Home Entertainment Sales At $4 Billion Peak • Command Makes Room For Sound Of Rock • Back
On Disk Scene:
Bob Dylan • • • Guitar Artistry Of Les Paul Teams With Phase 4 Label • Set 1st Latin Festival Of Song • • Name 24 Songs For San Remo Stage • • Welcome '68!

Joe Tex: His Singles Hit Streak Hits 18

Int'l Section Begins Pg. 37
The first BIG single of ’68 is getting the BIG play!

THE WILL-O-BEES

“It’s Not Easy”

On date Records
The prognosticators, of course, are not crystal-ball-gazing 1968, et al, without precedent. And 1967 was precedent gone rampant. Industry dealings of note included the Warner Bros-Seven Arts purchase of Atlantic Records (WB itself was acquired by Seven Arts in 1967). MCA’s purchase of Kapp Records; ABC Records’ continuing move into the disk wholesaling picture with its acquisition of Consolidated Distributing and the John Billinis Co.; 20th Century Fox’s purchase of Bregman, Vocco & Conn.; Transcontinental Investing’s purchase of Tip Top Record Service and Recordwagon, two wholesaling factors, thus adding a new name to record business acquisitions. As the reader should note, these deals cover a variety of levels: inter-industry, intra-industry and both horizontal and vertical relationships.

Other U.S. corporate giants like Gulf & Western (Dot Records) and Transamerica (United Artists) have also figured in recent deals involving the record business, all of which also lend credence to the music men who predict that a major share of industry activity will flow through the corporate structures of no more than a dozen or so firms in about two years’ time. Creatively, too, the Era of the Merger is well underway, with leading indie producers easing into exclusive relationships with large record companies.

Since it is safe to assume that most companies “have their price,” then 1968 should realize a new, if not surprising crop of financial arrangements that spell absorption of music firms by larger entities. Besides, these mergers echo the goings-on in numerous phases of the U.S. economic scene.

So far along this road, the parent companies have opened their coffers for the further expansion of their new affiliates. This, of course, is the heart of the matter. When acquisition, merger or buy-out mean new horizons and greater profits for the record industry, the business is on the right road.
What comes after "The Rain, The Park & Other Things?"
Their second fantastic flight—and next number one hit
—introduced Christmas Eve on The Ed Sullivan Show.

A Product of Gregg Yale, Inc./Produced by Bill and Bob Cowsill/Personal Management: Leonard Stogel and Associates, Ltd.
MGM Records is a division of Metro-Goldwyn-Mayer Inc.
The Sound of The New Generation is on MGM
BORN FREE IS A HIT!
This time by
THE HESITATIONS.

And, as usual,
on Kapp Records.
Command Completes Sound Cover
W/1st Rock Group: Crome Sycrus

NEW YORK—Command Records is going rock, the first venture into contemporary pop music for the label that established a strong "sound" reputation with "good-music" product.

Marking the ABC Records affiliate's attempt to diversify into a quieten from Seattle. Interestingly, all members of the group were college music majors. Indicative of their technical training is their contribution of a ballet score for a Robert Joffrey ballet, "Astarte," presented at the Sadler's Wells in London, England, a return there in Feb. The team also performed the work. They were also commissioned to write and perform another Joffrey work, "Opus 65," which played in Seattle.

Parts of the "Astarte" music, including the group's first single, "Take It Like a Man," is included in their first album, "The Love Cycle" which the label will release along with eight other albums at its round of regional meets this month.

Loren Becker, who directs operations at Command, feels that a rock sound is not inconsistent with the traditional music format of the label; he recognizes today's contemporary pop sound as a new art form and believes its sound is well suited to Command's emphasis on high quality sound production. While he expects to "surprise" the regular Command buyer, he cites examples of producers who have made most, if not all of Command's 10 or so albums as part of the same production staff. Furthermore, the title of the album, "The Love Cycle," is symbolic, Becker notes, of the group's involvement in the process of making musical sounds: pop, classical and rock.

The Crome Sycrus is composed of Rod Pilloud, drums; Lee Graham, bass & vocals; John Gabriot, lead guitar; and Dick Powell, mouth harp, keyboards and vocal.

Command was released early this week. Promotion will center around Top 40 outlets.

First New Dylan LP In 11/2 Years On The Way

NEW YORK—Bob Dylan's first new solo record since 1958 for release by Columbia Records this week. Dylan, the pride of the folk-song scene in his home town of New York City under Bob Johnson's direction, The new LP is a collection of new material by the performer-writer. Cover-art sports three Indians with Dylan in the middle.

The new LP is on the heels of Dylan's recovery from a motorcycle accident occurring while he was recording for Columbia issued a "Greatest Hits of Bob Dylan" album. The label marketed "The Road Is Rough," Dylan's last non-reissue collection, back in May of 1966.

Les Paul Returns To Disks Via Phase 4

NEW YORK—Les Paul is returning to the disk scene as a performer on Les Paul's "Two Sound Line," Phase 4, new LP.

With no label affiliation since recorded an LP for Columbia about four years ago, the guitarist has cut a new LP called "Les Paul Now," which is being released this week during the convention next week at the Conrad Hotel in upper New York State.

The label was started at one of his own studios located in his home in Mahwah, New Jersey, employing up to 14 of his own engineering techniques. Previously, he made no more than 24 tracks.

The album includes many tunes associated with Paul when he recorded a series of sides with Mary Ford for Capitol Records. These include "How High the Moon," "Lover" and "Blue Moon." Of the two collections, "Los Angeles" and "The System," it is to be expected that Whitehall's 3-in-1 shampoo, while "Los Angeles" is to appear under the label for Anacin. Cut in, to be determined will be released as a single, marking one of the rare times that Phase 4 has gone into this area.

New Gibson Ties

Paul's new disk career comes at a time when the guitar is at the height of its popularity. Today, the instrument is owned only by serious guitarists. More than 22 million amateur musicians perform the instrument, according to Poll. The Les Paul guitar as marketed by the Gibson people was designed especially for the returning, through the same company, with a new line of models, including amplifiers.

London expects big international interest in the Paul album, since the sound of Les Paul is well-remembered in many markets.

Home Entertainment Sales Hit $4 Billion Peak During 1967

WASHINGTON—Factory sales of consumer electronic products will attain $5 billion in 1967, predicts the Electronics Industry Association. This compares with $4.7 billion in 1966, a forecast of 1 per cent increase in sales or a 1967 total of $6 billion.

The forecast is based on industry—television, radios, phonographs and tape recorders and players—will account for 80 per cent of total shipments. The remaining 20 per cent will be comprised of electronic musical instruments, hearing aids and other electronic items contributing the remainder of the total.

In 1966, the $5.6 million units of the four major product categories were sold, compared with 28 million units in 1957. These items range from inexpensive transistor radio to TV, stereo, recorded music, and high-priced X-ray products. Accompanying the consumer in bars, on the beach, in the street, wherever he goes, the new year will now be better described as personal.

Portability The Thing

The significance of the "portability" feature of consumer electronic products looks better than in any previous year. Sales of the "portable" category, radios (excluding auto radios) are predicted to reach 17 million units. FM and AM transistor radios can no longer be adequately classified as "portable" products. Accompanying the consumer in bars, on the beach, in the street, wherever he goes, the new year will now be better described as personal.

A variant of the "portable" category, phonograph portability has grown from 73 per cent of 1967 sales, compared with 66 per cent in 1957. And magnetic tape equipment, a fledging in 1957, can now be considered as 75 per cent of 1967 sales.

1966 Record Years

1966 was an all-time record year for the four major consumer electronic product lines, in dollar and in volume. In 1967, while some of the increases in the TV, AM and FM radios, will reach new heights.

Radio's Rebirth

The total U.S. home radio market in 1966, $190 million dollars (at retail) demand was $165.5 million. In 1964, as television entered a strong sales period, radio sales dropped to 6.7 million dollars. The reports of radio's demise were, however, much exaggerated, as total U.S. market figures for 1966 indicate: Home radios at 37.8 million units, for a total add-on auto radios, of 47 million units, and a similar performance will be slightly below that reported last year.

New technical advances are credited for radio's rebound. The transistor freed radio from the installation of its past. The transistor has made radio reachable in its present form.

FM & Phono Gain

Within the last year, the most significant development has been the rapid growth of FM. FM radios accounted for only two per cent of radios sales ten years ago and 11 per cent five years ago. Today FM makes up 47 per cent of radio sales in 1967. FM in cars will, by estimate, attain 10 per cent of sales by the end of this year. The National Broadcasting Company's increasing FM stations has kept pace with this growth, moving from 550 stations in 1957 to about 1700 this year.

