge—Atlantic
2. Uptight (Everything's Alright)—Sly & The Family Stone—Tamla
3. Wonder Woman—TNT
4. I'm Gonna Make My Baby—Slim Harpo—Excello
5. ABKCO Rider—BoBBY Potech—Volt
6. The Jack—Derrick Lee—Mirwood
7. 634-5758—Wilson Pickett—Atlantic
8. I'm In Love—Donny Osmond—Stax
9. Baby, Be My Baby—Marine Brown—Wand
10. Make Me Some Love—Mississippi John Hurt—Chess
11. Reach Out For Me—Dionne Warwick—Scepter
12. Shake—Sam Cooke—RCA Victor
13. No One Ever Tells You—Lee Dorsey—Brunswick
14. Use Me—Jimmie Walker—Blue
15. Where to Run—Martha & Vandellas—Ginsburg
16. Don't Mess Up A Good Thing—Bobby McFerrin & Fontella Bass—Checker
17. My Philosophy—Otis Redding—Atlantic
18. It's A Man Down There—L. C. Crotchet & The Brothers
20. Nothing Takes You Away—Aretha Franklin—Atlantic
21. You're Good For Me—Sobonan Burke—Stax
22. Mercy, Mercy, Mercy—Cannonball Adderley—Capitol
23. Ain't Nothin' You Can Do—Bobbi Bland—Duke
24. You're No Good—Beverly Everett—Vee Jay
25. Oh Baby Don't You Weep—James Brown—King
26. Good Times—Sam Cooke—RCA Victor
27. Down The Aisle—Patti LaBelle & Tony Orlando—Vee Jay
28. Rhymin'—Major Lance—Okeh
29. No Particular Place To Go—Chuck Jackson—Vee Jay
30. Cry Baby—Garnett Mims & Enchanters—Goldwax
31. You Must Believe—Impressions—ABC—Paramount
32. I Wish You Love—Gloria Lynne—Eve's
33. Let It Be—Beverly Everett-Jerry Butler—Vee Jay
34. Tennessee Waltz—Sam Cooke—RCA Victor
35. Quicksand—Martha & Vandellas—Gordy
36. Tell Me To—Sunny & Sunglow—Tear

1969
1. Pride And Joy—Marvin Gaye—Tamla
2. Limo Rock—Chubby Checker—Parkway
3. Fingerpimp—Little Steven Wonder—Atlantic
4. 7 Of My Old Man—Theola Kilgore—Sedco
5. Easier Said Than Done—Essie—Roulette
6. Hello Stranger—Barbara Lewis—Atlantic
7. Thunderbird—Inez Fox—Symbol
8. The Misme Time—Major Lance—Okeh
9. Tell Him I'm Not Home—Chuck Jackson—Wand
10. Can't Get Enough—Garnett Mims & Enchanters—UA
11. I Can't Wait—Ruby & Romans— Symbols
12. Candy Girl—Four Seasons—Vee Jay
13. Two Love Kissed—Alvin Simeon—Scepter
14. Mickey's Monkey—The Miracles—Tamla
15. Hotel Happiness—Bと言う—Capitol
16. Watermelon Man—Mongo Santamaria——
17. Da Da Da—Rwand—Christian
18. You Are My Sunshine—Ray Charles—ABC
19. Don't Make Me Over—Dionne Warwick—Scepter
20. Juke Box—Lorrie—Topps—Atlantic
21. Wiggie Wobble—Les Cooper—Evergreen
22. He's So Fine—Chiffons—Laurie
23. Martha—Martha & Vandellas—Gordy
24. Hey Fred—Sly Stone—Coilax
25. Walk Like A Man—Four Seasons—Vee Jay
26. Release Me—Esther Phillips—Lexus
27. If The Wo Man Does Dog—Bobby B & Sox
28. Blue Jeans—Phillips
29. Bust—Ray Charles—ABC
30. Saturday Night—Ray Charles—RCA Victor
31. Standing Stones—Come—ABC
32. No One—Ray Charles—ABC
33. Tell Him—Exciters—ECM
34. High Hand—The Beasters—Angels—Soul
35. Take These Chains From My Heart—Ray Charles—ABC
36. Frankie & Johnnie—Sam Cooke—Vee Jay
37. Mama Didn't Lie—Janet Bradley—Wispy
38. The Man He Kissed—The Crystals—Philadel (Continued on page 74)
TONY BENNETT MAKES IT HAPPEN!*  

A GREAT BIG THANK YOU TO ALL THE Dee JAYS FOR THEIR SUPPORT DURING THE PAST YEAR.  

TONY

* S.R.O.  
EVERY SHOW - EVERY NIGHT  
EVERYWHERE!

CAESAR'S PALACE — LASS VEGAS  
(RETURN ENGAGEMENT JUNE 27, 1968)  
EMPIRE ROOM — CHICAGO  
WALDORF'S EMPIRE ROOM — N. Y.  
ROOSTER TAIL — DETROIT  
DIPLOMAT HOTEL — MIAMI BEACH  
GREEK THEATRE — LOS ANGELES

CURRENT ALBUM: FOR ONCE IN MY LIFE  
PUBLICTY MANAGEMENT: ROGERS, COWAN & BRENNER, INC.  
COLUMBIA RECORDS  
MUSIC COORDINATION: TONY TAMBURELLO

BOOKINGS:  
GAC  
RECORD PROMO: JOE PETRALIJA  

Cash Box—December 23, 1967
TO ALL OUR FRIENDS
SEASON'S GREETINGS
THE LETTERMEN

Personal Management: Jess Rand & Associates

William Morris Agency Public Relations: Freeman & Sutton

Cash Box—December 23, 1967
PRODUCERS OF THE TOP 100 HITS FOR 1967

Hurt, Bobby
41 Corbin Records
1410 Broadway
New York, N.Y.

Hurtado, N.
6251 Lake Ave.
Los Angeles, Calif.

Huyer, Joanne
6523 Lodge Ave.
New Orleans, La.

Hadam, Nancy
6036 Loma Vista Drive
Los Angeles, Calif.

Hurd, Howard
702 W. 3rd Street

Hunt, Jack
1610 Broadway
New York, N.Y.

Hunt, Roy
1305 Jackson Blvd.
Detroit, Mich.

Hunt, Roy
6240 Brandywine Ave.
Los Angeles, Calif.

Hunt, Roy
1201 So. Denver Street
Shelbyville, Ky.

Haun, Al
927 Bliss St.
Beloit, Wisc.

Huston,રtingham
41 Corbin Records
1410 Broadway
New York, N.Y.

Huston, George
432 W. Jackson Blvd.
Chicago, Ill.

Huxley, Ralph
7527 Sunset Blvd.
Los Angeles, Calif.

Husk, Steve
Reed Good Productions
1437 Broadway
New York, N.Y.

Hussey, Jimmy
41 Corbin Records
1510 Oxford St.
Los Angeles, Calif.

Hutchinson, Bob
41 Corbin Records
51 West 52nd Street
New York, N.Y.

Imsdell, Bill
490 Pacific Ave.
San Francisco, Calif.

Ishmael, Roosevelt
490 Pacific Ave.
San Francisco, Calif.

Isham, Russ
490 Pacific Ave.
San Francisco, Calif.

Jackson, Al
103 E. 2nd Street

Jackson, Al
315 W. 3rd St.
New York, N.Y.

Jackson, Al
1300 Broadway
New York, N.Y.

Jaffee, Mike
1300 Broadway
New York, N.Y.

Jaffee, Mike
552 W. 52nd St.
New York, N.Y.

Jaffe, Bernard
2080 Broadway
New York, N.Y.

Jaffe, Bernard
1901 Broadway
New York, N.Y.

Jaffe, Bernard
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New York, N.Y.
OTIS REDDING

Will Live On In Our Hearts

ATLANTIC RECORDS • 1967
In Memoriam

JIMMY KING
RONNIE CALDWELL

PHALON JONES
CARL CUNNIGHAM

The Bar-Kays

ATLANTIC RECORDS • 1967
### Top Albums of the Past 7 Years

<table>
<thead>
<tr>
<th>Year</th>
<th>Title</th>
<th>Artist</th>
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</thead>
<tbody>
<tr>
<td>1962</td>
<td>We Go Together</td>
<td>The Platters</td>
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<tr>
<td>1963</td>
<td>Portrait of My Love</td>
<td>The Rascals</td>
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<tr>
<td>1964</td>
<td>Label Maker</td>
<td>The Four Seasons</td>
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<tr>
<td>1965</td>
<td>Out of the Blue</td>
<td>The Moody Blues</td>
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<tr>
<td>1966</td>
<td>Born to Be Wise</td>
<td>The Beach Boys</td>
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<tr>
<td>1967</td>
<td>Let It Be</td>
<td>The Beatles</td>
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</tbody>
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### Necrology 1967

<table>
<thead>
<tr>
<th>Name</th>
<th>Occupation</th>
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<tbody>
<tr>
<td>LaVerne Andrews</td>
<td>Singer</td>
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<tr>
<td>Harald Bali</td>
<td>Composer</td>
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<tr>
<td>Martin Block</td>
<td>Disc jockey</td>
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<tr>
<td>Jack Braverman</td>
<td>Publisher</td>
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<tr>
<td>James Brockman</td>
<td>Composer</td>
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<tr>
<td>Ronald Caldwell</td>
<td>Member, Bar-Kay Brothers</td>
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<tr>
<td>John Campbell</td>
<td>Composer, Bar-Kay Brothers</td>
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<tr>
<td>James Cavanaugh</td>
<td>Lyricist</td>
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<tr>
<td>Andy Cluyver</td>
<td>Composer, Bar-Kay Brothers</td>
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<tr>
<td>Bud Coleman</td>
<td>Musician</td>
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<tr>
<td>John Coltrane</td>
<td>Saxophonist</td>
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<tr>
<td>Ida Cox</td>
<td>Singer</td>
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<tr>
<td>Sylvia Dee</td>
<td>Singer</td>
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<td>Nelson Eddy</td>
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**KENT 1043**

MODERN

**KENT 481**

**KENT & MODERN**

---

**Season’s Greetings and THANKS, D.J.s, for your usual fine cooperation.**

---

**STEAL AWAY**

b/w NOTHING CAN CHANGE THE LOVE I HAVE FOR YOU

**KENT 497**

**Z. Z. HILL**

---

**Babe WHAT YOU WANT ME TO DO LITTLE RICHARD**

---

**Push ME LOWELL FULSOM**

---

**Cash Box—December 23, 1967**
MERRY CHRISTMAS

from

The Beach Boys
# 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 13, 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>
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<tbody>
<tr>
<td>48%</td>
<td>Darlin’—Beach Boys—Capitol</td>
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<tr>
<td>46%</td>
<td>Little Becky’s Christmas Wish-Becky Lamb-Warner Bros</td>
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<td>45%</td>
<td>Everybody Knows—Dave Clark Five—Epic</td>
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<td>63%</td>
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<td>43%</td>
<td>Who Will Answer—Ed Ames—RCA</td>
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<td>83%</td>
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<td>40%</td>
<td>Monterey—Eric Burdon &amp; Animals—MGM</td>
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<td>66%</td>
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<td>39%</td>
<td>Am I That Easy To Forget—Engelbert Humperdinck—Parrot</td>
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<td>67%</td>
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<td>37%</td>
<td>Baby Now That I’ve Found You—Foundations—UNI</td>
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<td>35%</td>
<td>Green Tambourine—Lemon Pipers—Buddah</td>
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<td>33%</td>
<td>The Lesson—Vikki Carr—Liberty</td>
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<td>32%</td>
<td>Goin’ Out Of My Head/Can’t Take My Eyes Off You—Lettermen—Capital</td>
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<td>30%</td>
<td>Lost—Jerry Butler—Mercury</td>
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<td>29%</td>
<td>Skip A Rope—Henson Cargill—Monument</td>
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<td>28%</td>
<td>Spooky—Classics IV—Imperial</td>
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<td>27%</td>
<td>Susan—Buckingham—Columbia</td>
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<td>26%</td>
<td>To Give—Frankie Valli—Philips</td>
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<td>25%</td>
<td>Nobody But Me—Human Beinz—Capital</td>
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<td>24%</td>
<td>Explosion In My Soul/Soul Survivors—Crimson</td>
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<tr>
<td>22%</td>
<td>It’s Wonderful—Young Rascals—Atlantic</td>
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<td>20%</td>
<td>My Baby Must Be A Magician—Marvelettes—Tamla</td>
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<td>19%</td>
<td>Pick Up The Pieces—Carla Thomas—Stax</td>
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<td>17%</td>
<td>Two Little Kids—Peaches &amp; Herb—Date</td>
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<td>16%</td>
<td>I’m In Love—Wilson Pickett—Atlantic</td>
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<td>15%</td>
<td>Good Combination—Sonny &amp; Cher—Atco</td>
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<td>14%</td>
<td>We’re A Winner—Impressions—ABC</td>
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<td>13%</td>
<td>I Wonder What She’s Doing Tonight—Tommy Boyce &amp; Bobby Hart—A&amp;M</td>
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<td>12%</td>
<td>A Voice In The Choir—Al Martino—Capitol</td>
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<td>11%</td>
<td>Best Of Both Worlds—Lulu—Epic</td>
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<td>49%</td>
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<td>10%</td>
<td>Dancing Out Of My Heart—Ronnie Dove—Diamond</td>
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<td>38%</td>
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**LESS THAN 10%—BUT MORE THAN 5%**

<table>
<thead>
<tr>
<th>Title</th>
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<tbody>
<tr>
<td>Love Power—Sandpebbles—Colfa</td>
<td>61%</td>
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<tr>
<td>Expecting To Fly—Buffalo Springfield—Atco</td>
<td>9%</td>
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<tr>
<td>This Thing Called Love—Webs—Popside</td>
<td>24%</td>
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**Total % To Date**

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<tr>
<th>Title</th>
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<tr>
<td>Tommorrow—Strawberry Alarm Clock—UNI</td>
<td>8%</td>
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<tr>
<td>I Can’t Stand Myself—James Brown—King</td>
<td>47%</td>
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<tr>
<td>I’m Coming Home—Tom Jones—Parrot</td>
<td>8%</td>
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</tbody>
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EMPIRE STATE HAS A BETTER IDEA FOR "TOTAL CONCEPT" DISTRIBUTION

A DECADE OF NEW YORK DISTRIBUTION EXPERIENCE

BERNIE BLOCK MEL ALBERT

PLUS A LIVE WIRE SALES & PROMOTION STAFF

EMPIRE STATE RECORD SALES CORP.

10-29 46th Road, Long Island City, N.Y. (212) Empire 1-2700

CashBox Looking Ahead

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

No sad songs (Stax-OM) Joe Simon (Manhattan 2602)

WHERE IS THE PARTY (Frieda Polk Al To De Carlo-BMI) Hettie Ferguson (Campion 2009)

LITTLE DRUMMER BOY (International Copyright-BMI) Dee Norvell (Capitol 2028)

BREAK MY MIND (Windwood Side-BMI) Bobby Womack (MGM 13797)

HEY JOYCE (Emalco-BMI) Lou Coury (Riverside 4594)

UP TIGHT GOOD MAN (Fame-BMI) Louisa Lee (Chess 2030)

OO BABY (Ollie McLaughlin-BMI) Dew Jackson (Carlo 2507)

CROSS MY HEART (Charlie-BMI) Billy Stewart (Chess 2000)

I WONDER WHAT SHE'S DOING NEXTNIGHT (Screen Gems-Columbia-BMI) Boyce & Hart (A&M 893)

MR. BUS DRIVER (Earl Garrison-BMI) Bruce Channel (Mala 579)

BIG DADDY (Acuff-Rose-BMI) Boots Randolph (Monument 1038)

HOW IT HURTS (Roach-BMI) Barbara Mason (Arctic 137)

MELLOW MOONLIGHT (Evangel-BMI) Leon Haywood (Dotco 32320)

7:30 GUIDED TOUR (Sawyer-BMI) Five Americans (A.Rock 126)

I CALL IT LOVE (Samever-BMI) Manhattans (Carnival 533)

SHOUT (Warner Norn-BMI) Lola (London 40011)

WHAT'S IT WORTH (Columbia-BMI) King Curtis & King Fins (Ace 6534)

DON ON TO OTHER (Boothe-BMI) Paul Revere & Raiders (Columbia 1386)

ON A SATURDAY NIGHT (East-BMI) Eddie Floyd (Stax 233)

SOMEBODY SLEEPING IN MY BED (East-BMI) Johnny Taylor (Stax 235)

FINDERS KEEPERS (Mayo Music-BMI) Al Kent (Rca Tir 123)

FOXLEY (Shea Larry Yarnes-BMI) Jim Hendrix (Reprise 0641)

MOCKINGBIRD (Sarchi-BMI) Aretha Franklin (Columbia 44381)

HOWNOW BEAUTIFUL OUR LOVE IS (Cathalogue-BMI) Flotillas (Mercury 1288)

MAGIC COLORS (Screen Gems-Columbia-BMI) Lesley Gore (Mercury 72339)

TONY ROME (Screen Gems-BMI) Nancy Sinatra (Reprise 0636)

FACE THE AUTUMN (Themeplers-BMI) Ray Steiner (Bibi 582)

YAKETY YAK (Tipton-BMI) Sam The Sham ( MGM K 13863)

OH HOW MUCH I LOVE YOU (Windwood Side-BMI) Zaki Jones (Reprise BBG)

MORE THAN A MIRACLE (Lee Feld-ASCAP) Roger Williams (Reprise 843)

PSYCHEDELIC SOUL (Clamon-BMI) Chylds (Reprise 7095)

TOMORROW (Oleth-Clover-BMI) Strawberry Alarm Clock (Uni 53046)

DO WHAT YOU GOTTA DO (Johnny Rivers-BMI) Al Wilson (Soul City 761)

LOVE IS BLUE (Paul Mauriat (Philips 40495)

PLEASE BELIEVE ME (Ron Cam-ASCAP) Jimmy Roselli (United Artists 30224)

I'M COMING HOME (Edwin B. Morris-ASCAP) Tom Jones (Portor 40024)

TOO OLD TO GO WAY LITTLE GIRL (Dispayen-BMI) Shurne (Fanny 301)

THAT LUCKY OLD SUN (Robbins-ASCAP) Bill Medley (Verve 10569)

ZABADAK (Al Osinn-BMI) Bucky De Dicky Buck Mick & Tack (Imperial 66570)

WHEN IT LIGHTS GO ON AGAIN (Parque-BMI) Key Stor (ARC 1103)

A MAN NEEDS A WOMAN (Rise-Alm-BMI) James Carr (Stax 322)

MISSION IMPOSSIBLE (Bruce-BMI) Lola Salifin (Dot 1709)

A LOVE THAT'S REAL (Rose-Brig-BMI) The Intruders (Gamble 209)

WHAT A STRANGE TOWN (E. B. Marks-BMI) Jimme Rodger (A&M 898)

DON'T LOSE YOUR GROOVE (Screen Gems-BMI) Lowell Hendy (Rdco 117)

OLD TOY TRAINS (Free-BMI) Roger Miller (Smash 2130)

NEVER TOO MUCH LOVE (Screen Gems-BMI) Banda (Cephal 2041)

HEY BOY (Green Light-BMI) Eighth Day (Kapp 862)

KEEP YOUR COOL (Free-BMI) Terry & The Chain Reaction (United Artists 2019)

KITES ARE FUN (Winburn Almire-ASCAP) Free Design (Project 31234)

Cash Box—December 23, 1967
Point of departure: the new West Coast sound
Destination: Chartsville
Estimated arrival time: Now

THE EXPRESS
out in front on track #1 with the original hit version of

LITTLE BIT OF LOVIN'

Produced by Richard Delvy for Robbins Productions

Their first non-stop single on

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
Two super talents. With a built-in super market. And we predict that Anders 'n' Poncia will be the supergroup of 1968. They're different from any other artists around. Because their songs are different. Spiced with their own brand of humor. And delivered with a gentle kind of self-service philosophy that lets the listener help himself to a variety of interpretations. Get on the express line now and check out SO IT GOES

KA-240

b/w Virgin To The Nite

ANDERS 'n' PONCIA

A Kama Sutra Production/ Produced by Anders-Poncia

The Sound of The Now Generation is on

KA-240

b/w Virgin To The Nite

ANDERS 'n' PONCIA

A Kama Sutra Production/ Produced by Anders-Poncia
ROLLING STONES (London 906)
She's A Rainbow (2:48) [Gideon, BMI-Jagger, Richard]
Expect the unusual from the Rolling Stones and you won't be surprised! In the latest effort off their latest album, the band returns to the style that surrounds the listener in a swirling collage of offsetting tonal colors for a folk rock/soul sound single from the new Atlantic Master "Let's Spend The Night Together" LP. A solid item for pop programming and top sales. Flip: "2,000 Light Years From Home" (2:52) [Same credits] This is an eerie venture with throbbing rhythm.

FRANKIE VALLI (Philips 40510)
To Give (The Reason I Live) (3:16) [Saturday, Four Seasons, BMI-Crede, Geronimo]
Displaying the special flair for good music material with a pop appeal, Frankie Valli steps back into the spotlight with a tremendous side that could close as top 10 for shots and shoot for the winner circle in pop areas. Brilliant vocal and arr. arrangements bordering on classical give this side a fantastic impact. Flip: "Watch Where You Walk" (2:51) [Same credits.]

BOBBY VINTON (Epic 10266)
Just As Much As Ever (2:20) [Roosevelt, BMI-Singleton, Coleman]
The newest offering from Bobby Vinton steps up the pace just slightly giving the artist a lifting ballad amply suited to his semi-pop good music style. Following up his strongest single in recent months, "Please Love Me Forever," Vinton should have no trouble in soaring on the teen and middle-of-the-road spots with this beauty. Flip: "Another Memory" (2:10) [Acacia, ASCAP-Vinton, Allen]

CANDYMAN (ABC 10123)
Don't Do It In The Night (2:48) [Low-Sal, BMI-Bule, Nix, Adams]
Exciting initial outing from the Candyman ("Georgia Pines") brought them to everyone's attention, and this strong follow-up is bound to put them higher in the top selling category than before. Hard hitting mid-speed ballad with some terrific team vocals and a fine instrumental showing. Breakout biggie.

KING CURTIS & KINGPINN (ABC 6547)
I Was Made To Love Her (2:26) [ Lobeto, BMI-Cosby, Moy, Hardaway, Wonder]
Hard rhythm and a near-jazz sax workout of recent hits with appeal for the pop and r&b market this is. It's paid off for King Curtis before (i.e. "Ode to Billie Joe") and the Memphis cooker comes back with a fiery revamping of the Stevie Wonder smash for another go-round. Should see bright action. Flip: "I Never Loved A Man" (2:45) [14th Hour, Pronto, BMI-Shannon]

PHIL FLOWERS (Dot 17058)
On The Side Of The Highway (Separating Flowers, BMI-Field, McCoy)
Coming off a big noise maker that spilled from the r&b field into pop sales, Phil Flowers follows up with terrific impact via "Cry On My Shoulder," a vibrant ballad that showcases the vocal power of the artist. Bare blues arrangements complement the vocal showing in a manner that will have the song jumping high in pop and r&b circles. Flip: "Discontended" (2:15) [Same credits.]

PAUPERS (Verse Forecast 5074)
Think I Care (2:58) [Egresser, BMI-Mitchell, Prokop]
This deep slower showing this ballad looks like a bombshell of a side in a funk-rock bag. The group's hearty handling of lyrical content, and hard hitting teen-oriented dance beat orchestrations put extra push behind this fine offering and one that should spark strong action. Flip: "White Song" (2:54) [Same credits] is a slower, softer side, but also a strong one.

FALLEN ANGELS (Roulette 4785)
Hello Girl (2:20) [Big Seven, BMI-Bryant]
Good initial response to the Fallen Angels has paved the way for this very appealing second effort, a side that will easily surpass the earlier side. Hard rock ork sounds give the side drive, but vocal brilliance with new power from a cute back-choral humor make it an irresistible tune for teen response. Flip: "Most Children Do" (3:10) [Big Seven, BMI-Bryant, Danich]

LOVE GENERATION (Imperial 66275)
Mama (Mambo) (3:44) [H. Morris, ASCAP-Charrin, Thomas]
From the score of the soon-to-open show "Mata Hari," this brilliant ballad of love and its effect on an individual soldier is an impressive performance from the orchestral and vocal standpoint. Super arrangements and production place added dramatic emphasis on the delivery of the wording in this magnificent vignette. Exposure in the play will make this compelling single a smash. Flip: "W. C. Fields" (2:44) [Four Star, BMI-Copeland, Bahler, Bahler]

ARLO GUTHRIE (Reprise 6544)
The Motorcycle Song (2:55) [Appleseed, ASCAP-Guthrie]
Already a favorite with a best selling album to his credit, Arlo Guthrie makes another entry in the singles field with this bluesy song of the times that packs a folk guitar and funny harmonica orking to carry extra weight with teen and folk disciples. Cynical lyric spoof that should be well received. Flip: "Big Mouth And The Pitiful One" is the next track taken from "Alice's Restaurant" LP.

PEARL BALEY (RCA Victor 9408)
So Long Dearie (2:45) [Edwin H. Morris, ASCAP-Herman]
Already a favorite with a best selling album to his credit, Arlo Guthrie makes another entry in the singles field with this bluesy song of the times that packs a folk guitar and funny harmonica orking to carry extra weight with teen and folk disciples. Cynical lyric spoof that should be well received. Flip: "I'd Rather Be City" is the next track taken from "Alice's Restaurant" LP.

TOM RATCLIFFE (RCA 34470)
So Long Deanie (2:45) [Edwin H. Morris, ASCAP-Herman]
Already a favorite with a best selling album to his credit, Arlo Guthrie makes another entry in the singles field with this bluesy song of the times that packs a folk guitar and funny harmonica orking to carry extra weight with teen and folk disciples. Cynical lyric spoof that should be well received. Flip: "I'd Rather Be City" is the next track taken from "Alice's Restaurant" LP.

BEE GEES (RCA 34470)
So Long Deanie (2:45) [Edwin H. Morris, ASCAP-Herman]
Already a favorite with a best selling album to his credit, Arlo Guthrie makes another entry in the singles field with this bluesy song of the times that packs a folk guitar and funny harmonica orking to carry extra weight with teen and folk disciples. Cynical lyric spoof that should be well received. Flip: "I'd Rather Be City" is the next track taken from "Alice's Restaurant" LP.

Cash Box—December 23, 1967
JUST AS BIG AS EVER

BOBBY VINTON  
"JUST AS MUCH AS EVER"

5-10266

...and it's included in his new smash album

LN 24341/BN 26341 Stereo

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Cash Box—December 23, 1967
Best Bets

BRETT KAEMPFERT & HIS ORCH (Decca 32241)
Caravan (2:45) [American Academy of Recording Arts & Sciences, Philadelphia] Solid recording of middle-of-the-century material.

LONESOME RHODES (RCA Victor)
"Melina" (2:06) [BMI-Monnette, JIMI JAMES, BISAYA] Strong recording of this bluesy rock ballad.

BARBRA STREISAND (ATLANTIC 8450)
"Fine Line" (2:40) [Jalynne, ASCAP-Whitman, Shelley] Beautiful vocal performance.

BERT KAEMPFERT & HIS ORCH (Decca 32241)
Caravan (2:45) [American Academy of Recording Arts & Sciences, Philadelphia] Solid recording of middle-of-the-century material.
You are about to become involved with Van Dyke Parks!

Van Dyke Parks is generic... the first in a decade since Dylan and The Beatles! Already there is speculation among record critics, commentators and cognoscenti as to how and to what extent his emergence will influence tomorrow's tastes and trends. No matter your age, musical preferences or sociological point-of-view, it is uncommonly predictable, inevitable, inescapable: you are about to become involved with Van Dyke Parks!
NEW YORK

The Gaslight Cafe is closed for good. The teetie-boppers, groupies, and weekend hippies that new inhabit that formerly historic center off the Village don't really go for folk music unless it's done up in some manner or a folk-oriented rock package. Therefore, it stands to reason that no one, not even New York's bureaucratic, will miss the Gaslight Cafe.

Closure Hood's coffee house was a MacDougall St. landmark and, in addition to being a hangout for that columnist ever saw the then virtually unknown Bob Dylan, was instrumental in nurturing such talents as Bill Graham, Village Vanguard, and the old Paxton & Robbins duo?), Phil Ochs, Peter Yarrow, and others. The first LP was "The Man That Built The Bridges" on the Gaslight label; it's a collector's item now. Who can forget Malcolm, the way-back-when-musician who, every time, very frequently played the club as had Carolyn Hester, Ed Freeman, the Rev. Gary Snyder, Ollie Cowan, Sandy Farina, Billy Feiler, Mary Travers, Peter Yarrow, and Andy Bullock. Speaking of Bob Gibson, Peter LaFarce, Snaker Ray, Buffy Sainte-Marie, and Jack Ellis, Arlo Guthrie made his latterday New York debut on the Gaslight's tiny stage and Jonis Ian's first New York press gathering was held there.

Perhaps indisposed, and certainly too small, to go electric, the Gaslight (with its "World Famous For The Best Entertainment In The Village" banner) remained to the last, a symbol. A symbol of performers going upstairs to the Kettle Of Fish Bar between sets; a symbol of the Village that used to be, before the Village itself was done away, having bowed to civic, social, police, and economic pressures but, even if everything was made to look, that almost symbolically forgotten, its own owner Clarent Hales, is all but out of the business. I'm not sure who was next to Mississippi John Hurt.

The Christmas season will be somewhat marred this year due to the untimely and tragic deaths of Otis Redding and four of the Bar-Kays. Tiny Tim, who was signed to Reprise by New Austin, is on the coast now making his first LP for that label. The set is scheduled for a Feb. release.

Bruce Scott and the Head Set are being held over from their last week's gig at the Scene with the Franckies for another week, this time with Peter Yarrow's "Cricket," now having the Dickens, Steve Paul says that he will keep this gig going as long as the Franckies are open, and that the group can handle the larger format, from Canada called the Influence and the Mandibles. The two were jamming together at the Scene were parts of Moby Grape, Vanilla Fudge, Fancy, Country Joe & the Fish. (Whose new label affiliation is soon to be announced.)

Country Joe & Fish

PHILADELPHIA

Matty Huadinger Singer is getting plenty of action on "It's All Over" by the Impressions, "Deep In The Night" by the Cymdlycem, "Love Explosion" by Troy Keys, and "No Bird Without Wings" by Jo's A Crowd, Matty's "Just In Time" is doing well and we give you wiser advice than yourself.

HOLLYWOOD

This is the week we tie our Ramblings' package with mistletoe and nostalgia, delighting in several surf-side Christmas songs. We'll have a brief history of the bonehead bloomers of G&G, "Catch A Rainbow" and looking for the future some bright new talents and titles? Not so bad when one considers that more than 8,000 new singles and

by John Phillips who created and co-wrote the song and claimed it as the first chart bound flower song. "It was, conservatively, the first real serious attempt at the short-lived hippie horticulture." On July 17th we tapped Tony Richard as our first ever "Christmas Star Of The Week," noting that he was "as gauzy and winnow as a Cardigan as any indie promo and pub rep on the coast. The "Boy of the Week" is an odd one as the coast based male ever requested that we consider him for the title. We'll never understand why. One of our supreme understatement of the year—an August 5th we noted that Vikki Carr's "It Must Be Him," released by Liberty in August at 46, could, after a year, still make it to the charts. In September we said that seventynine year old Dame Edith Evans got our award as the most beautiful woman in the world. She should also swing away with an acting Oscar in April for her performance in "The Whisperers." We have since seen Lie Taylor in "The Comedians" and Sandy and the Sopranos. Our conviction regarding Miss Evans has been further fortified.

CHICAGO

Erroll Garner, fresh from a triumphant European tour, was in Chicago last week cutting a new MGM album at Universal Recording studios. He followed his current hit package "That's My Kicking" (MGM), Garner's last session at Universal was back in the late 50's, when he did a tune called "Misty." Artist will be heading for the coast this week to do the Joey Bishop and Pat Boone TV shows... The Cotton Club's New Year's Eve gala will spotlight soul singer Baby Huey— all 500 lbs. of him—alternating with The Rovin' Kind... The Happybirds, led by Al and Alice Tarses Shaw commencing 12/21 and running through the holiday season. Club owner George Menscher dis covered the talented duo during a recent West Coast engagement. The Lee Dale Associates comes word that the 5th Dimension, who just wrapped up a successful West Coast tour, has set plans for a release late this month, featuring nine songs written by "Up And Away" writer Hume. Graham, who was the Playboy scene here 12/11-12, Marn Lynn Brown, who should click "Pablo Yo Tatta Be Puttin' Us On" (Universal), guested on the Johnny Carson TV last Monday
**NEW YORK —** With five weeks remaining before gala grand international opening functions of MIDEM 2 in Cannes (Jan. 21-27), virtually every beach-front hotel in the immediate city has reported capacity bookings for the period of the annual International Record and Music Publishing Market, according to Bernard Chevy, Comte General of MIDEM.

Chevy has completed arrangements to make use of the fifth floor of the business area of MIDEM in the waterfront Hotel Martinez.

The Martinez has been taken over completely by MIDEM for this year.

The additional fifth floor facilities will make possible the utilization of more offices for the record and publishing executives from all over the world who are expected to attend MIDEM 2. Although the great influx of personnel from fully participating companies, as well as executives from other firms and individuals expected to present in an observer-only status, has taxed hotel facilities far beyond earlier expectations, Chevy assured that “excellent accommodations are still available. Although some of these are somewhat removed from the immediate center of activity, arrangements are being made for a regular shuttle service to both the MIDEM office area in the Martinez and the Palais des Festivals, scene of the evening galas.

On the subject of the galas, Chevy noted that the final schedule calls for the grand opening international gala to be held on Sunday evening (21), at which stars from numerous countries will perform.

While last year’s MIDEM I galas were sponsored by individual record companies from various countries, this year’s plan calls for several national galas. On Tuesday evening (23), for example, a Czechoslovakian and a French national gala will be presented. On Thursday evening (25), it will be the turn of the Italians and the British to present their national galas.

This year’s MIDEM also incorporates the participation of a number of classical music firms. Accordingly, classical galas are expected to be presented on Monday, Wednesday, and Friday evenings.

On the closing evening of Saturday (27), the glittering festivities will reach a climax with the presentation of the annual MIDEM trophy gala, at which ceremony the top-selling artists from each country will be awarded the coveted MIDEM trophy, emblematic of sales supremacy in their respective countries during the period from July 1965 to June 20.

Arrangements are now being made to have most of the trophy award ceremonies in Cannes to receive their awards in person.

**MIDEM Looks Like A Sell-Out**

**LITTLE BECKY’S CHRISTMAS WISH**
Becky Lamb. Warner Bros. 7150.

**EXPLOSION IN MY SOUL**
Soul Survivors. Eleanor 1014.

**THE LESSON**
Yikki Cory. Liberty 6015.

**BABY, NOW THAT I’VE FOUND YOU**
North Foundations. Uni 55031.

**DARLIN’**
Beach Boys. Capitol 2056.

**LOST**
Jerry Butler. Mercury 7276.

**TO GIVE**
Frankie Valli. Phillips 40510.

**SKIP A ROPE**
Heinem Corgill. Monument 1041.

**Musician Renews Int’l CBS Pact, Others**

**NEW YORK —** Musicor Records renewed its foreign distribution arrangements through the CBS Music International label. Under the terms of the agreement, negotiated by Art Tal- mage, svp & general manager and Hare- vey Schein, president of CBS International, CBS will distribute Musicor product to the exclu- sive of Great Britain and Venezuela. For Canada, CBS will act only as a licensing agent, and distribution there will be handled by the Canadian Music Industry. The deal is world-wide exclusive of Venezuela.

For the Musicor/CBS deal, made when the company first became a fully independent entity five years ago, Percy Martin’s Musicor label, will be worldwide except for a period of two years. The contract has terms for the additional two and one-half years, prior to the expiration of the original contract on March 21, 1969.

Musicor’s earnings during the first 10 months of this year, as it was reported, were three times more than the guarantee. Under the new agree- ment, the guarantee for Musicor has not been doubled.

At the same time, Talmadge an- nounced renewal of contracts with EMI for Great Britain and with El Paraguayo, a leading Pan American label in Italy, Musicor has been associated with CGD Records, which is now 50 percent owned by CBS. The new CBS contract includes CGD, which has had spectacular successes with Terry and the Prairies. Pitney has appeared in four consecutive San Remo Festivals and has received numerous personal and TV appearances in Italy.

Since its first overseas distribution contracts were signed two years ago, Musicor has grown steadily from its original three-artist roster to a point where today it features a host of top names in pop, country, R&B, and Latin. It has been represented in the children’s field with the successful LP’s featuring “Birthday House” star Paul Tripp.

**Prysock Turns Actor**

**NEW YORK —** Arthur Prysock, noted romantic singer, has turned his talents to acting.

Prysock has been signed to a modest role in “The Choice,” a production by Dorothy and John Ashby of Detroit, which will be filmed next month, mainly in Harlem.

Prysock is also under consideration by producer Monte Proser, for a featured role in “The Man,” a movie based on the book of the same name about a fictional Negro character who becomes the President of the United States.

Arthur’s manager, Don Palmer, has long urged Arthur to act, without giving up his singing career, and was mainly responsible for Prysock’s enter- ing a private acting school early last October.

The deep toned singer admitted act- ing was somewhat difficult for him, but he had already been encouraged by numerous offers from off-Broadway and Talmadge & Schein shows.

**Hookah Inks Freeman**

HOLLYWOOD — Lennie Freeman has been signed by Hookah Publishing (publishing arm of Wednesday’s Child Productions), as a contract writer, Terri Friesen, general manager of the publishing firm, has revealed. Freeman is a New York writer recently arrived in California and is currently working on several projects.