Over 270 million radios are now (Continued on Page 24)

Paul Whitman Dies

NEW YORK—Paul Whitman, billed as the most famous disk records on the Top 100 songs chart in the same spot for the second week. The disks are sales giants for RIAA-certified million-sellers by the RIAA, one a million-seller. The other disk is the label, two on the brink of a million in sales.

First two disks, "Hello Goodbye" by the Beatles (Capitol) and "Day by Day" by the Monkees (Colgems), respectively, are gold disk sellers. Soul Records, the Motown affiliate, has already arranged for Paul's next single, "I Heard Through The Grapevine," the number 3 disk (Motown has never released a disk that is a million-seller by its product).

Fourth and fifth disks are nearing the million mark, according to spokesmen for the label. Number 4 is "Soul Man" by Aretha Franklin (Atlantic). Latter is nearing three RIAA-audited gold records in a row in 1967.
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 27, 1967—COVERS PRECEDING WEEK)

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<th>% OF STATIONS</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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<td>36%</td>
<td>Just As Much As Ever—Bobby Vinton—Epic</td>
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<td>33%</td>
<td>She's A Rainbow—Rolling Stones—London</td>
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<tr>
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<td>To Give—Frankie Valli—Philips</td>
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<td>New Orleans—Neil Diamond—Bang</td>
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<td>You—Marvin Gaye—Tamla</td>
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<td>Money—Lovin' Spoonful—Kama Sutra</td>
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<td>22%</td>
<td>Storybook Children—Billy Vera &amp; Judy Clay—Atlantic</td>
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<td>Sunday Mornin'—Spanky &amp; Our Gang—Mercury</td>
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<td>20%</td>
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<td>16%</td>
<td>Goin' Out Of My Head/Can't Take My Eyes Off You—Lettermen—Capitol</td>
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<td>My Baby Must Be A Magician—Marvelettes—Tamla</td>
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<td>Explosion In My Soul—Soul Survivors—Crimson</td>
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<td>11%</td>
<td>Last—Jerry Butler—Mercury</td>
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<tr>
<td>10%</td>
<td>Nobody But Me—Human Beinz—Capitol</td>
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<td>44%</td>
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LESS THAN 10%—BUT MORE THAN 5%

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<th>ARTIST</th>
<th>LABEL</th>
<th>Total % To Date</th>
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<tr>
<td>The Lesson—Vikki Carr—Liberty</td>
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<td>Born Free—Hesitations—Kapp</td>
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<td>Carmen—Herb Alpert &amp; Tijuana Brass—A &amp; M</td>
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<td></td>
<td>9%</td>
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<tr>
<td>Zabadak—Dave, Dee, Dozy, Beaky, Mick &amp; Tick—Imperial</td>
<td>37%</td>
<td>Imperial</td>
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<td>A Working Man's Prayer—Arthur Prysock—Verve</td>
<td>8%</td>
<td>Imperial</td>
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<td>No Sad Songs—Joe Simon—Monument</td>
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<td>Monument</td>
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<td>Good Combination—Sonny &amp; Cher—Atco</td>
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<td>54%</td>
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<td>Spooky—Classics IV—Imperial</td>
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<td>58%</td>
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<tr>
<td>Foxy Lady—Jimi Hendrix—Reprise</td>
<td></td>
<td></td>
<td>20%</td>
</tr>
</tbody>
</table>
Spanky and our gang

Sunday Mornin'

PRODUCED & DIRECTED BY: STUART SCHARF AND BOB DOROUGH
Big '67, Super K Seeks Super '68

NEW YORK—With a highly successful first year just behind them, Jerry Kasenetz and Jeff Katz, co-owners and co-heads of Super K Productions, are already taking steps to make their second album even more successful. They have a lot to work with, however, because the backing of Kasenetz and Katz produce is the Music Explosion, whose single, "Little Bit of You," is a Super K production, waxed on the Laurie label, was certified as a million-selling gold record by the RIAA (Recording Industry Association of America) last year. "Sunshine Generation," a new Super K-Music Explosion-Laurie outing will also be a big single in '68.

The nucleus of the Super K roster is the Ohio Express, whose "Beg, Borrow and Steal" single, a Super K production cut on the Cameo label, was a '67 chart hit. Other Super K recording acts include: Big Jim, Jimmie Linsley, the 1910 Fruitgum Co., the Super K Generation, the Ohio Attack, the Univ. of Iowa Cerulean Society, the Katt Attack, the Carnaby Street Runners and the Mindbenders.

Additional CDI Officers Named

NEW YORK—Larry Newton, president of ABC Records, has named two additional vice presidents and confirmed the appointment of his brother as head of the newly organized Consolidated Distribution Corp., a one-stop subsidiary of ABC. The move follows Newton's recent realignment of the company's sales operation.

New vice presidential appointees are John Bilinski and Lou Klajman, who were named the records department's general managers. The two were formerly executives of the original CDI.

At the same time, Newton announced the members of CDI's Board of Directors: Paul and Martin Blumenfield, Alpert, Larry Newton, Lou Lavinth, Klajman, and Howard Stark.

Red Schwartz Heads Roulette Sales-Promo

NEW YORK—Red Schwartz has taken over the sales and promo reins at Roulette Records, following the departure of Gerry Cousins as sales head of the label. Schwartz had previously served as promo director of Roulette, Morris Levy, president of Roulette, said, by offering sales & promo the label was recognizing that "promotion is the key to effective marketing." In today's competitive market, Schwartz added that Schwartz would be appointing promo reps to work under him, and each will cover a key market. "This concentration of coverage will give us much greater strength and effectiveness," Levy said.

The vet music man has worked as a record man, known as Red Top, WDAS-Philadelphia, in promotion at the now defunct Vee Jay label, where he helped establish such performers as the Chambers, Dee Clark, Gene Chandler and Jerry Butler. After a stint with Roulette, he went into personal management, out of July. Later, he returned to Roulette.

Gerry Cousins, with Roulette for the past 2 1/2 years and involved in all phases of sales and production, said she would shortly announce her future plans.

RCA Passes $3 Bill For First Time In '67

NEW YORK — The Radio Corporation of America’s sales set a new record in 1967, passing the $3 billion mark for the first time in the history of the corporation, Robert W. Sarnoff, president of RCA, announced last week. Earnings, though only slightly more than those of the previous year, also set a new record for RCA, Sarnoff said. Sarnoff also pointed out that the new records were set in spite of a month-long strike at nine RCA plants and an uncertainty as to the stability of the general economy.

The first three quarter’s net earnings reached $295,700,000 in '67, as compared with last year's $295,700,000. Due to the fact that more common shares were outstanding during the nine-month period, however, per share earnings dropped from $3.47, '66, to $3.45, '67. Sales reached $2,376,500,000, as compared with 1966's $2,249,500,000. Fourth quarter sales and earnings figures were unavailable.

Big Color Sales

Sarnoff said that the manufacturing of color TV sets and color broadcast “continued to make the largest contribution to the company’s overall progress.” He also said that RCA’s share of the total color set market increased during 1967 and that ’67 dollars represented 20% of all color units were 20% of total sales.

Computer bookings in 1967 set new records. ’67 shipments were twice those of ’66. Sarnoff said, however, that due to the leasing nature of the business, a great part of the income will not be realized until the future. This means current losses, but a substantial profit later on.

The National Broadcasting Co., a subsidiary of RCA, took in a revenue larger than last year’s record $541,702,000, according to a report from RCA. A figure was unavailable. Sarnoff said that sales of RCA electronic components and devices increased in key areas during ’67; Sales of color TV picture tubes accounted for most of the growth in this field, he said. 1967 was an all-time high year for other RCA subsidiaries: the Hertz Corp., which came into the RCA brood in 1967; the RCA Service Co.; and RCA Communication, Inc., which reached an all-time high in ’67, Sarnoff said.

RCA’s government business took a slight drop in ’67. This was due to space program cutbacks and an increased emphasis on the manufacture of tactical weapons. Together with the increase in RCA’s commercial business, this decline dropped the corporate government business to 18% of the total revenue.

RCA has not yet made available its record division’s sales and earnings figures.

Pressure on corporate profits will probably not let up in ’68, Sarnoff said. Economic conditions are uncertain, and there is always the threat of more price reductions. The whole, it looks though the corporation will continue its pattern of financial growth.

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New Decca Dist Branch

NEW YORK — Decca Distributing Corporation, Decca Records’ distributor, is opening a branch-owned branch in Milwaukee, Wisconsin.

In making the announcement the new branch, Sydney N. Goldberg, vice president and general sales manager, said that the new operation will be under the direction of Bob Bile, a long time Decca sales executive. Before joining Decca in 1946 on the sales and office staff of the firm’s Chicago branch, in 1955 he was shifted to Milwaukee and has served as that city’s sales manager until now.

The new Milwaukee branch will carry a complete inventory of the Decca Records’ catalog, as do all company owned branches. In addition, the branch will also house the Decca phonographs, musical instruments and accessories division, and will be the number of Decca branches throughout the country, the new Milwaukee branch will be the 56th in this case Colonial and Berlitz.

The further stocking of additional outside sales offices of the kind the new branch is expected to be announced in the near future.

The new Decca branch will be located at 325 E. Chicago St., Milwaukee, and will serve the state of Wisconsin, along Michigan’s Upper Peninsula.

Singer Sponsors TBJS Return On TV Special

NEW YORK—The Singer Company has signed an agreement with Al and Jo-Ann Lyons, owners of the defunct Vee Jay Records, for exclusive national broadcast rights of the newly formed 'Singer Superstar Search.' The contest, being held in conjunction with the 1968 American Music Awards, is open to any top or amateur talent. The grand prize will be a $10,000 check and a record deal. The contest will be hosted by Smokey Robinson and his Miracles.

The first prize winner will receive a $1,000 check, a car, and a trip to New York City to appear on a live television special on CBS. The special will feature interviews with top recording artists, all of whom have won the American Music Awards over the years.

The second prize winner will receive a $750 check, a trip to New York City, and a stay at a hotel of their choice. The third prize winner will receive a $500 check, a trip to New York City, and a stay at a hotel of their choice.

The contest is open to any individual who is at least 16 years old and who has not previously signed a recording contract with any record company. The contest is free to enter, and participants must submit a 30-second audition recording of their singing abilities.

The contest will run from March 1 to June 30, 2018. The deadline for entries is March 31, 2018. The winners will be announced on July 1, 2018. The contest is co-sponsored by the American Music Awards and Singer Company.
Everyone's putting their money on KA-241

The Sound of The Now Generation is on MGM RECORDS. MGM Records is a division of Metro-Goldwyn-Mayer, Inc.

Produced by The Lovin' Spoonful and Joe Wissert
A Product of Koppelman-Rubin Associates, Inc.

THE LOVIN' SPOONFUL

and their next million record-seller.
LESLIE UGGAMS
(Star of the Hit Broadway Musical "Hallelujah Baby")

has a winner!

"A HOUSE BUILT ON SAND"

Atlantic 2469
Produced by: BONES HOWE
Published by: TROUSDALE MUSIC, BMI
THERE'S A BLUES REVOLUTION!

ENGLAND'S GREATEST BLUES GROUP

JOHN MAYALL'S BLUESBREAKERS

Oh, Pretty Woman
Stand Back Baby
My Time After A While
Snowy Wood
Man Of Stones
Tears In My Eyes
Driving Sideways
The Death Of J.B. Lenoir
I Can't Quit You Baby
Streamline
Me And My Woman
Checking On My Baby

1st AMERICAN APPEARANCE

Jan. 9th thru 21st
Jan. 23rd
Jan. 25th thru 28th
Feb. 1st thru 3rd
Feb. 8th thru 10th
Café A Go Go
Grande Ballroom
Whiskey A Go Go
Fillmore Auditorium
Fillmore Auditorium

New York
Detroit
Los Angeles
San Francisco
San Francisco

PREVIOUSLY RELEASED JOHN MAYALL LP'S

A HARD ROAD

LONDON
Simon & Simon Unite On Kraft Music Hall

NEW YORK — Paul Simon (of Simon & Garfunkel) will appear in a guitar duel with his younger brother Eddie on the upcoming Jan. 3 Kraft Music Hall.

He was recently pacted to an MGM recording contract through Sam Gordon Artists, and production has been arranged with Arty Kornfeld, who produced the #1 Cowells single "The Rain the Park and Other Things."

UA Shows 1st '68 Prod. At 'Blue Chip' Conv.

NEW YORK — A two-day distributor sales convention, to be held Monday and Tuesday, January 8 and 9, at the Americana Hotel here in N.Y., will kick off United Artists Records' initial 1968 product release.

Underlying the entire meeting will be the theme "Blue Chip," highlighting the long-range catalog sales potential of all elements of the release. The show will include all of the UA labels, including the United Artists label itself; the Unart label; the solid rating jazz line; United Artists International; and the Telecasters' children's line. During the meeting, a brand new label, United Artists Latino, will also be unveiled.

The conclude will commence Monday evening, January 8, with a grand opening cocktail party, Sessions on Tuesday (9) open with breakfast, followed by an all-day presentation to be included only by luncheon. The entire United Artists family of distributors are expected to attend along with their key sales and promotion personnel.

Epic Inks Comedienne in GAC Disk Field Drive

NEW YORK — Donna Jean Young, a comedienne, has been signed to Epic Records through GAC, thus underscoring the agency's recently launched efforts to place more emphasis on the field. She will join Ward, Klein and Searles, manager of the performer. She has been set for various TV appearances including the Mike Douglas and Gypsy Rose Lee shows, and engagements next March at the Lake Casino in Philadelphia and Mr. and Mrs. Kelly's in Chicago.

Horner Offers 8 Songs In Mrs. Brown Flick

NEW YORK — MGM Records' ace group of arrangements, Horner, is scheduled to release eight songs in the Metro-Goldwyn-Mayer film, "Mrs. Brown, You've Got A Lovely Daughter," in which they starred. Included is the title ditty, which, in disk form, became a million-seller in 1965.

With music written by Ron Goodman, the musical adventure film will be released nationally in Spring, 1968. An MGM Records sound track album will be issued concurrently with the release of the film.

Produced by Allen Klein and directed by Jack Smight, the comedy revolves around the escapades of a nervous (Pete's) father (Crispin) and his grooming for their travels from Manchester to London.

Co-starred in the Ivorygaye Films production are Stanley Holloway, Monica Mason, Sheilla White, Lance Percival, and Marjorie Rhodes. "Mrs. Brown, You've Got A Lovely Daughter" is based on an original story by Trevor Peacock.

London Plans Pop, Classical Seminars

NEW YORK — Two seminars, one covering pop radio programming practice and the other modern techniques in the sales and merchandising of classical records, will be held by London Records on the final day (January 8) of its forthcoming national sales convention at the Corinth Hotel in Kinsesa Lake, New York. The convention commences January 6.

Commenting on the classical symposium, Herb Goldfarb, London's national sales and distribution manager, said that the panel will consist of six representatives of the distributor-dealer structure, in addition to moderator Dick McEwen, manager of the classical division of London Records.

From the distributor ranks will be Bob Haffner of Robert Distributors, St. Louis; and George MacDuff of Radio Distributors, Detroit. Among the dealer representatives participating will be Art Gobro, Las Angeles; Dave Shimak, Chicago; and Martin Perlick, Cleveland. In addition to several basic topics on classical merchandising, the panel is also expected to discuss questions raised from the floor.

ARTISTRY'S REWARD—Herb Alpert and the Tijuana Brass is the winner of the 1967 Artistry In Sound Award in the annual poll conducted by Ampex Stereo Tapes. The award, which is given by Ampex Stereo Tapes to the recording artist, is voted by the voting polls of more than 40 radio stations and a number of retail outlets across the country.

Surprise Presentation At, MGM Convention

NEW YORK — Top secret treatment is being given the surprise presentation of product which will be shown to distributors at the upcoming MGM Distributor convention next week.

Noted for the invention of new techniques for product shows, high-lighted by the use of multi-screen showings and light-show delivery at last year's conclaves, MGM's staff disclosed nothing about the "surprise" in store for attendees at the Jan. 8-13 gathering. The conclave is to be held at the Hilton Bardsie Hotel in the West Indies, and includes business meetings and social events for distributors and their wives.

Among the distinguished guests, from the New York office are MGM Records' president Mort Nasa- tine, and Tom White, director of business affairs. From MGM, Inc. the dickery's parent company, Jason Rabini- nits, financial vice president; and Bob Metzler, president and general counsel, will attend.