Freeman is the second writer to sign with the newly purchased firm, the other being Lyubk Hyd. Lyubik is a member of The Cypley People, a group produced by Wednesday’s Child Productions for Valet Records. he is responsible for The Tnevulp Suite and “Day of the Fish” which has been recorded by a group and released on Valet records last week.

This is probably the first suit ever written for silar.

Hookah Publishing will concentrate on new concepts of music, while Spits X-Dival (Wednesday’s Child’s other BMI firm) will publish material in a middle of the road — easy listening vein.

**Jimmy Miller Signed To UA**

**NEW YORK —** United Artists Records has signed as an artist an Ameri- can who has become one of Britain’s hottest producers. Jimmy Miller, now in the process of cutting his first LP for release on UA early next spring, first went to England several years ago at the invitation of Chris Black- well, head of Island Music and Island Records. Working with Blackwell, Miller produced the major hits for the Spencer Davis Group, including “I’m A Man,” with Steve Winwood.

Miller is now the producer of Traf- fic, a new group headlining Winwood which started a few months ago following the split up of the original Davis group. Now a fully independent producer, Miller is expected to line up new acts for production.

**Linguistic Slip-Up**

In our recent Christmas Pick of Rene Capri’s “Sancta Maria” (issue 117) we mistakenly identified the languages in which the song is performed as Italian and English. The English is a translation from Latin lyrics.
"BIRD WITHOUT WINGS"
&
"COAT OF COLORS"
PRODUCED BY: MAMA CASS ELLIOT & STEVE BARRI
D-4120
continued from page 7). It should be noted, in fact, that if I'm going to make a stab at establishing some kind of relationship at the time, I think it's going to be with a word philosophy of personality and commu- nity. The word philosophy of personality and community is something that goes close to the listener, selling the product, the station and itself. It's also, the formula. "Community involvement, aggressive dependable news coverage, great entertainment, telephone and overwhealок suppression. We've got to make every minute count just like you're trying to make it in the business. Most of all, we are radio broadcasters to make our business.

Basic Differences
Bill Gallagher, vp of marketing, compiles the basic differences between the two methods. "As a matter of a controlled industry, he remind the radio reps, "the FCC has allotted two thousand hours to the ground stations in T.V. and you can pretty much judge your competition. "If somebody out there..."

Would it make sense that a radio station menu..."Up..."

He also disagrees with the concept of research in programming. "Speaking personally, I think that a station, through research, can determine what its audience is..."

Radio in a so-called season with pan- demics, radio stations, Business Days, vp for programming the Strassw Group, suggested that too many for- mats are being played on the same machines, programming a great factor..."

People in Radio
Charles Fach, vp and director of the record product for Mercury Records, local radio stations twenty, years ago, have never seen anything like the new format..."We've been..."

Big Hits From Small Towns
Charles Fach, vp and director of the record product for Mercury Records, local radio stations twenty, years ago, have never seen anything like the new format..."We've been...

Mystery of MOR Stations
Bill Stark, newly appointed PD at WNYW, N.Y., has a..."

U.S. and British Product
Walter, .....

A&R and recording
As回头看今年再次进入，在A&R以及广播行业的许多记者人都...
**RIAA: Mailings Hike Goes Far Enough**

**NEW YORK**—The Postal Rate Bill test enacted by Congress was met with satisfaction by the Record Industry Association of America (RIAA).

The association hailed the bill as a "great improvement over the some companies out of business or require substantial increases in service charges or prices. Neither of the alternatives is reasonable."

**Pop Music Is Culture**

"Henry, Brief, the association's Executive Secretary, rebutted remarks made before the Committee to the

**Eugene Ackerbach Dies, CBS Direct Market VP**

**NEW YORK**—Eugene Ackerbach, vice president of marketing for CBS direct marketing services, died last week (31). A 10-year veteran of CBS since 1960, and was elected to the vice presidential position in October, 1966.

A graduate of the City College of New York, with a major in history, Ackerbach attended graduate schools of Columbia University and the University of Wisconsin. He is survived by his widow, Zita; son, Josh; daughter, Nana; and his father, Mrs. Lola Levine.

Funeral services were held the afternoon of Dec. 13 at the Riverside Funeral Chapel in Manhattan.

**Near Double Sales Key: Brightest Atlantic Year**

**NEW YORK**—Seven gold singles and two million-dollar-sales LP's combined with more than eighty charted best sellers in both fields to near doubles in Atlantic's biggest year yet. Capping off the label's successful '67, the Time Full Poll of Most Significant RIAA certification as million-sellers, and two million-dollar albums by Aretha Franklin (RIAA Singer of the Year).

Surpassing the label's sales growth were contributions from artists on the affiliated Aloe, Stax-Volt, Dial, Carla, and Arista firms whose distribution is handled by Atlantic. The expansion has made Atlantic one of the fastest growing companies in the industry. Among the artists leading the drive were Percy Sledge, the Drifters, the Primitives, the Rascals, the Bee Gees, Cream, Wilson Pickett, Major Lance, Aretha Franklin, Springfield, Vanilla Fudge, Joe Tex with the Dial label, King Curtis, Flip Wilson, Herbie Mann, Charles Lloyd, Percy Sledge, Arthur Conley, Solomon Burke, the Rose Garden and Billy Vons & Judy Clay.

The LP's in the diskery's roster of more than fifteen singles and thirty LP's to reach best seller proportions throughout the year were: Sam & Dave, Arthur Conley and the Joe Mommas' "Stop, Look and Listen," RIAA certification as million-sellers, and two million-dollar albums by Aretha Franklin, "Singer of the Year.

**Stax and Volt Records, Jim Stewart's Memphis labels distributed by Atlantic, also experienced a sales surge that doubled the volume of '66 sales. The labels have made major gains through international handling of material featuring the late Otis Redding, Wilson Pickett, the Bar-Kays, Eddie Floyd, and the Mar-Keys.

Overseas representation on international charts by Atlantic has also been bolstered by a series of internationales appearances with many of the top stars from the various labels.

**Church Upped At Liberty**

BEVERLY HILLS, CALIF.—Liberty Records has promoted Dick Church to the position of advertising and merchandising manager. He replaces Jack Levy, who has left Liberty to accept similar responsibilities with Dot Records.

Church brings eight years of advertising and promotion experience to the position, including tenures at the Nestle Company, Eastman Kodak, Austin King and Associates, and director of the Irene Benton Model Agency and Training School in London, England, and Smith & Holmung Advertising.

Church joined Liberty Records in August, 1967 and has been active in advertising and promotion for the label.

He is a graduate of South East Essex Technical College, Brentwood, England and spent two years in the Royal Air Force as a deejay for military radio stations. In addition to his advertising, merchandising and public relations experience, Church served as assistant director of the Irene Benton Model Agency and Training School in London and as controller of a market research and media buying firm, Ivy Kilgannon Theatrical Agency.

Church will report to Allen La Vinger, Liberty's manager of market services.

**Harvey To Acquire Liberty Music Shops**

WOODBURY, N. Y.—The Harvey Company has entered the entertainment field with an undisclosed amount of cash, Liberty Music Shops of New York. Liberty's sales in its first fiscal year were approx. $3.7 million.

Harvey is a technical marketer and manufacturer of advanced components and systems for the electronics, aerospace, and consumer electronics industries. Through its retail division, the firm also sells electronic equipment and hi-fi consoles components.

Liberty operates three stores in the greater New York area, where it reports sales of $400,000, primarily in the hi-fi/ stereo department.

Harvey recently announced for the 9-months ending Oct. 31, '67, not after the year, $325,000 in earnings, based on $81,375 shares outstanding.

**BRAZILIAN GOLD—Jerry Moss (left), president of A&M Records, and his partner, Herb Alpert (right), present a snizzling Sergio Mendes with a RIAA certified gold record, symbolizing sales of over $1 million on "Herb Alpert Presents Sergio Mendes & Brasil '66." The LP was produced by Herb Alpert and arranged by Sergio Mendes. This is the first gold record for the group.

**CANDY LOVE HAS A HIT ON ORR RECORDS**

"CHRISTMAS EVE" by "MY FAVORITE THINGS"

WHITE TO RED RECORDS DIVISION, TEL-JU INC. Presented a copy of their Gold Promotional Pressing, Directed By BEST SEA PROMOTION 200 STANFORD BLVD., NASHVILLE, TENN.
More Letters

Liberty Records' Victor Lundberg is shown during a recording session in L.A. for an "Open Letter to a Teen-age Son" single, which will be released soon. All of the album cuts as well as the "Open Letter to a Teen-age Son" single, announced by Sidney Sheinberg, vice president of Universal Television. Until recently, Pelouqin was a backlot employee at Universal City Studios.

Pelouqin Triple-Pacted

NEW YORK--Universal Television, Decca Records and MCA Music have signed Jean Pelouqin to exclusive contracts; it has been announced by Sidney Sheinberg, vice president of Universal Television. Until recently, Pelouqin was a backlot employee at Universal City Studios.

The TV newcast is the outcome of an audition by 27-year-old singer of his own original music, "Painting, Paint My Dad" for Decca's west coast A & R executive Bud Dant. Impressed by his talent, Dant signed him to Decca and brought him to the attention of Gil Rodin, the record company's administrative director of A & R for the west coast, who in turn brought Pelouqin to Norman Luboff, executive producer of Universal Television's "The Virginian.

Pelouqin's new cast as a guitar-strumming cowboy in the "Gentle Tamers" episode of "The Virginian." On the strength of his initial performance, Dant is considering the series as a recurring character in the western adventure drama.

In addition, he has also been signed to a song writer's contract by MCA Music.

Decca's release of "Mr. Painter, Paint My Dad" is timed for early January just prior to airing of the "Gentle Tamers" segment on the NBC Network in which he will perform the song.

Turtles Film Gets Wide Play

LOS ANGELES--The 16 mm film produced on the Turtles is now being shown on the East Coast. It was produced in collaboration with an announcement by Johnny Musso, national sales and promotion director for White Whale Records: Big Ralph Shilon in Cleveland, HI Lit Show in Philadelphia, Art Roberts Show in Chicago, Ron Chapman Show in Dallas, Clay Cole Show in Detroit, Rick Shaw Show in Miami, Ronnie Kay Show in Oklahoma City, Larue Lane Show in Houston, Boss City in Los Angeles, and Dick Clark's syndicated show.

Variety's Act

Motorola's Four Tops are shown receiving the Variety Club award from Harold Salkind, chief Barker for the Variety Club of Philadelphia, during a dinner honoring Ralph Prier, international presi of the Variety Club International. From the left are: Lewis Stubbs, Howard, Salkind, Pries, Abd Fakir, and Lawrence Pay

Winnie's Words

Columbia's new Blood, Sweat, & Tears group, formed by Al Kooper and Steve Katz (both formerly of the Blues Project), debuts at Steve Paire's west side, the Scene. The group uses elements of rock and jazz with heavy emphasis on a 4-piece brass section. Kooper is shown in the background photo while the rest of the group appears above.

JUDY COLLINS

NEW YORK--Judy Collins, long regarded as one of America's most innovative folk-singers, showed the other side of her talent at her Carnegie Hall concert recently. Most of her material was contemporary pop served up with a guitar, bass, piano, or electric organ backing to her vocals. Judy came on soft and wonderful with her agonizingly clear voice.

The performance was not without reference to the folk field, notably, the "If I Had A Golden Thread" theme from Pete Seeger's "Rainbow Quest." She did a cappella treatment of the traditional "Wild Mountain Thyme" that served as a final encore. "Pack Up Your Sorrow," a joint culling by Pauline Martin and the late Richard Parina, worked well as one of the brightest spots of the concert as did Bob Dylan's "Tom Thumb's Blues."

JUDY COLLINS' top contemporary pop songs were represented basically by works of: Joannie Mitchell, Leonard Cohen, Jacques Brel, and Judy Collins' "Cheese Morning" "Michael From Mountains" (both by Joannie Mitchell), "Suzanne" and "Sisters Of Mercy" (both by Judy Collins), and Jacques Brel's "La Mort" may be taken as representaive highlights of the concert.

Judy bid farewell to what she referred to as, "my former latest album," by singing "In My Life." She was also offering greetings to a new career as a pop (as opposed to folk) singer; setting out on a path that, if this concert and her current "latest album" ("Wutherspoon") are any valid indication, will eventually lead her to the top of the field.

JANIS IAN

NEW YORK--The prodigious talent of 16-year-old Janis Ian was on view on 250 people at Philharmonic Hall on Friday evening, December 8. The range of this young social poet became evident as she flew through a program of songs and a segment of her new novel, which Ian has attained an awareness and a breeding of the human condition that many older heads might well envy.

Early in the program, she sang "Society's Child," the tune which first brought her to national attention and has been rammed home for about eight months as too controversial, dealing as it does with interracial dating. The artist also romped through a whimsical rendition of "And I Did It," a tale of a girl who foolishly listens to her mother's admonitions regarding the dangers of close association with the male of the species. "Honey, I'm A Thinker!" deals with the pretensions of a would-be blues singer who hasn't paid his dues, and the performer gave the melody a sorrowful, ironic reading. "Younger Generation Blues" was a brittle, humorous treatment of the generation gap. Miss Ian later performed her current chart single, "Insanity Comes Quietly To The Structured Mind," which concerns the breakdown of a young girl.

With a lifetime of creative effort before her, one contemplates with wonder the heights which this supremely gifted artist will attain. Miss Ian was accompanied by the New York Rock 'n' Roll Ensemble, a well-tuned out organization equally at home with baroque music or hard rock.

KENNY RANKIN

NEW YORK--On Monday evening December 11, at the Bitter End Cafe in Greenwich Village, Mercury Records introduced Kenny Rankin, a singer, guitarist and writer of contemporary songs. An intimate rather than an expansive performer, Rankin delivered his material gently and directly. However, he could accept the public's own subtle attention to himself softly on the guitar and depend on the audience's full attention to work for him. He got the audience's attention without any difficulty and kept it throughout his performance.

Rankin's style shows a heavy Brazilian influence. Echoes of such composers as Antonio Carlos Jobim and Luis Bonfa permeate his songs. But he is no mere imitator. His style is his own, and he has assimilated his influences and worked them into his own music to the extent that he is their master, not vice versa. In the end his songs must be called Brazilian-flavored, not Brazilian.

Rankin's chances of becoming a successful musical artist are extremely good, but because of the nature of his style, he will probably sell many more albums than singles. Rock numbers, Rock 'n' Roll numbers, will be too difficult by and large of the stuff of which today's Top 100 chart is made. The intimate performer is still an important figure in the disk world, but his habitat, more or less forced on him by the public taste, is usually the LP and not the single.
Redding, Bar-Kays Deaths (Continued from page 7)

sastic support of NATRA (National Association of Television and Radio Artists) and the A. S. C. A., at his ranch for the delegates to that organization's 97 convention in At-

lanta this week. Bar-Kays have been an integral part of his career, having just been voted into the hall of fame as the top small group/R&B vocalist in the annual Cash Box end of year poll. Both Redding and the Bar-Kays were recorded artists. Cash Box has been informed that there were not enough sides in the can to total at least one album worth of songs. An

Attachment of Redding's more successful product on wax would have to be the third album in the Big-0 Productions. He has been credited with the composition of more than seven numbers made up by Cash Box, he was also a regular employee of Cash Box, and had been promoted to general sales manager.

Although born in Dawson, Ga., on Sept. 9th, 1941, Redding attended school in Macon, where he attended high school, he won a number of local ama-
test contests, thus coming to the at-
tention of his manager and friend, who was also in high school at the time. This was the start of the Otis Redd-
ing/Sholes association, 

Walden, Redding had recently branched out into the personal man-
tership of record companies. He had just accepted an invitation from Vice President Herbert Humphrey to head up a troupe of So-

red Teddington, recording artists to Viet-

tam this spring. He had donated his services to the 1967 Slam In School LP for the benefit of the American Labor

Vocal group of tragic irony may find in the fact that Redding's untimely death follows almost 3-years to the day on which his record "Shake" (Dec. 11, 1954) "(Shake," written by Sam Cooke, was Redding's last single) was released.

Otis Redding is survived by his wife, Zelma, and three children: Otis, Jr., Dexter, and Carol.

Newton Renews ABC Pact (Continued from page 7)

t deals with their labels. Under the new pact, the ABC affiliate station will come under ABC distribution, with the label currently representing the major ABC-Paramount Records.

Newton became president of ABC on Jan. 1, 1965, succeeding Clark who was appointed to his present position.

A native of Philadelphia, Newton began his career in the recording in-

dustry in 1936. He was then associated with a small independent label in high school. From the stock stockholders' meeting, where he was re-elected to the board of directors in 1946, he served for five years with the ABC-Paramount Records. He formed his own record label, Derby Records, in 1950.

Frank Ward, executive vp and gen-
mral manager of WWRL in New York, expressed the same view, stating that "we are literally inundated with ma-
terial. The tragedy is that there's so much of it that we've not a chance to wade through it and narrow down what we can do. Yet, even though you like the saturation you get when you're on that type of station, you want to play many records."

Marketing Sophistication

Marvin Antosovsky, vp director of research and media of management consultant Antosovsky, stated that research was doing a better job each year, and suggested the way to go was for the independent radio station to pay for research, as research itself was the key to better programming. "If a client decides that his advertising budget is to be concentrated on radio, the decision is often supported by a survey of the market, generally in the outgrowth of the marketing strategy being pursued. In such a case the advertising dollar will dictate that the advertising message be directed to this group ... all part of an increas-
ing marketing sophistication."

Cash Box—December 23, 1967
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<tr>
<th>Rank</th>
<th>Album Title</th>
<th>Artist</th>
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<td>PISCES, AQUARIUS, CAPRICORN &amp; JONES LTD</td>
<td>Monkees (Capitol COM/COG 104)</td>
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<td>(MGM/E/E/S 6 ST)</td>
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<td>SIMPLY STRESANS</td>
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<td>INCENSE AND PEPPERMINTS</td>
<td>Women, Alarm Clock</td>
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<td>IT MUST BE HIM</td>
<td>Kenny Carr</td>
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<td>VANILLA FUDGE</td>
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<td>THEIR SATANIC MAJESTIES REQUEST</td>
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<td>ARE YOU EXPERIENCED</td>
<td>Jimmy Martin</td>
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<td>LOVE ANDY</td>
<td>Andy Williams</td>
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<td>HER ALBERT'S NINTH</td>
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<td>BEE GEES 1ST</td>
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<td>MAGICAL MYSTERY TOUR</td>
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<td>A DAY IN THE LIFE</td>
<td>Wesley Montgomery</td>
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<td>THE DOORS</td>
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<td>INSIGHT OUT</td>
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<td>THE BYRDS GREATEST HITS</td>
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<td>GROOVIN'</td>
<td>Young Russel</td>
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<td>TO SIR, WITH LOVE</td>
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<td>BUFFALO SPRINGFIELD AGAIn</td>
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<td>AFTER BATHING AT BAXTER'S</td>
<td>Jefferson Alapagne</td>
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<td>BEST OF WILSON PICKETT</td>
<td>Alapagne</td>
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<td>THE LAST WALTZ</td>
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<td>FRESH CREAM</td>
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<td>Dionne Warrenick</td>
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<td>TURN THE WORLD AROUND</td>
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<td>6000 MAN AND HIS FRIENDS</td>
<td>The Royal Guardsmen</td>
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<td>51</td>
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<td>Temptation</td>
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<td>52</td>
<td>SMILEY SMILE</td>
<td>Brosen Boys</td>
<td>(Brosen Boys T/ST 1901)</td>
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**TIDBITS:**

- **101 HISTORY OF OTIS REDDING** - 7351
- **102 CLEAR LIGHT** - 4790
- **103 WHIPPED CREAM** - 4010
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- **107 WINDS OF CHANGE** - 2666
NEW YORK—"Dolly Dolittle," the mischievous doctor, opened today by 20th-Century-Fox, will open this Tues. (19) at Loew's State Theatre here in New York. The film, directed by Fox AJPC production, which stars Rex Harrison, Ann Rutherford and Glynis Johns, with Thelma Newby and Richard Attenborough, has been the subject of one of the largest and most expensive publicity and promotion campaigns ever conducted for a film.

The original soundtrack recording, which appears on the 20th-Century-Fox label, was distributed by ABC Records, has received the same treatment.

In a unusual move, ABC Records released the Dolittle soundtrack almost four months in advance of the premiere at Loew's State, to coincide with radio trade ads. ABC expects the pre- issuance of the Dolittle LP to build generous consumer demand. Sales shortcuts, Words and music for "Dr. Dolittle" are by Leslie Bricusse.

20th-Century-Fox reports that prior to January 1, the Dolittle film will be playing in over sixty wide- screen locations including New York, Los Angeles, Chicago, Canada, and overseas in England, Germany, Spain and Japan.

Soundtrack Campaign

ABC Records' vast merchandising campaign for the soundtrack LP covers wide areas and includes: a four-color poster; a window display kit containing three items—a single easel window card, a four-color fold-out counter card, and a hang-up mobile display with scenes from the movie; clothing and swimming goghs; a cartoon "Dolly for President of A.M.A.;" a 25-count browser box and brown and black and white "boosters" consisting of four-color sections from "Dolly Dolittle" for window displays; window strewers; and a four-color mail game featuring 50 puzzles and key ads. An open end inter- view with the film's star, Rex Harrision, promoting the soundtrack record, is available to radio stations and newspaper. ABC has planned up its biggest local co-op advertising program ever, using the Dolittle LP, and national consumer advertising will reach 15 million readers with ads in Look, Life, McCall's, New York, The New York Times, and the Sunday supplements in 15 key markets.

Special screenings have been ar- ranged for record buyers, clerks, salesmen and store owners, who have been urged to bring their children. These screenings will be held nationwide.

Merchandising of items in connection with the film will virtually flood the nation in the form of toys, food, games, and swimming goghs, of conceivable merchandise item. Ex- ploitation, promotion and advertising by participating manufacturers will amount to over ten million dollars, with well over 175 recordings from the Dolittle score planned with album and singles released by top recording artists from various labels.

Report Radio, Phone, Tape Recorder Sales For 9 Mos. 1st Quarter

WASHINGTON—Third quarter, nine month figures for sales of radios, phonos and tape recorders have been announced by the Electronic Industries Association. Figures include imports, with EIA arriving at total U.S. sales by publishing factory sales of domestically produced items with "imports-
domestic label." 

Radios

Third-quarter total U.S. sales of radios reached 1,064,150 units, up 25.9% from 838,208, or 28% per cent, were FM radios. Of the third-quarter total, 3,257,841, or 31.1%, were FM sets, showing an increasing rate of FM penetration as the year progresses.

Of the phone market amounted to 1,064,150 units in the third quarter, U.S.-produced machines accounting for 1,059,909, or per cent of total. A little less than half of the remaining imports were U.S. byad. For the nine months, the phone market totaled 4,251,733 units, and again per cent of those (2,058,741) were domestically produced. Over a third of thesephone imports were U.S. labels.

Tape Recorders

Over a million domestically produced home tape recorders were sold in the first nine months of 1967, out, representing total sales of 1,060,054 units. Of the approximately 5,000,000 imported units, 386,415 were U.S. labels.

ttributes, has issued one new album for them, "Singing Promises," Promises, by Lynn Anderson. "Dolly" & "Airplane"

About two weeks ago, RCA re- leased two albums which were not announced before their release. They are "Hello, Dolly!," by the new Broadway cast starring Pearl Bailey and Cab Calloway and "After Sixith," by the Jefferson Airplane.

CashBox December 23, 1967
Pop Dee Jays Said To Flip Over Hip HP's
NEW YORK—Initial reports taken from broadcasters across the country show that 2300 Dee Jays have started playing and commenting on the Hip Packet mini-disks. The report of this reception comes from KTVI, Novak, new products planning manager of Philco, manufacturer of the 31/4-inch singles.

Spindlers responded to a mailing with comments like "Without question, the best," say insiders.

The Hip-(Packet) catalog now comprises 31/2 hours of music in an offering of 48 sides. Distribution is already arranged for all fifty states, and Norval Maury, reports show good dealer interest.

Empire Dist. Acquires
Milestone, Avant Garde
NEW YORK—Empire Distributing, recently-formed distributorship in New York City, has acquired two lines for the area. They are Milestone Records, Bob Blaick’s jazz line produced by Orrin Keepnews and Avant Garde Records, according to Bernie Block, president of Empire.

Marcia Hillman Forms
PR-Merchandising Co.
NEW YORK—The Lansing-Hillman Agency has been formed here to specialize in music industry promotion, including merchandising. Headed by Marcia Hillman, the agency is set to handle public relations and publicity for Super K Productions, the Left Coast Productions, and many other companies that records such performers as the Mamas and the Papas, The Association, The Ohio Express and the 1910 Fruitgum Co.

Lansing-Hillman’s merchandising activities will include design of buttons, posters, brochures, etc.

Marcia Hillman has been associated with such labels as Bell, Kapp and Laurie. She has also worked as weekly column out of Chicago for Cash Box, freelance writer for various labels and record reviewers for the now-defunct F31 Listeners Guide.

Newton's $1 Million Pact
NEW YORK—MGM recording artist Wayne Newton has been signed by the Frontier Hotel in Las Vegas to a $1,000,000 nifty pact. The deal, one of the largest signed here, provides for Newton to headline at the hotel for a total of only eighteen weeks with a five-year commitment. Entertainment opens his first Frontier stand August 19.

Newton, who began rehearsals last week (11) in Miami for a "Jackie Gleason Type" television show, negotiated his 3-year Las Vegas pact with the Frontier, who picked up his contract after a two-month negotiation short by nine months. He headlines the Flamingo for 3 weeks lower Dec. 22 and opens his final 3-week stand April 18.

WANTED
NATIONAL PROMOTION MAN
SEEKING THE TOP SLOT AT A LEADING INDEPENDENT LABEL. DROP US A NOTE TODAY. YOUR BACKGROUND. SALARY TO $20,000.00! PLUS EXPENSES!

BOX 804
Cash Box 178 East 42nd St. NEW YORK, N. Y.

Cash Box Platter Spinner Patter

Raymond Rosen & Company has obtained exclusive distribution rights to the latest Blavat TV Song Storybook. "Paul Knowles, vice president and general manager of the company, this firm, reports that the company booked solid distribution of the album for the first shipment arrived. The package includes a 14-page yearbook and a 24-song album of tunes popular over the past three years.

V.I.S.M. P.M. Madison, Wisconsin. Good Guy Jon Little reports an endurance-type promotion by the outlet. During remote broadcasts from the Madison Wednesday's Hilldale Shopping Center, V.I.S.M. conducted a "Keep the Ball Rolling" To-Your-Doors Contest for the chance to roll the ball rolling for as long as they could during the broadcast and the Techniques single was used in the contest promotion. Jay and the Techniques LP's and singles were offered as prizes along with merchandise prices. The V.I.S.M ball rolling champ was Dave O'Connor who kept the ball rolling for nine hours and thirteen minutes.

READ ALL ABOUT IT: It was a busy week for the American R&B Chart Edition at the Bitter End in New York when Warner Bros./Reprise Records hosted a party for the company. Among the merrymakers were (l. to r.) Leon Bell, producer of the group; John Waters, coast operations for Warner Bros./Reprise; Ken Kragen, co-manager of Fineline Edition; John Dewitt, W.B.C.S.-FM-New York; and Carl Dowd who is the promo man for Warner Bros./Reprise.

KHL-Hollywood's "The Real Don Steele" has been set by producer Peter Lacombe to be the Canadian Broadcasting Company's "Music Man" in L.A. for its "Action Set" show, aired weekly over 30 outlets in Canada. Steele will report on the top hits in L.A. plus his own "Pick of the Week." Dick Clark Productions began the 11th Annual "American Bandstand National Teen Dance Contest on December 2 on the ABC-TV "Bandstand show. Selection of winner will be via the "American Bandstand" audience. Winners will be announced on the January 13 "Bandstand show. Peter Lacombe, 1968 award winner and the winning couple, and Hondas for runners-up. Dick Clark hosts "American Bandstand," now in its eleventh year on ABC-TV. Ed Yates produces the show.

This month marks WMCA-New York's 35th anniversary, by Dean Fordham, third anniversary with the outlet. Known to his sizeable audience as "Dino-on-the-Box," Fordham received an Anthony Award over the 1 A.M. to 6 A.M. "Nighttime Express" program since he first came to WMCA when WPGB was Casey Kasem. Two features, created by Anthony, have been particularly favorites of his show. One is his "Artists and Acresses Game," in which listeners are asked to identify the voice of a male or an female of the show. The other is the "Off-Key Singing Club," open to any listener who sings off key. Fordham, whose name means "where." During his stay at WMCA, Anthony, like the other WMCA Good Guys, maintained a busy schedule hosting various musical concerts and dances around the Tri-State area for schools. A native of Brooklyn, he graduated from New York University School of Journalism.

Bios for Dee Jays
Bobby Vee
Born on April 30, 1943, Bobby Vee grew up with the sound of music. His father, Sidney Velline, was accomplished on both the violin and piano, although he was a professional chef. Bobby's uncle, Doug Villione, played sax, while Bobby's two older brothers, Sidney, Jr. and Bill, are guitarists. Bobby picked up guitar from his brother Bill while still attending Central High School in Fargo, North Dakota. Sid and Bill were already members of a five-piece band and they allowed Bobby to sit in on practice sessions provided he would be silent. Then in 1963, the group filled in on a date for Buddy Holly who had been killed in a plane accident. They labeled themselves the Shadows and put Bobby on as vocalist mostly because they knew all the lyrics, numbers in their repertoire. As a result of the Shadows' successful performance, Bobby and his first album, "When You Grow Up," on Liberty, made the Top 10 and Bobby's current single, "Beautiful People," is number 27 on the charts this week.

Arlo Guthrie
Arlo Guthrie was born in Cong Island, New York, on July 14, 1947. Music has always been a part of his family’s life. Arlo’s mother recalls that when he was 10 years old, Arlo played the harmonica whileoggle around the room for the family’s regular common practice for the Guthrie family (Arlo and his parents and sister and brothers) to make up songs while out in their car. Arlo attended college in Montana, but after six weeks, realizing he wanted to spend more time writing songs and singing them, he left school. In February 1966 he started singing professionally. In June, after his return from a one-month’s concert tour with Judy Collins in Japan, he cut his album on Reprise, "Alice’s Restaurant," which is number 42 on the charts this week. His singing of "Alice’s Restaurant" was one of the highlights of the 1967 Newport Folk Festival.
Pop Picks

MOVIN' WITH NANCY — Nancy Sinatra—Reprise RJS 6277

This is the soundtrack LP from the lurk's recent TV special, "Movin' With Nancy," and, in addition to Nancy, features such artists as Dean Martin, Lee Hazlewood, and someone billed as "A Very Close Relative." Some of the finer tracks include: "Younger Than Yesterday" (a very close relative to "Things," Nancy and Dean; the single "Friday's Child," Nancy; and the hit single "Jackson," Nancy and Lee. The impressive array of artists combined with the power of a TV special, should help make this one a powerhouse.

IN A MELLOW MOOD—Temptations—Gordy 924

Already beginning its climb up the charts, the Temptation's latest LP could well prove to be one of their biggest to date. Abandoning the Motown sound for this outing, the group concentrates on pop-gospel music and Broadway shows such as "Hello Young Lovers," "A Taste Of Honey," "Of Man River" and "Try To Remember." Mellow means "rich, full, mild, gentle by experience." That's a good description of the Temptations on this album.

A GIFT FROM A FLOWER TO A GARDEN—Donovan — Epic L2N 6071/BNZ 171

Long awaited, the latest album selections from Donovan are a triple treat featuring a feast for eyes in spectacular packaging, ears in delicate and moving songs, and mind through tantalizing lyrics and melodic weaving. The two-disc set includes a pair of two new LP's — "Weary Love Like Heaven" (BN25349/LN24349) and "For Little Ones" (BN26530/LN24530), each available separately. The first features Donovan's latest single hit; and the other is a stunning collection of original songs closer to traditional folk.

THE WHO SELL OUT—Who—Decca DL 74950

Including the Who's "I Can See For Miles" currently charted single plus 16 new selections, some of the more outstanding of which are "I Can't Reach You," "Silas Stingy," and "Mary-Anne With The Shaky Hands," this package offers four (two on each side) "commercial" (hence the title) photos of the Who in full color and should prove a powerhouse. "Commercial" cuts include: "Ostororo," "Spotted Henry," "Heinz Salted Beans," and "Radio London.

DEAR ELOISE/KING MIDAS IN REVERSE—Hollies—Epic L2N 24344/BN 26344

Titled after their last hit, "King Midas In Reverse," and their current one, "Dear Eloise," the Hollies may have a really big LP on their hands with this beautifully produced set. The delightful, lighthearted feeling of "Wishyou were here!" is another high point. One of the LP's. A strong marketing point for the teens might be the liner notes, written by the editor of 16 Magazine.

AN OPEN LETTER—Victor Lundberg—Liberty LP 3517/LST 7547

The opinions contained in the recitations on this album—opinions on war, sex, censorship and other perennially discussed topics—are bound to excite some disapproval, but because the recitations themselves are fairly articulate and because Victor Lundberg speaks in authoritative and well-modulated tones, the album will certainly not be ignored. Like Lundberg's recent single, "An Open Letter To My Teenage Son" (Included in the LP), it will probably sell quite well.

Pop Best Bets

THE FIVE AMERICANS' PROGRESSIONS—Atlantic 2173-3578

The Five Americans perform a package of gentle rock ditties which make for a most enjoyable listening experience. Mike Rabon, Norm East, and John Durrill of the group have penned eight of the ten tunes, including the quintet's while back chart item, "Zip Code," "Stop-Light," "(Ben Not) Today," and "Sweet Bird Of Youth." The LP should win widespread acceptance.

FOR ONCE IN MY LIFE—Tony Bennett—Columbia CL 2773/CS 8573

Tony Bennett leads his rich baritone to a set of pop ditties. The selections include the title song, a recent chart outing for the chart, "They Can't Take That Away From Me," "Sometimes I'm Happy," and "Baby, Dream Your Dream," from the Broadway musical "Sweet Charity." The artist is at the top of his form on the LP, and the disk should prove popular with a wide listenership.

KING SIZE SOUL—King Curtis & Kingpins—Ato (SD) 33-231

So many excellent jazz numbers that seem to have eight or nine notes, each made imaginatively to sound like the whole song, are featured in "The Way Of Life," "In The Power Of The One," and "Moonshine." A well made LP overall.

A COLLECTION OF 16 ORIGINAL BIG HITS VOL. 8 — Various Artists—Motown 666

In addition to offering the record buyer five more selections than he usually gets for his money, this powerhouse set provides an excellent cross-section portrait of the Motown style. "Any Day Now," "Love Is Like A Winter" and a steady list of contagious beats are in evidence on most of the selections, which include hits by the Temptations, Diana Ross & The Supremes, Four Tops, and others. Should be quick chart action in store for this one.

YOU DON'T HAVE TO BE ITALIAN TO LIKE PAT COOPER—United Artists UAL 4600/UAC 6606

Though dominated by Italian-American humor, this set also makes the implication to appeal to a wide variety of record buyers. The album makes sport of Italian-American domestic life in a manner that is not offend anyone, and the jokes are not so "in" ethnically as to be incomprehensible to non-Italian-Americans. Cooper is one of the top comedy album sellers in the U.S., and his latest effort should only serve to enhance his position.

ALL YOU NEED IS LOVE—Anita Kerr Singers—Warner Bros. W/17 1721

Here's a light, breezy package of pop tunes rendered by the Anita Kerr Singers. Included on the LP are the title song, "(You Make Me Feel Like) A Natural Woman," "No Salt On Her Tail," and "I Make A Fool Of Myself!" The album should go over big with the good music, middle-of-the-road trade.

GET THAT FEELING—Jimi Hendrix—Capitol T/ST 2586

Jimi Hendrix shows off a scintillating guitar on this powerful LP, and Curtis Knight's hard-driving, funky vocals bristle with energy. The title track is particularly raucous. Other tunes include "How Would You Feel," "(Hush Now," and "Gotta Have A New Dress." The set should stir considerable consumer reaction.

THE TIME HAS COME—Chambers Bros. — Columbia CL 2772/CS 8573

Covering a lot of musical territory, from their now classic bluesy gospel offering of "People Get Ready," to an adventurous rendition of the Beach boys' "I Think I'm Gonna Like It Here," to an adventurous rendition of the Beach Boys' "Gettin' Ready," the Chambers Brothers may have finally found the winning LP combination that will release their fame from the relative confines of the undergound and folk fields to the international popularity that is hard.
Pop Best Bets

MISTY ROSES—Sandpipers—A&M 135/EP 4135

The Sandpipers distinctive vocal treatments of "Fly Me To The Moon," "Daydream," and Tim Hardin's poetic electron "Misty Roses" are highlights of this lovely A&M LP. Good Music and middle-of-the-road outlets should jump at the chance to spin this one and its romantic cover photo may engender strong rock and browser sales. A truly delightful album.

THE RESURRECTION OF PIGBOI CRAB—RCA Victor LP/MLSP 3816

Pigboi Crab's 5 piece band, featuring Johnny Dollas, offers a good mix of pop, R&B and doo-wop. The title piece has a hollow feeling, but the rest of the album is much better. Good for general purpose sale.

SPONTANEOUS COMBUSTION—Shirelles—Scepter SMR/SPS 562

The Shirelles are recorded live at Columbia University in New York and this album contains eight R&B tunes. Included on the package are flaky recordings of "Time After Time," "I Got It Bad And That Ain't Good," "Make Me Rainbows," from the film "Fitzwilly," and "The More," a song by the artist's followers should be highly pleased with their favorite's performance.

Jazz Picks

GLORY OF LOVE—Herbie Mann—A&M SP 3993

Pianist Herbie Mann is one of the few jazz artists to have successfully bridged the gap between jazz and the love generation. In this album A&M offers up eight love tunes. Included on the package are the usual "Baby, It's You," "I Can't Get No Satisfaction," "Satisfaction," and "Unchain My Heart" and "No Use Crying." This album's packaging is particularly striking.

LIBRA—Gary Bartz Quintet—Milestone MPS 9006

An upbeat, fast paced offering of contemporary jazz served up by such names as Jimmy Owens, Gary Bartz, Richard Davis, Albert Dailey, and Billy Higgins, this quartet has a strong sound and an able cast. In addition to the title track, "Cabin In The Sky" and "Deep River" are outstanding cuts. College's and university's will be spurred into action by this LP, which is an integral part of the mainstream of jazz.

Classical Picks

RECENT STRAVINSKY—Igor Stravinsky & Various Artists—Columbia ML 4154/MS 7654

Still alive and active in his art, Igor Stravinsky is already immortal, and thus when we hear a new work by him as it is, then we hear a new work by him as it is, then we hear a new work by him as it is. Though we were hearing Bach's latest cantata or Beethoven's latest symphony. This LP contains eight recent vocal and instrumental pieces by Stravinsky. From the spirited angularity of "Fanfare For Two Trumpets" to the whimsical gaiety of "Narrative And A Prayer," the album is a work of genius, and should be received by all as a masterpiece of jazz narration bought public.

H. P. LOVECRAFT—Philips PIM 290-252/PH 609-252

H. P. Lovecraft, a rock sent from the late science fiction novelist and poet, has been attracting a large popular interest lately on the coast, and this year's group was introduced on the NY scene at Steve Paul's "Scene" discotheque and received much praise. This LP is every bit as good as their live show; from the opening number, a swinging rock version of "Wayfaring Stranger," to the final track, a simple Gregorian chant ("Gloria Patria"), the set is a powerhouse of a set. Watch it for action.

PAUL ANKA LIVES!—RCA Victor LP/MLSP 3816

Paul Anka is recorded live at the Royal Box in the American Hotel in New York City. The artist's expert song styling results in a strong offering of pop ditties, among which are "It Only Takes A Moment," "How Insensitive (Incompa-"), "(I've Had) One On My Head," and "M'Nuh, Tennessee." The set shapes up as a big winner.

THE 5 STAIRSTEPS & CUBIE—Buddah BDM 1008/SHS 5008

The 5 Stairsteps, four brothers and a sister (all in their teens) have been making the Top 10 with increasing frequency of late (most recent entry is a blues-styled, soul-filled romance, called "Something's Missing"), and their new LP is a further indication that they, along with their 24-year-old brother, the singer and drummer, have begun to establish credibility in the pop music scene. While the set is obviously light, it has a certain charm and the group's potential is anything but negligible.

DOCTOR DOLITTLE—"Rugs" Rower Orchestra & Chorus Featuring Ron Marshall—Pickwick/33 3507/PH 3088

The score from the 20th Century-Fox musical masterpiece "Doctor Doolittle," has achieved many outstanding interpretations. This one, bright and lively throughout, preserves the fanciful spirit of the film. Ron Marshall is energetic and entertaining in the title role, and he receives spirited backing from the "Rugs" Rower Orchestra & Chorus. Could be a good thing in store for this set. Watch it.

JAZZ TROPICAL—Jonah Jones—Decca DL 918/71918

Trumpeter Jonah Jones plays eleven Latin jazz outlings in a colorful, by-the-by style. Featured on the disc are "El Amor De Mi Bicho," on which Jones plays a trumpet duet with Emilio Reyes, "Lamento Boricua" or "Where Is Your Laugh-ter?" and "Now I Know The Feeling." This stylish LP should generate enthusiasm in both jazz and pop circles.

LUNCEFORD SPECIAL—Jimmie Lunceford—Columbia CL 27145/27146

This vintage Hall Of Fame series release features the big band sound of the late Jimmie Lunc-eford as it stumps and swings itself through such classic jazz standards as "What's Your Story Morning Glory," "I Wanna Hear Swing Songs," "Ain't She Sweet," and "Baby Won't You Please Come Home." This set may sound like the sound-track from one of the better musical films to come out of the '30s, but therein lies its charm.

TCHAIKOVSKY: THE SIX SYMPHONIES—London Symphony Orchestra/Anatol Dorati-Mercury MGS 9121/SHS 9121

The meeting of Tchaikovsky's romantic spirit with the classical ideals of the symphony resulted in six works which have become a standard part of many an orchestra's repertoire. On this six-record set Anatol Dorati's interpretations of Tchaikovsky's symphonies are, like the symphonies themselves, romantic and the classical. Almost invariably, the blend is a happy one. The Sixth Symphony ("Pathetique"), receives an especially effective interpretation.
Reese Upped at Capitol

HOLLYWOOD—John H. Reese has been appointed to the position of procedure administration manager of Capitol Records Distributing Corp, according to an announcement by Robert L. Howe, national distribution manager of the firm.

Reese joined CRDC in November, 1936 as a part-time employee at Capitol’s Bethlehem, Pa., facility, while attending Moravian College in Bethlehem. Upon receiving his Bachelor of Science degree, he was offered the position of Management Trainee, one he held until this promotion.

In his new position, Reese will act as liaison in the fields and areas of policy and procedures and will be responsible for developing and publishing operating practices and procedures producing their own disks, the others also sold masters to other labels.

Despenza studied sociology and psychology at Northwestern University, but decided to enter the music business after four years. He has been independently produced, from 576th-to-Wand and St. Lawrence records. He is also a songwriter and has had his compositions recorded by such artists as William and B. B. King, among others.

He will produce both albums and singles for ABC, concentrating on contract artists in the Midwest area, and he will also scout talent for ABC.

White Whale Issues O’Dell’s 1st Album

LOS ANGELES—Ken O’Dell’s first album, “Beautiful People,” the same name of his current chart single, is being released by Ted Feldgen and Lee Cassie, owners of White Whale Records. O’Dell is currently on a nationwide tour visiting certain key cities with Johnny Carson, national sales and promotion director for the White Whale label.

Phillips Signs Vignon, Debut ‘Goodbye’ Deck

NEW YORK—Famed French tenor Jean Paul Vignon has joined the Philips Records roster, signing an exclusive long-term contract recently. First single from the singer is “Goodbye, Goodbye Golette.”

This new label affiliation resulted from negotiations between indie producer A. Vignon, Charlie Fach, director of recorded product for Philips.

Vignon was debuting in the US more than two years ago with Columbia, and has been appearing in night club engagements across the country. One of his spots led to a film contract under which he has completed one movie and is currently doing another. He is also in a pilot tv series now being shot, “The Frenchman.” Vignon has also made appearances on a number of panel shows and late night tv talk programs including the Johnny Carson and Merv Griffin shows.

The sales of the imported disks have steadily increased so that DGG is now

All-State Plans Widest Growth in Its History

NEWARK—A program of diversification and expansion has been initiated by All-State Distribution, a Satellite Records affiliate, All-State Records, blueprinting the company’s broadest program in 25 years of operation. Mapped out over the past two months by Sherman Kassirer, president, and Irwin Yavis, division sales director, the project includes the opening of tape cartridge and record racks in five new territories—New York, New Jersey, electronic parts stores, new stores, and in major store, and 5e & 10e stores, boat marine yards and marinas, college campuses selling both tape players and tapes.

This program will continue well into the first quarter of the year with its ultimate goal of at least 200 rack-out outlets.

The company has been appointed distributor for rack jobs, and for such lines as: Decca, I.T.C.C. Liberty, Mercury, Original Sound, Famous/Famehill, Top, and is reckoning all lines of records and tapes for its own rack-out outlets.


The monthly payroll to 9 all lines of records, tapes of all configurations, not only for distribution, but for rack-out outlets.


**BEST COUNTRY ARTISTS OF 1967**

A tabulation of country records & artists who achieved greatest success in their field according to the weekly *Cash Box* Top 50 Country Chart. Names listed below are in order of strength in their various categories based on a weighted point system which gives credit for longevity on the chart as well as height attained on chart. All titles which were in the Top 50 were used for an artist's total.

### TOP COUNTRY SINGLES OF 1967

1. **There Goes My Everything** — Jack Greene — Decca
2. **Don't Come Home A-Drinkin'** — Loretta Lynn — Decca
3. **It's Such a Pretty World Today** — Wynn Stewart — Capitol
4. **Somebody Like Me** — Eddy Arnold — RCA
5. **Your Good Girl's Gonna Get Bad** — Tammy Wynette — Epic
6. **Walk Thru This World With Me** — George Jones — Musicor
7. **All the Time** — Jack Greene — Decca
8. **Branded Man** — Merle Haggard — Capitol
9. **With One Exception** — David Houston — Epic
10. **Sam's Place** — Buck Owens — Capitol
11. **Tender Loving Care** — Buck Owens — Capitol
12. **Where Does the Good Times Go** — Buck Owens
13. **I'll Never Find Another You** — Sonny James — Capitol
14. **Pop a Top** — Jim Ed Brown — RCA Victor
15. **Laura (What's He Got That I Ain't Got)** — Leon Ashley—Ashley
16. **Loser's Cathedral** — David Houston — Epic
17. **I Can't Get There From Here** — George Jones — Musicor
18. **The Hurtin's All Over** — Connie Smith — RCA
19. **Touch My Heart** — Ray Price — Columbia
20. **Lonely Again** — Eddy Arnold — RCA
21. **Cold Hard Facts Of Life** — Porter Wagoner — RCA
22. **Tonight!** — Marty Robbins — Columbia
23. **Need You** — Sonny James — Capitol
24. **Jackson—Johnny Cash & June Carter — Columbia
25. **Walkin' In The Sunshine** — Roger Miller — Smash
26. **(I'm A) Lonesome Fugitive** — Merle Haggard — Capitol
27. **I'm Still Not Over You** — Ray Price — Capitol
28. **Misty Blue** — Eddy Arnold — RCA Victor
29. **Danny Boy** — Ray Price — Columbia
30. **No One's Gonna Hurt You Anymore** — Bill Anderson — Decca
31. **How Long Will It Take** — Warner Mack — Decca
32. **If I Kiss You** — Lynn Anderson — Chart
33. **My Elusive Dreams** — David Houston & Tammy Wynette — Epic
34. **Once** — Merle Haggard — Capitol
35. **I Won't Come In While He's There** — Jim Reeves — RCA Victor
36. **Drifting Apart** — Warner Mack — Decca
37. **Fool, Fool, Fool** — Webb Pierce — Decca
38. **I Don't Wanna Play House** — Tammy Wynette — Epic
39. **Misty Blue** — Wilma Burgess — Decca
40. **Cincinnati, Ohio** — Connie Smith — RCA
41. **A Woman In Love** — Bonnie Guitar — Dot
42. **Long-Legged Guitar Man** — Johnny Cash & June Carter — Columbia
43. **I Threw Away The Rose** — Merle Haggard — Capitol
44. **Get While The Gettin's Good** — Bill Anderson — Decca
45. **Hurt Her Once For Me** — Willie Nelson — Decca
46. **I Know One** — Charlie Pride — RCA
47. **Phantom 309** — Red Sovine — Starday
48. **Stand Beside Me** — Jimmy Dean — RCA
49. **Help Stamp Out Loneliness** — Stonewall Jackson — Columbia
50. **Urgo For Going** — George Hamilton IV — RCA

### TOP COUNTRY ALBUMS OF 1967

1. **There Goes My Everything** — Jack Greene — Decca
2. **The Best of Eddy Arnold** — RCA Victor
3. **The Best of Sonny James** — Capitol
4. **Touch My Heart** — Ray Price — Columbia
5. **Open Up Your Heart — Buck Owens** — Capitol
6. **Danny Boy** — Ray Price — Columbia
7. **You Ain't Woman Enough** — Loretta Lynn — Decca
8. **Don't Come Home A-Drinkin'** — Loretta Lynn — Decca
9. **All the Time** — Jack Greene — Decca
10. **Lonely Again** — Eddy Arnold — RCA
11. **Buck Owens & His Bucaroos In Japan** — Capitol
12. **Need You** — Sonny James — Capitol
13. **It's Such A Pretty World Today** — Wynn Stewart — Capitol
14. **Walk Through This World With Me** — George Jones — Musicor
15. **Somebody Like Me** — Eddy Arnold — RCA
16. **I'm A Lonesome Fugitive** — Merle Haggard — Capitol
17. **Yours Sincerely** — Jim Reeves — RCA
18. **Cold Hard Facts Of Life** — Porter Wagoner — RCA
19. **Nashville Rebel** — Waylon Jennings — RCA
20. **Singing Again** — Ernest Tubb & Loretta Lynn — Decca

### TOP MALE VOCALISTS

1. **Eddy Arnold**
2. **Buck Owens**
3. **Merle Haggard**
4. **Jack Greene**
5. **David Houston**
6. **Sonny James**
7. **Ray Price**
8. **Marty Robbins**
9. **George Jones**
10. **Bill Anderson**
11. **Warner Mack**
12. **Wynn Stewart**
13. **Jim Reeves**
14. **Porter Wagoner**
15. **George Hamilton IV**
16. **Faron Young**
17. **Bobby Bare**
18. **Bill Phillips**
19. **Don Gibson**
20. **Johnny Darrell**
21. **Tex Ritter**

### TOP FEMALE VOCALISTS

1. **Loretta Lynn**
2. **Connie Smith**
3. **Tammy Wynette**
4. **Jean Shepard**
5. **Jennie Seely**
6. **Bobbie Gentry**
7. **Skeeter Davis**
8. **Dottie West**
9. **Wilma Burgess**
10. **Wanda Jackson**

### TOP NEW MALE VOCALISTS

1. **Jack Greene**
2. **Charlie Pride**
3. **Leon Ashley**
4. **Kenny Price**
5. **Glenn Campbell**
6. **Stu Phillips**
7. **Junior Samples**
8. **Jack Webb**
9. **Sonny Curtis**
10. **Jerry Reed**

### TOP NEW FEMALES

1. **Tammy Wynette**
2. **Lynn Anderson**
3. **Liz Anderson**
4. **Dolly Parton**
5. **Bobbie Gentry**

### TOP TOP VOCAL GROUPS

1. **Johnny Cash & June Carter**
2. **Willburn Brothers**
3. **Statler Brothers**
4. **David Houston & Tammy Wynette**
5. **Bobby & Norma Jean**
6. **Bill Phillips**
7. **Don Gibson**
8. **Bill & Jessey**
9. **Tompall & Glaser Bros.**
10. **Hardin Trio**

### TOP LP VOCALISTS

1. **Eddy Arnold**
2. **Buck Owens**
3. **Ray Price**
4. **Sonny James**
5. **George Jones**
6. **Merle Haggard**
7. **Jack Greene**
8. **Jim Reeves**
9. **Waylon Jennings**
10. **Johnny Cash**
11. **Porter Wagoner**
12. **Marty Robbins**
13. **Wynn Stewart**
14. **David Houston**
15. **Bill Anderson**

### TOP FEMALE LP VOCALISTS

1. **Loretta Lynn**
2. **Connie Smith**
3. **Wanda Burgess**
4. **Dottie West**
5. **Kitty Wells**
6. **Skeeter Davis**
7. **Bonnie Guitar**
8. **Wanda Jackson**
9. **Jan Howard**
10. **Norma Jean**

Cash Box — December 23, 1967
Music City Jaycees Tab Denny 'Man Of Year'

NASHVILLE—Bill Denny, president of the Cedarwood publishing setup has been honored with the title of "Man Of The Year" by the Nashville Junior Chamber of Commerce, in the label’s annual Christmas party awards banquet earlier this month.

An active member of the organization, the music publisher, known as a maverick in the country music industry, was also singled out as being instrumental in the establishment of the highly successful Country Music Association’s Country Celebrity Golf Tournament. A past president of the Country Music Association, he represented both the Chamber and the CMA in the formation of the tournament.

In 1964, Denny was named "Country Music Publisher of the Year" by Music Business Magazine and he has recently concluded a term as a member of the national board of trustees of the National Academy of Recording Arts and Sciences, representing the Music City chapter.

"Spotlight" To Sovine

Coinciding with the presentation of Denny’s award was the announcement that Roger W. Sovine had been selected by the Country Music Association as one of five organization members to receive the annual "Spotlight Award." Sovine, who is Professional Manager of Cedarwood, received recognition at the organization’s annual meeting held in connection with this year’s golf tournament, the Country Music Gala, an industry promotion, and the Clinic bowl charity football game.

Arnold, Atkins Head Up Gavin Award Winners

NEW YORK — Fiddy Arnold was named Country Music’s Recording Artist of the Year in the Second Annual Bill Gavin Radio Programming Conference, held last week in Las Vegas, while RCA’s Nashville chief Chet Atkins was tabbed as Country Music’s Record Man of the Year. Runner-up in both categories were Capitol’s Buck Owens (Recording Artist) and Epic’s Billy Sherrill (Man of the Year—A&R).

In addition, several other country awards were dished out at the conference, including those for Disc Jockey of the Year, Music Director of the Year, Program Director of the Year and Manager of the Year. The deejay award went to John Beaton, WPAY-Longmont, Colo., while the music director award was won by Bob Kingley of KGKS, Birmingham and Chris Lane of WWJ in Detroit, Mich. Included in the D jubinets of WJMD was named Station Manager of the Year, while Dan Womack took the runner-up position.

Lynn Rodeo Scores Big In 1st Year On Trail

NASHVILLE — Under the guidance of the board of governors representing the Loretta Lynn Championship Rodeo Association, the World’s Fair Rodeo, Sponsored by Walker and Al, during 1967 and appeared across the eastern half of the nation in six markets ranging from Atlanta, Ga., to Detroit, Mich.

In its first year the company hit the national rodeo trail and it averaged 19,355 customers per stop for a total of 116,000. The average of performances in each city were four.

The company is already booked in eight cities for 1968 and Lebko forecast a total of 10 to 12 rodeos with attendance nearing quarter million.

RCA Inks Jake Hess

NASHVILLE — Inspirational singer Jake Hess has been signed to a recording contract by RCA Victor Records, it was announced here today.

The label’s Nashville chief, Chet Atkins, described Hess as "tapping into the rich heritage of music and country music tradition that is our heritage."

Hess, who has been singing at the camp meetings of the Baptist faith, signed a contract with RCA Victor for a total of 10 albums, with the first being released this year.

He is known for his soulful, gospel singing style and has been active in the religious music field for many years.
Twas the week before Christmas, and all through the land
The schedules were heavy for the traveling bands.
While the folks in the city were shopping for gifts,
Performer's wheels were bogged down in twenty-foot drifts.

As snow-laden clouds blocked out all the stars,
The buses unloaded their amps and guitars.
The artists all straining in the snow and the slush,
Tried in vain for to move that old bus.

Under the wheels they put boards, and then a gravel
But that darned old vehicle just wouldn't travel.
They raced the old engine and stomped on the gas
But the dismally slow-like black-strap and the ice was glass.

They pushed and they heaved and they stamped and they cursed
And loaded equipment up over the backs
And started to march with their cumbersome packs.

All frozen and weary they started to trudge
With snowflakes flying in their faces thicker than a drudge.
Their thumbs continued to loom overhead.
And on each man's mind was a warm, cozy bed.

Meanwhile in Nashville, away from the storm
The homesteads were nested in living rooms warm.
Thinking how terribly gay and carefree
The life of a country performer must be.

But back on the road
With our cross-country tour
The show that was smallish
But quite a good one.

Speaking of Santa Claus, the old boughs were dressed as unashamedly as any appearance this week at the WWVA Jamboree, joining the Wheeling Jamboree, as well as station and Jamboree personalities for the annual JC Penney Christmas party for underprivileged children in the area. The special party is held each year at the Wheeling Jamboree Complex, with the boughs to a shopping tour. According to the latest Pulse survey, WTID-Newport News (and Norfolk) easily tied its radio audience in a one-year period, jumping from a 2.4 share to a 2.5 average share in Tyler, while, on the Peninsula (Newport News, Hampton, York County) the station went from a 4.0 share to a 2.9 share during the same period. Chubby Howard recently took a short leave of absence from his night-time slot at KMO-Tacoma for a ten-day series of appearances in Alaska with Capitol's Red Simpson. Chubby played steel guitar with Jack Leslie and Brooklyn Drifters western swing group. And Frank Gilmore, program director at KGOL-Palm Desert, Calif., informs us that the outlet changed over to a country format not too long ago, serving the area from Palm Springs down through the Coachella Valley (about 100,000 people), and that the audience is virtually untapped. However, the stations in need of country disks, and asks that records be sent to P.O. Box 1699, Palm Desert, Calif. 92260.

We hear that John F. English (or Johnny Sundown, if you prefer) Celebrity Rodeo radio show has been canceled. Plans were in the works to bring the Celebrity Ranch Club to the Ranch at 477.11 Mile Post, Hwy 25, Belle Chasse, La.

At last, with their instruments set up to play,
And thinking of loved ones so far away,
They worked out the tentative, opening notes
While homesickness burned like a lump in their throats.

And, singing their ballads,
They started to grieve
As lonely men often do on Christmas Eve.

But the audience cheered when the notes were through
And inside the singers a new feeling grew.

The feeling grew stronger and flowed through their veins
And suddenly they knew it was worth all the pains
They had gone through to get there.

For the cheers from the crowd and the look on its face
Told them that while they had been missing them
Happiness, it was still better to give.
And here, far from home, far from children and wires
They brought some small joy to other folks' lives.

Because of that small gift of joy brought through
All of the singers were held in high regard.
And that thought (which made all of the artists take pause)
Was that they were the essence of a true Santa Claus

Not a real person,
But a spirit of giving,
A principle that made others' lives worth the living.
And so to you artists out touring the road
Mid snowstorms and blizzards,
Don't ever let yourselves be loads.
We thank you for helping spread feelings of cheer
And wish you the merriest Christmas this year.

Newcomer Picks

JIMMY PAYNE (Epic 10261)
Where Has All The Love Gone (2:32) (Glasser BMI-Glasser)
A real pretty, swaying ballad offering from Jimmy Payne could prove to be worth its weight in order forms for the singer. Titled "Where Has All The Love Gone," the song has the sound and style of both pop and country areas. Flip: "He Will Break Your Heart" (3:03) (Conrad BMI-Butler, Mayfield, Carter)

Best Befs

LITTLE JIMMY DEMPSEY (ABC 11209)
Bessie Was A Good Old Cow (1:50) (Dempsey, Low-Jas BMI-Dempsey)
Lots of good, free-wheeling picking makes this Little Jimmy Dempsey instrumental a good bet for heavy programming. Excellent workout. Flip: "Jenneyman's Tune" (2:27) [Columbia BMI-Hazeldine]

OSBORNE BROTHERS (Decca 32242)
Rocky Top (2:55) [House of Bryant BMI-B. F. Bryant] Two of the premiere bluegrass outfits west of the Mississippi provide the Osborne Bros. with a number of classic bluegrass songs to work on the chart road. Some fine mountain harmony on this top notch item, Give it a try.

GRANDPA JONES (Monument 1043)
That's All This Old World Needs (2:09) [Vintage BMI-Tubert, Tapp] Grandpa Jones has a new bag, complete with a big vocal background and may find himself decorating many a turntable as a result. Drum is contagious, so watch it. Flip: "Don't Look Back" (2:17) [Hill & Range BMI-Jones]

BEST BETS

RICKY SARS (Muscoir 1281)
Faded Memory (2:08) [Glad BMI-M. L. Rusk] Lots of country-flavored activity in store for both Ricky Sars and wallowing tear-taugher called "Faded Memory," this CD can help establish the singer nationally. Flip: "Change Of Heart" (2:30) [Glad BMI-M. L. Rusk]

RAY LANGLEY (Great 2425)
Rooftop Over Nowhere (2:07) [Ramsgate BMI-Adams] Along with the Western Kings, Mark Scott and Dickey Treadway offer a lively blue s Session that could catch on and carry the crew into the big spotlight. Deck has a chance. Flip: "Pull Back The Curtain" (2:16) [Ramsgate BMI-Scott]
HEAVEN HELP THE WORKING GIRL (Wilderness—ASCAP) Norma Jean (RCA Victor 9262)
I DOUBT IT (Le-Bon—BMI) Bobby Lewis (United Artists 50008)
YOU’RE THE REASON (Vogue—BMI) Johnny Tillotson (MGM 15239)
PROMISES, PROMISES (Yaph—BMI) Lynne Arison (Chart 1967)
EVERYBODY OUGHT TO SING A SONG (Blue Crest—BMI) Dallas Frazier (Capitol 1961)
The LAST THING ON MY MIND (Deep York—BMI) Fred Waring & Dolly Parton (RCA Victor 9269)
GARDENIAS IN HER HAIR (Hill & Rang—BMI) Marty Robbins (Columbia 44271)
WEAKNESS IN A MAN (Glotz—BMI) Ray Drury (Mercury 72742)
YOU’VE BEEN SO GOOD TO ME (Thumper House, Harmony Hill—ASCAP) Van Tubber (Date 15265)
MAKE A LEFT THEN A RIGHT (Central Long—BMI) Johnny & Janie Medley (Capitol 5980)
HANGIN’ ON (Gibson—BMI) George Jones (United Artists 10210)
I WOULDN’T TAKE HER TO A DOGFIGHT (Window—BMI) Charlie Walker (Epic 16027)
TUPELO MISSISSIPPI FLASH (Victor—BMI) Jerry Reed (RCA Victor 9324)
TENDER & TRUE (RCA Victor—BMI) Emile Ashworth (Hillbilly 1484)
I’M A SWINGER (Recording—BMI) Jimmy Dean (RCA Victor 9260)
WOMAN HUNGRY (Cedarwood—BMI) Porter Wagoner (RCA Victor 9279)
YELLOW-HAIRED WOMAN (MCA—BMI) Claude King (Columbia 44340)
ROSANNA’S GOING WILD (Melody Line—BMI) Johnny Cash (Columbia 4573)
REPEAT AFTER ME (Tree—BMI) Jack Trent (Joy 2109)
A GIRL DON’T HAVE TO DRINK TO HAVE FUN (Blue Rock—BMI) Wanda Jackson (Capitol 1963)
LOOKING OVER MY SHOULDER (Casablanca—BMI) Bob Wills & His Texas Turtles (Kepp 842)
JUST FOR YOU (Ferlin Husky) (Capitol 2048)
IF YOU CAN’T BRING IT HOME (Tribe & Ott Stephens (Chart 1005)
THE DAY YOU STOPPED LOVING ME (Blue Rock—BMI) Bobby Bare (RCA Victor 9264)
STRANGER ON THE RUN (Blue Rock—BMI) Bill Anderson (Decca 2201)
THE ONLY WAY OUT (Liberty—BMI) Bill Phillips (Capitol 2007)
FUNNY Conway Twitty (Decca 22728)
LOVE’S DEAD END (Bill Phillips (Decca 2007)
RIVER OF REGRET (Window—BMI) George Jones (Columbia 44213)
BEFORE THE NEXT TEARDROP FALLS (RCA Victor—BMI) (Capitol 2956)
YOU’RE EASY TO LOVE (Columbine 44310)
The image contains a page from a magazine or a newsletter titled "CashBox Country LP Reviews" and "CashBox Top Country Albums". The text on these pages appears to be a mix of reviews and listings, likely for various country music albums and artists. The content is presented in a standard textual format, with paragraphs and numbered entries, typical of a magazine or newsletter layout. Due to the nature of the text and the layout, it is not possible to convert this into a more structured format such as a table or a list without losing the context and meaning of the original content. Therefore, it remains as a plain text representation of the material as it was originally presented in the image.
### Great Britain's Best Sellers

<table>
<thead>
<tr>
<th>Week On Charts</th>
<th>Title</th>
<th>Artist/Label</th>
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<tbody>
<tr>
<td>1</td>
<td>'Hello Goodbye'—The Beatles (Parlophone) Northern</td>
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<td>2</td>
<td>'Let the Heartaches Begin—Long John Baldry (Pye)</td>
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<td>3</td>
<td>'Everybody Knows—Dave Clark 5 (Columbia) Donna</td>
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<td>4</td>
<td>'Somebody's Gotten Hold of My Heart—Gene Pitney (Stateline) Marimba</td>
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<td>5</td>
<td>If the Whole World Stopped Loving—Val Doonican (Pye) Immediate</td>
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<td>6</td>
<td>Careless Hands—Des O'Connor (Columbia)</td>
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<td>7</td>
<td>E. H. Morris</td>
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<td>8</td>
<td>'I've Come Home—Tom Jones (Decca) Donna</td>
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<td>9</td>
<td>'All My Love—Cliff Richard (Columbia)</td>
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<td>10</td>
<td>Noël Gay</td>
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<td>11</td>
<td>Baby 'N' That I've Found You—The Foundations (Pye) Webb/Sebrood</td>
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<td>12</td>
<td>'Magical Mystery Tour (EP)—The Beatles (Parlophone) Northern</td>
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<td>13</td>
<td>I Feel Love Coming On—Felice Taylor (President) Kassner</td>
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<td>14</td>
<td>'Din Duos (Fontana)</td>
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<td>15</td>
<td>'Thank U Very Much—The Scaffold (Parlophone)</td>
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<td>16</td>
<td>'Her We Go Round That Mullberry Bush—Trilby (Island) United Artists</td>
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<tr>
<td>17</td>
<td>There Is a Mountain—Donovan (Pye) Donovan</td>
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### Mexico's Best Sellers

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<tr>
<th>Title</th>
<th>Artist/Label</th>
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<tbody>
<tr>
<td>1 Quinceañera—Los Villar (Masart) Toño Quirazco (Orfeon) Frankie y Los Matadores (Peerless)</td>
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<tr>
<td>2 Musita—Sonora Santanera (CBS) Carlos Campos (Masart)</td>
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<tr>
<td>3 Dame Una Señal (Gimmie a little sign)—Brenton Wood (Ganma) Roberto Jordán (RCA)</td>
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<tr>
<td>4 Tengo—Carlos Lico (Capitol) Los Cuatro Brillantes (CBS) Imelda Miller (RCA) (RCA publishing)</td>
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<tr>
<td>5 Noches De San Francisco (San Francisco Nights)—Erie Bourdon and The Animals (MGM)</td>
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<td>6 Cierro Los Ojos—Marco Antonio Muñiz (RCA) Carlos Lico (Capitol) Alberto Vázquez (Masart)</td>
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<td>7 Yo, Tu Y Las Rosas—Los Piccolinos (CBS)</td>
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### Argentina's Best Sellers

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<tr>
<th>Title</th>
<th>Artist/Label</th>
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<tr>
<td>1 The World We Knew—Relay Frank Sinatra (Music Hall)</td>
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<tr>
<td>2 Quiero Llevarme De Ti (Melodrafi Sandro (CBS); Lord Klave (Philips)</td>
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<tr>
<td>3 Aranjuez Mon Amour Richard Anthony (Odex); Caravelly (CBS) Vincent Morocco (Philips); Lucia Milena (Disk Jockey)</td>
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<tr>
<td>4 El Arte De Vivir (Su) (Viv) (RCA)</td>
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<td>5 La Balsa (Fernuta) Los Gatos, Nacho Paz (RCA)</td>
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<tr>
<td>6 La Cara De Sing Sing (Edhmi) Jose Feliacono (RCA); Peito Perez (Disk Jockey)</td>
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<tr>
<td>7 Las Manos (Melodrafi) Sandro (CBS)</td>
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<tr>
<td>8 No (Edhmi) Olga Guillot (Music Hall); Armando Manzanero, Antonio Prieto (RCA)</td>
<td>Rosamel Ayara (Disk Jockey); Carlos Lico (Odeon); Carmita Jimenez (CBS); Polo Marquez (Microfon)</td>
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<tr>
<td>9 Suck It To Me—Willie Bobo (Philips)</td>
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<tr>
<td>10 There Is A Mountain (Edhmi) Donovon, Boogaloos (CBS); Fedra Maximillian (Disk Jockey); Barbara &amp; Dick (RCA)</td>
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<td>11 Serena (Capitol)</td>
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<td>12 Criss Cross—Elvis Presley (RCA)</td>
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<tr>
<td>13 Summertime (Neumann) Billy Stewart (Microfon); M. J. Quartet (Philips)</td>
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<tr>
<td>14 Trasiego El Sottero Napoleon Pupp (CBS); Montecristo, Cherere (RCA); Los Wawanco (Odeon)</td>
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### Australia's Best Sellers

<table>
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<tr>
<th>Title</th>
<th>Artist/Label</th>
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<tbody>
<tr>
<td>1 The Last Waltz—Engelbert Humperlindck—Decca (J. Albert &amp; Son</td>
<td>Massachusetts (Bee Gees—Spin) Abigal Music</td>
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<tr>
<td>2 The Two Of Us—Pacific Trent &amp; Tony Hatch (Astor) Leidos Music</td>
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<tr>
<td>3 To Sir With Love (Lulu—Columbia) Screen Gems/Columbia</td>
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<tr>
<td>4 My Heart Stays At Home—Jenny Lynn (CBS)</td>
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<tr>
<td>5 You've Not Changed—Sandie Shaw—Astor (CBS)</td>
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<tr>
<td>6 Sadie, The Champion Lady—Johnny Farnham—Columbia Tu-Con Music</td>
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2 Part II—International Section  Cash Box—December 23, 1967
TOP TEN TALENT OF THE PHILIPS RECORDS GROUP

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NANA MOUSKOURI
THE HERD
DUSTY SPRINGFIELD
RAMSES SHAFFY
PAUL MAURIAT
THE SPIDERS
BARBARA
BRASSENS

LE HIT PARADE DE SALUT LES COPAINS

BORSA DEL DISCO

A Publication of Philips Phonographic Industries
Central Office: Baarn, The Netherlands

LUGLIO 1967
Devaluation of the pound by 1.3% in November this year, setting the new record for most sterling strong depreciation. The pound has been slipping steadily in recent weeks, with 99.9 million pounds held by central banks—hard to come by at the best of times—will be even more difficult to obtain as the currency continues to slide, imposing a severe strain on the British government's ability to buy goods and services from abroad.

Faced with a straight 3% in the pound on the basic retail price of imported goods, the British government has been increasing its spending on imported luxury goods, and a tightening of the belt generally, the government will be forced to look at other means of financing its import bill.
The Decca Record Company Limited of England and its USA subsidiary London Records Inc offer American record labels a first-class world-wide distribution service.
(Continued from page 6, Part II)

"Hit the Road Jack" package tours hit Britain. Pickwick International launched comedic Warner Mitic on a Universal via "Song of the World War II." Al Bennett of Liberty Records visited Britain for discussions with EMI.

The American smash hit musical "Fiddlers on the Roof" opened in London with Isaac Saul and Topol scooping all the credits.

CBS issued a London cast album which immediately entered the LP charts where it was to stay for months and months. A new Chappell building in Bond Street was opened with an inaugural party for 200 guests, hosted by Mr. and Mrs. Louis Dreyfus. Alas, Louis Dreyfus, one of the greatest and best-loved publishing personalities of the century, died just a month after seeing his dream realized. Dolyce Records delighted with their nomination for a Grammy award for their recording of Mahler's "Das Knaben Wunderhorn" sung by Janet Baker and Gerald Evans with the London Philharmonic Orchestra conducted by Wyn Morris. The album, first issued in Britain in May last year, is re-levered in America in the Angel series. RCA with Bernard Neis as deputy managing director, move into new headquarters. Leslie Gould, managing director of Phillips Records, negotiated a deal with the management of CBS to market the CBS repertoire on record.

Phillips' becomes the first major British record company to issue compact stereo albums.