Stogel Picks A Posey

NEW YORK — A long-term management pact was made last week between manager Leonard Stogel and Sandy, the Nashville-based vocalist who hit national fame with her recordings of "Born A Woman," "Single Girl" and "I Take It Back," among others, which are a large part of the material she records.

Stogel stated that plans are being made for Sandy's new nightclub act, Nightclub performing is a phase of entertainment which Sandy is new to. At present she is being staged, choreographed and groomed. "Sandy will be ready for her debut as a nightclub performer by February of '68," said Stogel.

Although she is a singer, Sandy's new career plans will include movies, TV and dramatic work. Stogel has confirmed the possibility of Sandy making guest appearances as a serious entertainer, which he has arranged for Sandy to spend some time doing network TV commercials.

Cash Box—January 6, 1968
No two ways about it.
HERMAN'S HERMITS' fantastic new single
I Can Take Or Leave Your Loving K-13885
is their 18th consecutive chart-breaker!
Produced by Mickie Most

The Sound of The New Generation is on

MGM RECORDS MGM Records is a division of Metro-Goldwyn-Mayer Inc.
Last year we hit kids in their hip pockets.

The Hip Pocket Record.
New easy-to-take size. So tough you can drop it, step on it, sit on it. A top hit on each side. Sells for only 69¢.*Philco Hip Pocket Records. HP’s. Very groovy.

*Manufacturer’s Suggested Retail Price.
This year we’re grabbing them by their ears.

With a wild new national ad campaign for Hip Pocket Records. Offering a wild new self-liquidating premium: earrings that actually carry up to twenty Hip Pocket Records.

Just the thing to grab the fad-happy young gals who buy singles. And to grab you a healthy chunk of this fast-growing new branch of the record business.

All you need is our free window banner. And our free self-selling counter card (it’s like this ad, but with a real record-holding earring on it).

And, of course, you need a big supply of Philco Hip Pocket Records. Call them HP’s for short when you talk to your Philco-Ford representative.
**Newcomer Picks**

**CHRISTOPHER SUNDAY** (Dot 17063)

Maman (Mama) [4:13] (E. H. Morris, ASCAP-Charnin, Thomas)

Intriguing vocal handling of this masterpiece from the score for "Mama" will make this song a welcome addition to any singer's repertory. Not afraid to let the original ingredients of the song speak, Energizing touch, and the addition of a new layer of arrangement make this a standout cut. A haunting, moving performance that should be a highlight of any show.

**JACKIE LOMAX** ( Epic 10270) — JAKE HOMES (Tower 392)

Great arrangement that will attract ASL Homes

Two fine versions of an outstanding song—one of the singles has its own merit, and either could prove to be the right material to keep off. Lomax has a more dramatic, meaningful presentation of the self-penned selection; but the Jackie Lomax stand has instrumentation to the commercial vein, coming across in a near—"Whiter Shade of Pale" styling.

**MARK RADICE** ( RCA Victor 9420)

Save Your Money (2:30) [Al Gallico, BMI-Radica]

Cute arrangements of production work make attractive fare of this simple story. The 10-year-old's good voice is used exceptionally through various effects and the steady beat could add just the spark to set sales in motion for the unusual side. Flip: "Wooden Girl" (2:58) [Same credits.]

**MANNY KELLEM** ( Epic 10282)

Love is Blue (L'Amour Est Bleu) (2:42) [Croma, ASCAP-Popp, Curb, BMI-Blackwood]

Lush arrangement of choral work on this first vocal performance of the current Paul Mauriat chart should clinch him up to stir interest in the "Love is Blue" cutout. Both gentle and catchy, attractive arrangements are likely to catch considerable easy listening and possible back-to-back play. Fine debut on the performer front for A&R exec Manny Kellem. Flip: "Claudine" (2:43) [Blackwood, BMI-Gorni]
Looking Ahead

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

1. SUNDAY MORNING (Parlaphone—BMI)
   Spanky & Our Gang (Mercury 72765)
2. NO SAD SONGS (Presta—BMI)
   Joe Simon (Monument 2602)
3. A MAN NEEDS A WOMAN (RCA—BMI)
   James (Epic 332)
4. BORN FREE (Screen Gems—Columbia—BMI)
   Richard R. Kopp (Kopp 878)
5. CROSS MY HEART (Columbia—BMI)
   Billy Stewart (Chess 2002)
6. MISSION IMPOSSIBLE (Brunswick—BMI)
   Globe Studios (Int 17059)
7. BIG DADDY (Acuff-Rose—BMI)
  rooms Records (Monument 1038)
8. DEEP IN THE NIGHT (Low—BMI)
   Condynex (ARC Parcelon 11023)
9. THIS THING CALLED LOVE (Decca—BMI)
   Bob Weir (Pop Side 4592)
10. 7:30 GUIDED TOUR (Sunbeam—BMI)
    Four Americans (A&M 126)
11. LET THE HEARTACHES BEGIN (Sapphire—BMI)
    Long John Baldry (Ricepart 709)
12. MR. BUS DRIVER (Earl Biron—BMI)
    Bruce Channel (Mala 579)
13. EXPECTING TO FLY (Ten—Face Springbro—BMI)
    Buffalo Springfield (Arca 6545)
14. SOMEBODY SLEEPING IN MY BED (ABC—BMI)
    Johnny Taylor (Stax 238)
15. YAKETY YAK (AB—BMI)
    Smokey (MGM K 12863)
16. LIVING IN A WORLD OF MAKE BELIEVE (EMI—BMI)
    Good & Plenty (Santo 205)
17. IT'S A GAS (Crazy Cows—BMI)
    It's A Gas (Santo 205)
18. I WISH I HAD TIME (Shelby—BMI)
    Lost Words (Alco 6542)
19. WHERE IS THE PARTY (Freaks Pole Al To Dr. Carlos—BMI)
    Helena Ferguson (Capitol 7009)
20. DO UNTO ME (Big Seven—BMI)
    James & Bobby Purify (Bell 700)
21. BIRDS OF A FEATHER (Low—BMI)
    Joe Smith (Capital 2606)
22. BREAK MY MIND (Windward Side—BMI)
    Bobby Wood (MGM 15797)
23. TOYLAND (Bramson—BMI)
    Alan Brown (Music Factory 402)
24. HER JOYCE (Emalco—BMI)
    Lew Courtney (Riverside 4594)
25. ANOTHER TIME (Smith—BMI)
    Songwriters (Columbia 44398)
26. DO UNTO OTHERS (BMI)
    Paul Anka, Kayo Holmes (Columbia 4438)
27. HOW BEAUTIFUL OUR LOVE IS (Columbia—BMI)
    Platters (Musicor 1288)
28. MELLOW MOONLIGHT (Vinyl—BMI)
    Earl Hayward (Shove 32230)
29. CAN'T SHAKE THIS FEELING (West End—BMI)
    Carole (Kora Sutra 13600)
30. HEY BABY (Domino—BMI)
    Eighty Day (Kopp 862)
31. WITHOUT LOVE (Prospective—Suffolk—BMI)
    Oscar Toney Jr. (Bell 499)
32. DO WHAT YOU GONNA DO (Joe Rivers—BMI)
    Al Wilson (Soul City 761)
33. HOORAY FOR THE SALVATION ARMY BAND (BMI)
    Morgan Kaeman—BMI (Weaver Bros. 7066)
34. CAMELOT (Chappell—BMI)
    King Richard Hugoart Knights (MTA 128)
35. MAGIC COLORS (Singer—BMI)
    Lesley Gore (Mercury 72759)
36. SHOUT (Warner—BMI)
    Lydia (London 42021)
37. A LOVE THAT'S REAL (BMI)
    The Intruders (Columbia 2009)
38. NEVER TOO MUCH LOVE (BMI)
    Boots (Columbia 2041)
39. OO BABY (BMI)
    Ollie McLauchlin—BMI (Car 2337)
40. OCTOBER COUNTRY (BMI)
    The Moolah Country (Epic 10232)
41. MORE THAN A MIRACLE (BMI)
    Roger Williams (Kopp 843)
42. DON'T LOSE YOUR GROOVE (Mercury—BMI)
    Lowell Hardy (Ricepart 117)
43. IT'S NOT EASY (BMI)
    Bing (Ricepart 709)
44. PSYCHEDELIC SOUL (BMI)
    Chrylids (Ricepart 709)
45. A QUESTION OF TEMPERATURE (BMI)
    Bellona Farm (Loren 3403)
46. SIMON SAYS (BMI)
    1918 Freepub Co. (Freddy 24)
47. PLAYBOY (Acuff—BMI)
    Glee & Deluxe (RFK 5046)
48. BLESSED ARE THE LONELY (BMI)
    Robert Knight (Rising Sun 707)
49. TOO OLD TO GO WAY LITTLE GIRL (BMI)
    Diane (Progressive 30)
50. THAT LUCKY OLD SUN (BMI)
    Platters (Musicor 1056)

International Telegram Via

PEER-SOUTHERN, NEW YORK

Dear Miss [Name of recipient]

We are pleased to announce the following new releases:

1. SOUTH MUSIC
2. AMSTERDAM, AUCKLAND, BANGKOK AISI, BARCELONA, BRUSSELS, BOGOTA, CARACAS, COPENHAGEN, DELHI, HAMBUerg, HOLLAND, JOHANNESBURG, LONDON, MEXICO CITY, MELBOURNE, NASHVILLE, NEW YORK, PARIS, RIO DE JANEIRO, SAN JUAN, SYDNEY, STOCKHOLM, SANTIAGO, TOKYO, VIENNA, ZURICH

Greetings and congratulations! Another year publishing your with there is a mountain, wear your love like heaven, Alice, Trespass, Adore, a little bit of both, you are my sunshine and a multitude of other great PEER-SOUTHERN standards.

Yours sincerely,

[Signatory]

President
PEER-SOUTHERN ORGANIZATION

ITT World Communications Inc.
Subsidiary of International Telephone and Telegraph Corporation

All messages are subject to rates, rules and regulations is the applicable to ITT and the Federal Communications Commission.

Cash Box—January 6, 1968
Talent On Stage

FOUR TOPS

NEW YORK—Displaying a versatility that few pop groups fully master, the Four Tops opened a bag of Christmas goodies at the Copa which should satisfy the most discerning adult or teen visitor seeking holiday entertainment.

Heading the bill through Jan. 4, the Detroit quartet brought more than could have been expected with it, including a dozen numbers, half hit-replays and half middle-of-the-road material. Moving deftly from one song to another in a manner that attuned young ears to the softer songs, and older ears to up-tempo sets, the team delivered 55 minutes of solid entertainment to suit everyone. In fact, many fans of the foursome will find this act particularly appealing since it stands by the throne of the well-known through recordings.

The hits assayed were the bittersweet of more-than-wax-can-show-solidity, but the easier-listening tunes exhibit an extremely well-heated appeal well discerned in their singles. Opening with two soft songs, the Tops worked slowly up to extended versions of their early successes "It's the Same Old Song" and "Baby I Need Your Lovin'," then settled into an alteration that moved from Burt Bacharach's "Look of Love" to "Turn to Stone" and back to a medley of movie themes including "Born Free," "Alife," "Georgy Girl" and an overwhelming "The Impossible Dream." Each of the members took the solo spot on one of the songs, but none seemed as capable as the lead singer, who could well follow the latest Motown fad reassigning the group—Levi Stubbs, Jr. and the Tops on the basis of his "Man of La Mancha" showing.

Closing the first segment of their act, the foursome capped matters with "Reach Out, I'll Be There" and "I Can't Help Myself." First encore, surprisingly enough, started with a reworked "Mame," and ended with the tension packed "Seven Rooms of Gloom." This is possibly the strongest and if not the trademark, tune in the Tops' repertoire, showing all the power of the lead vocalist and dramatic strength of the three-man backup harmony. Had this been the closing number, they would have been disappointed. In fact, the performance brought the audience to its feet in a standing ovation which brought the combo back for yet another encore.

A lengthy "Mack the Knife" highlighted the finishing set, becoming the non-Motown counterpart of "Seven Rooms of Gloom" in terms of response. Again, a standing round of applause brought the tour to a close and the time finish with "Mack" and "The Christmas Song," a fitting close to a tremendous show.

BOBBY VINTON

TORONTO—With a formal music education and five years leading his own band, Bobby Vinton is always in control, whether he is on stage or ball-dealing through the audience.

Appearing at the Palm Grove Lounge of The Club Embassy (11-10), where he had two back fans lined up for blocks to hear their favourites like "Blue Velvet," "Blue on Blue," and "My Lonely Love to name a few.

Vinton however, has almost outgrown only the image, and has developed a repertoire that appeals to a much wider audience, including, to use a corny radio phrase, housewives hit-parade, and the numbers that fall in line "Teach Me Tonight" "Please Love Me Forever" and a swinging arrangement of "A Very Good Year." Vinton is a class performer. His singing style is his own. He works hard, and projects to his audience beautifully, managing to make the performance seem effortless.

He displays his further talents by singing in French, Italian, Spanish, French and Yiddish.

He winds up his performance with soles on the clarinet, tenor sax and trumpet.

Backed by the thirteen piece Perry Curtis band, led by Bill Potts, former arranger for Woody Herman and Stan Kenton and Buddy Rich.

Claude Gilbreth, manager of the Club Embassy feels the success of Vinton will help maintain the club policy of top name artists.

GRATEFUL DEAD

NEW YORK—Disgruntled fans stayed through two acts in the unheated Village Theater for one of the uncommercial performances of the Ungrateful Dead.

The Warner Brothers team were the original performers, as far as one three-halves bill which included the local NYC Tanie Fini and the western female soloist Peggy Emerson. Among the elements that put the crew across with the crowd were their creative visual impact as well as the excellent musicanship that has placed them in favor with a coast-to-coast following.

An interesting innovation for the group was the use of double-drums with new percussionist Mickey Hart joining the regular awesome for extra drive. Looking good throughout their performance, the group was especially fine in "School Girl, Alligator," from their up-coming LP, "Caution," and "Cold Rain in the Snow."

Next stop on the Grateful Dead's itinerary is Detroit.

Cash Box—January 6, 1968
Every urging (shot) devoted members Police. Life Alan the Dinner,” ever-increasing leading. STANLEY result?

I is tent test station from the as In Fordham Buffalo of cated with “Family the one-man non-profit, stations the Fordham and of the...
Profits Up, Sales Down
At National Mercantile

OCEANSIDE, N.Y.—National Mer-
cantile Corp. (OTC), record distril-
that recently expanded into the rec-
oring area of the record business, has
reported less sales, but increased
profits for the fiscal year ended July
31, 1967.

Sales for the year totaled $2,791,
004 compared with $2,833,103 in the
previous year, but income amounted
to $173,273, equal to $.62 per share,
compared with $163,693 or $.58 per
share in fiscal 1966 not including an
extraordinary adjusted gain in fiscal
1966 of $125,791 or $.50 per share.

The fiscal 1966 extraordinary gain
resulted from the tax benefit of loss
carry forwards available in that year
and not available in fiscal 1967.

Commenting on the company’s op-
erations, Jesse Selter, president of
NMC, stated that “anticipated sales
growth during fiscal 1967 was held
back during the first three quarters of
the year by protracted contract
negotiations with one of the com-
pany’s major record suppliers.” He
added that the negotiations have been
satisfactorily resolved in the final
quarter of fiscal 1967 and stated that
“sales have since moved ahead
sharply in the first quarter of the
current year.”

Catalogs Acquired

Reviewing the company’s opera-
tions, Selter pointed out that toward
the close of the year and in the months
thereafter, the company expanded its
operations in several significant re-
pects, “addition of regional agents
and increased opportunities for future
growth.”

Here referred to is the ac-
quisition of its own pro-
prietary record labels and entry into
the recording phase of the record
business for the first time. In the
latter half of fiscal 1967, the company
acquired a substantial
tility in Covert’s

Muntz Reflect
Cartridge

Philo-Ford Names
Hip Pocket Distrbuts

NEW YORK—Philo-Ford has
done to distribute its Hip Pocket
Records
line nationally, it was announced last
week by Vince Novak, new product
planning
the company’s
consumer electronics division. The
list
announced
who will also sell Philo-
Ford’s new Mini-Radio Phono is
nearing completion.

“The records and machines are now
available in new and more record
stores,” according to Novak, “and
placement by rack jobbers is going
well.”

Hip Pocket (HP) Records are pure
vinyl and measure 3¼ inches in
diameter. The initial catalog of 24 discs
is made up of best selling sales thus
far.