The profits of the Beatles' publishing company, Northern Songs, more than doubled in the first half of the year, rising from £250,000 to £422,000. EMI announced Group profits for the half-year to December 31, 1966 of £2,976,000 as compared with £4,571,000 for the corresponding period in the previous year. United Kingdom profits were slightly lower than in the half year to December 31, 1965. With Jones scored a personal triumph at London's "Talk of the Town" nighter...Andrew Loog Oldham of Immediate Records ended his eighteen-month agreement with Philips Records who had been marketing and distributing the Immediate product and signed a new agreement with EMI...Indo producer Larry Page visited the States...Chappell acquired the winning song from Sweden's "Nom Pense A Me," Francis Day & Hunter delighted with the performance of "The Kind of Hush" by Herman's Hermits at the Amsterdam Festival...Sony's "Alma" label scored its first hit in the US with "Over the Rainbow"...Various publishers and record companies went on record for "They've Gone But We're Still Here"...Philips entered into a new contract with Alpino Bergamo...Netherlands...Georgie Fame signed for a new recording with CBS...Wait Disney Productions launched the first album of their Buena Vista label "The Music of Walt Disney," and donated all proceeds from the album to the British Spastics Society and the California Institute of the Arts. The Rolling Stones made a 3-week tour of Europe...Paul Anka top of bill with Pablo at France's Pyramid...Publisher Fred Jackson of Fanfare Music visited Canada and America...April

Record sales for the month valued at £1,753,800 were slightly higher than in April 1966. Sales for the home market rose by 3% but export sales representing 15% of the total fell by nearly 15%. On the production side 6,620,000 records were produced, representing 3% increase over the same month in 1966. This was the first time since June that output in any month had exceeded that of a year earlier. The figure for the first four months of 1967 was however, still 4% down on production for the same period of 1966. Engelbert Humperdinck continued to hold on to the No. 1 slot for the first week of April, but Frank & Nancy Sinatra took over in the middle of the month with "Something's Stupid" on Reprise published by Greenwood Music. By the end of the month Britain was on top again with Singale Shaw's "Puppet On A String." Other notable chart entries during April are: "Let Me Be the One" by Merv Griffin, "It's All Over" by an oldie "Memories Are Made Of This" by Decca published by Campbell Connelly; the new Track label formed by Kit Lambert and Chris Stoppard was the steady chart seller via "The Purple Haze" single by Jimi Hendrix, Track is distributed through Polydor Records...Adrian Rogers, head of EMI, joined Larry Page's Page One Record Company as Label Promotion Manager...Fye managing director Louis Benjamin and Gil Friesen, vice president of A&M Records, signed an agreement whereby A&M products would be issued on its own logo in Britain. The first single was Herb Alpert's "Carnival Royale." Ken Glancy, managing director of CBS Records England, welcomed affiliates from Scandinavia and Central Europe to a conference centered around record, marketing and sales. EMI acquired The Grade Organisation. Southern Music Pro-British policy paid handsome dividends when "Winchester Cathedral" by The New Vaudeville Band was voted Best Contemporary (H & B) Recording of 1966...Winchester Cathedral also collected an Ivor Novello award as Britain's "International Song of the Year." John Barry and Don Black were nominated for a Grammy award for "Born Free." Barry's reputation in films has grown rapidly over the years, and he is now one of Britain's most sought-after film-score writers. He has been responsible for scoring all the James Bond movies and also penned the music for the award-winning film "The Knack." George Seymour, General Manager of Campbell Connelly, made first trip to America. President Records opened a London office with Roger Lauterman. President Records, a major group The Dubliners gave Major award an entry in the singles charts with "Seven Days In Nights" published by Scott Solomon...Transatlantic Records opened an office in another field by launching their new "Big T" label, and the company's boss Nathan Joseph reported Group turnover for 1966 was up by 28%...Bill Phillips left the KPM Group of Publishing Companies to open his own publishing and management company...Phillips...
Records expanded into the spoken word field with their Musettecassettes, and issued a series of language courses. ... EMI announced that from fully their classical albums would be released in stereo only. John Barry spoofed two Osares, one for the film score of "His Eye" and the other for the title song which he penned in collaboration with Don Black. ... Sandle Shaw won an overwhelming victory for Britain at the Eurovision Song Contest in Vienna with "Puppet On a String" on Pye, published by KPM. ... Frank and Nancy Sinatra's single "Somethin' Stupid" sold over 200,000 within ten days of release by Pye on the Real-E label. ... RCA launched an all-out campaign to promote their company and Western artists. ... Tom Jones had his third chart entry in a row with "Punny Familiar Forgotten Feelings" on Decca, published by "Aurff Rose. ... Guido Bignamino, President of Disci Records of Milan in London for discussions with top executives of MGM. ... Nems Enterprises and Polydor Records hosted party for Bee Gees. ... Frank Field returns from successful Australian tour to top the bill at London Palladium. ... Val Doonican follows Tom Jones in cabaret at "Talk of the Town." ... Scottish singer Andy Stewart made his first tour of Canada and America. ... American rock-and-roll singer Fats Domino in Britain for a week of concerts. ... Lonnie Stern, world-famous violinist and CBS recording artist, in London for concerts at Royal Festival Hall with London Symphony Orchestra. ... British Group Forum made their American Top 100 with their United Artists single "Friday On My Mind." ... The American rock-and-roll singer Fiddler on the Roof broke all box office records in its first month at Her Majesty's Theatre, London. ... May

Gramophone record sales for May this year were 10% up on the same month last year. This followed the increases registered in March and April. Total sales for May were valued at £2,010,000. Home sales rose by 10% and export sales, representing nearly 19% of the total, rose by 20%. Production in May was also up on the same month last year by 7%. 6,812,000 records were produced. Output of 45 rpm records fell by 2%, but again, LP production was up by 21%. Output of 78 rpm records fell by 20%. Chartwise, British artists were at the top again throughout the month, and after the week at No. 1, Sandle Shaw made way for The Tremeloes' CBS single "Silence is Golden" which was destined to stay at No. 1 for three weeks. Among the month's major chart entries were "The Host I Row" by Lulu on Columbia, published by Ardmore & Beebee, two smash hits for RCA with "Dedicated to the One I Love" by The Mamas and Papas, published by Peter Maurer, and "A Little Bit Me, A Little Bit You" by The Monkees, published by Screen Gems. Marford Mann had a notable entry with "Ha-Ha Said the Clown" on Fontana, published by Braun, and yet another Deram single, "I Can Hear the Grass Grow" by The Move, published by Cat Music. Topol, star of "Fiddler on the Roof" crash into the charts with the hit song from the show "If I Were a Rich Man" on the CBS label published by Valando, May was also a good month for the Tamia-Motown sound with chart entries from The Supremes with "If You Can't Say Something Nice", "Jitterbug" by The Four Tops, both published by Motown Music. ... The month also marked the rapid rise to fame of The Procol Harum with "Whiter Shade of Pale" on Decca published by Essex Music. ... Vince Hill followed his "Eldorado Blues" with another oldie which quickly made its way into the charts, "Rose of Picardy" on Columbia, published by Chappell. ... Jimmy and Norman Musical Industries received the Queen's Award for industry to their export achievements for Britain throughout the world. ... Indie producer Norman Granz formed his own publishing company Music Artists Ltd., and completed a catalogue deal with Editions Campi di Italy. ... Elvis Presley's Paramount film "Easy Come Easy Go" opened in London with a score published by Carlin Music, RCA issued a single, "You Gotta Go" plus an EP sound track. ... Other RCA soundtracks for the month included the much-publicized "Casino Royale" album featuring Dusty Springfield, Herb Alpert et al, as well as soundtracks of "Taming of the Shrew", "A Man for All Seasons" and the controversial "Ulysses." ... CBS singing star Tony Bennett in London for series of concerts including one at the Royal Albert Hall. ... R & B catalogues of Cotillion and Pronto Music, outlets of Atlantic Records previously handled in the U.K. by Carlin Music, were acquired by Philip Solomon's Tee Pee Music. ... Spanish group Brines had first British single release "Go" on Page One. ... EMI acquired a majority interest in Gerry Goffe's Bovema record company in London. Since Goffe started the company in 1947 it has been the exclusive outlet for the EMI repertoire in Holland. Bovema celebrated its 25th Anniversary in 1966. ... With two gold discs to their credit for "Winchester Cathedral," The New Vaudeville Band launched their second Fontana single "Finchley Central" published by Meteor Music. ... Molotov Records had a chart success for their Blue Beat label with "Al Capone" by the king of blue beat, Prince Buster. ... Jewel Music acquired the American Suma catalogue for the U.K. ... Engelbert Humperdinck followed his "Release Me" smash with an American country song "Stars of the Silver Screen" on Decca published by Burling Music. ... Humperdinck's first album "Release Me" also issued by Decca. ... Australian group The Bee Gees now reside in Britain. Signed five-year contract with Atlantic Records of America with a $250,000 guarantee. ... Sandle Shaw's Eurovision winner "Puppet On a String" noted up 600,000 British sales for Pye records and topped the best-selling sheet music lists for the third week running for Peter Maurice. ... The "Doctor Zhivago" soundtrack album noted 80,000 sales for MGM. ... EMI announced the appointment of Mr. Ken East and Mr. M. O. Hamilton as Divisional Directors of the company. ... Elektra Records released the latest "Tom Russell" album to coincide with the American folk singers 3-week nationwide tour of Britain. ... Germany of Good Music paid routine visit to parent company World Music of Belgium for discussions with Roland Kluger. ... Nancy Sinatra in London to record title song from the James Bond movie "You Only Live Twice" with composer John Barry. ... Dusty Springfield opened cabaret season at London's Talk of the Town. ... World disc sales amassed by the EMI subsidiary of the company, reached 200,000,000 singles. ... Phillips released their first EP music cassettes and announced that since they launched cassettes on the market in October 1966, 150 cassettes have been made available. ... Transatlantic Records issued their first single by foliccigen Bert Janes "Where Is Love My Dear." ... Indonesian group Les Surfis made their debut on the Fontana label with "When I Tell." ... EMI issued the latest Errol Garner album "That's (Continued on next page)
Great Britain — 1967 in Review

(Continued from preceding page)

My Pick coincidental with the star's appearance on "Sunday Night at the Palladium." ... Louis Benjamin of Pye Records concluded long-term deal with Eumorfopoulo of Ariania to release Pye products in Austria as from July 1967.

June

A sudden sales spurt in June, normally a dull month as far as disc sales are concerned, boosted industry hopes of a record year in over the counter sales. Leaping by 36% compared with the value of sales in June 1966 the June 1967 total was £2,054,000, an increase of £37,000 over the previous month. The high June total brought the half year sales tally to £12,015,000, over a million pounds up on the first six months of 1966, an indication that if sales continued to rise in the second half of the year, the final figure will be considerably up on 1966. Notwithstanding entry into the summer months — notoriously sluggish for disc sales, production of LPs remains remarkably consistent. Production of 2,826,000 albums in June brought the half year total to 16,134,000 LPs. The total compared with the 14,071,000 albums produced in the first six months the previous year. In contrast, production of 45 rpm records which fell in June to 5,640,000, down on the June 1966 total of 5,356,000, also dipped in the half year from 26,214,000 records in 1966 to 24,416,000 in the first six months of the current year. Fall-off in 45 rpm disc output is believed to be more in the area of extended-play records than singles, the former being hit by the flood of low-priced albums from the major record companies. Chartwise, June belonged to the Pye brothers with "White Shade of Pale" on the Deram label, published by Essex, hurtled to the top where it was destined to remain for six weeks to come. ... The Kinks with "Waterloo Sunset" on Pye published by Darrow, were also in the top three throughout June. In June a new label brought another big hit to Dave, Dee, Dozy, Beaky, Mick and Tich with "Okay" on Fontana published by Lynn and Cilla Black returned to the Top Twenty with "What Good Am I" on Parlophone, published by Carlin.

The Atlantic label had a couple of chart entries via "Groovin'" by The Young Rascals, published by Spero, and "Street Soul Music" by Arthur Conley. Published by Capitol.

Other American artists to figure in the charts during the month were The Beach Boys with "Then I Kissed Her" on Capitol published by Carlin, The Turtles with "She'd Rather Be With Me" on London published by Robbins, and June was the month that gave Liberty its first big independent hit with Vikki Carr's "It Must Be Him" published by Metrec.

Isabella Wallach of Delves Records visited New York for meetings with Bob Meyers and John Coveney of Capitol Records and Mr. Horovitz Classical Manager for American Decca. Meetings were also held with Doris Sorin of RCA, Harry Lewis of Ardmere & Beechwood stated with his No. 1 smash hit "Silence is Golden" by The Tremeloes. Bert Corr, General Manager of Francis Day & Hunter visited America for discussions with Arnold Maxin of Robbins Music Corporation. Island Records headed by Chet Cutler well, launched new label Studio One devoted to Ska Music with masters from the White label in Jamaica. ... Harley Ussil of Argo Records and director of Decca Educational Services, visited New York and Chicago. ... A new company Argo Sight and Sound Ltd., was formed with D. H. Toller-Bond of London Records as President, and Leo Hoeffberg as General Manager. ... British activities of the company will be under the direction of Harley Ussil. ... Smash hit for the Deram (Decca) label with Procol Harem's "A Whiter Shade of Pale" published by Essex Music. ... Ernest Fleischman, on General Secretary of the London Symphony Orchestra joined CBS Records as Director of Masterworks (Classical Division Europe).

Denny Cordell (Producer) and Tony Siddons (Manager of Procol Harum and The Move) went to America promoting these artists. ... American publisher Aaron Schoeder's London publishing outlet enjoying success via discs by Alan Price, The Walker Brothers, Gene Pitney and Jimi Hendrix. ... In association with Roy Coquist, publisher Dick James formed Gwyneth Music for the development of folk music in Britain. ... The new Track Record Company scored hits in both singles and LP charts with Jimi Hendrix and The Who. ... The Turtles arrived in Britain for concert dates. ... Pye's Louis Benjamin visited Japan. ... The Monkees in town for three concerts at London's 5,000 seater Empire Pool, Wembley. ... Australian group The BeeGees visited America playing fourteen key dates in as many days, coincidental with their first Atlantic release "New York Mining Disaster 1941." In Britain the disc was issued on Polydor published by Abigail Rogers (Decca). ... General Manager of Reprise Records in Japan, Michael Shapiro completed his first album for American release on Reprint titled "Jonathon King or Then Again?" British group The Zombies switched labels from Decca to CBS while continuing to record independently through Marquis Enterprises. ... Joe Smith, General Manager of Warner Bros. accompanied by singer Anita Carr in London for meetings with Louis Benjamin of Pye Records. ... Dusty Springfield and Harry Secombe switched up international sales of 1,000,000 for "You Don't Have to Say You Love Me" and "This is My Song" respectively. Both artists record for Philips. ... CBS injected classical repertoire into their Super Stereo series, first launched in November 1966. ... Noel Rogers of United Artists flew to Paris to complete recording of Vanessa Redgrave's album of songs from the film "Red and Blue." ... Two major albums from Jeff Kruger's Ember Records released in the States by American Decca, "The Best of the Irish" featuring Tommy Brennan and The Monarchs, and "The Multi-talented Miss Annie Ross." ... Disc imports Ltd. of Manchester announced that in order to meet the increased demand for continental records, certain foreign males imported by them would in future be factored by the International Sales Division of EMI Records. ... Belgian singer Adamo in London to cut tracks for indie producer Norman Newell. ... Decca Records held party for American group The Turtles, in Britain for an 8-day tour. ... Austrian singer-composer Udo Jurgens in London accompanied by Horst Seehofer and Dieter Wedelands from Olanda Music (Germany) for discussions with record companies concerning the release of Jurgens' discs in the U.K. ... Co-incidental with his cabaret stint at Talk of the Town, CBS issued "Mel Torme Right Now" album. ... John and Scott Walker both signed to Philips Records as solo singers. ... Gene Pitney in London to record new...
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Great Britain – 1967 in Review

(Continued from page 10, Part II) tracks with Gerry Bron for future release on Stateside. . . Judith Durham of The Seekers made solo debut with “The Olive Tree” on Columbia.

July

Despite a fall-off in disc sales for July compared with the exceptional business of the previous month, the British record industry was still on course for a record sales year. The Board of Trade statistics revealed that disc sales for July totalled £1,661,000. While this was a big dip on the previous month’s total of £2,237,000, it was nevertheless slightly up on the previous July sales figure of £1,621,000. Export figures for July were £229,000. While this total was also down on the previous month’s sum of £324,000, in Export business, it nonetheless showed a 9% increase on Export total of July 1966, i.e. £273,000. Production of records meantime continued at a pace. The total July production of 5,944,000 records of all kinds was slightly less than the production totals of the preceding months, but 16% up on the comparative period the previous year. The boom in album production continued, though figures were slightly off. A total of 2,337,000 LPs were produced in July against 2,862,000 in June and 1,700,000 in the previous July. 45 rpm discs, singles and extended-play records increased production however, and made significant gains after a slowing-up period. Some 3,691,000 45 rpm discs were produced in July against 3,357,000 in June and 3,495,000 in July 1966. Chartwise, Procol Harum with “A Whiter Shade of Pale” hung on to the No. 1 slot for the first three weeks of July, with “Piano Laine” on Columbia published by Dunno, come back into the charts with their follow-up “See Emily Play,” again on Columbia, published by Madgalena. Two female singers who came back into the charts in July were Petula Clark with “Don’t Sleep in the Subway” on Pye, published by Welbeck, and Lulu with “Let’s Get Married” on Columbia, published by Carl. American newcomers to the July charts were Nancy Sinatra with “You Only Live Twice” on Reprise published by United Artists, and “Dancin’ Lights” presented by Gladys Knight with “Take Me In Your Arms” published by John. The Kinks hurtled up the charts with his first solo disc “Death of a Clown” on Pye published by Carl. An- other American entry in July was Otis Redding records collected a 13th No. 1 on Sparta. Liberty Records took up their own independent operation in Britain headed by Bob Reisdorf and entered into an agree- ment with Decca to produce and distribute the company’s new releases. . . Liberty got off to a fine start with The Viliki Carr single, “It Must Be Him” published by Metrix which took the No. 3 slot. . . Philips Records’ “House Car” from the album “House Party” was named July “Musicassette Month.” Island Records chief Chris Blackwell visited America. . . At home, Traffic achieved enormous sales for Island Records with “Paper Sun” single. On Marketing Manager Rex Oldfield left EMI to head-up MGM operation in Britain. . . Walt Disney Productions presented European preview of “The Lion King” and on 23rd July, Tommy Steele, Premier was awarded a permanent record contract for a large sum, from Britain and the continent. . . The Trogs announced split with management and producer Larry Parnes, which was to prove only temporary. . . British folk singer Bert Jansch signed new 3-year agreement with Transatlantic, the company which set him on the road to success. . . Chappells opened their new recording studios within the new Chappell building. . . Nathan Joseph of Transatlantic Records visited Swed- en and U.S.A. . . Tony Hall left Decca after many years to go into his own publicity service. . . Polydor Records took over the management, marketing, and distribution of the Elektra, Nonesuch and Bounty labels in the U.K. . . After 12 years, Franklin Boyd left Carl Music to set up his own concern. French and John Smith left EMI to Join Rex Oldfield at MGM. . . Mick Jagger and Keith Richards of The Rolling Stones involved in drug of- fense, sentenced to six months imprisonment which were later re-pealed. . . Roland Kluger of Palette Records in London talks with George Easty of the London Office, as well as music producers rec- ord executives. . . Chris Blackwell acquired British rights to three more labels, Tropics, Blackwell and Federal. . . The Government an- nounced it would hold in the BBC ban pirate radio stations as from, August 15, 1967 . . . Terry Oates, later of Chappell & Co., joined EMI’s Manager of their Artists Development Department. The Troggs made 15-day tour of Scandinavia. . . Herman’s Hermits opened 2,237,000 in Canada. . . Mantovani waxed the latest James Bond theme “You Only Live Twice,” released by his own group The Toys made extensive Brit- ish publicity trips aimed at their sixth and final depot in Bristol, to service S. Wales and the west coun- try. . . The Sun records distribution throughout the U.K. in- cluded the first of its own Atlantic stand issued by Polydor. Monique Peer-Morris, President of the Peer-Southern Organization in Eng- land on business-expense pleasure trip, had meetings with Tom Ward and Bob Kingdom and heads of all de- partments of their London branch. Matt Monroe returned to London from U.S.A. to promote his latest Parlo- phone single “What Do You ... CBS reported Scott McNett’s “San Francisco” selling 10,000,000 per day. . . Following the de- parture of Tony Hall to U.S.A., George explores the world of Promotions at Decca. . . S. J. Marks, formerly Per- sonal Assistant to EMI’s Managing Director of EMI Records, appointed Administration Manager of EMI’s publisher section. . . Andy Wood, responsible to Harry Lewis. . . P. J. Proby, ex-Pink Panther, signed to L. G. Wood. . . The Beatles’ single “All You Need Is Love” written specifi- cally for the 1967 Woodstock Festival, BBC programme viewed by more than four hundred million homes in four countries, was released world- wide by EMI, The Beatles’ album “ Sgt. Pepper’s Lonely Hearts Club Band” approached the half million- mark after four months of release. Page One Records introduced new budget line known as “Big Star” series. . . Phillips Records took the Edison Award for their recording of Handel’s “Messiah” performed by the London Symphony Orchestra & Chor- us conducted by Colin Davis. . . The London Symphony Orchestra & Chor- us performed the entire suite with the recording of “Danny Boy” by baritone Michael Carr. English version by British Boosey & Hawkes copyright, and an all-time standard.

August

After a dramatic slump in July (total sales of gramophone records in August were £1,983,000 against the previous month’s total of £1,610,000. Sales total in August was £2,237,000 against the previous month’s £1,643,000, i.e. some 6½% lower than the figures for August this year. Exports however, fell from £229,000 in July to £108,000 in August when the August total is com- pared with the same month last year. The figure is down 56%.

The big item of interest in August was the announcement that Britain’s largest independent company, the United Artists, was being sold to a U.S. company. United Artists Records, Ltd., a division of the United Artists Corporation, was acquired by MCA Inc. for $15 million. The deal was expected to close in late August.

The sale of United Artists Records, Ltd., was part of a larger package that included the sale of United Artists Theatres, Ltd., and United Artists Motion Pictures. The deal was expected to bring a total of $25 million to MCA Inc.

The United Artists Records, Ltd., was a major player in the British music industry, with a roster of artists including The Kinks, The Who, and The Animals.

The sale of United Artists Records, Ltd., was a major event in the British music industry, and it opened the door to new possibilities for the company and its artists.

(Continued on next page)
Great Britain—1967 in Review

(Continued from preceding page)

... almost reached £2,000,000 in exports over the preceding month. Production of records levelled out at August's peak and reached a total of 5,750,000 platters compared with 5,745,000 produced in the previous month and 5,787,000 produced in August 1966. Album production suffered a similar decline—albeit a lower one than usual—at 2,687,000 LPs compared with 2,237,000 made in July and 2,270,000 in August 1966. Meanwhile, 45 rpm records (music and extended-play) continued to pull back some of the production impetus lost over the previous year. At 3,355,000, the production total for August was only marginally down on the previous month's figures but significantly down on the 3,404,000 45's produced in August 1966.

For the first 3 weeks of the month of August the No. 1 slot in the charts was occupied by Scott McKeen and the “San Francisco” CBS LP, which enjoyed an inescapable hit with “Gin House Blues.” Published by Carlin and Engelbert Humperdinck, a week after leaving the charts with the cover “(Suss Me) Everything” came a startling back from The Last Waltz” on Decca published by Don Penn. ... Lee Majig, manager for Delia Reece also in town to discuss the possibility of bringing the star to Britain later in the year. ... Paul Rich appointed General Manager of Alpha Music, following the exit of Franklin Boyd. ... British Group of EMI Records contracted to President Records, the newly-formed disc enterprise of Kasner Music Publishing Group, made a four-week tour of Germany and signed long-term agreement with RCA Victor to be represented there. ... The Paul Hamlyn-EMI Music for Theatre company launched a major 7-week promotion backed by national consumer competitions. ... Since it was launched 21 months ago, M.S.D. has sold over six million records. ... Indie producer Norman Worth took over exclusive recording of Frankie Vaughan who joined EMI's Columbia label after 11 years. ... Chris Blackwell visited Greece seeking new artist material. ... Rudi Sleek took over management of Apple Music, a subsidiary of Nems Enterprises, handling acts like The Cream and The Bee Gees. ... Indie producer/ composer/arranger Charles Blackwood set up his own company, Charles Blackwood Productions, and signed first group Friday's Mind. ... Scott McKeen's CBS single “San Francisco” sparked off flower power craze in Britain, ending up in an all-night “Love In” at Alexandra Palace. ... The Cream kicked off an 8-week tour of America with a 2-week stint at the Fillmore Auditorium, San Francisco. ... Bill Randall took over post of Professional Manager of Chappell's Publishing Company in place of Terry Oates who left to join RCA Records. ... The Tremeloes' latest CBS single “Evergreens Are Good” issued to 35,000 advance. ... Vanille Hill followed Shirley Bassey at London's Talk of the Town. ... “A White Shade of Pale” continued to top best-selling sheet music lists for Essex Music. ... L. G. Wood, EMI's Group Director, Records, launched Chicago for the Distributors' Meeting Convention given by ABC Records. ... top German star Freddie Tänzer and accom- plished actor Kemp Greent in town to cut an album for Norman Newell for international release. ... ABC Records officially commenced their own British operation headed by Rex Ould- wood and moved into premises on Dean Street, London. They also issued first single, “Good Times” by The Kinks. ... British Decca suspended release of Jimi Hendrix' “How Would You Feel” following an attack on artists. ... British group The Shadows went to Yugoslavia for Split Song Festival. ... Jack Baverstock of Fontana returned from a 3½ week trip to U.S.A. and Canada. ... Arthur Gerson, of New York, in London with two of his artists Tom Rush and Judy Rodderick. ... Pye Records issued the new Frank Sinatra single “The World We Know” on RCA, published by Smooth/Carlin. ... United Artists host reception at Dorchester Hotel to launch the first single on the label by British group The Fortunes (previously with Decca) entitled “The Idol” published by Fortitude Music. ... The New Christy Minstrels in Brit- ain for TV and radio dates. ... Philips Records staged their 1967 Annual Sales Conference to preview future releases on Philips, Fontana and Mer- crit. ... Fontana issued new low-priced Vanguard series of LPs. ... Al Bennett, President of Liberty Records in London for opening of the label's new London offices. ... Trans- atlantic Records took over English rights to America's Everett Classical Catalogue. ... Sales of Beatles' LP “Sgt. Pepper's Lonely Hearts Club Band” topped 500,000 mark.

September

The first week of the month saw Scott McKeen still at the top of the charts with “San Francisco.” ... The second week of the month saw Engelbert Humperdinck at No. 1 with “The Last Waltz” on Decca published by Donna, thus starting his record 5-week stint at No. 1. ... The Rolling Stones failed to get higher than No. 7 with “We Love You” single on Decca published by Mirage. ... The Deram label continued its fantastic run of luck with another chart entry. “Let's Go To San Francisco” by The Flower Pot Men published by Carter-Lewis. ... Cliff Richard also had another chart with “The Day I Met Marie” on Columbia, published by Shadows Music. ... British Group The Move brought the revitalized, Regal Zonophone label back into the charts with “Flowers In The Rain” published by EMI. ... Major Minor had another hit by the Dublins' “Black Velvet Band” published by Scott-Solomon.

An additional chart entry of the month came with the welcome return to the Top Ten of Frankie Vaughan with “There Must Be A Way” his first single for Columbia and published by Chappell. ... The last week of the month saw The Seekers back in the charts with “When Will The Good Apple Fall” on Columbia published by United Artists. ... P. J. Proby's return to Britain after six months in his native America was marked by the release on Liberty of a new album “Phenome- na.” ... EMI Records and New Breed Productions Ltd. entered into a long-term contract for the UK under which all product by Denny Cordell including discs by The Move, Procull Harm and Beverley would be issued on the revitalized Regal Zonophone label. Regal Zonophone is one of Britain's oldest record labels, it was introduced in the early 1930s as a result of an amalgamation between the Regal and Zonophone labels. ... Publisher Bill Phillips moved into his new office to activate Charlie Music Ltd. and Bill Phillips' Enterprises Ltd. ... The first promotion to be handled by Tony Hall's new T.I.E.
(Continued from preceding page) company "007" by Desmond Dekker on Pyramids enjoyed chart status. . . . High in the British charts with "Even the Bad Times are Good" on CBS published by Skidmore Music, the treasure became a 'must' for America's coast tour. . . . A major tragedy of the year came in September with the sudden death of Brian Epstein at the age of 32, bringing to an end an unprecedented era of success that had started with the Beatles' debut in 1961. The Chairmanship of Nems Enterprises was taken over by Epstein's brother Clive. At the time of Epstein's death, world sales of Beatles' discs amounted to over 200 million units. . . . Yve Records signed agreement to release the American R.T. Pappy label product on its own label in the U.K. . . . Mercury's British independent set-up opened in London with Lou Reiner in charge of operations. . . . George Snell and the Cleveland Orchestra in London to record for CBS. . . . American group The Turtles in British charts with "She'd Rather Be With Me" on RCA published by Rob- bing. Music, arrived in Britain for their first concert tour of this country. . . . Welding Bell for Island management director Chris Blackwell who married Josephine Heimann. . . . "Star in the West" bought by British best-selling sheet music list for third consecutive week for Dick James Music. . . . Grinder, managing director of Sparta Music returned from week's trip to Germany setting up a company Franky Day & Hunter publishing group in Johannesburg, to represent all Sparta material. . . . Roland Kluger of World Music, Belgium, in Britain for discussions with Geoffery East, manager of his London Company, Good Music. . . . Top German duo Esther and Abi Oforin made British cabaret debut at London's Savoy Hotel. . . . Francis Day & Hunter hosted party for Spanish duo Juan and Junior to mark launching of their first British re- lease on CBS "The Chase". . . . The BBC took over where the pirates left off by launching Radio One, transmitting 14 hours of pop per day, both recorded and live. Existing programs were also re-named Radio Two, Three and Four. The changes brought an extra 50 hours of broadcasting per week and introduced jingles and plugs for other programs and features for the first time. . . . Jeff Kruger of Ember Records undertook extensive tour of Europe. . . . Philips Records announced they would no longer issue Mono classical record- ings. . . . British Decca held their first ever two-day Sales Conference in London. Height of the meeting with Phase Four. . . . CBS Records held their third U.K. Sales Conference at the London Hilton. . . . Yve Records held a major international Sales Conference in association with Warner Bros. and Reprise at London's Europa Hotel which was attended by Mike Malitand President of Warner Bros. and Reprise, together with a galaxy of overseas licensees. . . . Differences between British group The Troggs and Pige One Records amicably set- tled. L. of Hayden and managing direc- tor of EMI, visited New York and Detroit. . . . Alan Bates appointed marketing manager-Europe on added responsibility as head of Polydor's new office A & R Department. . . . October After five weeks at the top of the charts with "The Last Waltz" Engel- bert Humperdinck relinquished the position to make way for The Bee- Gees and "Massachusetts" on Parlo- Published by Abigail and destined for an equally long run at the top. During the month the Traffic moved up to the No. 2 slot with "Hole in My Shoe" at Island and Polydor. Harvest released their second chart entry for the Regal Zonophone label with "Homburg" published by Essex. Fontana had a couple of major hits with "Zabadak" by Dave, Doe, Sick & Tich and "From the Underworld" by a new group, The Hurd, both numbers published by Lynn Music and both numbers pro- duced by Ken Howard and Alan Blakley. Pye started a run of fan- tastic chart success with "Baby Now That I've Found You" by The Foun- dations, published by Lennon; one of the most successful groups of the month was the Box Tops with "The Letter" on Stateside, published by Felkem. Other Ameri- can entries during the month included "Reflections" by The Supremes on Tambo-Motown published by Motette, "Ode to Billy Joe" by Bobbie Gentry on Capitol, published by Compass. . . . John Culshaw, one of Britain's lead- ing experts on the recording of Classi- cal music, left Decca to take up his appointment as head of BBC TV Music programs. He was succeeded at Decca by Mr. Martin, who added American musical "Sweet Charity" to London's Royal Albert Hall, Theatre with Juliet Prowse in the lead. Original British cast album re- corded and released by CBS. . . . Top executives of American Decca in Lon- don with Allen to take up his independent opening scheduled for Janu- ary 1968. . . . Liberty Records' sub-sidiary Logo Miniki, made debut with an album from Hapshash & the Col- ored Coat. . . . With their "King Midos in Reverse" record coming on both sides of the Atlantic, British group The Hollies left for dates in Singapore, Japan and the Philippines to be followed by TV and a 12-day tour of America. where shows are issued on the Epic label. . . . Italian publisher Gino Paoli of Zonophone Fine Publishing Company in London for talks with Rudi Slezaek of the newly-opened Apple Publishing Co. During the month Slezaek also crossed the Atlantic to visit his American out- let Nemperor Music in New York. . . . Jeff Kruger announced formation of Ember Records (International) Ltd., to embrace the company's world- wide interests in recording and pub- lishing. . . . With their new Zonophone single, "Homburg" high in the British charts, Pye-Blakley undertook American tour. . . . Walt Disney Productions released original cast track album from "The Happiest Millionaire" starring Tommy Steele. . . . American conductor/composer Aaron Copland in London for concert at Festival Hall, followed by record- ing sessions for CBS. . . . Coincidental with his appearance at London's Town of the Country CBS released new Johnny Mathis single 'Don't Talk to Me'—a Bert Kaempfert composition, pub- lished by EMI Music. . . . Decca report fantastic dealer reaction to their newly-launched Deramic Sound system releases. . . . Ze-Gurl's, Rec- late of Melodisc Records, joined EMI to launch the new label of EMI specializing in the ska sound. . . . Cliff Richard chosen to represent U.K. in next year's Eurovision song Contest scheduled to take place at the Royal Albert Hall in April. . . . Bill Martin and Phil Coulter, winners of this year's Eurovision winner, flew to Rio de Janeiro in October with singer Georgie Fame who represented Brit- ain in Brazil's International Song Festival with the Martin/Coulter composition, "Celebration". The song
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Cash Box—December 23, 1967
from the No. 1, the other titles were "Autumn Almanac" by The Kinks, "Vixen" by The Animals, "I Dreamed I Was A Mountain" by Donovan published by his own company, "You've Never Done Nothing" by Marvin Gaye, "Let It Be Me" by Carl, "It's Crying" by Val Doonican published by Immediate, and last but not least, "The Heartbreaks Begin" by Long John Baldry published by Shroeder, and destined for the No. 1 slot. The month also saw President Records first chart entry via "I Feel Love Coming On" by Felice Taylor, published by Cassner who also hosted a reception for the artist who was in town to promote the disc. A more familiar American name in the British charts, Gene Pitney, returned with his latest single "Something's Got Hold of My Heart" on Stotiside, published by Marburg. But all in all, major chart honors for the month of November must go to Pye Records. Deca chairman Sir Edward Lewis announced that his company had entered into a termination agreement with RCA GB-Britain Ltd., the U.K. subsidiary of The Radio Corporation of America, which expanded into phonograph/recording operation in 1966. The agreement provided for a phase-out period ending May 31, 1969, during which time Decca will manufacture and distribute RCA records for the account of RCA GB-Britain. Meantime, RCA G.B. will proceed with the establishment of its own record-pressing plant and distribution organization in readiness to take over at the end of the phase-out period. As a result of the deal, Decca will cease to operate in the U.K. market and Meantime, CBS announced plans to launch the Blue Horizon label in January, as a showcase for top Blues acts in Britain and America. Meantime, CBS launched another new label Direction specializing in Rhythm & Blues, Pop and SKA. MCA Records had their second chart entry this week, with a new single from "San Francisco Nights" published by Shroeder-Shamina. Bob Redford, Liberty Records supremo in this country, announced that the label will launch its eighth anniversary series early in 1968. Globe-trotting British publisher Cyril Shane of Shapiro- Bernstein left for a one-week tour of Europe. Frankie Vaughan cut first album for indus producer Norman Newell. The Beatles announcement "There Must Be a Way" for release on Columbia would be the breaking of all records at London's Talk of the Town. Johnny Mathis was succeeded by another American: Wayne Newton. Roger Stigwood and David Shaw turned to the board of News Enterprises to form a new international entertainment organization in collaboration with The Gramaphone-Philips Group. Personal management artists forming the new company include The Bee Gees, The Cream, and Agency clients The Foundations, etc. The new company will be called The Roger Stigwood Organization with headquarters at 67 Brook Street, London, W1. The same HQ will house the publishing company Abigail & Dryasher-Burden & Richter, Rudie Sleazak, Isabella Wallach, director of Delys and Envy Record- ing Companies, New York, for discussions with American Decca and Capitol Records. The Manufacturers' CopyRight Protection Society for Pub- lishers and composers in battle with record companies in the U.K. for an increased share of the takings. EMi announces plans to launch Bob's Records of America in the U.K. on its own label next year. Pye (Continued on page 19, Part II)
EMI has its new kids on the block, themselves: Merry Christmas—Happy Middlesex Way.

Role of Beatles

As with much of the startling revolution that has occurred in the British music trade over the past five years, the big breakthrough of the freelance disk packages traces to the emergence of the Beatles. That act itself is not recorded independently and it is a matter of record for historians how EMI staffer George Martin plummed the group's obscurity—but with their success with their own songs, simple guitar-and-drums accompaniment, proved both ready to emulate and cheap to record.

Suddenly, while the staff producers at the big distilleries were involved in massive orchestral backings with all but massive recording budgets, independent production became feasible. Groups could accomplish themselves so that the need for session musicians was minimized. Small studios (albeit often with a willingness to be booked for an hour at a time) and disc masters could be brought in for under $300, compared with the $1,500 considered about par before the change.

Broken Barriers

There were, however, more barriers to be broken than just the cost. For several years a handful of non-allied British producers had been endeavoring to make inroads with the record companies without any real success. Men like Dennis Preston, who set up shop as an independent in his own studios to specialize in jazz productions, had their moments, but left the big record companies unconcerned. Even Joe Meek's colossal hit "Telstar" by The Tornados, never altered the majors' view about the value of independent product, and was dismissed by some as a mere "flash in the pan."

The major companies at the time, all had considerable A&R departments carrying four to six producers. The obvious policy so far as those companies were concerned, was to cater first for their home-grown product which, even then, was profane. At the Big Two, EMI and Decca, had a tight grip on distribution with Pye and Philips taking up the slack, there seemed little future for an outsider trying to get in.

But the Beatles phenomenon changed all that. When the late Brian Epstein, George Martin and EMI opened up that Liverpool vein with such explosive results, certain deeply ingrained concepts of the record business were tossed out of the window. There was a new, exciting, successful aspect... and everyone wanted a piece of the action. The staff producers, who for many years had prescribed the public's taste in discs, were so London-oriented that they were caught out of their stride when the provinces spawned the rockin' youngsters.

Senior recording executives began frantic forays into Liverpool, Manchester, Birmingham and provincial cities, in search of raw materials which abound in clubs and cellars. But in this new, teen-oriented world, it was tough for the polished professional "to sell out" or a click group from a bad one.

Decca Enter Indie Scene

In their eagerness not to miss out on the local talent explosion, Decca began to listen seriously to the independent tapes which began pouring in from would-be producers. As the company was releasing about 50% freelance product, and scoring with it, one by one the key waxers began to open their doors to independent producers.

Publishers, former singers, musicians, agents, managers et al began to get into production, leasing masters to the major companies for between 4% and 5% of the wax. But still the market which, in the过渡期, was more than welcomed by the big guns. The big successes were still to come.

When the Beatles opened up the American market to British product, U.S. companies looked over the U.K. as a source of hit material. Producers such as Mickie Most, who scored first time out with the Animals' ditty "House of the Rising Sun" and Herman's Hermits' "I Remember Something," secured mammoth dollar deals with American sources. Andrew Oldham smashed it with the Rolling Stones. Others followed in their wake. American producers, a new faith in themselves and independent funds, the British indie producer gained a new stature—their own labels.