The list of HP distributors who have
been added to Philo-Ford’s consumer
product distribution system include:

Action Record Distributing Co., Den-
er, Ohio.
Alexander News Co., Asheville,
North Carolina.
All State Dist., Chicago, Illinois.
Consolidated Record Distributors,
Seattle, Washington.
D & H Distributing Co., Harrisburg,
Pennsylvania.
Delta Distributing Co., New Or-
leans, La.
District Records, Inc., Washington,
D.C.
Eastern Record Distributors, Inc.,
East Hanover, Conn.
Eric Distributing Co., San Fran-
cisco, California.
Hotline Records (Cleveland branch)
Regal Records), Cleveland, Ohio
Jay-Kay Distributing, Dallas, Texas
Jay-Kay Distributing Co., Detroit,
Michigan.
John O’Brien Distributing, Milwau-
kee, Wisconsin.
Mangold Distributing Co., Charlotte,
North Carolina.
Mershaw of America, Dallas, Texas
Mid-West Tape Cartridge Corp.,
Cincinnati, Ohio.
Music Sales of Florida, Inc., Miami,
Florida.
Musical Isle Corp., Chicago, Illinois
Park Record Distributors, East Hants,
Connecticut.
Pioneer Distributing Co., Wichita,
Kansas.
Privilege Distributors, Inc., Los An-
geles, California.
Rapid Sales Co., Inc., Madison, Wis-
consin.
Record City, Milwaukee, Wisconsin
Record Dist. Co., Houston, Texas
Recordwagon, Inc., Woburn, Massa-
chusetts.
Regal Records, Inc., Pittsburgh,
Pennsylvania.
Roberts Record Dist. Co., St. Louis,
Missouri.
Southern Record Dist., Nashville,
Tennessee.
Southland Records Dist. Co., At-
tlanta, Georgia.
Sunland Supply Co., El Paso, Texas
United Record Dist., Houston, Texas.
Universal Record Distributing Corp.,
Wendy Distributors, Inc., Newark,
New Jersey.

Philco-Ford has begun

Gene Block Joins Muntz

Gene Block has been

The Common folk are digging something besides clams.

Philco-Ford's new Mini-Radio Phono is
nearing completion. The records and
machines are now available in new and
more record stores, according to Novak. "and
placement by rack jobbers is going
well."

Philco-Ford has begun to distribute its Hip Pocket Records line nationally, it was announced last
week by Vince Novak, new product planning manager for the company’s consumer electronics division. The
list of HP distributors who will also sell Philo-Ford’s new Mini-Radio Phono is nearing completion.

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Rapid Sales Co., Inc., Madison, Wis-
consin.
Record City, Milwaukee, Wisconsin
Record Dist. Co., Houston, Texas
Recordwagon, Inc., Woburn, Massa-
chusetts.
Regal Records, Inc., Pittsburgh,
Pennsylvania.
Roberts Record Dist. Co., St. Louis,
Missouri.
Southern Record Dist., Nashville,
Tennessee.
Southland Records Dist. Co., At-
tlanta, Georgia.
Sunland Supply Co., El Paso, Texas
United Record Dist., Houston, Texas.
Universal Record Distributing Corp.,
Wendy Distributors, Inc., Newark,
New Jersey.
Ampek Offers Kapp Tapes

NEW YORK — Ampek Stereo Tapes will offer stereo tape albums from Kapp Records in all four tape configurations — four and eight-track cartridge, cassette and open reel — according to Donald V. Hall, AST general manager.

Ampek and Kapp have signed a new contract that will make top artists such as Roger Williams, Louis Armstrong and Jack Jones available in all forms of stereo tape. The contract for open reel tapes with Kapp is a renewal of a previous agreement while the cartridge and cassette agreements are new, Hall said.

“We have already begun to master and duplicate Kapp artists in all new configurations,” Hall said, “and expect to start shipping immediately.”

Ampek, nation’s largest producer and marketer of stereo tapes, is the only company to offer stereo tapes in all four major configurations.

Pickwick Isn’t Markets 12 New Tape Cartridges

NEW YORK — Six new eight-track stereo tape cartridges and six duplicates in four-track stereo, have been issued by Pickwick International.

The budget priced tapes, suggested retail of $4.98, include selections from “Camelot,” “The Great Dr. Dolittle Songs,” “You Stepped Out of a Dream” and “Original Hits-Original Artists” featuring 12 country-western stars with Patsy Cline, Jimmy Dean, Webb Pierce and others.

Along with the variety of budget cartridge tapes also available from Pickwick, the company is offering in-store merchandising aids such as a full-color combination display box and self shipper which holds ten cartridge tapes.

‘Russian Revolution’ Issued by CBS

NEW YORK — The CBS Legacy Collection’s series of book and record sets has a new addition — “The Russian Revolution.” The 254-page book, containing over eighty rare photographs, features essays by noted historians and scholars on the men and events which shaped the Revolution, as well as excerpts from the diaries of the period including Trotsky’s “History” and Lenin’s “Ten Days That Shook the World.”

The accompanying LP, which is the only available spoken-word documentary on the Revolution, features eye-witness accounts of the chaotic era. Aristocrats, foreign observers, political leaders, and ordinary men and women recall, in their own words, what it was like to be alive during those times. In addition to their stories, the LP includes songs of the period and the voice of Lenin himself in excerpts from his speeches.

The complete book-and-record set of “The Russian Revolution” is priced at $12.50.

PlayTape Appoints Horwitz To Newly Created Mgr. Slot

NEW YORK — Earl D. Horwitz has been named to fill the newly created Western sales manager post at PlayTape, Inc.

Announcement of the appointment came last week with a statement by national sales director Hal Dennis, who noted that the post will solidify PlayTape’s sales position which now enjoys nationwide distribution, though the product was introduced to the market only fifteen months ago.

Horwitz was formerly national sales manager of Mintz Stereo-Fak Corp. and had been with Capitol Records distributing for 15 years as west coast division sales manager and special market manager.

Horwitz, a native Californian, is a graduate of San Francisco State College.

Liberty Stereo Tape Issues Jan. Cassettes

BEVERLY HILLS, CAL. — Liberty Stereo Tape has released 6 new cassettes for the month of January.

Highlighting the release is the cassette of Vikki Carr’s hit album, “It Must Be Him.”

Other January releases are: “Invisible Tears,” by the Johnny Mann Singers; “Here We Go-Go Again,” by the New Seekers; “Owl & Pussycat” by the Ventures; “Big Swing Face,” by the Buddy Rich Big Band; and “Washington Square,” by Spike Jones.

Liberty entered the cassette market in November with an initial release of 24.

Amy Buys Variation’s Theme

NEW YORK — Larry Utahl has bought a mid-west breakout master from Bob Yorey. Song involved is “1 Shot of Love” by the Variations, originally on the Pow label. It is now being released under Amy’s banner.

It’s the new frontier in old Buck Bay

THE L.A. JUNGLE — This is a view of one of the more than 50 Los Angeles area record dealers’ windows which have been decorated on a theme containing the premiere release of Walt Disney’s “Jungle Book” flick. The feature is showing only in the L.A. area at this time but will go into national release this week. The Disneyland soundtrack LP is also a story teller, having a full color, multi-page book of representative drawings from the cinema venture.

Cash Box — January 6, 1968

Mercury Releases 33 New Cassettes

CHICAGO — Mercury Records’ recorded tape division last week released 33 new pre-recorded cassettes.

Kelly, product manager of the recorded tape division, pointed out that Mercury’s cumulative catalog now numbers 266 different cassettes. One hundred and thirty-one different artists are featured in the pop and jazz categories, and there are eight different motion picture sound track cassettes.

Highlights of the new year-end cassette release are the first ten Command label cassettes and initial cassettes by such artists as Judy Garland, Jimmy Roselli, and The Beatles (singing the sound track from their movie, “A Hard Days Night”). The sound-track from the movie, “Doolittle,” which just opened, is also being offered.

In order to enable dealers to order more knowledgeably, the new Mercury cassette order form carries cover illustrations of key items within the release. Similar illustrations will be included in future order forms.