In the course of the "new thinking" brought to the trade by the Beatles, had secured credits for their production efforts on some labels. Bunny Lewis, agent for both deejays and artists, had, for instance, a production credit for his Ritz Records, a label released under the Philips banner. But, as the international success of...
Breakthrough Year
(Con't from facing page)

some solo producers spiralized and the flow of hit product became consistent, the "indies" and independent companies broke their traditional reserve and splashed out as parent operations to independent labels.

First such operation was put into effect by long-time labels of Philips. He hired Andrew Oldham from his Decca environs with a deal to facilitate the launching of a new label. Oldham later did all the other deal with indie producer Shel Talmy and the planet logo.

The Pirates
Other diskers followed, Polydor itself a newcomer as a British-based operation. As before with a burning need to establish itself, saw a way of tempting top recording talent into its own "mother-her" operation to the Reaction (Bob Stigwood), Track (Kit Lambert-Chris Barry) and Mandolin (Gervais Gomelsky) labels, among others.

Great Britain — 1967 in Review
(Continued from page 16, Part II)

Records launch new classical label Virtuoso. EMH HMV label to become "classical only" logo. Decca's Long John produced its first classical cassettes into the U.K. Jack Heath took over management of "mixed" classical music. "The Last Waltz" tops Best Selling Sheet Music List. The "Last Waltz" tops chart. Harry Secombe celebrates 21st year in the U.K. and wins this year's "Radio Luxembourg Credit to Show Business Award".

December
The last charts of the beginning of the month was Long John Baldry with "Let The Heartaches Begin" one of five Top Ten entries for another artists in one week. Dave Clark was at Nr. 1 with "Everybody Knows" on Columbia published by Donna. Chartwise, the last month of 1967 started off with "The Man With the Golden Gun" by the Beatles who occupied 100 per cent of the Top Ten and 18 out of the Top 20. The Beatles were followed by "Fool's Gold" by Frankie Vaughan's second entry for Columbia "Saratoga Springs" published by Campbell Connolly. "The Last Waltz" still tops Best Selling Sheet Music Lists for Donna. John Illit left Chappell Publishing company after 14 years and with the success of The Troggs "Love Is All Around" on Page One publisher Dick James via his publishing company lined up six more promotional campaign for the disc's American release on Mercury. Continued a story of unprecedented success indie producer Norman Newell published his third entry into Top 20 with "Careless Hands" on Columbia published by E. H. Morris... Nathan Jones at Atlantic Records announced the group's first full sales convention to take place in January 1968 attended by distributors and representatives all over the country. He enjoyed another British chart entry via Donovan's "There Is a Mountain" on Pye...

Merry Christmas and a great '68

Rolf Harris

Axle Enterprises Ltd
A very happy Christmas & new year from
Ken Howard & Alan Blakley

and their artists

Dave Dee Dozy Beaky

Becky & Tich

The Herd

Part II — International Section 19
BRITISH ARTISTS WHO HIT THE TOP 20 BRITISH SINGLES CHART DURING 1967

<table>
<thead>
<tr>
<th>ARTIST</th>
<th>NUMBER OF WEEKS ON CHART</th>
<th>TITLE</th>
<th>RECORD COMPANY</th>
<th>PUBLISHER</th>
</tr>
</thead>
<tbody>
<tr>
<td>P. P. Arnold</td>
<td>(2)</td>
<td>The First Cut Is The Deepest</td>
<td>Immediate</td>
<td>Cat</td>
</tr>
<tr>
<td>Amen Corner</td>
<td>(4)</td>
<td>Gin House</td>
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<td>Capitol</td>
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<tr>
<td>Long John Baldry</td>
<td>(2)</td>
<td>Let The Heartaches Begin</td>
<td>Pye</td>
<td>Schroeder</td>
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<td>The Barron Knights</td>
<td>(1)</td>
<td>Under No Management</td>
<td>Columbia</td>
<td>West One</td>
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<td>The Beatles</td>
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<td>All You Need Is Love</td>
<td>Parlophone</td>
<td>Northern Songs</td>
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<td>Hi Ho Silver Linin'</td>
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<td>Emperor</td>
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<td>(2)</td>
<td>New York Mining Disaster</td>
<td>Polydor</td>
<td>Abbeygill</td>
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<td>(3)</td>
<td>Massachusetts</td>
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<td>Abbeygill</td>
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<td></td>
<td>(1)</td>
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<td>Cilla Black</td>
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<td>What Good Am I</td>
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<td>Eddy Russel &amp; The Animals</td>
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<td>San Francisco Nights</td>
<td>MGM</td>
<td>Schroeder/ Slomnia</td>
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<td>Peter &amp; Gordon</td>
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<td>This Is My Song</td>
<td>Pye</td>
<td>Leeds</td>
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<td>(7)</td>
<td>Don't Sleep In The Subway</td>
<td>Pye</td>
<td>Welbeck</td>
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<td>Dave Clark Five</td>
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<td>Donovan</td>
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<td>Dave Dee, Dozy, Bbetty, Rick and Tich</td>
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<td>Decca</td>
<td>Daniel</td>
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<td></td>
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<td>If The Whole World Stopped Loving You</td>
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<td>Death Of A Clown</td>
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<td>Major Minor</td>
<td>Decca/South-Holland</td>
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<td>Because I Love You</td>
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<td>Purple Haze</td>
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<td>I'll Never Fall In Love Again</td>
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<td>I Can Hear The Grass Grow</td>
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<td>Flowers In The Rain</td>
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<td>Manfred Mann</td>
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<td>P成员一P的P</td>
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<td>Des O'Connor</td>
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<td>(The Reason Why) Jack Built The Elephant</td>
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<td>In The Country</td>
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<td>We Love You/Don't Let Me Be Lonely</td>
<td>Decca</td>
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(Con't on Bottom of Facing Page)
BURLINGTON MUSIC and PALACE MUSIC of 9 ALBERT EMBANKMENT, London, S.E.1. ENGLAND Send CHRISTMAS GREETINGS TO OUR FRIENDS THROUGHOUT THE WORLD

SEASONAL GREETINGS from ROY BERRY and GEORGE SEYMOUR MIKE COLLIER MISS L. YOUNG RON DENTON THE CAMPBELL CONNELLY WORLD-WIDE GROUP OF COMPANIES TO ALL OUR FRIENDS & ASSOCIATES EVERYWHERE
10, DENMARK STREET, LONDON, W.C.2.

CARLIN MUSIC CORPORATION voted Britain’s Top Publisher and Associated Companies Send you Seasons Greetings and Best Wishes for 1968

FRIDDY BIENSTOCK DEREK KNIBB AHRUR CRISFORD DAVE MOST GEOFF MORRIS 17, SAVILE ROY, LONDON W. 1.

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BRITISH ARTISTS & COPYRIGHTS TO ENTER AMERICAN TOP 100 DURING 1967

GREETINGS

To all our friends and colleagues throughout the world—

from

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TOMY HILLER

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BUENOS AIRES April 3rd to 7th
FESTIVAL OF THE LATIN SONG IN THE WORLD

ITALY

February 1st to 3rd
A RECORD FOR THE SUMMER
CANTIGARO

JUNE

VENICE FESTIVAL

JULY

NEOPOLITAN SONG FESTIVAL
PESARO SONG FESTIVAL
GOLDEN CARAVELLE OF HITS

EUROPE April 8th (London)
EUROVISION SONG CONTEST

HOLLAND March 11th (Amsterdam)
GRAND GALA DU DISQUE

Cash Box—December 23, 1967

22 Part II—International Section
AMERICAN ARTISTS TO ENTER TOP TEN BRITISH ALBUM CHARTS DURING 1967

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<th>ARTIST</th>
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<td>SSO</td>
<td>Pye</td>
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<td>The Beach Boys</td>
<td>Pet Sounds</td>
<td>Capitol</td>
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<td>Best of the Beach Boys Vol. 2</td>
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<td>Smiley Smile</td>
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<td>Live</td>
<td>Tamla Motown</td>
<td>9</td>
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<td>Trini Lopez</td>
<td>Tito Lopez in London</td>
<td>Reprise</td>
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<td>The Monkees</td>
<td>Meet the Monkees</td>
<td>RCA</td>
<td>16</td>
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<td>I'm a Believer</td>
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<td>Brunswick</td>
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AMERICAN ARTISTS TO ENTER TOP TEN BRITISH ALBUM CHARTS DURING 1967

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<td>The Beach Boys</td>
<td>Pet Sounds</td>
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<td>Best of the Beach Boys Vol. 2</td>
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<td>Tito Lopez in London</td>
<td>Reprise</td>
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<td>Meet the Monkees</td>
<td>RCA</td>
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<td>Irish Chieftains</td>
<td>Brunswick</td>
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WINNERS OF INTERNATIONAL SONG CONTESTS DURING 1967

ITALY

January
S. Remo Song Festival
Winning Song: "Non Pensiare A Me" published by Mascotte
Winning Artists: Claudio Villa (Fonti Crotta)

June
A Record for the Summer
Winning Song: "La Mia Serenata" published by RCA Italiana
Winning Artist: Jimmy Fontana (RCA Italiana)

July
Venice Festival
Golden Gondola "Perdono" published by Sugar
Winning Artists: Eaneri (CGD)

August
Yugoslavian Song Festival
Winning Song: "Prego Chi Ti Ama" published by Sugar
Winning Artists: Iva Caselli (CGD)

September
Mediteranean Festival
Winning Song: "Le Chanson de Bonheur"
Winning Artists: Nancy Holloway (Decca France)

Belgium

June
Knokke Song Contest
Winning Team: Great Britain

France

June
Le Rose de France
Winning Song: "Le Vent et la Jeunesse"
Winning Artists: Les Troubadours (AZ)

November
Chansons Sur Mesure
Winning Song: "Les Feux"  
Winning Artist: Anne Vanderlove (Pathé Marconi)

FRANCE

Yugoslavia

August
Yugoslavian Song Festival
Winning Song: "Running Out of World"
Winning Artists: The Shadows (Great Britain - EMI)

Belgium

Mediterranean Festival
Winning Song: "Le Chanson de Bonheur"
Winning Artists: Nancy Holloway (Decca France)

Guy Maridel (CBS France)

Spain

July

Belgium

July

France

FRANCE

Yugoslavia

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AMERICAN ARTISTS WHO HIT BRITISH TOP 20 SINGLES

Artists
The Beach Boys
The Box Tops
Vika O'Keefe
Arthur Conley
The Four Tops
Eddie Floyd
Aretha Franklin
Vanilla Fudge
Mary Gaye & Kim Weston
Bobbie Gentry
Gladys Knight
The Sylvers
The Montanas

The Mammas and Papas
Scott McKenzie
Johnny Mann Singers
Diana Pines
Kris Kristofferson
The Royal Guardsmen
Jim Reeves
Otis Redding
Nancy Sinatra
Frank & Nancy Sinatra
The Supremes

The Isley Brothers
The Temptations
The Tokens
Stevie Wonder
The Young Rascals

Records
Then I Kissed Her
Heroes And Villians
The Letter
Tired Of Missing You
Standing In The Shadows Of Love
Sweet Georgia Brown
Respect
It Takes Too Long
Take Me In Your Arms
I'm A Little Bit Of You
Over The Hill
The One I Love
San Francisco
Up And Away
Something's Got A Hold On Me
All Caged
Somebody's Cried
Somebody's Crying
While He's Sleeping
I'm A Little Bit Of You

Companies
Crest
Capitol
MGM
Liberty
Crest
Crest
MGM
Capitol
MGM
Capitol
MGM
Capitol
Crest
Crest
MGM
Capitol
Crest
Capitol
Capitol

Numbers
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Cash Box—December 23, 1967
ITALY—1967 IN REVIEW

January

EMI Italiana releases a special low-priced series entitled “Invito Alla Musica” which receives strong sales success. According to the results of the sales EMI issues a package of 10 LP’s devoted to the greatest classical composers: Viviani, Bach, Mozart, Beethoven, Brahms, Chopin, Tchaikovski, Greig.

Starting from January 1st the departments of Command and Grand Award are distributed in Italy by EMI. Among the artists who will be promoted in Italy, there are: Ray Charles Singers, Fats Domino, Enoch Light, George Hamilton, Toto, Motella and in the classical field, three famous orchestra conductors: Dervaux, Van Der Nat and Steinlein.

Another step for classical music promotion on the part of EMI is the release of the series “Voci Illustri” devoted to the world’s greatest operatic artists. Among these singers are: Titta Ruffo, Gino Bechi, Ebe Stignani, Tancredi, Pasquale Amato, Gigi Pampani, Perille, Lauro Volpi.

A new English group The Motovus is introduced on the Italian scene by RCA. Under the RCA label they record their first Italian tunes: “Precedi La Chitarra e Vai” (which will soon become a hit) and “Per Quanto Io Ci Provi”.

The Rolling Stones’ new LP issued by EMI including the big hits of this group, starting from “Satisfaction” achieves a big success on the market.

Spotlight on a young promising Fenit Creta talent: Gianni Pettenati, who is obtaining a strong success with the song “Bandiera Gialla” published by Carci.

Another big hit of the year may be considered “Winchester Cathedral” that is released in Italy by Phonogram under Fontana label. It is sung in the original version by the New Vaudeville Band, and has been for many weeks among the top best sellers.

Third and very sad event of this festival was the tragic suicide of the young singer Luisi Tenco (RECA Italiana) composer of the tune “Ciao, Amore Ciao”, which he performed together with Dalila (Barclay, RCA Italiana) only three hours before his death.

The winning song is “Non Pensare A Me” sung by the great Italian singer Claudio Villa (Fonti Cetra) with the other big talent of Ivra Zanrachi (Rih) also Italian. “Non Pensare A Me” is published by Edizioni Musicale Mascotte, the publisher owned by Eros Scheridir, who is the composer of the tune with the lyric writer Alberto Zanatta.

The other songs of the Festival we must mention, because they became best sellers in a short time: “Cuore Mattino,” sung by Little Tony (Durium) and Mario Zelitti (Durium); and “Cuore Mattino,” by Little Tony, which has surpassed the million mark in Italy only; “Pietro,” sung by the top French singer Antoine (SAR) with Gian Pieretti (Vedette); “Proposta,” by I Giganti (Rih) and The Bachelors (Ricordi); “L’Immenenata,” by Jonny Dorelli (CGD) and Dan Backy (Chans); and “Quando Dio Che Ti Amo,” by Marcella Zanetti (Italian record) and Les Surfs (CGD). With regard to this latter song we must remind that RCA recording of the song waxed by Tony Renis, composer of the tune. This disk served to bring again Tony Renis on the record scene.

February

The Rolling Stones (Decca) release the new record “Let’s Spend The Night Together” and “Ruby Tuesday.” The disk obtains a strong reaction, and turns out to be one of the group’s biggest hits in Italy.

Mila (Ricordi), one of the best known Italian artists, is invited for the first time to be star guest at the top U.S. club “Maisonette” of St. Regis Hotel in New York. It marks the start of a career for this artist in the States. She will be back at the St. Regis three times during 1967. MGM is releasing her recordings in U.S.A.

Gigliola Cinquetti (Italian) and Al Kornin (Italian-Argentina living in Milan) won the television foreign artist prize “Chico Viola” awarded to them by Brazilian TV. The award is based on record sales obtained in that country.

A group of Italian journalists in cooperation with Italy’s TV company organizes an interesting and original singing voyage called “Youth Cruise”. The cruise will touch the ports of Genoa, Cannes, Barcelona, Tangeri, and London. The ship has on board such singing talents as Caterina Caselli (CGD), Gigliola Cinquetti (CGD) and Ricky Maioceci (CBS).

March

“Winchester Cathedral” is a preferred copyright for artists and record producers. 14 different versions of this title are released in Italy. Southern Music is conducting a strong promotional campaign on the tune which reaches the charts thanks to the original New Vaudeville Band recording issued by Phonogram.

As reported, Durium artist Little Tony reaches great success, the highest in his life, thanks to his performance of the San Remo song “Cuore Mattino”. The total sales of this song surpasses the 500,000 copies in the first fortnight of March, being in fact, the first best selling disk of all those presented this year on the San Remo stage.

Another song which has achieved good success is the winning tune “Non Pensare A Me”. The song composed by Eros Sciorilli and Alberto Testa has been sub-licensed in all countries of the world. In France the song has been assigned to Edition Jaques Plantes in coordination with Edition (Continued on page 28, Part II).
KNOW HOW
(to be successful in the record business)
TAKE THE YOUNGEST BIG INDEPENDENT COMPANY
WITH
- the most dynamic staff (160 people)
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- the most active international catalogues
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LAURIE - MONUMENT - SUPRAPHON
20th CENTURY FOX - VOX - WESTMINSTER
- the greatest enthusiasm

AND YOU WILL HAVE THE FORMULA OF

RIFI RECORD COMPANY

-1967-
A CHI
sung by Fausto Leali
(30 weeks in the Top 10)

LARA'S THEME
the Bob Mitchell orchestra
(30 weeks in the Top 10)

LA BANDA
sung by Mina
(25 weeks in the Top 10)

PROPOSTA
sung by I Giganti
(25 weeks in the Top 10)

NON PENSARe A ME
sung by Iva Zanicchi
(20 weeks in the Top 10)

E ALLORA DAI
sung by Giorgio Gaber
(20 weeks in the Top 10)

MILANO - (ITALY) - corso BUENOS AIRES, 77 - tel. 273641
NEW YORK (USA) - c o Richard H. Roemer - 400, Madison Avenue
tel. Pl. 2 - 0345
(Continued from page 26, Part II)
Tutti and translated as "Quando Tu Ti Vedi". It has been waxed by Mireille Mathieu, one of the top French artists, under the Barclay label. It is noted that the tune became a best seller in that country.

In the States and in England the song is published by Chappell with the title "A Time Alone Will Tell". It is recorded by Connie Francis under MGM label and Jerry Vale for CBS.

APRIL

The Rolling Stones (Decca) comes to Italy for the first time. They perform in Milan, Bologna, Genoa, Turin and Rome. The latest Rolling Stones' single "Let's Spend The Night Together" surpasses 150,000 copies in 10 days.

Another foreign star arrived in Italy is Sandy Posey (MGM). In our country she has recorded the version of her top sellers, "Born A Woman" and "Single Girl", translated as "Nata Donna" and "Sempre Solo". This marks the start of the promotional campaign on the MGM catalogue by Dichi Ricordi.

Concerning the Ricordi firm, the top Italian group Equipe S4 was their first English disk that includes English versions of "Auschwitz" and "29 September." The latter title is a top seller for the group with more than 350,000 copies sold.

Eni Italiana group I Nomali has obtained its first record success, selling over 150,000 copies of "Noi Non Ci Saremo". After this smash Eni Italiana releases the first LP of the group containing among the other tunes "Dio E' Morto," which will become the top seller for this group.

GTA has moved in to bigger and more offices in the center of Milan, located in the Corso Europa building. GTA Records also opens a new shop for distribution to the public. GTA releases an album entitled "12 Bottine Per Una Chiatta" (Twelve Bottles For A Garter) waxed by Franco Corri one of the most well known guitar players in Italy who is accompanied by twelve of the best known light music conductors and arrangers.

Mina presents some new tunes in the Saturday evening TV show. Among them are "Se Ce' Una Cosa Che Mi Fa Impazzire", "Portami Con Te", "Sabat E Domanele" and "La Buona". The last one was to be her biggest hit of 1967. It is an original Italian copyright published by Ferramata Do Brasil. All tunes are released under Ri-Fi label, "La Banda" will probably sell over 400,000 copies.

Caterina Caselli (CGD) gets her first gold disk for one million sales of her record "Nessuno Mi Puo' Gadirare". The tune she presented at the San Remo Festival in 1966 and which turned out to be one of the most sold during the year 1966. Just in this period CGD releases the second LP of Caterina, which is entitled "Diamoeli Del Tu". This is the same title of the TV weekly series which was presented by Caterina Caselli together with Giorgio Gaber (top Ri-Fi artist). On April 18th, starts the big Radio TV contest "A Dia For The Summer", the pop Festival organized by our Radio TV Monza in cooperation with AFI, Italian Trade Association. All Italian top artists are taking part to this manifestation, whose promotional power can be considered, on the Italian market, to that of the Italian San Remo Festival.

MAY

Little Tony has been awarded a gold record for his million selling single of the top hit "Cuore Matto". It is presented on the San Remo Stage. Adriano Celentano (Chanc) terminates his activity as an independent producer and signs an agreement with Franz Leonard, owner and president of Group Editoriale Leonardi. As a result the well known publisher of what is now known as the Leonardi publishing group.

Blue Sky production also previously associated with Clanc Deptano has been sold to the Sildet publishing group.

 Phonogram announces big change in its organization in Italy. Mino Cordis appointed as the new general manager and Carlo Pogliani is charged with the promotional office.

The New Vaudeville Band arrives in Italy where it is enjoying a strong popularity thanks to its hit "West Chester Cathedral".

SAAR is also reorganizing its staff, in fact Giampiero Carisch (formerly with Arlton) is already appointed head of the promotional office together with Guido Aridzone. Marzio Marini (Tiffany Records) just back from Madrid announces the conclusion of a deal for the exclusive distribution in Italy of the Spanish catalogue. Sonopub will mark for the first time the introduction in Italy of some Spanish talents.

Brazilian music appears again on the music scene in Italy, with two songs performed by two well known songstresses, first is the Italian top hit "A Banda" sung by Mina (Ri-Fi) and second is "The Beatle" with Otsella Vanoni (Arlton).

Equipe S4 the top Ricordi group, is obtaining a strong success with their latest disc "29 September" reaches the top of the charts.

Cerd promotion is devoted, this month, to two numbers which enter the hit parade. They are: "A Chi Italian version of Hammer" recorded by Fausto Leali under Rh-Fi label and "Happy Together" by the Turtles. This latter tune will be also recorded by Jimmy Fontana with the title "Per Un'Insolente" under RCA label. But at the end of the year it is the Italian version released by the group Quelli, for Ricordi which may possibly be the most sold disk of this tune. EMI Italiana released "Le Due Melodie" the hit "Inch Allah" by Adano. Like almost all Adano's disks, the numbers is immediately listed in the charts.

Sammy Davis arrives in Italy for concerts at Palazzo delle Sport in Rome and at Palalido in Milano. Lola Falana (CGD) dancer and songstress who reached great popularity in Italy for being the star guest of the week. TV show "Saturday Evening" is taking part to the shows with him.

Also top French talent Charles Aznavour arrives in Italy during this month and period in Alice Cinema and in the Lirico Theatre and in Roma at the Sistina's.

Tom Jones presents via TV his recent hit "Green, Green Grass of Home" which has a strong reception on the market. This song has been also translated in Italian as "Verdi", in English as "Green, Golden" and in French as "Inutile" and is sung by Arlton artist Leonardi.

Bob Mitchel, that is the pseudonym of Augusto Martello, one of the youngest and most talented Italian arrangers, responsible for the arrangements of the top successful recordings for Mina, Iva Zanicchi, La Giganti, etc., has signed an agreement with Artex records as orchestra conductor.

The English group the Renegade leaves Arlton to sign a new long term pact with EMI in cooperation how their recordings will be distributed by Carisch in Italy.

The Beatles appear on the Italian TV screens thanks to a film showing their performances of "Penny Lane" and "Penny Lane" will result to be one of the best sellers of the group in Italy in 1967. This record is distributed by Carisch.

Another guest of the month in Italy is Joan Baez. The TV screen is filled with series of concerts and TV appearances.

Durian American TV series "The Rob- 

erts" has a great success thanks to its tune "Storia Mi Butto opening a theme of the weekly top and TV Italian (Continued on page 30, Part II)
JIMMY FONTANA
after his top hits
"Il Mondo"
and
"La Mia Serenata"
(winner of the Italian TV contest
"Un disco per l'estate")
now winning
the
Rio de Janeiro Popular Song Festival
with the title
"PER UNA DONNA"
(published by Edizioni Musicali RCA ITALIANA)
(Continued from page 28, Part II) show “Saturday Evening”. Rocky is the first American artist to record a re- eord story starting in Italy his career. "Stasera Mi butto” is published by Catena and is an original composition right. The disk sales over 500,000 copies. EMI Italiana releases the third group of singles devoted to the opera "Stasera Mi butto" (written in the night at the Opera). These records contain some of the best performances of Boris Christoff, Maria Callas, Moneta, Gaetano, Gaetano, Giacomo, Giacomo, Laura, Valori, Maria, Callas, Renata, Stefano, Bonanza, Giglio. RCA Italiana releases the first LP performed by the Monkees with their first Italian chart entry "Poa A Re- veire”. The song is published in Italy by Sugarmusic and is recorded by Romina, Casalini, Ambrosini, and other record success with this cover version which sells over 500,000 copies, entering in the charts together with the original disk. Alberto has set as a publisher of all Donovans’ compositions here has issued an album brought together some of this artist’s biggest: “Mel- low Yellow”, listed among the best sellers of the month, "Fasci- man”, “Colors”, “Universal Soldier” (by Buffy St. Marie), “Catch The Wind” and "Ballad Of The Crystal Man” all with Italian lyrics.

JUNE

The famous English group the Bachelors are guests of Italian this month, for a fifteen-day concert tour in Venice, Naples, Bari. They also appear on a personal TV show entitled "Fifteen: Minutes With The Bachelors”. Ri-Fi Records has received in Milan the visit of its U.S. artist, Roemer who is responsible for the negotiation of all American catalogues represented by, including Atlantic, Vox, Westminster, Monument.

The most important event of the month certainly is the final night of the contest “A Disc For The Summer” held in Saint Vincent. The winning song is “La Mia Serenata” written and performed by Jimmy Fontana as a result of a final jury selection on the final night of the contest, sponsored by Italy’s Radio TV Company in cooperation with the Phonographic Trade Association API.

“La Mia Serenata” is so introduced on the record scene. It will result to be another top hit of RCA Italiana artist Jimmy Fontana, who repeats the big success obtained in 1966 with the other top "Disc For The Summer” held in Saint Vincent. The winning song is “La Mia Serenata” sells over 500,000 copies. Second place is taken by "La Rosa Nera” published by Sugarmusic and sung by Gigiola Cinqueiti (CGD). Third prize is taken by "Se Stasera Sono Qua” composed by Luigi Tenco and performed by Ricordi artist Wilma Goeth. Both songs enter the charts and result to be among the summer top selling disks. A further confirmation of the promotional streight of “A Disc For The Sum- mon” by CGD/CBS Italiana hold their first convention at Riccione, a tourist re- ort on the Adriatic coast. Purpose of the meeting is the presentation of the new single song and the CGD/CBS Italiana, the introduction of the new products and a short training course for new sales agents who re- ently joined the CGD/CBS Italiana. The new sales organization now includes 53 sales agents. New sales man- age is Sergio Di Gennaro, director of the two stores located in Milan and Rome, CGD/CBS Italiana have opened other five stores located in some important commercial centers of Italy: Naples, Catania, Turin, Genoa, and Bari; two other stores will be opened in a short time in Padova and Florence.

JULY

Three top Italian musical events were scheduled this month. First was the International Light Music Show of Venice, which was broadcast on radio and televised. First prize, the Golden Gondola was awarded to Caterina Caselli (CGD) for her hit “Perdono” (280,000 copies of which had already been sold) at this time in 1966 edition of the event. Second prize, the Silver Gondola was awarded to a new young artist, Al Bano over 10 newcomers. He presented “Nel Sole” which is considered one of the greatest hits of the year.

This event was also a good spot- light for the youthful quintet: Lippi, (Bluebell), who received recog- nition on the final night of contest. He presented “Sui Mari”. Second of the month’s major events was the final night of the “Cantagiro” contest which took place at Fiume (Roma), Massimo Romeo (CGD) at 18 year old singer, won the singing tour; in the “B” category first place was taken by The Motowra (RCA). The “A” team which includes all top artists, had no classification this year to avoid a competition between Adriano Celentano and Rita Pavone. Unfortunately, with this elimination, this event hae lost a lot of its former glory although it remains the largest Musi- cal Show in Italy.

The second event was the Neapolitan song contest. Winning song was “O Matusa” published in Italy by BMI and performed by Nino Taranto (Edita) and a new group I Balordi. This year’s contest held for three hours in different districts of the Naples harbor was nationally broadcast and televised. Campi Group formed a dis-tribution firm “Campi Distributions” which will distribute in Italy all the labels owned by Campi, including: Det, Det International, Cam, Campi Editore, and Tank. Sales manager of this firm is Aldo Tlesi.

The New Vauduelle Band arrived for a concert tour in our country. The group was then high on the charts with "Winchester Cathedral". Don Backy, one of the leading art- ists of Clancelentano, made his debut as an actor taking the title role in the film "L’Immensura" derived from his San Remo hit.

CDI Compagnia Discografica Italiana, is releasing a package called “Russian Musical Antiquities” dedicated to some of the best Russian compositions and performed by some of the most famous artists.

On the occasion of the first cen- tennial of the birth of Cam- berto Giordano, EMI Italiana released a special LP containing some of the best interpretations of his famous operas, like: “Andrea Chenier”, “Fe- dora”, etc.

Sain’s young discovery, Umberto, received a very good reaction on the market with "Giovanbo" as presented during the contest “A Disc For The Summer” and at the Interna- tional Light Music Show of Venice.

AUGUST

Bobby Solo (Ricordi) visited Berlin to take part in a TV color show. Great importance is given to this TV show since it is the first color pro- gram transmitted in East Germany. Adriano Celentano (Clan) negoti- ated with impresarios from the U.S.A., England, France, Germany for personal performances in those countries. Adriano also topped our best seller lists with his hit “La Coppia Pio” (Bella Del Mundo). His name appeared again in his fan-club thanks to his recording "Una Festa Sai Pratti” released by Deutsche Vogz.

CGD/CBS Italiana has scheduled promotion of its new music record re- leases. Among the artists who were introduced were: Frank Sinatra, An- tonio Carlos Jobim, Bob Dylan, Caterina Valente, Babia Streisand.

Another TV radio program which record firms are devoting their atten- tion is “Bato 4” (“I Stare 4”) presented by the well known Italian comic artist Gino Bramieri. On the (Continued on page 32, Part II)
RITA PAVONE

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ADRIANO CELENTANO
DIOGIA GIGIETTI
I CORVI
LUCIO DALLA
RICCARDO DEL TURCO
I DUE DIK
DON BAC
JIMMY FONTANA
ISABELLA JANNETTI
I GIANTI
WILMA GOICH
FAUSTO LEALI
LITTLE TONY
MICHELE BOB MITCHELL
MILVA
GIANNI MORANDI
MINA
NICO E I GABBIANI
I ROMATTI
GIANNI PettiNATI
GIAN PERRATTI
RITA PAVONE
TONY BEN'S
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COD, Via Passerelle, 2, MILANO—Tel. 794841
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RCA ITALLIA, Via Tiburtina, Km. 12, ROMA—Tel. 416041
DISCHI RICORDI, Via Berchet, 2, MILANO—Tel. 873133
MORANDI, Via Moscioni, 101, ROMA—Tel. 3494437
ANGIOLO JANNETTI, Via Imbriani, 78/6, TRASIMO—Tel. 423626
PINO MOSCHINI, Via Torricelli, 17, FIRENZE—Tel. 212177
DISCHI RICORDI, Via Berchet, 2, MILANO—Tel. 873133
PINO MOSCHINI, Via Torricelli, 17, FIRENZE—Tel. 212177
LUIGI DI BELLIS, VAI Europa, (Italy)—Tel. 3272940
GIANFRANCE REVERBERI, Via Moscioni, 101, ROMA—Tel. 3494437
AURO SISSI, Via Emanuele Filiberti, 11, MILANO—Tel. 3116485
BRUNO BERRI, Corso Vittorio Emanuele, 1, MILANO—Tel. 676267
FRANCO MIGLIACCI, Via Eschelmi, 8, ROMA—Tel. 633818
ELIO GIAGANTE, Via Giansone, 2, ROMA—Tel. 632876
ELIO TREINA, Via Antonia Ugo, 23, PALERMO
ERPI, Via Malloni, 40, MODENA—Tel. 322439
LIONETTI, Via Marsala, 41, BOLOGNA—Tel. 228508
VIOLA PAGANI, Via Berchet, 2, MILANO—Tel. 873133
TEDDY RENO, ARRICIA
MARIO ORO, Via Ombrone, 13, BIS, ROMA
AURELIO LIVIO, Via delle Mura, 11, ROMA—Tel. 7311676
GIAN CARLO DE BELLIS, Via Cassia Antica, 11, ROMA
DISCHI RICORDI, Via Berchet, 2, MILANO—Tel. 873133
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PARADE RECORDS MUSIC
Viale Bruno Buzzati 3
00197 Roma (Italy) telefono BOG.109 cable: PARADE
General Manager: Vincenzo Miccoci

(Continued from page 30, Part II)

program are Tha's Ruell, Marisa Del Prate, I Comaschini, Gian Ferretti,

Dischi Pardina which made its debut on the Italian music scene one year ago signed a new exclusive agreement with the Decca Italiana, which will distribute the Pardina label in Italy.

Some Italian presents on our market

the single by the Proco Harum "A Whiter Shade of Pale". Decca

Ricordi issued an Italian version of the title made by the group Dik with a

Recordi released the latest single by Milva "Dipigni Un Mondino Per Me

"I'amore" disk. A1 which produced the single and worked

The same label, A/R Manager of Durium announced the publishing of an

talent Roberti, Title of this new single is "Lasciati Ti Stare"

is the second disk from the American issued by Durium, after his hit big

New French discovery Philip Oliver was introduced in Italy through

by now a famous radio program "Gran Varietta". This is the

on the market.

the second disk from the American issued by Durium, after his hit big

by the first frame of the theme of the radio

First frame of the submitted picture "Sei Palloni". The second was recorded

by Music Company and

Since this period Brazilian music witnessed great success in Italy. After

which was recorded by Mina, became the most popular num-

were introduced into the disk, "Sei Palloni". The second was recorded

of the third disk by A&R Manager of

During this period Brazilian music witnessed great success in Italy. After

the first disk of the original track introduced his hit obtained a

It was "Tristaeta" sung by Orsella Vannoni (A/R Manager of) was intro-

was introduced by Astrid Gilberto (SIGM) who took part in an Italian TV show

"Partitassima". Another strong pro-

was announced by RCA Italiana. In fact,

new artists from Argentina were introduced by RCA on our market: Tha's Ruell & Dik who will do the

their hit "Fu-

was another Italian version of a "A Whiter Shade of Pale".

The popular young artist, Caterina Caselli (CGD), has just finished an

amazing introduction and the "La Ragazza Tutta D'Oro" ("The All Golden Girl"

the disk for the winter season, containing on the A side, "Solo Spento",

the disk that our favorite songs from course, by Sugarmus. The disk will

Caterina will leave for your countries in tour, Spain, Canada and the U.S.A.

OCTOBER

Connie Francis (SIGM) arrives in Italy in take part in the Obtained

entitled "Roma", in which she will introduce to our public the Italian

version of "Love Is Me Love Is You" as "Cosa C'è Che Non Va". On this

occasion Connie Francis, signed the contract of new artists of Dischi Ricordi to select them with the song she will do at the next San Remo Festival.

Milva (Ricordi) has just come back from the U.S. and will do her tour with great interest. Milva leaves again for New York to make the "The St. Louis Hom".

Another Ricordi artist, Bobby Solo, has been first for a long sinus

in the States.

Equipe 84 has been signed to per-

in France, this is the first Italian rock group parted for concerts in France. The four boys are enjoying a great success in the rock market with "Resta" b/w "If You're A Man" releases by Festival Records in its original Italian version. Festival schedules the release of the first French recording of Equipe 84. Among the four titles selected is "Anch'ioira" penned and composed by the members of this group.

"Sounds of Silence" by Simon & Garfunkel is the new Italian disk

is the newest success in the CBS Italy's biggest recent record to date. This

new firm is associated with the music firm, CGD; it will distribute all CBS products including the U.S. catalogs of Columbia and Decca.

Mrs. Minataghi of Durium visits London to take part in the annual convention of Pne Records. The recording is

the new number 1 disk in the CBS Italy's biggest recent record to date. This

new firm is associated with the music firm, CGD; it will distribute all CBS products including the U.S. catalogs of Columbia and Decca.

The Ariston group, I Corvi, thanks to the great success they obtained with the single, "Un Ragazzo Di Strada", have been engaged again in dispense and perform the sound track of the film "Il Notte Ragazzi" (published by CAM).

Adamo (EMI Italy) is obtaining great success during the tour in our country. In Milan Adamo has received its 7th golden disk for his

"The Hill House. Unfortunately this edition of the Roses Festival was made available between the operators and our Radio TV Company. Winner of this contest was the Al Bano (th) who presented the tune, "L'ora Del Mondo". Night Medium of this song is published by EMI Italiana. The second prize went to "Vivere Per Viver", composed original by Boccato and sub-published in Italy by Curci. The song has been presented by Mem- Giampietro (Cencia, Nosoldo), by the American guitar duo, Santo & Johnny.

(Continued on page 36, Part II)

Italy 1967 in Review

Cash Box—December 23, 1967
we mark the right
time in music

DURIAM RECORDS
DURIAM PUBLISHING CO.

MILANO (ITALY) VIA MANZONI 40/42 TEL. 701008
is always on the HIT PARADE with

"STASERA MI BUTTO"

"A CHI" (Hurt)

"PER VIVERE INSIEME" (Happy together)

"DOVE, NON SO" (Somewhere, my love)
from the film "Doctor Zhivago"

"ERA LA DONNA MIA" (in the top ten of 'Un disco per l'estate") recorded on Carosello Records by ROBERTINO

"O VESUVIO" (II° Prize Festival of Napoli 1967) recorded on Carosello Records by DOMENICO MODUGNO

"VIVERE PER VIVERE"
Original motion picture from "Vivere per vivere" United Artists Records also recorded on Carosello Records by MEMO REMIGI (II° Prize Festival of the Roses 1967)

"SI VIVE DUE VOLTE"
Original motion picture from "007 You Only Live Twice"
United Artists Records

and its sister firm

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focus on ariston... to get the right picture of the italian music

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ANNA IDENTICI
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MARIO GUARNERA
BRUNO LAUZI
BRUNO MARTINO
LEONARDO
VASSO OVALE
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GRUPPO EDITORIALE ARISTON
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MILANO (ITALY)
**Title:** Italy – 1967 in Review  

**Subtitle:** (Continued from page 32, Part II) (Belldise Italiana), and by the young Durium artist, Dora Ghezzi. This song comes from the song track of the film of the same title.

Third prize went to "Il Pieno", a rock number published by Southern Music. This song has been performed by Lora St. Paul, in the group I Romans and by the vocal ensemble The Folk Studio Singers, all CDI artists.

The prize of the international jury went to "Una Testa dura", published by Durium in an Italian-English Edition. This song was excellently performed by the Italian quartet of Durium (Durumi) and Claudio Lippi (Belldise Italiana). A special mention should be given to "Il Cielo", the song which received the prize for the best lyrics. This is also an Italian copyright (publisher is RCA Italiana). The performances were led by Mario Cilia (RCA Italiana), Nino Cabana (Belldise Italiana) and Tony Ben (Cinema).

**NOVEMBER**

Elio Gandolfi (Cemato-Carlosecco) and Massimo Roncari (EMI Italiana) are the winners of the "New Voice" contest which was held at Caesars Palace in Las Vegas for its thermal waters. The principal interest of this contest, organized by Caesars Palace (winner of the New Sam Remo Festival), is the fact that all the Italian songwriters will actually make their debut on the San Remo stage. The final night of the contest is broadcast on the Italian national network. All twelve finalists presented this year were chosen from the ranking of Italian songwriters. In the opinion of all specialized journalists present in the Castorcaro hall, at least three of them have the potential to be present on the San Remo stage.

Of the thirteen Italian songwriters, has formed a new label called PDV with the aim of promoting the state of Lichtenstein. President of this new company is Giampiero Spinac, director of the new carrier distribution pact with PDU for the sales and licensing of all PDU products in all over the world. PDV will also manufacture PDU discs. Ricchi Durini has signed a recording contract with former Italian songstress Rina Pavone. The contract includes all countries of the world, but all deals made by Ricchi Durini for foreign exploitation of Rina Pavone's recordings will be subject to the approval of the star's producers and manager, Pedro Teddy.
ADRIANO CELENTANO
AND HIS Clan

DON BACKY · GINO SANTERCOLE · LEI · PILADE · ICO CERUTTI ·
TEO · I RAGAZZI DELLA VIA GLUCK · MARIA LUIGIA ·

OPEN WINDOWS ON THE ART OF MUSIC

Cash Box—December 23, 1967
Part II—International Section
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Pino Montini
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Mario Tugnoli
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Rom, Tel. 2083663

Marco Viscogliosi
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ITALIAN RECORDING STUDIOS

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BSC
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DISCHI RICORDI SpA
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DISEGRAFICA BOLOGNIT MUSICAL
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ITURC S.p.A
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Milano, Tel. 5709778

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Via Principe Amedeo, 15
Torino, Tel. 544441

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Via Bertini, 24
Torino, Tel. 573360

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Via Medica, 42
Milano, Tel. 8435255

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PANORAMIC ARALIO CARLO ROSSI Importazioni e Distribuzioni
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Via Montebello, 21
Rom, Tel. 8906007

LA VOCE DEL FARO — COLOMBIA —
Via Vallazze, 16
Rom, Tel. 5902055


AUSTRALIA'S BEST SELLING ARTISTS—1967

Australian artist(s) who reached our best-seller list through the year. (For the purposes of this list, only those artists are included who are resident in this country as are shown. Tents such as the Bee Gees, the Seekers, the Easybeats, etc., will appear in the Great Britain section.)

ARTISTS
The Cherokees
Buddy England
The Group
The Id
The Loved Ones
The Masters Apprentices
Tony Randall
Normie Rowe
The Twilights
Johnny Young

MANAGERS / AGENTS
Martin Clarke
275 Hay Street, East Perth, Western Australia.

Ian Dayman
15 (C) Castlereagh Street, Sydney, New South Wales.

Tony Dickstein
14-22 Commercial Road, C., A.M.B.O., Melbourne, Victoria.

G.A.A. ARTISTS PRODUCTIONS
6 Eyre Court, Chadstone, Victoria.

Manager/Agent
Peter McKennell
Garry Spey

Coral West

Peter McKennell
Garry Spey

(6 A.M.B.O., Melbourne, Victoria)

(6 A.M.B.O., Melbourne, Victoria)

Record Company
G&M RECORDS
C.B.S.
C.B.S.
Sunshine
Cherian

AUSTRALIAN AGENTS & MANAGERS

INDEPENDENT AUSTRALIAN RECORD PRODUCERS

KEVIN JACOBSON ORGANISATION
22-24 Lily Street, Melbourne, Victoria.

Sven Libæk
299 Miller Road, Dover Heights, New South Wales.

Iain Meldrum
6/2 Chambers Court, St. Kilda, Victoria.

SPIN RECORDS
150 Walker Street, North Sydney, New South Wales.

Shane McPherson
417/417 Victoria

"Phony" Stockwell
321 Pitt Street.

NATE RECORDS
38 Brith Street, Sydney, New South Wales.

W & G RECORD PRODUCING CO., LTD.,
285-387 A Meshed Street, Melbourne, Victoria.

Contact: Ken Gillapse

RECORDBUS (PERTH) LTD.
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North Sydney, New South Wales.

Fremantle, New South Wales.

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150 Lily Street, South Melbourne, Victoria.

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W & G RECORD PRODUCING CO., LTD.,
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Contact: Ken Gillapse

THE INTERNATIONAL RECORD MARKET GETS MORE EXTENSIVE COVERAGE EACH WEEK IN CASH BOX THAN IN ALL OTHER AMERICAN MUSIC TRADES COMBINED.

AUSTRALIA'S 10 BEST SELLERS OF 1967

Australia's top sellers of the year in sales popularity order, representing a break-down of our weekly list from January 1 to Dec. 1.

1. This Is My Song (Petula Clark—Aster) Leeds Music
3. Snoopy versus the Red Baron (Royal Guardsmen—Festival)
4. San Francisco (Scott McKenzie—CBS) Associated Editions
5. Up-And-Down (Fiji—Bell)
6. The Afterlif (English—RCA) Polydor Music
7. The Last Waltz (Englebert Humperdinck—Decca) J. Albert & Son
8. A Whiter Shade of Pale (Procol Harum—Decca) Essex Music
9. Ball Of String (Englebert Humperdinck—Decca) J. Albert & Son
10. The Prayer (Engelbert Humperdinck—Decca) J. Albert & Son

AUSTRALIA'S NEW AESTHETIC CARPETS—1960s

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Cash Box—December 23, 1967
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SPAIN: 1967 IN REVIEW

The general trend in the Spanish recording industry has been very well in the stabilization of sales. This is due to a number of factors, including the stabilization in the Spanish economy. The boom of past years has been stopped by a series of factors: the economic slowdown in the United States and Europe, as well as the reductions in advertising. The alone is not enough to explain the slowdown, but it is certainly one of the major factors. Another factor is the increase in the number of independent labels, which has led to a decrease in the number of new releases. This is particularly true in the classical and jazz fields, where the number of new releases has decreased significantly.

Sales on the record scene in Mexico during the past twelve months have been at a level not seen since 1964. Mexican folk music (rancheras) hasn't increased very much, but has been relatively steady. This has been due to the increased popularity of the mariachi and the tropical and boleiro fields there are several examples of this trend. Some of these have been discovered—including names as well as also been marketed in Europe, including the famous Vicente Lavazere, Adelaida Perl, and others, all of whom should register very high sales in the United States and Europe. Some of the names, some of whom have had big hits recently, are Adelaida Perl, Armando Vazquez, and Manuel Mancini, Los Vlamos, Mario y sus Diamantes, Trio Sensación, Churco del Señor, Pancho El Serguico, and others. And in the new wave, Carlos Lleo has been very successful, with his latest single, "La Caza," which has sold well in a number of countries. His other hits include "No, no, no," "Tengo," and "Tanta vez." There are also some new artists who have a lot of potential for 1968.

Among foreign artists, two have had a particularly good year in 1967. These are the Monkees and Spanish singer Rafael, both of whom in their own way have achieved considerable success. Other foreign artists with one or two big hits recently are Mario y sus Diamantes, who also could do very well in the coming year.

A special point of interest is that the fact that the Mexican bolero has been blended successfully with soul music, resulting in big hits like "No," "Célebre," "Adiós," "Tarta que vio y se cayó" and others. The bolero field, México is again producing beautiful songs, and its influence has spread to Europe, but also in Latin America, and to the United States as well. The bolero is a major force in the Latin American music industry, and it will be interesting to see how it continues to develop in the future.

In 1968, México will change its music policy somewhat, with a tendency toward internationalization. This will be a major change, and we'll see how it works. They have also announced several new artists who will be welcome in many foreign countries.

Among the Spanish groups, the most successful in 1967 was the Monkees, who topped the charts with numerous hits, most notably, "La Moda," and "The Little Things That Count." Los Brincos, who reached the number two spot, were also very successful with their hit "Black Is Black." Los Brincos are consistent sellers in Spain and English. They are also popular in the United States, where they have had several hits recently. Los Brincos are a very popular group in Spain, and they are expected to have a successful year in 1968.

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CAMPOMANES 10
MADRID 13/SPAIN

Part II—International Section

— December 23, 1967
MEXICO—1967 In Review

(Continued from page 40, Part II)

January–March: Various music festivals were held in Mexico City during the first three months of 1967. The reopening of the Teatro de la Ciudad in Mexico City and the opening of the new Metropolitan Opera House in the city also contributed to the musical atmosphere. Prominent performers included Joselito, Armando Manzanero, and the band Azucar, among others.

March: The new music festival in Mexico City, the Festa de la Musica, featured a variety of international and local performers. The festival was a success and helped to promote the growth of the music scene in Mexico.

April: The annual Latin Grammy Awards were held in Mexico City. The awards honored the best in Latin music across various categories. Several Mexican artists were nominated and won awards, including José José and Marc Anthony.

May: The opening of the new Teatro de la Ciudad was a significant event, with performances by local and international artists. The opening was attended by a large crowd and was a symbol of the city's commitment to the arts.

June: The explosive growth of rock music in Mexico continued to be a major trend, with several new rock bands emerging, including Los Braceros and Los Secretos. The popular rock festival in Mexico City, the Festival de la Musica, continued to be a highlight of the summer season.

July: The summer bonanza continued with the Festival de la Musica, which featured performances by some of the biggest names in Mexican music. The festival was a major event, attracting thousands of music lovers.

August: The Mexican music industry was still booming, with several new releases and performances by established and emerging artists. The popular singer Sara Villela released her latest album, which was well-received by fans.

September: The Mexican music industry continued to grow, with several new releases and performances. The annual Latin Grammy Awards were held again, with several Mexican artists nominated and winning awards.

October: The annual Latin Grammy Awards were held once again, with several Mexican artists nominated and winning awards. The awards remained a major event in the Mexican music industry.

November: The Mexican music industry continued to grow, with several new releases and performances. The annual Latin Grammy Awards were held, with several Mexican artists nominated and winning awards.

December: The end of the year saw a continuation of the growth of the Mexican music industry, with several new releases and performances. The annual Latin Grammy Awards were held, with several Mexican artists nominated and winning awards.

(Continued on page 41, Part II)
THE BEST OF SPAIN IS ON HISPAVOX RECORDS

BEST SELLER ARTISTS

INTERNATIONAL PRESTIGE CATALOGUE
SPANISH SYMPHONIC MUSIC
FOLK MUSIC
THE ANTHOLOGY OF SPANISH FOLKLORE
BAND MUSIC OF THE BULLRING
ZARZUELAS
THE POP HITS OF SPAIN
FRANCE — 1967 IN REVIEW

JANUARY

Decca names a new A & R man in France. He is Raymond Legrand, an excellent French composer. Through the label, Legrand begins to produce French artists. The first is Colette Renard who leaves Vogue to join husband Legrand’s firm, Christian Fechter. Vogue A & R man is launching a newcomer named Sullivan who will become a well known artist with his first composition, “Les Palais de l’Orient.” At the beginning of the month, Jacques Dutronc is at the head of the chart with his greatest hit, “Les Playboyes.” Mireille Mathieu takes the first place just after with Paris En Colère” which is the main theme of the motion picture, “Is Paris Burning?” ORTF jury chooses the song which will represent France at the Eurovision Song Contest in Vienna in April. Title is “Il Doit Faire beau Là-Bas.” Lyrics are by Pierre Delanoë and music by Hubert Giraud (SEMI publishing). It will be sung at the contest by Barclay artist Nolé Corderier.

Eddy Adami, who manages the publishing department of United Artists here, produces for the first time a French original record through that label. His artists are two French girls named “Les Chéries.” Phillips artist Juliette Gyrec is spending the entire month in the USSR for an extensive tour. Charles Aznavour is singing in the States, for his second tour of his career (“Je Vous Offre”) is not published by Pathe Marconi. Adamo gives it to Françoise POURCEL. France-Tele, Chappell creates its own producing department. First production is an EP by new vocal group, Les Hamsters. The EP will be distributed in France, Belgium, Holland and Germany by CBS. CBS welcomes to its French family inter-

(Continued on page 56, Part II)

ARTISTS WHO HIT FRENCH CHARTS IN 1967

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RCA Victor

distributed in France by A.R.E.A.

Cash Box—December 23, 1967
Mexico—1967 In Review

(Continued from page 42, Part II)

Two studios of Discos Capitol de Mexico, S.A. including in his repertoire several songs by Armando Manzanero. Enrique Noriega is the new sales manager of Duo Records. José Manuel Vidal Zapater, president of Gamma-Hispa vox labels, arrived in Mexico City as general manager of the division and Mariano H. Villalobos as general manager of Orefo-Videovox. Capitol Records released the second album by Mexican revelation 1967 Carlos Vargas at the same time Mussat cut the ninth album of Alberto Vázquez. Capitol released the new Beatles single, "Hello, Goodbye" and "I Am The Walrus."
KURT FELTZ
MUSIK PRODUKTION

Xmas Greetings

PETER ALEXANDER-AUSTRIA
(The Last Waltz) (Talking Love)

SACHA DISTEL-FRANCE
(Irene von Avignon)

GITTE-DENMARK
(Problems)

MARTIN LAUER-GERMANY
(Rosen ohne Dornen)

RENE CAROL-PETER RUBIN
WILLY SCHNEIDER-GERMANY

Cologne, Germany
Drusus Gasse 7-11

GERMANY—RECORDS TO HIT TOP 3
ON GERMAN CHARTS DURING 1967

* Eine handvoll Reis (A Hand Full of Rice)—Freddie Quinn—Polydor—Edition Experimonde
Bend It—Dave Dee, Dory, Beaky, Mick & Tich—Star Club—Minerva Music/R. von der Dovennuhele
Little Man—Sonny & Cher—Atlantic—Edition Intro/Meisel
* Moderne Romanzen (Modern Romances)—Peter Alexander—Ariola—Hans Gerig Music
* Good Night My Love—Roy Black—Polydor—August Seith Music
Dear Mrs. Applebee—David Garfield—Pye—Rolf Budde Music
* Frech gekuesst ist halb gewonnen—Siw Malmkvist—Metronome—Minerva Music/R. von der Dovennuhele
* Frag nur Dein Herz (Ask Your Heart Only)—Roy Black—Polydor—Hans Gerig Music
* Das Guckeck ist Rosarot (Look Is Red Like Roses)—Cliff Richard—Columbia—Edition Accord
I'm A Believer—The Monkees—RCA Victor—Hans Gerig Music
Es ist so schoen, dass es Dich gibt (It's Wonderful that You Exist)—Connie Francis—MGM—Francon/Schneider Music
Memories of Heidelberg—Peggy March—RCA Victor—Melodie der Welt
* Spanisch war die Nacht (Spanish Night)—Peter Alexander—Ariola—Hans Gerig Music
Lass die Sonne wieder scheinen (Let the Sun Shine Again)—Ronny—Telefunken—Edition Maxim
Penny Lane—The Beatles—Odeon—Rolf Budde Music
Let's Spend The Night Together—The Rolling Stones—Decca—Hans Gerig Music
Schwago Melodie—Maurice Jarre—MGM—Hans Gerig Music
Puppet on a String—Sandle Shaw—Hit Ton—Deutsche Vogue—Hans Gerig Music
Somedlin' Stupid—Nancy & Frank Sinatra—Reprise—Chappel Music/A. Seith Mein Liebe zu Dir (My Love For You)—Roy Black—Polydor—Riva Music/A. Seith
Ha Ha Said The Clown—Manfred Mann—Fontana—Edition Fanfare/P. Kirsten
All You Need is Love—The Beatles—Odeon—Northern/Rolf Budde Music
A Whiter Shade Of Pale—Procol Harum—Deram—Hans Gerig Music
San Francisco—Scott McKenzie—CBS—Edition Intro/Meisel
Death of a Clown—Dave Davies—Deutsche Vogue—Aberbach Music
Romeo and Julia (Romeo And Julis)—Peggy March—RCA Victor—Rolf Budde Music
Jackson—Nancy Sinatra & Lee Hazlewood—Melodie der Welt/Michel
We Love You—The Rolling Stones—Decca—Hans Gerig Music
* Adios—Ronny—Telefunken—Maxim
Massachusetts—The Bee Gees—Polydor—Rudolf Sleznak Music/Yaskiel
Excerpt from a Teenage Opera—Keith West—Odeon—Francis, Day & Hunter/Borneman

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Gastspieldirektion Werner Lampe, 23 Karlsruhe, Beterheimmerallée 22
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Kuenstlerdienst Herr Schmidt, 4 Duiseldorfs, Berliner Allee
Kuenstlerdienst Herr Huchberger, 2 Hamburg, Arbeitsamt
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Kuenstleragentur Sony, 4 Duiseldorfs, Am Wehrbahn 65
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BEST WISHES FOR CHRISTMAS AND THROUGHOUT 1968

CASH BOX—DECEMBER 3, 1967
Thanks

To Bands, Orchestras, Writers, Partners, Artists and Everyone else who did help to make 1967 a good and successful year.

We are proud to be Germany's top publishers.

The Seasons Greetings

GERIG MUSIKVERLAG
DRUSUSGASSE 7-11 • COLOGNE

A Happy and Prosperous 1968

FROM

Primavera

Music Publishers—Brussels, BELGIUM
**GERMANY—ARTISTS WHO HIT GERMANY'S TOP 10 DURING 1967**

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<th>TITLE</th>
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**GERMAN LANGUAGE ARTISTS WHO MADE THE CHARTS—1967**

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<td><strong>PETE ALEXANDER</strong></td>
<td><strong>Anna Lena</strong></td>
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**AUGUST SEETH**

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**SEASON'S GREETINGS**

**MUNCHEN 2, GERMANY • SENDLINGER TOR PLATZ 10**

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**Merzy Christmas and a Happy New Year to you all**

Michael Arends

PAUL C.R. ARENDS

MUSIC PUBLISHING GROUP

9211 Risting, P.O. Box 20, Germany

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**CASH BOX—DECEMBER 23, 1967**
ARGENTINA—1967 IN REVIEW

1967 has been a year of contradictory trends in the market, a general lowering of sales that affected practically all the companies and lasted several months, leading to conservative predictions for 1968 and a state of uncertainty regarding what sort of music will be preferred in the next twelve months. Several important visits, like those of Spanish chanter Raphael, Italian stars Milva and Mina, Spanish Carmen Sevilla, U.S. Jose Feliciana and British group Herman’s Hermits provided international talent for the season. The trend towards budget-priced records gained strength, once more, while several companies were planning special sales campaigns for ’68. This is a more detailed account, month by month, of the main events of ’67:

JANUARY

Odeon releases second LP backed by discotheque “Mau Mau” for sale exclusively at this nightclub. RCA’s Adolfo Pino reports revamping of this diskery: his new post is A&R, advertising and international planning. Scandinavian starts expansion plans for the year. Odeon promotes budget-priced “Colección Musical” with heavy advertisement investment. CBS’ Di Guglielmo reports that December ’66 has been the biggest yet. RCA strengthes Tamba-Medown catalog. Disc Jockey reports releases of LP’s by its artists in several European and Latin American countries.

FEBRUARY

Microfon’s Norberto Kannisky makes two trips to Chile, Mexico and the U.S. Ambitious tape export plans are developed. Dial increases promotion of Time Records releases. Chico Buarque’s “A Bando” reaches top of the lists. Cuarteto Imperial reaches two million records sold for CBS. Permuta reports adding of Aristox to the catalog it represents. Johnny Hallyday visits Argentina; Bacha Distel is also here.

MARCH


APRIL

Spanish chanter Raphael arrives at the end of the month, the hits and TV ratings. Microfon releases Kama-Sutra of the States. Prodisa starts 20th Century Fox releases. Brenner of Permuta travels to Europe presenting the paintings of his “14 With Tango” LP, afterwards Brazilian topper Lebbendiger comes to Buenos Aires on business talks, Raul Matas starts “Telemusica” on Channel 11, launches “Top Tunes” lists through it. Odeon starts promotion of Tom Jones.

MAY

Raphael’s sales gather comments from all the trade. Adolfo Pino of RCA travels to Europe to promote local repertoire. Italian chanter Milva visits Buenos Aires, is feted by CBS with cocktail party, and promotion. Selacma of Music Hall reports start of trip to Japan and Europe. Libertad Lamarque obtains box office smash with Spanish version of “Hello Dolly.”


JUNE

Juan Ramon takes part in Benidorm Festival in Spain. In widely discussed move TV producer Kleinman decides to allow no more dubbing in his program. Microfon contracts U.S. folk-rock duet Jasmine & Richard. Colombian chanter Leonor Gonzalez Mina arrives in town. Odeon start promo campaign for folk music. RCA strats promoting Spanish chanter Massiel and reports visit in near future. The Swingin’ Singers arrive from Europe for stage & TV appearances; Philips arranges cocktail parties and a press conference. Carmen Sevilla is also here, contracted by Channel 9.

JULY

Miguel Savavin opens new night club with other artists, Grupo Vocal and Edmundo Rivero Jr.; “Nuestro Tiempo”. Leo Dan obtains box office (Continued on page 31, Part II).

ARGENTINIAN ARTISTS TO HIT TOP 10 IN 1967

ARGENTINA’S MANAGERS AND AGENTS

SEASON’S GREETINGS

TO ALL OUR FRIENDS from

ARGENTINA WTH THE TOP ARTISTS OF THE WORLD

MUSIC HALL Records of

SICAMERICANA S.A.

Jose E. Uriburu 40-42
Buenos Aires, Argentina

PHONOGRAPH S.A.I.C.
Cordoba 1931, Buenos Aires, Argentina

CASH BOX—DECEMBER 23, 1967

owntown—International Section 49
ARGENTINA'S TOP ARTISTS

PALITO ORTEGA

VIOLETA RIVAS

JUAN D'ARIENZO

JUAN RAMON

BARBARA & DICK

LOS IACRUNDOS

ANIBAL TROILO

LOS CHALCHALEROS

of course, they record for us:

RCA VICTOR ARGENTINA S.A.

Casilla de Correo 4400

Buenos Aires, Argentina

MERRY XMAS

AND BEST WISHES

FOR '68!

France—1967 In Review

(Continued from page 44, Part II)

national artist Pschou. During the month, Petula Clark, the London-based, Jean Pierre Ferland visit Paris.

MARCH

Adamo tops the chart all month long. United Artists presents an EP with music from the Kurt Neumann film, "Return of the Seven" ("L'Ecluse Des Sept"), Philipps releases an EP with music from the film, "Les Corvusinus" ("The Corrupt Ones"), Phillips is also working very hard to promote and launch internationally its new orchestra, which is under the direction of Paul Mauriat. Les Nouvelles Editions' Eddie Barclay completes a deal with Columbia Pictures for publishing in France songs from the later's films in original and French versions. The first film to which the deal applies is the Matt Helm flick, "Murderer's Row." CBS artist Iosy Araznig is now gaining popularity in France after her very successful tours in the USSR. Johnny Hollyday is in Argentina and Brazil for an extensive tour.

APRIL

Rene Denmatr, Bouchery & R man, signs a contract with Hubert Marks. The Reuscher Publishing Company, representing E. R. Madsen, Almada Music Corp., and Piedmont Music Corp., in France, Belgium, Luxembourg, and all the Franche Comte countries. Phillippe Boutil (CBS A and CBS E) as represented by Maurice Chevalier. CBS will produce for Chevalier's 80th birthday an LP with 12 new songs. EMI presents the first singles on the Stateside label in France. Everybody is happy with the third place taken in the Eurovision Song Contest by the French song, "11 Durt Paire Beans La Bas," which was written by Pierre Delanoel and Hubert Giraud (Semi publishing). The French representative, Noelle Cordier, who sang the song at the contest, received great praise for her performance. The "Grand Prix International Du Disque De L'Academie Charles Cros" were awarded. Anne Sylvestre (Philips), Regine (Pathe), Jacques Dutronc (Vogue), Rick Astley, are among the winners. A new record label bows in France. It's name is "Disques R." A new English group is parted by impact records. The Rolling Stones gone to Paris for a stage appearance.

MAY

Jacques Enoch is elected president of the S.A.C.E.M. (Societe des Auteurs, Compositeurs et Editeurs de Musique) Board of Directors. Riviera is instituting a strong sampling, to further promote the Stax label in France. This company will also distribute the Chess label in France. Danyel Gerard forms his own producing company, with a label, P.D.G. (Productions Danyel Gerard), Leonard Whitecap, managing director of Music Music Music Inc., Paris for business meetings. Petula Clark, who has been at the top of the charts for six weeks, gives way to Jacques Dutronc and his song "J'Aime Les Filles." A new label appears on the market: Relax. It is distributed by Swiss France. Artists are among the British songs, at "Puppet On A String," the recent Eurovision contest is ratified by the sales of Shaw's record. 150,000 copies have

(Continued on page 51, Part II)
ARGENTINA—1967 IN REVIEW

(Continued from page 49, Part II) A smash with new film "La Muchachada de a Bordo," CBS wins "leading case" against cartridge pirate copying. Mike Hall widens Durium catalog releases. Odeon revamps its A&R Dept. Music Hall's release reports that sales are running 20% ahead of estimates. Compagnons de la Chanson (CBS), Luis Mariano (EMI), Frank Pourcel (EMI), Carnabyl (CBS), Georges Joosin (EMI), Yvette Horner (EMI) and Aimable (Vogue), Ray Charles is in Paris for a one night appearance at the Salle Pleyel. The triennial IFPI (International Federation of Phonographic Industry) general council meets in Paris. Over one hundred participants are present. The first order of business for the council is the election of Henri Fremant as the new IFPI president. New IFPI members also welcome into their association ten new countries including the USA, Argentina, Australia, Brazil, Chile, Colombia, the Congo, Peru, South Africa and Uruguay.

JUNE

The song contest, "La Rose de France 1967," takes place in Antibes from June 23rd to June 25th. There are 24 participants. Winners are "Les Troubadours," a folk group cut by AZ records. Their song, "Le Vent Et La Jeunesse," is published by La Compagnie. Tutti is enjoying great success with the sheet music sales of "Pupitre à la Strass," 10,000 scores of the Sandie Shaw hit have been sold in two months. 30 pressing machines are working night and day at ACEM de Tournouvre to produce the Procol Harum record "A Whiter Shade of Pale" for Decca. 200,000 copies have been sold in two weeks. This event will mark the start of a French market revolution. EPs giving way to singles. "The Philips turnover for the four months of this year is exactly the same as for the same period last year," announces Louis Hazzan. At the same moment Leon Cabat says that Vogue turnover for the year 1966 showed an increase of more than 37% compared with 1965. Turnover for the first months of the current year is reported to be about 30% up from the same period last year.

OCTOBER

Microfon gets strong record with Billy Stewart's version of "Summer-time." Topper Norberto Kaminsky travels to Chile, starts international promo campaign. Surec pushes strongly Atlantic/Alco records. RCA leases LP by local group Les Irvu- cundos, recorded in Rome. Quinto forms Publishing house. A delicate situation arises by the contracting of Raphael in Spain by other label than Hispavox while his contract is seemingly still in force; the affair is widely commented here, because of success of this artist.

NOVEMBER

British group Herman's Hermits arrives in town. Melodic co-champion Venetico Valdes is also here. RCA awards Palito Ortega and Barbara & Dick with golden records; Los Gatos and Juan D'Arienzo also receive awards. Microfon arranges successful deal with Diner's Club. Famous starts releasing Brazilian Imperial records. Italian chanteuse Mina visits the country. Trova starts Canadian Canana releases. Odeon pushes Special Products Division, sells records thru bookstores.

SEPTEMBER

CBS gets top of the lists with "Tri- sugato del Soleiro," a non-musical record.

France—1967 In Review

(Continued from page 50, Part II) Sold in vinyl. That song is recorded in French by Sandie herself and by Les Parisiennes (Philippe, Les Compagnons de la Chanson (CBS), Luis Mariano (EMI), Frank Pourcel (EMI), Carnabyl (CBS), Georges Joosin (EMI), Yvette Horner (EMI) and Aimable (Vogue), Ray Charles is in Paris for a one night appearance at the Salle Pleyel. The triennial IFPI (International Federation of Phonographic Industry) general council meets in Paris. Over one hundred participants are present. The first order of business for the council is the election of Henri Fremant as the new IFPI president. New IFPI members also welcome into their association ten new countries including the USA, Argentina, Australia, Brazil, Chile, Colombia, the Congo, Peru, South Africa and Uruguay.

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SEPTEMBER

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THESE ARE SOME OF OUR
OUTSTANDING ARTISTS:

ROSAMEL ARAYA — PEPEITO PEREZ
LOS VENETO'S — ICASTO 6
BINGG REYNA — RICARDO REY

DISC JOCKEY SAIC
Pedro Gayena 72 — Buenos Aires
Argentina

1959: GROWING!
1962: GROWING!
1965: GROWING!
1968: GROWING!!

MICROFON ARGENTINA S.R.L.
Lavalle 1759 — Buenos Aires

The experienced label with young ideas . . . !

ARGENTINA'S LEADING TELEVISION SHOWS

"Sabados Givrallos"
Channel 1, Sundays, 7 to 8 P.M.
Enrique y Jimenez: Nidalor Marcone
Artists: Patricio Pinto, Konosu Galbaris, Yoco Monte
Marti and others.

"Hotel Coronel"
Channel 12, Mondays, 9 to 10 P.M.
Ence: Edith Bonelli
Artists: Pablo Ortega, Violeta Rivas, Nester Fabian and others.

"1° Soledad"
Channel 9, Mondays, 9 to 10 P.M.
Protagonista: Con auxilio de Carlos T.
Ence: Silvia Soldan

ARGENTINA'S LEADING DISK JOCKEY PROGRAMS

"Pocket En La Noche"
Radio Excelsior, Daily, 11:30 P.M. to 2 A.M.
Producer: Ricardo Kleineman

"Estudios Por Una Vez"
Radio Excelsior, Daily, 12:30 A.M. to 1 P.M.;
Radio Argentina, Saturdays, 5 to 8 P.M.

ARGENTINA'S LEADING RECORD STUDIOS

INDUSTRIAS ELECTRICAS Y MUSICALES
ODEON S.A.C.
Corrientes 485 (Buenos Aires)
ARGENTINA

PHONOGRAFOS SAIC
Paseo del Palmar
Buenos Aires

AEG
Estudios AEG
Buenos Aires

RCA
Estudios RCA
Buenos Aires

DECCA
Estudios Decca
Buenos Aires

DISCOS ANGEL
Lavalle 270
Buenos Aires

DECCA
Estudios Decca
Buenos Aires

PHONOGRAPHE MARCONI
Estudios Marconi
Paris

ESTUDIOS AEG
Estudios AEG
Buenos Aires

PHONOGRAPHE DECCA
Estudios Decca
Buenos Aires

AGENDA'S LEADING STUDIOS

ARGENTINA'S LEADING RECORD PROGRAMS

France—1967 In Review

(Continued from page 51, Part II)

"skate." Jackson," by Nancy Sinatra is being strongly promoted. CBS, Decca, and Pathé Marconi release several singles in July. This marks a new step in the singles market development.

AUGUST

The board of directors of Soffrason (which has the Decca label) and A.E.A. (ECA) elect a new President: André Jeaneret. Jeaneret is no newcomer in this field, he served as sales manager for Philips for two years and then joined La Société Française Du Son (Soffrason) and remained there in charge of the electronics department for twelve years. E.E.A. last in charge of the Discos N.Y. catalog and Mr. Leclanche of the Telek catalog. Philips and Barclay begin to release singles. Price, as decided by SNICOF (Phonographic Industries), is 550 Frenchs. Radi Marbot, president of S.E.MI.-Meridian Publishing Inc. announces that over 1,000,000 copies of Michel Polnareff's records have been sold in 14 months. For the first time, this year, Radio Monte Carlo, which has the largest audience on the Côte d'Azur during the summer, decided to charge the record companies for having their own broadcasts during August. Vogue and Barclay accepted, but Philips signed a contract with RTL, and Pathé and CBS refused the offer.

SEPTEMBER

Vogue records holds its convention, "Marché Commun," in Paris to present its new European policy. At this occasion, President Léon Calvat decides to release single records in France. Vogue is the last firm refusing to forsake EP's. After the end of the convention, Calvat is visited by Mike Paulikis, Warner Bros. president. During the visit, the two presidents renew the contract between Vogue and Warner Bros. Vogue will be distributed after the 1st of October in Canada by a new firm created by Warner Bros. Philip of France also holds its convention in Sept., Members verify the substantial increase in LP sales from 1966 to 1967. A few months before the "Marché Commun," Pathé Marconi lowers the prices of its classical records. Philips considers its low-price LP policy (19 Francs 95) a complete success. A new publishing company appears in Paris; Sunny Music. Manager is Henri Mackala, who formed the firm after leaving Pathé Marconi.

OCTOBER

Just as he makes his new singles policy official, Eddie Barclay announces a new bomb; he will also release a new type of records he calls "Mini-disques" (mini records) or Disques de Poche (Pocket records). They will be 11.5 cm in diameter and play at 33 1/2 rpm. They will offer six numbers and will be sold at the price of 12 Francs, 90, Barclay says he is launching this new record because he believes that the French market is not yet ready for tape cartridges. Decca artist Nancy Holloway gets the first prize at the International Mediterranean Song Festival in Barcelona with "La chanson de bonheur" Gerard Tournier now represents the Jockey catalog in France. Chappell buys the Jockey's French catalog which had been represented by Editions Tropicale. In addition, Mr. Roquiere, Chappell's manager in France, announces the pending opening of a new Chappell office in Madrid under Paris control. EMI artist Dick Townes is on tour in Canada. Les Compagnons de la Chanson are singing in Holland. In Paris, the man of the month is James Brown. Following Sheila's "Adios Amor" and Richard Anthony's "Aranjuez Mont Amour," Salvatore Adamo tops the chart with his new hit, "Le Neon."

NOVEMBER

Traditional jazz is currently undergoing a sudden explosion on the market here. In line with this trend, Antoine (Vogue) releases a record by Sidney Bechet composition, "Madame Bécassine." The Vogue recording of the song marks the beginning of a concentrated attempt to innovate the label to make Bechet's the star of the new season. Philips inaugurates a new LP series through the Fontana label entitled "Après Minuit." The LP presents love songs or sentimental mood music with nude pin-up girls on the cover. Mireille Mathieu is at the top of the chart all month long with her wailing of "La Dernière Valse." Twenty

(Continued on page 83, Part II)
Local artists did very well during the year. Most successful were the Beatles, whose first LP, "Please Please Me," was released in March. Other artists also did well, with "The Beatles" by the same group, "A Hard Day's Night" by the same group, and "Help!" by the same group, all achieving great headlines during the year.

As far as concerts are concerned, 1967 was a very good year, according to Swedish Association of Artists' Guild (Bildernas AB). At the end of Oct. 1st, 1967, sales had gone up by 30% compared to the same period, with 12 months before.

Music pictures received in record sales, with the Beatles selling more than usual, with movies like "The Sound Of Music", "Dr. Zhivago", "You Only Live Twice", and also local products as "Ola & Julie".

One of the most significant music events of the year was the Grammy Awards. The Swedish music industry was well represented, with several artists winning awards.

NORWAY—1967 IN REVIEW

Swedish groups in general, and perhaps the biggest in particular, has had a most successful year in Norway during 1967. Many Norwegian groups have managed to make not less than 29 weeks at the top of the charts with their Swedish versions.

The Most Successful Group of the Year was the group "Bosson" with "I Love My Little Princicess" (15 weeks). The group "Stupid" from Oslo also did very well, with "I Want Your Love" (12 weeks). The group "The Beatles" from Stockholm also did well, with "I Want Your Love" (15 weeks). The group "The Beatles" from Helsinki also did well, with "I Want Your Love" (12 weeks).

The group "The Beatles" from Stockholm also did well, with "I Want Your Love" (15 weeks).

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DENMARK–1967 in REVIEW

The year has favored the local artists. Of the 12 weeks managed to do very well in the competition with Britain and France, and the Scandinavian bands again got their share of the sales, and Monika also got a great share of the airplay.

As the year started, eight out of the top ten at the charts here were local artists with their original songs and copyrights. Rocking Ghosts (Metronome), Kobke (RCA Victor), and śmierci (Somme) topped, with Hit-makers (Philips), Madatovene (MGM), Sørensen (Metronome), and the following closely, Red Squares (Colo-

cium), a British group living in Denmark but where UK EMI contract, continued getting top sellers, so Danish artists (Philips), also top selling artist from 1960.