YOU DON’T KNOW ME

ELVIS PRESLEY

MONTEREY

ERIC BURDON & ANIMALS — MGM

AIN’T THAT SO

ERIC BURDON & ANIMALS — MGM

WHAT’S IT GONNA BE

LOVIN’ SPOONFULL — Phillips

YOU’RE NEVER GONNA GET MY LOVIN’

ENCHANTED FOREST — RCA

HERE COMES HEAVEN

EDDY ARNOLD — RCA

THE IDOL

THE FORTUNES — Kapp

THE FORTUNES — RCA

WAITIN’ FOR CHARLIE TO COME HOME

THE KINGS — Dell

ANY DAY NOW

PAT LUNDS — Columbia

WATERLOO SUNSET

THE KINGS — Kapp

TWO SISTERS

THE KINGS — Kapp

SHE BELIEVES IN ME

SAMMY DAVIS, JR. — Kapp

THE ABERCROMBIE GROUP — RCA

Brand: Mercury

Catalog No.: 3337

Release Date: January 6, 1968

Format: Cassette

Features: Various artists

Duration: 33 minutes

Price: $9.98


Cash Box — January 6, 1968

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

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

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

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

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

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

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

NASHBoro — Buy-7-get-one-free on entire catalog plus an additional 5% discount through January 5. 100% exchangeable.

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

PHILIPS — Discounts on entire catalog. SP/MSP series are discounted 10%, all other classics discounted 20%. No expiration date.

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

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

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

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

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

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

TOWER — 10% discount on all albums. No expiration date.
NEW YORK

Well, the new year is upon us. Yes, '68 is here and, rather than consider how groovy or un-groovy '67 was, it might be fun to look about what this new one may hold in store. It would be particularly nice to see an end to bottling of recorded product, after all free enterprise can only go so far ... it might be nice to see a more ad-libulous attitude in programming on AM radio, the pd certainly isn't taking a chance with a deck that's already getting national recognition ... it would be nice to see the West Canadian rock act make it really big in the U.S. ... it would be nice to see the American Indian treated with honor and respect in his own country, after all he was here first ... he's entitled to the dance ... it would be nice to see an end to TV network censoring of "Knee Deep In The Big Muddy" ... it would gladden many a heart to see the NET network get some money so that it knows what to do with it ... it would be nice to be able to read the label copy on singles at a glance, and when we did finally make it out, it would be nice to know that the person listed as producer was really the producer of that record and that all label copy was complete and factual ... it would be nice to see the rains fail to come down at the Newport Festivals ... it would be nice to see the consumer press cease to use the Flower Power movement as a ready-made free show to aid their own sensationalism ... it would be nice to have peace on earth lest we run the risk of the earth's being reduced to pieces, sort of like we could all be at the end of our "Strangest Dream" and take it seriously ... and all kinds of other things that you can think up for yourself.

There's a great new LP out by The Sponos on Kama Sutra, it's called, "Everything Playing." ESP's ORO label has a really fine set out called "Bruce Mackay," that's also the name of the artist. The cover of the album is a color photo of a beach with a small rock in the foreground, thus giving a first glance impression of a jazz LP which it most definitely is not. Bruce Mackay is a particularly good contemporary rock writer and performer. "Fanny's Avenue" on Buddah is the LP debut of Billy James' west coast find, Penny Nicholas. ... if you like folk music (by that we mean an acoustic guitar played in a finger picking style, at least in this case) with lots of interesting tunings and variations, you'll most likely dig John Fahey's "Regia" LP on Vanguard.

ABC's Influence is currently holding forth at Steve Paul's The Scene.

Noel Harrison tapped Donovan's "Tinker And The Crab," published by Peer-Southern, for a Jerry Lewis TV show.

Jake Holmes (Tower) does the singing on a new TV spot, "Showboys Red." The spot features the faces of famous personalities. Mercury is shipping the first Bunky & Jake album this week. The duo is produced by Bob Wyld and Art Polhemus of Longhair Productions. The notion that the whole LP was entirely new and was changed after Mercury's product manager Alan Mink heard Bunky & Jake at a live audition. Work has begun on the LP immediately thereafter.

rags at the one does no one any appreciable good because it's tantamount to crying wolf. It would certainly be nice to see mini skirts get more minute ... it would be nice to see a Canadian rock act make it really big in the U.S. ... it would be nice to see the American Indian treated with honor and respect in his own country, after all he was here first ... he's entitled to the dance ... it would be nice to see an end to TV network censoring of "Knee Deep In The Big Muddy" ... it would gladden many a heart to see the NET network get some money so that it knows what to do with it ... it would be nice to be able to read the label copy on singles at a glance, and when we did finally make it out, it would be nice to know that the person listed as producer was really the producer of that record and that all label copy was complete and factual ... it would be nice to see the rains fail to come down at the Newport Festivals ... it would be nice to see the consumer press cease to use the Flower Power movement as a ready-made free show to aid their own sensationalism ... it would be nice to have peace on earth lest we run the risk of the earth's being reduced to pieces, sort of like we could all be at the end of our "Strangest Dream" and take it seriously ... and all kinds of other things that you can think up for yourself.

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His recent ulcer attack, has signed a personal management pact with Stan Pat ... Dino, Deed and Billy set as guests for David Clark's "Happening '68" which debuts this Saturday on ABC-TV.

Sandy Britton, Mercury's first composer-conductor to find himself the object of teen adoration. A feature article in the Feb. 15 Billboard magazine, with a by-line by Phillips, reached the ears of Hollywood's biggest producer, and Stu's first impressions of the Monkees, describing his initial meetings with group, and his plans for launching and conducting all the b/g music used on the Monkees' TV and Series, plus the "Monkees Songbook" for Epic. More
Bendin’/Shapin’

Acta’s American Breed (“Bend Me, Shape Me”) is shown in the commis-
sary at Paramount Studios while visiting Dot. Acta’s
parent label. In this view
are (from the left): Ken-
my Myers, general man-
ger of Acta; Gary Loizso;
Al Ciner; Chuck Chub; Lee Graziano; Dick Peirce; Dot vp and general man-
ger; and Arnold Buck, vp of
Paramount Pictures, in
charge of music, and
president of Dot.

Pearson Named Producer
For Blue Note Records

BEVERLY HILLS — Duke Pearson,
composer, performer, and
sound engineer, has been ap-
pointed producer for Blue
Note Records, according to the label’s
co-general manager Mel Fuhrman.
Pearson, also an artist on Blue Note,
will be headquartered at the label’s
New York offices at 1776 Broadway.
Pearson, a native of Atlanta, began
playing piano at the age of five and
mastered several other instru-
ments, including mellophone and trumpet, be-
fore graduating from high school.
In 1963, while working for his de-
gree at Clark College, Pearson was
drafted and assigned to the 8th In-
fantry Division Band. After his dis-
charge from the army, Pearson began
playing piano in various clubs in the
Atlanta area.
In 1959, he went to New York City
and began recording with Donald Byrd on
Blue Note. Shortly after his first ses-
son, with Byrd, Pearson was signed with the
label and subsequently has
turned out top selling albums includ-
ing his latest, “A Sweet Honey Bee.”
“We are very pleased to have Duke
Pearson as a producer and are con-
fident that he will help keep Blue Note
the leader in Jazz, as it has been for
over thirty years,” Fuhrman said.

MORE JEWELS
FROM JEWEL/PAULA

THE UNIQUES
“I’ll Do Anything”
Paula 289

JOE VALENTINE
“I Can’t Stand
To See You Go”
Ronn 14

BARBARA WEST
“The Love of
My Man”
Ronn 15

CARTER BROTHERS
“Why, Baby, Why”
(Part 1 & 2)
Jewel 791

The hit album that features
“Iudy in Disguise”
the next number one single,
AGNES ENGLISH
Paula LPS 2997

D.J.’s write for samples on your
station letterhead.
COWSILLS

NEW YORK—Rain, parking and other things worked against the Cowsills, but the tremendous drawing power of their “Rain, the Park and Other Things” outside the worst weather of this winter and pulled a large throng into Town Hall for the first New York appearances of the family group.

Few, if any, were disappointed by the performances, which coupled the appeal of a number one record, with a showmanship, fine entertainment and a grand helping of solid music. The epitome of an “All-American Family” act with four brothers, a sister and mother on stage, and more behind the scenes, the Cowsills were more than cute, they were terrific.

A few original numbers and some recent hits made up an overall revue of the publicized set for the first segment of the evening; and the second half featured the talents of Bill, Bob, John and Barry Cowsill in a medley of “institutions” by the Beach Boys, Rolling Stones, Beatles and Herman’s Hermits as well as a few rounding out sets to close the bill.