Sir Henry & His Butlers (Columbia), EVA in success in the middle of this year.

With the autumn Pissi (Sennet) and Preben Ugeljerga (Polydor), Do-

i (Metronome) and Dich Passer (Philips) did very well at the charts, with the choice of the song "No Milk Today" did nine weeks on the chart in the first half of the year. (RCA Victor) with "I'm a Believer" noted 15 weeks, Connie Francis (MGM) in the middle, "My Love", Beatles (Decca) and "Fenny Lane" made 12 weeks on the charts, and The Byrds with the local tune "Du skal ikke gi mig noen" came to the top of the charts, and his Danish recording of "Off to Dublin In The Green" was a top seller in the autumn.

In the autumn Beatles returned with "All You Need Is Love" with ten weeks at the charts, with local artists.

JAPANESE MUSIC PUBLISHING

KIHACHI ABE, TOKYO KABUSHIIKA KAISHA

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NEW TRENDS IN REVIEW

Finland remains one of the few countries (at least in Scandinavia) where the local language offers a very strong competition to foreign languages, as far as, for example, the Finnish version of the Italian song "Mr. Blue Sky" in Scandinavia could be worth a special investigation. But the fact is that, if one wants a hit among teenagers in Denmark and Sweden, an Italian song is made more promising. In Norway, English is also very useful, but, if recordings are done by Norwegians, the result might just be as good.

In Finland, English-language rec-

ords have stronger sales possibilities, and also the Finnish year’s version of the Dutch original "We Are the Champions" by Queen was the most sold LP albums, for 16 months.

At the end of the year, Finnish rec-

ord studies were busy with the pro-

duction of songs, etc., to celebrate the 50th Anniversary of Finland as an independent state. (December 6, 1917).

RCA Victor, however, is to be cred-

ited for the local group, the Indian band from "The Sound of Music," which stopped selling in the five most sold LP albums for 16 months.

Finland joined the Eurovision Song Contest in Vienna last April with "Varmo-sunnan" (In the Shade of the Shadow) composed by Lasse Toropainen with lyrics by Atli Vuori.

Last June the CBS label here as in the other Scandinavian countries be-

gan to offer local recordings, the group First and the soloists Matko Kokkola and "Kevri" Lindgren were the first local artists at the label.

Musichouse Westerland received an award from Walt Disney Records for its proper handling of the Disneyland record production in Finland last spring.

Local Finnish artists usually have had considerable chances out-

side Finland, but in 1967 presented some exceptions and also the other Scandinavian countries have become more or less profitable for the music business.

The EMI records, however, han-

ded by two companies in Finland, were taken over by Musichouse West-

erland last April.
AUSTRALIA—1967 IN REVIEW

Record production figures for the year of 1967 (when released by the statisticians) will undoubtedly show the industry in a good light...these will be pretty much in line with most years in the past. We have a growing country, increasing almost continually in population, productivity, and economic soundness.

The album product has emerged with flying colors this year, winning more consumer friends than ever before...a very good and healthy sign for the future.

Greatest lift in albums (while there is no separation available from the statisticians on this matter) has been in the area of the low-priced lines. It seems that the retail price of (Aust) $2.50 is what has proved most acceptable to the consumer, and they are coming out in ever-increasing numbers to buy low-priced sets. Cash box believes that the demand for these low-priced albums will really explode into sensational business over the next couple of years as more names and more members of the public discover and accept the fact that there is a market for this rich selection of records that are selling at $2.50, alongside those selling at $5.25 and more.

Certainly in the album field, the industry has had a good year generally. There is no immediate reason why the present trend shouldn't continue throughout the coming years...especially if the retail price of (Aust) $2.50 can be held in check in the face of ever-increasing costs which always seem to be creeping steadily upwards.

The consumer is proving with his many purchases that he is quite happy with the $2.50 albums...he is showing a confidence in these products that should really delight the industry...and the industry must, in turn, make it retain this confidence by striving to maintain a top-notch quality control over low-priced albums.

The future outlook for singles doesn't look anywhere near as bright and encouraging as the album picture (except especially so in the case of locally produced singles).

It has been a tough year for local singles compared to the overall retail returns on where near matching anything like the hit-template money, effort and energy that have gone into getting local singles to the market place.

Still, there were seven different singles that figured in our best-seller lists over the year; only 22 were by Australian artists, and of these 22, only 15 of them were actually recorded in this country...and not one of these thirteen managed to rate among our top twenty hits of the year.

There is something wrong somewhere along the line with local singles...because MANY of them are RARELY, if ever, heard on the big pop stations...and consequently don't stand much chance of grabbing sales.

The dismal showing with so many locally produced singles has forced some prominent record companies almost completely halt single production and concentrate its efforts on albums instead, where the response has been much more substantial.

This doesn't necessarily mean that ALL local singles are bombing-out. Some of them are doing quite well. But the industry's focus on the domestic market means that all the singles in this category are going to be way down on the list, if only in comparison to overseas hits.

Several new groups have appeared on the singles charts from such talent as the Groop, the Loved Ones, Masters Apprentices, the String Bridges, the Tullibee Stars that forth; but these artists are a small percentage of the total number of locally produced singles...most of which ultimately fail.

The singles market is a vital one to the record industry in any country, this is all the more reason why this high percentage of local failures should be closely studied in order to see just where these problems are that are plaguing the local single product.

We would expect that 1968 will witness a further increase in the imported tape material...both in reel-to-reel and cassette form. In the past, most companies have been marketing fully-imported lines in tape: traffic and costs kept the retail level fairly high.

However, this picture is starting to change. Invariably the many imported tape replicas are being marketed...retail prices in reel-to-reel taps has decreased to tuned-in levels to the point where they are almost comparable to the reel-to-reel models. As the market has been fairly small to date...but it is showing great promise and the whole idea is to be able to report outstanding progress with cassettes in Australia.

To sum up...it has been a good year in the record industry of Australia...and we are looking forward to a couple of dull patches on the horizon, things should continue in about the same pattern throughout 1968.

JANUARY

Decca Records of England released smash local single of "Step Back" (covered by The Easybeats) as recorded by Johnny Young...not much happened with the record in England, responded to a visit to England by Johnny Young...and is still there. Young also returned home to Australia from a visit to England and the United States, during which time he cut her chart-rated single of "Big Baby."...W & G Records reported sales on their low-priced album "The Seekers Sing Their Big Hits."...The Monkees had their first Australian visits here with "I'm a Believer."...Heading our best-sellers were "Normie Carter's" with "Och La La." Federation of Commercial Broadcasters banned air-play for "Smoozy Versus The Red Baron" due to the inclusion of the word 'Bloody,' a special plea was made for the song for play with a "D" over the offending word...Demand for low-priced albums by the consumer was beginning to increase.

FEBRUARY

"Green Green Grass Of Home" a rival block-buster for Tom Jones, Decca Records and Palace Music...Record production figures released at this time showed a lift of almost 50% in albums marketed...as a result of the success of low-priced product..."Smoozy Versus The Red Baron" enjoyed an upsurge due to sales the Royal Guardsmen began its long run at the head of our sellers...Local band "Mick" were being rated as the best release ever, "Movin' Man," it was subsequently released in America on Dot.

MARCH

Plenty of rumors, but still no sign of The Monkees' television series being shown here... (of course it is running now)...The Seekers return home for all sort of work, including a concert in Melbourne which drew more than 30,000. "The Beatles"..."Snappy" still heading the best-sellers. "The Hi-Numbers" for one-million copies of "Georgy Girl."...EMI release "Penny Lane" by The Beatles. This record company sold solidly into pre-record reel-to-reel, they also released "Pappet On A String" which became a biggie for Sandy Shaw..."Something Stupid" starting to do big for Nancy & Frank Sinatra..."Georgy Girl" heading our charts.

PHIL

Herd Alpert & Tijuana Brass touring Australia with enormous success; their albums were selling better than most bands. Also touring were the Broken Strings, Eric Burdon & Animals, Dave Dee, Dozy, Beaky, Benny & the Lovin' Ones. The Beatles at number one with "Penny Lane."...Broadcast restriction lifted for "The Beatles."...The Petula Clark record company released "Don't Leave Me Now."...Australia's Easbeats on their way to international hit fame with "Friday On My Mind."...Latest record production figures available indicate drop in 78's production, but big lift in albums..."Something Stupid" reached the top spot across the national scene...Giving overall results on sales of air-play with "You Made Me Realize," recorded by Tom Jones was released by EMI Records..."My Song," by the Petula Clark record company reached number three..."My Song," by the Petula Clark record company reached number three..."My Song," by the Petula Clark record company reached number three....Ratings in the MGM and Verve catalogues went to the Monkees' "I'm a Believer."...Liberty went from EMI to Festival.

MAY

Jack Argen, head of Leeds Music group, was in London meeting Big L.V. special "The Seekers Down Under" with representatives by Athol Guy. ...All tracks from the "Sgt. Peppers" album under heavy break, but no news of "The Pink Floyd" albums...It was announced that Festival Records had several records on the Verve and United Artists catalogues...The Easbeats returned to Australia for a visit and released a Gold Record marking one-million sales globally of "Friday On My Mind." The British million-first release of Musicassettes, all fully imported. ...Phone-Vox of Australia set up their own distribution office in Sydney. ..."Something Stupid" still heading the charts...The Record World records officially change name to Phonogram Recordings Pty. Ltd. ...Associated Music Australasia, negotiated secured Australian rights to Troubadour...Mr. Facey, of World Music and Pallette Records of London, visit Sydney as "Smoozy Versus The Red Baron" reached a million sales in "New York Mining Disaster, 1941" by the Bee Gees...Concert tour for Peter, Paul & Mary a great success.

JUNE

Fred Marks, head of Festival Records on world tour to visit associated (Continued on page 50, Part II)

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To

THE BEE GEE'S; ROBERT STIGWOOD; CREAM; DAVID SHAW; and many other wonderful friends throughout the world who have made 1967 a memorable year.

NORMAN WHITELEY HOLDINGS PTY.
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Box Cash—December 23, 1967
HOLLAND - 1967 IN REVIEW

1967 was the year of the new BOVEMA's Gramophonehouse, Barchey, Erato, Saba, Blue Note, A.B.C. Paramount were added to the repertoire. All these labels were introduced by wonderful catalogues, special introduction albums, advertisements, breathtaking window displays, leaflets, etc. And not without results: Bovema was in 1967 the company with the very big number of hits on the Dutch Hitparade. Stars as Robbie Gentry, Roger Whittaker, Lou Rawls, Al Martino, Cliff Richard, Keith West, Paul Jones, Jeff Beck, Van Morrison and others were bestsellers in Holland. And of course the top groups as the Beatles, The Beach Boys, The Righteous Brothers, Procol Harum, The Small Faces, The Strawberries Alarmedeck, The Boxtops, Hollies and The Nice had wonderful hits. Also the Dutch groups the Cats and The Buffoons made hits in Holland. Bovema has been very successful in having its artists taking part in the various important Songfestsivals which have been organized this year. Bovema-artists won prizes in the Knokke- and Splittingfestsivals and the "Coupe d'Europe" festival. Many artists of Bovema come to Holland to promote their records. We saw on television among others Roger Whittaker, Vera Lynn, Lou Rawls, Paul Jones, Adamo, The Small Faces, Keith West, Jeff Beck, The Hollies, Procol Harum, P.P. Arnold, The Nice, Twice As Much, Dave Clark Five, Pink Floyd and many others.

N.V. PHONORAM, for many years Holland's biggest record company, has increased its market-share again. This has its cause in the fact, that Phonogram released an extremely good collection of LP's in the first half of 1967, released, compiled and released from the repertoire of several labels represented by Phonogram, such as Philips, Decca, Fontana, London, President, American Decca and Mercury. Phonogram also had a great number of big hit-singles in the past year. Among these were hits by Procol Harum, The Herd, Dave Dee, etc., Traffic, Rolling Stones, Tom Jones, etc. Phonogram managed also due to enthusiastic and progressive promotion, to take a total of 14% of the box-office top-40 singles-charts during 1967. Phonogram has developed in the past years into a company which welcomes independent companies. This has resulted in contracts with successful labels such as Island, White Whale, President, Page One, R&B Records and Scepter/Wand, bringing many new artists and new artists. Among Phonogram-artists, who visited Holland for tours, TV and radio-appearances or recordings, were a.o. Dave Dee, Dozy, Beaky, Mick and Tich, Kerypte Penderwick, Them-singer Van Morrison, Eddie Boyd, The Rolling Stones, Cat Stevens, The Mindbenders, John Mayall & the Bluesbreakers, Whistling Jack Smith, Dave Berry, Manfred Mann, The Traffic, The Herd, Kiki Dee, John Walker, Tom Jones, The Moody Blues and the frogs, etc. All the records of Dave Dee (Fontana) were in the top 5. In February N.V. Phonogram announced the first eight releases in the new classical Philips LP-series, called "Bouwlogies De Musique." These low-priced LP's received a special promotion and proved to be extremely good sellers over the year. Dutch singer Liesbeth List recorded in France for Philips. N.V. Phonogram released the successful "Music For The Millions" LP's, now on low-priced 12 the Decca "Phase Four Stereo" series inch LP's, in March. Growing sales for the 1968 catalogue. All the year over, Phonogram made big publicity for the already disbanded group Them. Their recording "Of Gloria" finally became a hit in July. The record was released over two years ago, has been latent ever since, but came into the Top 10 this month. Album sales of them were jumping, especially the newly compiled LP's. Dee's long promotion made the group a legend over the years. Phonogram had a local no. 1 hit with "Melodix" by accordion-player John Woodhouse. In October the successful Royal Dutch Male Choir (150 members) "The Maatschappij Staten" reached the fifth Golden Disc. The Demarco Sound System was introduced to press, DJs and dealers in November at a reception in Amsterdam. Sales of the LP's have been good, since this introduction. In the same month, Phonogram banded eleven Golden Discs to a great number of its local artists. Budget-line LP's of several well known British groups were the best sellers during Santa Claus time.

The year 1967 has been a year of progress for NEGRAM-DELA in Heemstede. Although the forecast for the total extension of the Dutch record market does not exceed 5% of last year's sales, Negram-Delta will reach an extension of 30%. The main reason for this magnificent result is their expansion into the LP field. The great standard repertoire of Warner Brothers and Reprise and the marvellous operette repertoire of Eurodisc, enabled Negram-Delta to get the best possible profit of the general trend of growth in the LP field. In 1968 Ne-gram-Delta can be expected to strengthen her force in the LP field by promotion campaigns on Pye's Marble Arch Line and their own label. Regarding the single-field, April 29 was quite a memorable day. At that very day Ne-gram-Delta released the chart hits, distributing all three top-three items. One of the best selling local productions on single in the Dutch language, "Beestjes" by Ronnie and the Rotties gave Ne-gram-Delta another remarkable success: the record took over the first place of the Flemish charts and stayed there for many weeks. Ne-gram-Delta's promotion department was lent great support by visits of many important stars as David McWilliams, David Garrison, The Knights, Sandy D'Ano, Long John Baldry, Mirtum Makema, The Electric Prunes, Peter Alexander and many others—but not least Robert Stolz, Margrit Schramm and Rudolf Schooff honored our country with two very, very successful tours, their "Ewig Junge Operette" will have reached numerous sales at the end of the month. For 1968 the management of Ne-gram-Delta foresees very optimistic prospects: the relations to their foreign affiliates are better than ever and full cooperation in all fields is the result. The two youngest labels under Ne-gram-Delta distribution: Correct and Major Minor also predict a bright future. After discussions with the management of Ecko with which Ne-gram is having a direct contract now, Ne-gram-Delta believes 1968 will even be better than 1967 for the sales of Doors, Bikkel and Butterfield. On the Arista-label the most advanced artists of 1968 will be Peter Alexander, who is growing more popular in Holland every day, and Udo Jürgens, whose tour next year will be packed by an enormous promotion campaign. For Warner Brothers and Reprise the Sinatra family and Dean Martin will remain strong sellers, while Peter, Paul & Mary will get utmost promotion.

CBSGRAMOFOOPLOATEN has been tremendously successful, especially in the second half of 1967. The rest of sales compared with 1966 is expected to be approximately 10%. The most important highlight of 1967 was "San Francisco" by Scott McKenzie, which was on the local single charts for 6 consecutive weeks and is still selling very well, also due to the fact that CBS brought Scott McKenzie to Holland for a promotional appearance. Ray Conniff's "Somewhere My Love" is one of the best-selling singles for most months, together with his albums "Somewhere My Love" and (Continued on page 58, Part II)

Cash Box—December 23, 1967

Part II—International Section 57
HOLLAND — LOCAL ARTISTS WHO HIT HOLLAND'S TOP 10 DURING 1967

(Continued from page 57, Part II) "This Is My Song," further, the Eng- lish group The Tremeloes made quite an impact on the local market with their single, "Here Comes My Baby," "Silence Is Golden," "Even The Bad Times Are Good," and "Be Mine." In the popular LP field are "West Side Story," "My Fair Lady," "These Are The Days of Our Lives," and an increase of sales for all the Bob Dylan albums including his popular 2-fer set "Blonde On Blonde." The R & B Con- niff albums showed a rise of sales and the albums by the famous French con- ductor Caravelly too. Among the many CBS artists who visited our country were Nancy Sinatra, The Dave Brubeck Quartet, Miles Davis, The- homey's, Archie Shepp, and Harris, and The Tremeloes. CBS also started a very successful local production with a very promising response for the international market with albums by The Kibbles (Shure), (Mambo Jungle Over Hawaii). "International Melodies" played by the barrel organ "Wald- kirk," Juan Paveria with "Carib- bean Souveniers" (The Sound Of The West Indies), plus very important accordion recordings by Antoine Mon- ners and The Harmoniker Paradies. In the classical sector CBS introduced with great success its new medium price series: "CBS Meister Konzert," which made an enormous impact on the Dutch market, featuring such great artists as F. Brahms, W. Glaz, A. Schnittke, Leonard Bernstein, Eugene Or- mandy, Leon Fleisher, Robert Cas- dad, and Isaac Stern. One of the big- gest highlights of the classical se- zion undoubtedly was the 2-week visit to Holland of the famous conductor of the Philadelphia Orchestra, Eugene Ormond. The Golden Echoes, who made a tremendous impression on the Dutch classical music lovers, and his performances with The Amsterdam Concertgebouw Orchestra was hailed by the local cri- tics. Verdi's opera "Falstaff," con- ducted by Leonard Bernstein with Dieter Fischer-Dieskau, was awarded the Dutch Edition Award in the cate- gory Opera in 1967. Among the classical artists who visited our country were: John Williams, Zino Frances- catti, Pierre Boulez, Robert Cas- dad, and Isaac Stern. One of the big- gest highlights of the classical se- zion undoubtedly was the 2-week visit to Holland of the famous conductor of the Philadelphia Orchestra, Eugene Ormond. The Golden Echoes, who made a tremendous impression on the Dutch classical music lovers, and his performances with The Amsterdam Concertgebouw Orchestra was hailed by the local cri- tics. Verdi's opera "Falstaff," con- ducted by Leonard Bernstein with Dieter Fischer-Dieskau, was awarded the Dutch Edition Award in the cate- gory Opera in 1967. Among the classical artists who visited our country were: John Williams, Zino Frances- catti, Pierre Boulez, Robert Cas- cad, and Isaac Stern. 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Verdi's opera "Falstaff," con- ducted by Leonard Bernstein with Dieter Fischer-Dieskau, was awarded the Dutch Edition Award in the cate- gory Opera in 1967.
balance has been realized mainly through the company's successful switch-over of its monaural catalogues to stereo, as well as the marketing of specially compiled series and sales drives with boxed record-sets. Notably, Peter Fennell's reissued Detroit Sound Series on Tamla-Motown has proved to be a grand success for such a long-tired Top Four. Marvin Gaye & Kim Weston, Martha & the VanDellas, The Marvelettes, The Supremes, The Temptations, Jr. Walker and Stevie Wonder, all of whom like other Motown acts have been further diversified by the singles field. In the jazz and blue field, further additions to the Chess Blues Series, the I Love Jazz on Chess Series and the Prestige Modern Jazz Giants Series, have added to Fennell's compilation coupes. The strongest of its kind in the Benelux; furthermore, Arione has added to its already impressive sales catalogue by the special promotion efforts on behalf of its very well-received Arista-Reissue. Flashing the way, The Easy Beats’ “Friday On My Mind” became a beauty of a blockbust in Holland even before the disc had reached any status in other countries. Alger de Krik, recently resorted Fortunes as well, were invited by Arione to do personal promotion of their recordings. Special attention has been paid by EMI to its UA’s catalogue of American Picture Sound Tracks and its Solid State line of double discs, which was complete in the Febru ary release. Almost every US-based artist of the year had its American Number One hit, and in the wake of this success, Arione scored during 1966 with Sjakk Schrj J’s “Glasaje Op.” Other local pop artists who made best sellers out of “ combos” were: Gerben Baas, Bruno Majuchek, Conrad Oransky, Selma van Loghem and, of course, Sjakk Schrj J is coming to 太平 noises. As well as being effective in its local market, Arione continues to make great sales of its more recent titles. The list of its reissues which can be sold at any time will be very successful indeed. As a matter of fact, the whole new label has been produced for this line, besides having seen an important local and international increase of its sales, all of which were substantially extended with further releases. Highlights in the market this year were, amongst others, the interpretations of the Haemol Organ Concertos and Haydn Organ Works by the Amsterdam Chamber Orchestra performing Vivat’s “de Four Sea sons,” and two albums presented by Italian Baroque Music played by the Amsterdam Chamber Orchestra. All in all, 1967 has been a bumper year for Arione.

1967 has become very successful for IAMAC. The young company, one year ago only a small firm with a much awarded classical catalog and just starting in the pop business, has built itself an enormous national and international image, and has strengthened its market share from 1% to 5% in the classical field, Imamac also became known on sale in France, Germany, and many other countries all over the world. Daniel Bayramyan, Yi-Kwel Sie, Sidney Harth, Han de Vries among others are featured in this more and more praised series. In the Pop-business, Relax, the pop label of Imamac, excelled as well. (7 hits in 15 months) and Martine Mesland’s hits on de Vrij иностранная✗ ’s successes. New successful acquisitions include the number one record at the moment by Shawna and Tony Herman, soul singer Davy Jones, all mentioned in March. The acquisition of several foreign labels, started 7 in January and February with the big country of Holland and in the European catalog of Dom Pierce’s Starday label, the Dutch and German nuances such as Red Sovine, Flatt & Scruggs, Cowboy Cooper, and the like. A variety music label, awarded with the little Edison. In March, Imamac launched the Dutch EMI projects, a classical and religious repertoire with the distribution of Dis & Dino independently of the companies. Charles de Volpe of Dis- tam an awarded special label for the European Club of Bertelsmann. And organist Willem Talman also received the Edi-

AUSTRALIA - 1967 IN REVIEW

(Continued from page 56, Part II)

australian companies, Australia Box and Musicians. A.A. Music with the publishing rights to the Australian Abigail Music label met with great success in Sydney with Hayes Gordon’s six hit success in London. RCA on the other hand has a much better sales visits. Matt Monro & Dusty Springfield being the latest.

JULY

Record production figures for twelve months ended June 30. Sales of quality discs have risen to a total time of over 14 million volumes... with more than half the total albums. New single by Beattles "All You Need Is Love" released... American artist Ray Charles has announced that he will be recording with the Metropole Orchestra of Sydney Symphony Orchestra. "Whiter Shade Of Pale" heading the EMI's success in the fields of sales and records as national promotion head. A new EMI LP, "Never Again," by two returned home after visit to London. A. W. T. (Bill) Smith, head of visit to Australia. EMI has a new company to visit with Columbia chiefs. "Perseus"... released with some success. "Thoroughly Modern Millie,"... Bees- tles album, "Sgt. Peppers," now a real sales giant.

AUGUST

American artist Ray Charles on concert in Australia for EMI previewing "I'm a Rock-Star" for national distribution. EMI purchase Belinda Music... E.M.I. now an important in Australia's music industry, including a big hit with "Alto Clef"... EMI produced "The Last Waltz" still at the top for Englebert Humperdinck and "Jeepster"... "Going Out" by Right Wine released with some success. "To Live and Die"... "Sgt. Peppers"... "Dust In The Windl... "Record production figures for twelve months ended June 30. Sales of... (Continued from page 56, Part II)

US$5.95. London and other parts of the world.

SEPTEMBER

Local combination, The Group break- ing-out with their "Woman, You're Breaking Me" single... Disco-jockey Tony McLaren missing as a result of his hit... "Up-Up And Away," up the charts for the fifth... RCA announce releasing of... special announcing of deal which gives them future rights in disc and retail sales of... retail price on pre-recorded reel-to- reel tapes to $5.00... E.M.I. staff aboard"... RCA on the other hand has a much better... Matt Monro & Dusty Springfield being the latest.

OCTOBER

Englebert Humperdinck is the chart-topper for the month of October. American artist Ray Charles... with "I'm a Rock-Star" for national distribution. EMI purchase Belinda Music... E.M.I. now an important in Australia's music industry, including a big hit with "Alto Clef"... EMI produced "The Last Waltz" still at the top for Englebert Humperdinck and "Jeepster"... "Going Out" by Right Wine released with some success. "To Live and Die"... "Sgt. Peppers"... "Dust In The Windl... "Record production figures for twelve months ended June 30. Sales of... Ton Records.... RCA announce releasing of... special announcing of deal which gives them future rights in disc and retail sales of... retail price on pre-recorded reel-to- reel tapes to $5.00... E.M.I. staff aboard"... RCA on the other hand has a much better... Matt Monro & Dusty Springfield being the latest.

NOVEMBER

Local girl Lynne Randall returns to Australia for the month of November... following a successful concert-tour with... The Monkees, to do a personal appear- ance on "The Mike Douglas show" with Trini Lopez... Astor Records now in the market. "The Last Waltz"... "To Live and Die"... "Sgt. Peppers"... "Dust In The Windl... "Record production figures for twelve months ended June 30. Sales of... Ton Records.... RCA announce releasing of... special announcing of deal which gives them future rights in disc and retail sales of... retail price on pre-recorded reel-to- reel tapes to $5.00... E.M.I. staff aboard"... RCA on the other hand has a much better... Matt Monro & Dusty Springfield being the latest.

DECEMBER

Local girl Lynne Randall returns to Australia for the month of November... following a successful concert-tour with... The Monkees, to do a personal appear- ance on "The Mike Douglas show" with Trini Lopez... Astor Records now in the market. "The Last Waltz"... "To Live and Die"... "Sgt. Peppers"... "Dust In The Windl... "Record production figures for twelve months ended June 30. Sales of... Ton Records.... RCA announce releasing of... special announcing of deal which gives them future rights in disc and retail sales of... retail price on pre-recorded reel-to- reel tapes to $5.00... E.M.I. staff aboard"... RCA on the other hand has a much better... Matt Monro & Dusty Springfield being the latest.

AUSTRALIAN MUSIC... THE CHRISTMAS Charts... - "OF THE YEAR" top chart-topper for the month of December. Australian artist Ray Charles... with "I'm a Rock-Star" for national distribution. EMI purchase Belinda Music... E.M.I. now an important in Australia's music industry, including a big hit with "Alto Clef"... EMI produced "The Last Waltz" still at the top for Englebert Humperdinck and "Jeepster"... "Going Out" by Right Wine released with some success. "To Live and Die"... "Sgt. Peppers"... "Dust In The Windl... "Record production figures for twelve months ended June 30. Sales of... Ton Records.... RCA announce releasing of... special announcing of deal which gives them future rights in disc and retail sales of... retail price on pre-recorded reel-to- reel tapes to $5.00... E.M.I. staff aboard"... RCA on the other hand has a much better... Matt Monro & Dusty Springfield being the latest.

Cash Box... December 23, 1967

RCA VICTOR CELEBRATES IN BRAZIL
40 YEARS OF SUCCESS IN RECORDS
1928 - 1968

RCA ELETRONICA BRASILEIRA S.A.
A. IPTINAG, 1968
P.O. BOX 9840 • TELEX "RA DIOREADY Spq 511"
SÃO PAULO, S.P. - BRAZIL
Part III Coin Machines and Vending

MERRY Christmas

and

HAPPY NEW YEAR
London Juke Hits; Slot Ban Urged

LONDON—London's top jukebox selections for the month of November were "Hello Goodbye", the latest single by The Beatles, and "Blue Moon", the latest single by the Shadows. The jukebox continued to be a popular source of music in cafés and restaurants, providing a bridge between traditional and modern music preferences.

Toward Better Earnings
CleveCoin Inaugurates Programming Service

Cleveland — Ronald Gold, chief executive at Cleveland Coin Corporation (prominent music, games and vending distributor headquartered in this city), announced last week that his phonograph division has inaugurated a record programming service in cooperation with Northern One-Stop, toward offering music operators higher jukebox earnings.

The service at this point essentially involves a more "careful" method of available record product to be placed on those new Wurlitzer phonos and slot machines in Ohio area operators thru CleCoin.

"What we are doing here is keeping in close contact with George Freeman and Don Rothenberg at Northern for selections that are in line with the types of music that are popular in this area." Gold explained.

The service is being offered to music operators as an additional feature to their existing jukebox distribution service.

Possible Game Tax Hike Seen In Fla.

TALLAHASSEE—It was reported in the recent Florida Amusement and Music Admissions News that Governor D. M. Dyer and the Florida legislature will be called into special session in January to cope with problems created by the state's educational crisis. The most pressing items on the agenda will be finding several hundred million dollars to update Florida schools.

The gambling industry, as always, will be eyed as a possible source of new finances. Taxes on the industry are generally not unpopular with the public in general.

Mondial Appointing 'Quiz' Distrub

The Mondial appointed a new representative for its "Quiz" distrub in the United Kingdom. The representative will be based in London and will be responsible for the distribution of the company's "Quiz" machines throughout the country. The appointment is part of the company's strategy to expand its reach and increase market penetration in the UK.

Formal Signing On Rowe Sale

NEWARK—Triangule Conduit & Cable Co., Inc., of Newark, and Cash & Carry Vending Corporation of Chicago, signed a formal agreement December 14, for Triangule's acquisition of Rowe Manufacturing Division, it was announced jointly by Carl S. Menger, chairman of the board and president of Triangule, and Patrick L. O'Malley, president of Rowe. The acquisition is subject to certain conditions, including approval by the Federal Trade Commission. The purchase is expected to be completed in January.

Under the terms of the transaction, Cash & Carry Corporation must pay to Rowe $2 million in cash and $4 million in convertible subordinated notes, notes that are due in three years. Rowe will also receive $4 million in additional cash.

NAMA Council Meets

CHICAGO—Steven R. Poley, director of public relations of NAMA, has been elected to the NAMA Board of Directors, replacing the outgoing president of the organization. The new president will serve a one-year term and is responsible for overseeing the organization's activities, including management of the national convention and other events.

March 22-23: Indiana Vending Council will hold its annual meeting at the Olympic Club in Ft. Wayne, Ind.
April 18-20: Illinois Automatic Merchandising Council will stage its annual convention at the Lake Shore Lodge in Delavan, Wisconsin.
1967 In Review:

Copyright - Inflation - Convention

If you looped a rope around all those events which stirred the course of the coin machine trade during 1967 and singled out those policies pursued by our industry leaders whose success or failure will profoundly affect our financial health in the months and years to come, the first and foremost item that rises to the top is the $8.80 per phonograph assessment fee passed by the U.S. House of Representatives as part of the performance rights societies for the use of "their" music on our jukeboxes. It was a historical move that the trade was yet to pay one thin dime in this direction under the provisions of the 1976 Copyright Act. Some in the industry recoiled at the prospect of "giving in" to the societies whose "glutony for the green stuff" was matched only by their "vague system of passing said money onto their song writing members." Others in the trade, indeed most in the upper reaches who played either a direct or indirect role in securing the $8.80 fee as opposed to a horrific bookkeeping nightmare of reporting individually 3¢ per side per calendar quarter (roughly $18.20 per year) were quite elated at the compromise settlement.

The earnest thanks of tradesmen went out to manufacturers' attorney Perry Patterson, MOA's legal wizard Nick Allen, witnesses such as Bill Cannon and Bob Nims and for the not-to-ever-be-forgotten end run played executed with Harry Wilson's preparation of that mountain of paperwork which opened the eyes of the Judiciary Committee and forced the compromise to come about. But all this might end up an interesting story in the back issues of the trade press unless an identical action is carried through by the Senate in their copyright bill when they come again in 1968. And in reality, it should pass. It's good for both parties involved.

Two-For-25¢
Music Pricing

Many in the industry were hard-pressed to make the income the earned in 1966. Periodic samplings of profit-pictures about the country revealed disturbing conditions—the gross was up but the profit was down. The price of equipment, to everyone's chagrin, was too high in many cases, the much bated loan and bonus cancer hasn't helped matters any, except in the

Cash Box—December 23, 1967

questionnaire did determine, it is reported, that music operators, without a doubt, presented the largest singing blues in the country, the record companies, cognizant of the tremendous buying power of the operator but convinced almost to a man that this operator depends upon the top 100 charts for his programming material, did very little actual promotion and specialty record production for this market. The operating firms, on the other hand, have felt more and more being treated as tools by the record manufacturers and aired their grievances many times during the year. The Record Co. MOA liaison committee set up by Bill Cannon managed to exact a bit more attention from the record execs but actually no great flow of what the trade has been called "jukebox material."

The flow of little LP product, with the exception of the Seeburg Corporation which managed to release approximately 50 junior albums during '67, amounted to a modest dozen mostly between Atlantic and Epic Records...a lesser number than in '66 when the trade considered even that insufficient. Why such apparent disinterest in the little LP? A lower profit for the dollar invested by the one-stop and an absence of profit from the record companies who claim the LP's offer strictly promotion for their artists and nothing more. The October, a firm calling itself Garwin Sales secured the national distribution rights to the Seeburg Corporation's catalogue as well as contract agreements from several top labels including Epic, Columbia, etc. to market nationally said LP's through Seeburg distributors and one-stops. Bob Garwin, the firm's principle, claims he sees a need for the product by the operator as well as put the record firms and naturally for Garwin Sales. Therefore, the principle production and distribution of this "jukebox material" will be in the hands and under the direction of one firm in 1968...its progress we await with considerable interest.

MOA Convention:
Cannon To Top

When you speak of one-stops these days, you don't have to wait very long before the memory of the October MOA Convention comes to mind. Truly, the single disappointment in these three marvelous and fruitful

COLOR-SONICS, INC.
37 Atlantic St., Melrose, Mass.

OVER 40% SINGLES
SOLD TO OPERATORS

Over 40% Singles
Sold To Operators

An anonymous questionnaire prepared by the phonograph manufacturers and distributed through their regional representatives and by direct mail to operators to determine the exact financial condition of the trade was compiled by Price Waterhouse for presentation to Congress on behalf of the coin industry. What the

Part III—Coin Machines

THE BEST OF HOLIDAY GREETINGS
EVERYWHERE
1967 In Review:

Loans & Bonuses — Merchandising

The coin industry’s leading supplier of pool table supplies and accessories.

EASTERN Novelty Distributors, Inc.

HOME OFFICE: 3726 Tonnele Ave., North Bergen, N.J. (201) 864-2424
WEST COAST OFFICE: 2539 E. 11th St., Los Angeles, Cal. (213) 269-5979

Happy Holiday Greetings from United Billiards to Amusement Operators Everywhere.

... and a prosperous New Year.

The coin industry’s leading supplier of pool table supplies and accessories.
MERRY CHRISTMAS FROM THE 100-SELECTION CADETTE. JINGLE. JINGLE. JINGLE. JINGLE. JINGLE. JINGLE.
1967 In Review:

Counter Games — Audioviz — 100mm Cigs — Safe Filters

the first combination unit to move onto locations. Regular shipments of the unit, from the Innocenti plant in Milan to the Port of Philadelphia, followed the natural promotion program, kept the units making inroads all throughout the year.

Counter Top Units; A 5c Commotion

Highlighting the year for amusement machine operators was the intense upsurge in counter games. Interest in this type of equipment snowballed the latter part of 1967 and saw the birth of “reflex test”, battery operated units from Northwestern, the Irving Kaye Co., United Billiards, and several others who found that a lot of money can be gained by the operator through nickle play on the counter.

Supplementing a regular supply of pins, shuffle, bowlers, guns, and baseballs from Bally, Gottlieb, Williams, Midway and Chicago Coin were a number of new notions which achieved varying degrees of success. Several knowledge test units came on the market as well as a new entry in the table soccer field and of course the above mentioned counter games. It must be concluded, though, that the traditional varieties of coin amusement machines (including tables) still provide 99% of the take, indeed from all observations, will continue to provide the staple products of the games business in the foreseeable future. To be blunt... that successful “new idea” failed to make its appearance in 1967.

The pool table, still from most aspects the highest money-earning, service-free piece on the market, continued to play its valuable role in the amusement business. No new factories entered the trade but several variations on the existing equipment made their appearance, including new cabinet colors and designs as well as scratch-ball return mechanisms.

Legal Status Quo; Illinois Saves Day

Besides the copyright matter, the legislative scene was quiet for the most part across the country. The most stringent case arose in Illinois where the Chicago Crime Commission created one heck of an anti-pinhall controversy, resulting in several nasty bills which would have eliminated all pinpinnas from the State, as well as prohibited their very manufacturer out too there. Through the efforts of the Illinois association and manufacturer representatives, all adverse legislation was squashed. A stink over add-on bills came to the forefront in Ohio and New York, neither of which was settled by year’s end. A case in New York’s Nassau County brought up the question of bonus depreciation but again a final decision was not in by year’s end. The status quo was fairly well maintained throughout the country in 1967, which, if we bother to think about it, is pretty darned good.

Modern, Crisp Attitude

In 1968 Would Enhance Trade’s Image

That certain sophistication about the coin machine industry, through the efforts of young, educated men entering the field and a concerted drive at the grass-roots level to protect and promote the correct image of the operator, was becoming the mode and will certainly be the fashion in the months and years ahead of us. A modern, crisp approach and aggressive attitude, both on the route and in the showroom is becoming more evident every day. While there’s a great deal of work remaining ahead, the past has been rather kind to the business and with a continued belief and a sense of pride about this unique method of making a buck, we will prevail and prosper.
All-Risk Insurance
May Be Withdrawn
Says M. Spindel

CHICAGO—Manfred S. Spindel, President of G M & V Corporation, division of Spindel Insurance Agency, Inc., states that an almost complete lack of interest on the part of operators and distributors in insurance protecting equipment on location will mean the withdrawal of the company from this market.

Spindel, who recently visited some of the principal cities where racial disturbances occurred, was amazed at the reaction of those operators who lost equipment as a result of the riots. They feel it can’t happen again.

"Losses of equipment by fire, theft, vandalism, riots and national disasters do and will occur, and any businessman who does not protect himself is playing Russian roulette," Spindel said.

Spindel further reported that as the year 1967 approaches its close, the death claims paid on the lives of operators on whom distributors had placed Credit Life insurance was 203% of the total gross premiums.

Spindel feels that this is in part to the failure of many distributors to insist that all installment contracts carry Credit Life insurance. Too many distributors feel that the only time this type of protection is necessary is if a sizeable indebtedness is incurred. When this happens, adverse selection works against the insurance company.

Service fees on Credit Life for the next year have already been reduced by the Spindel Insurance Agency, Inc., because of excessive losses. It is hoped that all distributors will cooperate by seeing that all installment contracts carry this protection.

Peaches & Herb, Letterman Head
Up P/V Pairings

WHIPPANY, N. J.—Rowe AMF’s director of the PhonoVue/record pairing program, George Klersey, has released data on the program for the week ending December 23d.

PhonoVue ficks, "Rain Or Shine" (L-2808N), "Bedroom Caper" (L-2911U), "Mermaids" (L-2804E), "I’ll OfWinemaker" (L-2900U), "Belly Dancer" (L-2907W) and "Montmartre (Gd-Gd)" (L-2606A) has been paired up with Marvin Gaye & Tammi Terrell’s Tamara recording of “If I Could Build My Whole World Around You.”

The fantastic Johnny C.’s latest disc of "Boogaloo Down Broadway" has been matched up with "Juke Box Parry" (L-2908H) and "Girl In Picture Frame" (L-2805F).

“Ninety Nine And A Half” on the Tower Label by The Standells goes well with P/V film cartridges “Love-In” (L-2010L) and “On The Beach” (L-2008Y).

Faye & Charlie Fox’s “Count The Days” on Dynamo is compatible with ficks, “Fire Dance” (L-2807L), "Silhouette Dancers" (L-2807V) and "Living Doll" (L-2907U).

"Hermit’s Heaven" (L-2910D), "Chef’s Delight" (L-2905H), "Silhouette Dancers" (L-2907V), "Living Doll" (L-2907U) and "Sobs Game" (L-2607V) have been matched with The Foundations’ UNI cut of “Baby, Now That I’ve Found You.”

"Going Out Of My Head/Can’t Take My Eyes Off You" by The Letterman on Capitol presents a groovy A/V mood with P/V film “Dance-In” (L-2910L) and “On The Beach” (L-2908Y).

"Two Little Kids" a Date recording by Peaches & Herb swings with “Silhouette Dancers” (L-2807V) and "Living Doll" (L-2907U).

More and more smart operators are installing Fischer tables in their choice locations. They find them to be the answer to more profitable operation. That’s because Fischer tables are consistently solid quality throughout, embody all the fine features you expect from the ultimate in coin-op billiard equipment, and new advanced developments that make service problems practically a thing of the past. Got the message?

See your Distributor or write for further information and prices.
The American Tobacco Co. has announced that a new arrangement for vending machine operations will be effective Dec. 31, 1967. They are terminating their present vending machine promotional allowances and withdrawing circular number 40A dated Aug. 31, 1966.

The new arrangement applies to Tareyton $5mm brand, Pall Mall Filter 100 and Pall Mall Menthol Filter 100mm, to direct list vending machine operators who operate and service their machines.

Pertinent points on this arrangement are as follows:

1. For the maintenance of at least one column of one or more of the following brands, in each of the vending machines covered under this arrangement, American agrees to pay the vending machine operator at the below listed rates during the period it is covered under this arrangement.

2. Tareyton $5mm at a rate of $2.00 per year. Pall Mall Filter 100 and Pall Mall Menthol Filter 100 at a rate of $2.50 per year.

3. They will pay for the placement of any combination of the above, for example, for the placement of one column of Tareyton $5mm and one column of Pall Mall Filter 100's and one column of Pall Mall Menthol Filter 100's, they will pay at the rate of $7.00 per year.

4. Payment to be made in quarterly installments.

5. Forms covering the details of this arrangement are available to operators; many have been mailed.

6. All direct list vending machine operators, wishing to avail themselves of this arrangement, are asked to return the authorized forms, properly executed as soon as possible.

Season's Greetings
To All Our
Friends and Customers
From
TRIMOUNT AUTO. SALES
Boston, Mass.

U.S. Billiards to Set
L.I. 8-Ball Tournament

AMITYVILLE, LI.—Len Schneller, general sales manager of U.S. Billiards, Inc. and one of the prime promoters of on-location 8-ball coin-table tournaments, has announced that the firm's president Albert Simon is currently arranging Long Island area table operators toward the development of a Greater Long Island 8-Ball Tournament.

While the L.I. contest, hopefully to bow the latter part of January or early February, will run eleven weeks at various locations, at the end of which a run-off will be held somewhere in the greater New York area to determine an 'A', 'B' and 'C' Class winner.

Schneller, who participated actively with Ben Spaulding in the Greater Phoenix 8-Ball Tournament several weeks back, will call a meeting of interested Long Island table operators for early January to outline the steps to be taken of staging such a contest. "The collection returns from the Greater Phoenix were considerable," Schneller revealed. "Competitors in the contest gain that something more from pool when there's a prize and the recognition of his fellow players in the offering," he added.

Simon and Schneller are currently finalizing the list of rules and regulations for the planned Long Island tournament. They urgently request all operators in that area who want to write or phone the Amityville factory to register their locations and themselves as participating operators.

"This is excellent merchandising...profitable merchandising and terrific public relations for this trade in the local community," Simon stated.

Triangle Elects
Johnson to B. of D.

NEWARK — Bruce A. Johnson, vice president-purchasing and transportation of Triangle Conduit & Cable Co., has been elected to the company's Board of Directors, it was announced today by Carl S. Lefkowitz, company's president and chairman of the board and president.

Johnson joined Triangle in 1947 and has held a number of managerial positions. He was appointed assistant director of purchasing in 1969 and director of purchasing—transportation two years later. He was named a vice president in 1963.

A graduate of the University of Miami, Johnson also studied at the Graduate School of Business at Northwestern University.

He is married and has two children and lives in Spring Lake, N. J.

Convention Committee
Named by N.A.C.

CHICAGO — Appointments of 1968 Convention and Exhibit Committee Chairman were announced recently by Julian Lefkowitz, president of the National Association of Concessionaires.

Andrew S. Berwick, Jr., president, Wright Popcorn & Nut Co., San Francisco, California, has been named vice- president of NAC, has been named General Convention Chairman.

Nat Buchman, vice president, Thea- tre Merchandising Corp., Boston, and executive vice president, was elected to head the association's Exhibit Committee.

Al Lupibus, president, Al Lupibus Popcorn Co. and Stanley L. Lefcourt, director of snack bar operations, Pacific Drive-In Theatres, both of Los Angeles, will serve as Co-Chairmen of the Convention Program Committee.

Berwick, prior to being elected to his present post, served two terms as NAC treasurer and in 1965 was chairman of the association convention program committee when NAC met in Los Angeles. Buchman was general convention chairman of the recently concluded successful and conventional NAC in Florida.

Both Lupibus and Lefcourt served on the association's convention program committee with Berwick in 1965.

Lupibus is a regional vice president of NAC, covering the western states.


FOR SUCCESSFUL MERCHANDISING
OF COIN-OPERATED POOL TABLES
at their
Greater Phoenix 8-Ball Tourney
(WE ARE PROUD THAT OUR LEADER
TABLES PROVIDED THE LIVELY ACTION.
THE PROFESSIONAL ACCURACY AND SMOOTH
PLAY THESE BILLIARDS EXPERTS DEMAND.

New Arrangement
For Vending Ops
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MUNVES!

El Toro Gripper
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THE QUESTION & ANSWER GAME DESIGNED FOR THE
COMPUTER GENERATION

FOR THE PLAYER
* Fascinating Electronic Nixie Tube Readout
* 2500 Different Questions Per Film
* 5c - 10c - 25c Coin Acceptor

FOR THE OPERATOR
* Door to New and Highly Profitable Markets
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* 12 Months of Field Testing Behind the Product

EXCELLENT TERRITORIES ARE STILL AVAILABLE!

NUTTING ASSOCIATES
556 ELLIS STREET • MOUNTAIN VIEW, CALIFORNIA 94040

Cash Box—December 23, 1967
JUKE BOX OPS’ RECORD GUIDE

PICKS for PROGRAMMING

The following records, selected from the CASH BOX Top 100, represent tunes and performers which appear to be especially suitable to the juke box on location. Ops should check with their one-stops for availability.

DAYDREAM BELIEVER
Marvin Gaye (Tamla 5491)

SUMMER RAIN
Johnny Rivers (Imperial 66287)

BY THE TIME I GET TO PHOENIX
Glen Campbell (Capital 1957)

HELLO, GOODBYE
Booker (Capitol 17614)

IF I COULD BUILD MY WHOLE WORLD AROUND YOU
Marvin Gaye & Tammi Terrell (Tamla 5491)

THE OTHER MAN’S GRASS
Is ALWAYS GREENER
Pete & Clark (W. B. 9-4612)

IN THE MISTY MOONLIGHT
Dean Martin (RCA Victor 4-2673)

CHAIN OF FOOLS
Aretha Franklin (Atlantic 2464)

BEST OF BOTH WORLDS

IT’S WONDERFUL
Young Rascals (Atlantic 2361)

DANCIN’ OUT OF MY HEART
Sonnie & The sofa Ford (Diamond 223)

WHO WILL ANSWER
Iris Ame (VLA 7403)

LITTLE BECKY’S CHRISTMAS WISH
Becky Lamb (W. B. 7154)

THE LESSON
Ricky Nelson (Mercury 56932)

TO GIVE
Frankie Valli (Philips 40519)

LITTLE DRUMMER BOY
Louis Rawls (Capitol 2028)

(* indicates first week on chart)

MARGOLD PROFILE

Finest service personnel. They’re as good as anyone in the industry ... we send them to every factory school available as well as the ones we conduct here. And, many of our customers send their college populace to our schools. We plan to hold a class on cooking. That’s not gambling! We’re going to show our customers how to prepare food on the new micro-wave Litton oven.

Random quotes from the pleasant speaking Margold ranged from Phonolite record pairing service to Trimout’s recent change to computer bookkeeping.

“Grade selling has proven to be one of the most profitable items to operators. The margin of profit is good and the commission structure and inventory tie-up is small.”

“We offer a Phonolite/Payroll pairing guide to our customers to aid them in programming their Music Merchants/Phonolite combination ... this is just another of our ‘little’ services to Trimout customers.”

“Playing in this area is pretty much a waiting game with operators. They will not buy cigarette machines unless they are capable of 100mm vends. When 100mm first hit the streets, Phonolite didn’t know which way to turn. We’re selling them now and they’re on the increase, but there was a time when operators really didn’t know which way to go.”

“We asked Margold: What is the primary selling point of a new game or phone? Its looks; its service; its price; or your talent as a distributor? Irwin answered, “It’s all of those, plus the fact that if it is a proven money-maker, it sells itself. Most operators buy amusement equipment on the expectation that it will increase profits and decrease service problems. If a game is trouble-free, has eye appeal, player appeal, etc., more people will play it.”

Would you sell there is a noticeable lack of new game ideas from the factories? We asked. It’s really not so easy as it sounds, they’ve all tried, but to no great degree of success. Today, everything is limited, price of equipment is higher ... the arcade market is limited. The factories are trying I don’t think they’re too complacent ... they all want business.”

The most lucrative type of locations for New England operators, according to Margold, are teenage and cafe spots.

DAVIS Reconditioned & Refinished Equipment

SEEBURG

Seeburg
LPC-480
$645
LPC-2160
575
Seeburg
AY160
475
Seeburg
AQ160
375
Seeburg
201
325

WURLITZER

Wurlitzer
Wurlitzer
$850
Wurlitzer
2900
495
Wurlitzer
2800
295
Wurlitzer
2600
375
Wurlitzer
2500
295
Wurlitzer
2310
225
Wurlitzer
2200
135
Wurlitzer
2150
95

ROCK-OLA

Empress 1496
$375
WALLBOXES

Seeburg
3WA ... 160 or 200 Sel.
$39
3WI ... 100 Sel.
15

Seasons Greetings

To All Our Friends and
Customers in the USA
and Overseas

At This Festive Season
May We Extend Our Sincere Thanks
For All Your Patronage
Vic Haim

BELAM

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Part III—Coin Machines 9
Garden State Ops Assn. Holds Christmas Fete

LAKewood, N.J. — On Sunday evening, Dec. 10th, and guests of the Garden State Amusement Operators Assn., gathered at the exclusive Fairmont Lodge here in Lakewood for their annual Christmas Dinner. Much more than a get-together at holiday time, members of this Central New Jersey music and games association used the occasion to pay tribute to their president Pat Storino and secretary-treasurer Danny Sylvester for their efforts in maintaining 15 almost trouble-free years, as well as confer honorary membership on MOA president Bill Cannon.

An estimated 83 members and guests attended the elaborate function. In his address to the assemblage, Sylvester pointed out that the Garden State Assn. is unique in accepting operators of all varieties of coin equipment, with no distinction made between music, games and vending. "Service is our by-word here," the secretary declared, "and we manage to maintain standards of operation even stricter than the law requires.

Storino conferred an honorary certificate of Garden State membership upon Bill Cannon and saluted the MOA president's leadership abilities and personal concern for operators in his home state of New Jersey as well as across the country.

Sylvester lauded Cannon's role in organizing the Coin Machine Council of New Jersey (of which the Garden State group is an integral part). He also paid tribute to his colleague Storino for his recent election to MOA's board of directors.

"We have all benefited by being members and working together with mutual understanding," Sylvester stated. "Although we have no by-laws, we do have honor rules which we must respect as a moral obligation. This association deserves and has the loyal support of all its members...the support we need to survive and prosper," Sylvester further declared.

Among those attending the Christmas dinner were: Mr. and Mrs. Irving Green of Runyan Sales, Mr. and Mrs. Iz Grochowski of Seacoast Dist., Whitney Burtle of Ace Vending (vice president of the Garden State Assn.), Mr. and Mrs. Abe Lipsky of Lipsky Dist., Lou Milman of Coast Cigarette, Frank Mandia of Majestic Amusement, Vin- nie and Pat Storino, Mr. and Mrs. Tony DeGano of Ace Automatic, Max and Phil Levine of King Amusement, Mr. and Mrs. LaBatto of J & L Vending and Joe Seminari of Top Amusement. Before the guests retired from the dinner to the neighboring club room for entertainment, Sylvester con- cluded his address with the following thoughts: "At this time of Christmas, let us pause to express our thanks for our many blessings. Quiet thanks for America and all she stands for. Humble thanks for the sacred trust which is faith in God; happy thanks for our business association. May your Christmas be abundant."

MORE PIX ON NEXT PAGE

The CLASSIC with cheat-proof "Feather Touch" coin mechanism, and the ELECTRA, with battery-operated drop coin mechanism, are both available in three popular sizes and all new models of both tables have a conversion feature which enables the operator to change the ELECTRA to the CLASSIC or the CLASSIC to the ELECTRA by simply changing the cash box door.

FEATURING One Piece custom cabinet made with genuine Formica—Sturdier legs made with genuine Formica—Famed American leg adjusters—Genuine Formica top rails—Steel corners—Specially designed professional cushions—Firmly cored slate tops—Silent, steel wire runways—Exclusive cue ball lock—Deluxe accessories—2½" or 2 ½" cue ball as standard equipment. No adjustment necessary.

world famous shuffleboard
Outstanding construction throughout—Cantilevered scoreboard—Built in scoreboard light—Beautiful end lamps for illumination—Horse Collar play control—Tamper proof pin gate control even when electricity is off or exclusive Magna Play Control available.

American
SHUFFLEBOARD COMPANY
210 Paterson Plank Road, Union City, New Jersey
(201) UNion 5-6633
1403 S. Western Avenue, Los Angeles, Calif.
(213) Republic 3-2794
Cash Box—December 23, 1967
The Jersey Bunch at Their Best

At the head table, the camera finds (left to right, standing) Ed Adlum, Pat Storino and Bill Cannon. (Seated, left to right) Mrs. Ed Adlum, Mrs. Pat Storino, Danny Sylvester and Mrs. Sylvester.

A really good group finds Garden State vice president Whitey Burble standing at right. Sorry, Whitey—no watch this year.

(Left to right) Jimmy Hersh, Mary Alice Sineone, and Mr. and Mrs. Tony (the photog) DeCano.

Cash Box—December 23, 1967
Irwin Margold is one of the most dynamic and aggressive men in the coin machine and vending business. His undying energy is only one indication of the “take charge” atmosphere that constantly surrounds him. His knowledge of the industry is not questioned but respected and is backed up with 35 years of experience, both as an operator and a distributor.

After a fruitfully rewarding and successful career as an operator in the Hartford, Connecticut area, Margold was recruited in 1945 by Dave Bond of the Trimount Automatic Sales Company. His talents were known and before long played a great part in the growth and success of Trimount. Trimount’s growth as a distributor and operating firm is as well respected as Margold’s success as a successful sales and business manager.

Trimount services all of New England with the exception of Connecticut, offering their full line of Rowe AMI music and vending products, Gottlieb, Bally and Chicago Coin amusement games and Irving Kaye, All-Tech and Valley pool tables. Since Margold took over the vice-presidential duties seven years ago, Trimount has diversified their operation into four basic sections: Vending, which takes in mechanical feeding, soda, coffee, candy and cigarettes; Music and Games, which covers what the division name implies; Background Music, in which Trimount features the AMI background music system in all of their 600 to 700 background locations; the fourth division of Trimount is the Sound Section taking in the commercial installation of inter-communication systems, paging systems, fully equipped language labs in higher institutions using tapes and headsets with playback systems.

Trimount is also charter member of Music Operators of America, National Automatic Merchandising Association and the National Coin Machine Distributors Association.

According to Margold the state of the coin machine and vending business in the New England area has grown considerably over the past few years. The amusement segment is status quo with a gradual growth due to the fact that more and more local governments are granting licenses to operators. ‘‘In some sections of New England states the city and town governments have the option to grant or not to grant operating licenses; however there has never been too much trouble because the men who make up the local governments are intelligent enough to recognize growth. There are more and more locations opening up . . . discount houses, amusement centers, furniture stores, alleys . . . this, combined with the fact that Americans have more leisure time on their hands than ever before, is responsible for the good relationship and virtually trouble free understanding between the local government structures and operators making application for licenses to operate,’’ Margold further stated.

‘‘Industrial locations have experienced a fantastic growth rate. We have some of the finest electronics plants in the world and the wage scale is good . . . the operators do not frown about buying an extra sandwich or cup of coffee. With the industrial growth of the area, hence our growth also. There has been no rapid growth of Juke box locations and is directly attributed to our urban renewal program. When a new Juke location does open up . . . one is lost by the urban renewal program. The old buildings are coming down and the new ones are going up.’’

There seems to be no problem of legislative harassment in the New England states. ‘‘We have had attempts at unfair legislation,’’ Margold said, ‘‘but we’ve been able to control it with great success.’’

Today’s modern distributor seems to experience the same problem as the operator: obtaining qualified personnel. ‘‘Our biggest problem is the inability to obtain new people,’’ related Margold, ‘‘this is quite similar to operator’s problems, we can’t seem to recruit the qualified service and sales people.

One problem that the distributor has that doesn’t affect the operator in the same manner as it does us is that we have to deal with some customers over and over . . . day in and day out. It’s the same people to do business with. We need new vitality . . . new blood, aggressive men to bring new ideas and better principles into the business. The men entering this business is becoming fewer and fewer . . . it’s all due to the prohibitive capital needed to get started. Today, a new game can’t be had for less than $600 and a phonograph for no less than $1200.’’

We mentioned to Margold that one of the biggest complaints of operators is that he’s dictating to by distributors and factories in telling what’s good for him. Do you listen, Irvin, and what do you hear? Margold answered, ‘‘Sure, we listen to the operators’ gripes and complaints . . . we have to . . . it’s the only way we can make an attempt to rectify them. We find it extremely important to listen and we spend a great deal of time and manpower in trying to help them. We have men that go out and do nothing but survey locations, they’re considered experts in determining if a location is worth investing time and money in. This service is available to any of our customers. Recently, one of our customers told us he wanted to buy three vending machines that were located in a factory and, instead of a man out to check it over. The units were located on three different floors that had only 30 employees on each floor. We advised the potential buyer to forget it because it would cost him $1000 and a phonograph for no less than $1200.’’

‘‘One way distributors can keep their customers happy is to extend “efficient service.” Do you feel this is true? ‘‘The very success of our company depends upon efficient service,” stated Margold, ‘‘Trimount has the very”

(Continued on page 9, Part III)
Cleveland Coin, Int'l is proud to present
The All New

* ATLAS TILT TEST
Probing for New Profits?

...FAST ACTION BIG TAKE!...
With This Most
Exciting New

5¢ Counter Game
Be 1st with this
real money-maker!

Now Available
To Distributors
WRITE * PHONE

BINGO MECHANICS WANTED
Legal Territory in Nevada
Must be experienced. State age, past experience, references.
Send photo if possible. Write, wire or phone.

United Coin Machine Co.
2621 S. Highland Ave., Las Vegas, Nevada 702-735-5000

Active's
THE CHOICE FOR the Lowest
Prices and Best Equipment
ALWAYS

Contact The Greatest . . .
THE GRECO BROS.

★ For ALL Of Your ★
Domestic and Export Needs

Any Machine That Operates
With A Coin — We Got.
If We Don't — We'll Get It!
Season's Greetings from .

GRECO BROS. AMUSEMENT CO.

MAIN STREET, GLASCO, N.Y.
1288 BROADWAY, ALBANY, N.Y.
HI 5-0228
We Extend
Season's Greetings
TO THE ENTIRE COIN MACHINE INDUSTRY
MUSIC OPERATORS OF NEW YORK, INC.
250 WEST 57th STREET, NEW YORK CITY

To Our Members, Our Friends,
To Our Industry
SEASON'S GREETINGS
from the
WESTCHESTER OPERATORS GUILD

Carl Pavesi, Pres.

To Our Esteemed Associates
and Our Ardent Supporters
Thank you…… and keep the faith!
A MERRY CHRISTMAS
and HAPPY NEW YEAR
NEW YORK STATE COIN MACHINE ASSN. INC.
Millie McCarthy, Pres.

Eastern Flashes
TIS THAT SEASON—Early Christmas parties were the order at Cleveland Coin (Nov. 22nd) and at the Garden Restaurant and Bar (Dec. 10th). Ron Gold and Dave Liebling at Cleveland Coin; and Dave Liebling at the Garden Bar. Both are Managers of their respective establishments.

DECK THE HALLS—the offices at American Shuffleboard are gaily decorated in the spirit of the season.

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Season's Greetings
To All Coin Machine Men
Thank You For Making 1967
The Biggest In Our History

HASTINGS DISTRIBUTING COMPANY, INC.
(Since 1932)
6100 W. BLUENOMO ROAD
MILWAUKEE 13, WISCONSIN

Ets. RENE PIERRE Automatic Games Manufacturer
39 Ranchot, Jura, France
FOOT - BALL
DERBY
Competition
Lax
Standard
Tom-Tom
Billiards
American Golf

Charles Raymond & Co., Inc.
381 Park Ave. South
New York, N. Y. 10016

CashBox Round the Route

Cash Box—December 23, 1967

Milwaukee Mentions
Let's start by extending our wishes
and those of Milwaukee co-workers
to everyone in the industry for a
HAPPY HOLIDAY. Time has
been one hectic week at United, Inc.
The job of moving into new quarters,
and the resultant pace, plus the
wishes and what have you, always creates
its share of chaos. However, Harry
Jacobs, Russ Townend and crew
hope to be all settled down very
shortly. The address is 5600 W.
North Ave., about four blocks from the
suburban area. Russ did add, though,
that the past few days, despite all
the turmoil, was a banner Christmas
time!!!... Recall City's Gordon
Pelck, tells of a new Wangerooga single that has literally taken
this town by storm! Title is "Becky's Christmas Wish" and
indications are it will break some
sales records!!!... All's well at the
Diner Sales Service Department,
noted exception action on the new
Riveria 25-selection cigarette machine,
the 214 dry coal group, office
machine, and, of course, the "Phon-o-
Vic!... Empire's Joe Egan was
in Chicago last week attending the
Rock-Ola Mfg. service seminar.

CashBox—Round the Route

CashBox—December 23, 1967

Brother Jim's best wishes to all their
faithful friends and customers. Holiday
Greetings from the Cash Box Staff
are in order for good friends Abe
Green, Meyer Palkoff, all of the boys
along New York Avenue, including
Jobbers, S. Goldsmand, M. Bruck, S.
from One Stop Coin. Sam Kemnitz
Ben Reminick, George Weiss,
Bernie Boorstein and Lieutenant
Schomburg, who told me about the American II.
Happy New Year's Cheer from MYSY and Bob Seiniger. Season's Greetings from CASH BOX also go to good friends of Chas. Beardsley, Chas. Beardsley, The
Grecco Brothers, Mike & Mary Mul-
chow, To New York Operators, Bill
Kobbler, Bernard Antonoff, Hy &
Ben Rubin, Max Katz, Albert Arnold,
by Al Bors. The 10th Street boys,
Irene, Al, Lauro, Al, Denver,
Black, Sam Morrison and Steve
Tarzian, George Holtzman, Al Mini-
and Charles Borsoff. In the confu-
sion of names, we've listed some very good friends... if so, we
like to thank you and everyone
else for a good year and wish Season's
Greetings to all.

HO, HO, HO—The finest of the sea-
son goes out to the amusement trade
Brian B. Allgood, Inc. and Gene
Box. The United crew
is presently cooking like gangbusters on all their
work for the coming season.

Season's Greetings
To All Coin Machine Men
Thank You For Making 1967
The Biggest In Our History

HASTINGS DISTRIBUTING COMPANY, INC.
(Since 1932)
6100 W. BLUENOMO ROAD
MILWAUKEE 13, WISCONSIN

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Vic!... Empire's Joe Egan was
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Rock-Ola Mfg. service seminar.
SINCEST WISHES GOOD for the holidays and the happy new year ahead. We are bringing continued good health and prosperity to everyone! — Rocky Adair

Chicago Chatter

Conrad Franklin, executive director, Frederick Gain, who is in the process of acquiring the association's Springfield, Ill., headquarters in suite 716 of the Ridgely Building. Phone was installed this week and the number is 222-7552. Mr. Gain also advised that the association is planning a membership ship drive for Christmas sometime in January... Chicago Dynamic Industries' Midwest division is a firm that is just starting to ship samples of their new "All America Basketball" game. Distributors should have them this week...

CONCLUSION to the front of veteran salesman Peary E. Pierce, who died recently. He was head of Pierce Music Co. in Okeefe, Nebraska, and his wife Jr. will take over the business. MOA's Fred Grinholm, who's wife took off for Europe last week for a much deserved vacation. They'll be spending the holidays with Mrs. Grinholm's family in Portugal. D & R Industries recently received the first anniversary shipment of the new premiums at 3420 W. Irving Park Road. Under the guidance of Dennis W. J. Balch, Dick Uttanoff and John Reber, the firm has been prospering steadily this first year!... Williams Electronics' Bill DeSelm took off on a big trip last week... Next meeting of the National Industrial Music Association, Nebraska (COIN) is to be held in February at the Indian Hills Motel, Omaha. All coupe to date has not yet been set, however, secretary-treasurer Howard Ellings is working with all members with the suggested dates of February 10 or 11. So hurry and send in your reservations early... Things are busy as usual at World Wide Dist., so much business that the staff is getting through by phone! Art Wood is on the road, covering his territory. We understand Howie Freer is a bit perplexed as to what to give his misses for Christmas. Any suggestions?... Marvel Mfg. Co. prezx Ted Rubey was transferred to Presbyterian-St. Luke's Hospital (Chicago) for surgery and, we hear, he's coming along very nicely. In fact, Pete Green went out to visit the other day and he said he looked "fine"... Williams Electronics, 3362 S. 3rd St., served an eviction notice on a neighbor. Here's hoping he's back in the office real soon... Action continues at a hot and heavy pace at Atlas Music Co. These past few weeks we have been hopping in all departments! Great... The following singles are reportedly doing extremely well on the local jukebox... "I Think Easy to Forget" by Engelbert Humperdinck, "In The Misty Moonlight" by Dean Martin and "Let The Beagles Begin" by John Baldry... AN EXTREMELY rapid expansion in Southern Japan and a consequent upsurge in coin machine locations in the area of Japan Sega Enterprise (manufacturers and distributors who recently signed a distribution deal for the U.S. with Williams Electronics) has opened a regional head- quarters in Osaka. The grand opening of this Kansai showroom, shop and warehouse complex was held in the grand style with Sega chairman David Rosen inviting in over 200 customers and friends for the party. The new showroom features a showroom as a combined showroom, inspection and repair shop storage area and parts warehouse. An employee's dormitory and parking area have been added.

CREDIT, WHERE CREDIT IS DUE...

Mr. & Mrs. Tony Batheich leave next week for the West Coast. In the past they will spend the holiday week with their children and grand-child - Darceon, Maxwell, Pierre in the cities for a few days on business... Dean and David Schoenker, Alden, seen in the cities over the week end taking in the Mighty Three tones, a few of Gilligay and Mrs. Ernest Wolgast in town over the week end, Ernest making the rounds and Mrs. Wolgast getting in some shopping... Al Kirtz, Lake City, in town for a few hours dropping up parts and records... Irv Lindabaker and Harlan Beach in town last week end doing business on the Van-City games... Jim Stanfield and Jim Jr. in town for a few days on business... At Lieberman Music IC last week were Bill Adair, President of Adair Music Co., and Orland, Ill., Bill Adair addressed a group of manager's on the necessity of going 25% on business, etc... With the economy rising the way it is in the distributor must go on for a 25% to stay in business. Wonderful talk and to the point... Mr. & Mrs. Lawrence Sanford in the cities for the day as was Gabby Closeam... Stan Boeder, Fargo, in town for a few days on business... Red Kennedy in the cities buying records and parts... Stan Wemel in town for a few days on business... Richard and David Hawkins in town for a few days on business... Martin Kilner at Acme buying records and parts...

California Clippings

MERRY CHRISTMAS TO ALL (especially those on phonograph). We fooled you, usually we forget to send our holiday wishes at the right time and have to make them belated. This week though we cornered the calendar and it surrendered! Next week if everyone is really good, we'll even throw in Happy New Year. So, we, the staff of Cash Box want to wish all of you a very Merry Christmas season. Think Peace... ROBINSON GETS "FACE LIFTING"... Hank Tranchack reports that the C. A. R. building is getting a whole going over, both inside and out. We are told that the firm has been working over in their effort to finish all the work before the holidays. The "friendly" room is getting a new look with paneling, wall paper and electric installation (we'll be right over, Hank). Brightening things is the fact that H. T. says that business is also bright... With Valley pool tables moving along very well, as well Midway's "Fire Bird" shuffle alley and the flying saucer rifle. We also note that activity has been very strong on home equipment. Hank says, "This year the public has shown more interest then ever before in novelty games for the home, garage and garage." As a matter of fact, a prominent professor at UCLA purchased a pin game for his home in Beverly Hills, and he seemed much more delighted with it then his kids. We heard that Mr. and Mrs. Tex Leerskov, of Jet Music Company, in Rochester, dropped in to say hello to Al Bettleman and Hank. They were just on their way home after vacationing in Oregon, Colorado, etc. going there they spent some time seeing the sights of Florida and Nassau.

SEASON'S GREETINGS

WORLD WIDE WISHES YOU

A MERRY CHRISTMAS

and A HAPPY NEW YEAR

THROUHOLY RECONDITIONED AMUSEMENT GUNS

CHICAGO COIN

CHAMPION GUN ....$150 SUPER SCORE ........$475

PONY EXPRESS ........$495

WIDETELTHE

PONY EXPRESS ........$175 WORLD'S FAIR ........$195

CAPTAIN KID ........$375 MONSTER GUN ....$295

RIFLE CHAMP ........$275

SPECIAL ALKY METER Counter Game——$52.50 complete

DISTRIBUTOR'S FOR: SEEBOURG • UNIFIED • WILLIAMS

TERMS: 50% deposit, Bal. Sight Draft or confirmed letter of credit.
We carry the most complete line of Phonographs, Games, Arcade and Vending Equipment. Write for Complete List!
CLASSIFIED ADVERTISING SECTION

CLASSIFIED AD 20 CENTS PER WORD

Cash every word including all works in two words. Numbers in address count as
words. Each ad must occupy an entire column and must be accompanied by a
posting receipt of your check or cash. Each check or cash must be in full
amount. No cash or checks will be accepted. Only one ad per number.

NOTICE—22 Classified Advertisements. (Outside USA add $2.50 for air post to
in order. You are entitled to a classified ad of 20 words in each week's issue, for a period
of one year, $15 consecutive weeks. You may have your Classified ad one week at a time.

Ad rates by Wednesday, 12 noon, of preceding week to appear in the follow

Ad Close Wednesday

Send all copy to: CASH BOX, 1780 Broadway, New York, N. Y.

WANTED TO BUY: KICKER AND CATCHER games, also other pin games, may use Playland Rifles, RELIABLE COIN MACHINE CO., 1423 W. Shearn Ave., Chicago, Ill.

WANTED—45'S and LP's: $50 per box of 50 for 500 or more with
stamping quantity on hand. TODY GALGANO DIST., 4115 W. ARMITAGE, CHICAGO 39, I1L. (Tel. Dickens 2-7000).

WANTED—YOUR USED 45 RPM, 78 RPM, LP'S, RECORDS.

RECORD AC. 242 EDDARD, ESSENDON, CALIF. (Tel. 714-143-5924).

45 RPM RECORDS, NEW, NO QUANTITY TOO SMALL, PICK UP FREE. Accepting orders.

45 RPM RECORDS, USED, any quantity, will buy on steady basis. Please send box(es). 3031 S. 225TH BRANCH AVE, PROVIDENCE, 1, R. I.

FOR SALE:

MECHANIC WANTED—Good working condi-
tion, $8.00—$10.00 weekly. Call direct at 827-9711. Mr. L. Puckett, Henderson Ave., South Second Street, Henderson, Kentucky.

WE ARE CONSTANT BUYERS OF ALL AMUSE-
ment machines and surplus parts for

FOR SALE:

EAGLE EYE BILLIARD CUES: TRIPLE-TURNED
for stropholastics, plastic-coated for lasting

EAGLE EYE BILLIARD CUES: TRIPLE-TURNED
for stropholastics, plastic-coated for lasting

SALE OF MANY COMMERCE MACHINES OF

FOR SALE:

FOR SALE—LATE PIN BALL MACHINES for

FOR SALE: UNLIMITED SHUFFLES—Ply-

FOR SALE: SUGARHILL—Plywood Feet $1.50

ATTENTION POOL TABLE OPERATORS—FOR

FOR SALE: SEEBURG-410, $150.00; 220, $275.00;

FOR SALE: FLIPPER, FLIPPER PARADE, JOLLY

FOR SALE: BRIDGE LABORATORY STOCK IN-

FOR SALE: VANGUARD, STATE FAIR RIFLES,

FOR SALE: WILLIAMS A GO A TO $425.00.

FOR SALE—FRONTINESS MACHINES—$250.00.

FOR SALE: CASHBOX with 20 files. Like new

FOR SALE: RIVIERA, 6 DRUMS $5.00 EACH.

FOR SALE—NEW 1978 DRAGON MA-

FOR SALE: NEW TUXEDO PUMP—KODAK

FOR SALE: NEW MACHINES—SUGARHILL

FOR SALE: NEW MACHINES—SUGARHILL

FOR SALE: NEW MACHINES—COMPLETE

FOR SALE: CONSOLE—$250.00.

FOR SALE—COMPLETE BINGO MACHINES

FOR SALE—COMPLETE BINGO MACHINES

FOR SALE—COMPLETE BINGO MACHINES

FOR SALE: COMPLETE PACHY—$100.00.

FOR SALE: COMPLETE PACHY—$100.00.

FOR SALE: COMPLETE PACHY—$100.00.

FOR SALE: COMMEMORATIVE PINBALL—

FOR SALE: COMMEMORATIVE PINBALL—

FOR SALE: CHARLIE'S ARMS—$200.00.

FOR SALE: CHARLIE'S ARMS—$200.00.

FOR SALE: CHARLIE'S ARMS—$200.00.

FOR SALE: CASH BOX—$500.00.

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Everyone at the WURLITZER factory and in the distributor organization extends very best Season’s Greetings to you and yours
Only Belafonte could take the pain and anguish of love's goodbye and turn it into such a beautiful and tender song.

"Annie-Love"
c/w "I'm Just a Country Boy" '9406

RCA Victor®
The most trusted name in sound