Act I was the family hour, with the spotlight shifting from one youngster to another in a bevy of cute renditions that offered a picture of the individual talents behind the Cowsills. Bill, Barbara, Jonathan, Bob and Barry were all but eclipsed in the glow of the youngest member of the team, Susan. The pin-strap-finger demonstrated a showmanship usually found only in performers with more stage experience than she has years (8 to be exact). Strolling, prancing, swaying and bongoing across the apron of the stage, she showed no fear or nervousness in delivering “Hello, Hello” and “Swan Talkin’ Guy” for a chilled crowd that thawed before her, and melted under the warmth of her style.

Aside from the introductory section, the combo excelled on sets featuring “You Were On My Mind,” “On The Other Side” and a few other sounds that were generally of an early-60’s plus-amplifier genre.

Act II showed a complete shift into blues at the outset, with highlight emphasis moving to Bob Cowsill at the organ, but the funk condensed into a salute to the groups that have raised rock from its early regard to its dominant state today. Rolling off a string of hits from the ’64-’67 roster, the Cowsills proved apt imitators of styles ranging from the Stonesy “The Last Time” and “Play With Fire” to the more complex “Lucy In The Sky With Diamonds” and a “Good Vibrations” that out-Beach-Boy-ed the California crew.

Susan returned for “To Sir With Love,” and it was a romp from there on to the closing recap of “We Can Fly,” the newest single by the family.

Playing alone, the Cowsills were a tremendous bundle of energy, mirth, warmth and entertainment which ranged from blue-eyed (and blonde haired) soul to the individual sound they projected “The Rain, the Park and Other Things” to the top spot on sales charts. With their new 12-piece orchestra (Jan. 19) for a show at Philharmonic Hall, the group should really be something to behold.

New Peaches For Herb

NEW YORK—Famed Date Records vocal duo, Peaches and Herb, has a new Peaches. Francine Day, the original Peaches has been replaced by Marlene Mack, former lead singer of the Joytones. Herb Fame remains as the Herb of Peaches and Herb.

The switch was made after the original Peaches, from Washington, D.C., decided that the duo’s hectic touring and recording schedules were becoming too exhaustive. She wanted to remain closer to home to concentrate on a career as a solo performer.

An extensive talent search was begun to find a comparable lead singer with not only a similar sound but also the looks of Miss Day. Date executives believed that a publicized change of this nature might possibly injure the strong romantic image fostered by the two-some over the span of four top-20 hits, all love ballads. Their previous outing was “Love Is Strange.” However, no such damage to the popularity of the duo has occurred, reported a Datespage Columbia salesperson, minimil and the change went almost unnoticed.

Instead, Peaches and Herb are set for several major T.V. and night club appearances within the next few months, including the Jonathan Winters Show, Jan. 10, and The Mike Douglas Show, Jan. 17. Their new single, “Two Little Kids,” is currently No. 53 and climbing on the Top 100.

Scott Forms Film Co.

NEW YORK—Scott-Cedaridge Productions, a new film production company, has just been formed by arranger-composer Bobby Scott. The firm’s offices are at 1619 Broadway here in N.Y.

Correction

NEW YORK—In a story entitled “Riv. Dransel Writes Masses For The Masses” (Cash Box, Dec. 16, p. 36), the title of the Reverend Herbert C. Dransel, of the firm, was inadvertently printed as being “Rajju” and the title of the Rev. Dransel’s mass is really “Celebration.” “Rajju” is a country-folk music which the Rev. Dransel wrote in collaboration. Also, the publisher of “Celebration” was printed as being Edwin B. Marks. It should have read Edward B. Marks. One error leads to another, and so, in the final paragraph, it was inadvertently stated that “Rajju” was initially performed at Trinity College Chapel in Hartford, Connecticut. It was “Celebration” that received its debut at Trinity.

BIG YEAR FOR MERCO—Merco Enterprises has received an achievement award from Columbia Records for outstanding merchandising and promotion in 1967. Shown making the presentation to Jack Grossman (seated), president and chairman of the board of Merco, is Warren Joyce, executive vice-president for the New York market of Columbia. Looking on (from left to right) are: Nick Barna, Columbia salesmen; Murray Klein, vp of Merco; Warren Rosenman, vp and secretary of Merco; Irv Arlen, treasurer of Merco; Don England, Columbia’s director of sales; Spiro Culia, vp of Merco; and Sol Gelt, vp of Merco Enterprises.
51 HAWAIIAN ALBUM (Columbia CL 2747/SC 9347) 46
52 TEMPTATIONS GREATEST HITS (Gordy GM/GS 919) 50
53 WINDOWS OF THE WORLD (Dionne Warwick) (Scepter SM/N 563) 53
54 MANTOVANI/HOLLYWOOD SYMPHONY ORCHESTRA (London 11516/PS 541) 46
55 I FEEL LIKE IM FIXIN TO DIE (Country Joe & the Fish) (Vanguard VRS 5516/PM 79266) 64
56 ODE TO BILLIE JOE (Robbie Gentry) (Columbia 17/11115) 59
57 TURN THE WORLD AROUND (Eddy Arnold) (Columbia VC 17/11115) 44
58 I LOVE YOU FOREVER (Bobby Vinton) (Epic LP 1245/ER 25041) 55
59 PINK FLOYD (Tower/TS 107/5399) 61
60 COWBOYS AND COLORFUL PEOPLE (Flip Wilson) (Atlantic 8141) 64
61 WHEN THE SNOW IS ON THE ROSES (Aretha Franklin) (Columbia VC 17/11115) 74
62 RAVI SHANKAR AT THE MONTEREY INTL FESTIVAL (World Pacific WP 1442/WPS 2140) 62
63 A MAN AND A WOMAN (United Artists UA 4174/LA 5147) 55
64 FOR A FEW DOLLARS MORE (Harry Nilsson) (United Artists UA 3608/6608) 65
65 SOUNDS LIKE LOVE (A&M LP 124/SP 4124) 57
66 FOR ALL THE SEASONS OF YOUR MIND (Joni Jan (Verve Verve FS 3032)) 77
67 HISTORY OF OTIS REDDING (VHS M 518) 48
68 MAN OF LA MANCHA (Kapp KRL 4503/RS 5505) 70
69 PATA PATA (Miriam Makeba) (RCA LP 124/SP 4124) 75
70 WHEN THE WHISTLE BLOWS (Cordy LP 125/SP 602) 69
71 EVERYBODY NEEDS LOVE (Gladys Knight & The Pips (Soul 5/53 766) 72
72 WITHOUT HER (RCA Victor LP/SP 3911) 73

HUGH MASAKALE IS ALIVE AND WELL (Verve LRP 3033/15053) 93
74 THE VOICE OF SHORT MACENZIE (O/B 1140/0/1421402) 76
75 MISSISSIPPI JOE (East LRP 25381) 87
76 MONKEES HEADQUARTERS (Capitol/CMA COC 103) 39
77 ALLIGATOR BOOGALOO (Verve LRP 3033/15053) 81
78 GET THAT FEELING (Capitol/CMA COC 103) 82
79 THE WHO SELL OUT (Decca 40490/DE 79409) 92
80 EYDIE GORME S GREATEST HITS (Columbia CL 2714/SC 9344) 79
81 BEST OF SONNY & CHER (A&M LP 124/SP 4132) 83
82 FLOWERS (Rolling Stones London LK 3009/503) 63
83 MASS IN F MINOR Electric Prunes (Ripley R/RS 6075) 101
84 THE MAGIC GARDEN (Columbia CL 2714/SC 9344) 80
85 ENCORE (RCA Victor LP/SP 3887) 95
86 $1,000,000 WEEKEND (Atlantic LRP 3033/15053) 87
87 LOOK OF LOVE (Atlantic LRP 3033/15053) 85
88 ANYTHING GOES (RCA Victor LP/SP 3887) 95
89 MARY IN THE MORNING (United Artists UA 3608/6608) 65
90 MOVIN' WITH NANCY (United Artists UA 3608/6608) 65
91 PLEASURES OF THE HARBOR (Phil Ochs RAB/RS 6031/15053) 97
92 FOWL PLAY (RCA Victor AMLP 3033/15053) 97
93 FLYING NUN (Sally Field) (Capitol/CMA COC 103) 94
94 DANCING IN THE STREET (Cher LRP 3033/15053) 94
95 REACH OUT (Burt Bacharach RCA Victor LRP 3033/15053) 97
96 WITH A LOT O'SOUL (United Artists UA 3608/6608) 92
97 CANDYMAN (Capitol/CMA COC 103) 107
98 LITTLE GOLDEN LINES (Gill Campbell (Columbia CL 2714/SC 9344) 97
100 WILDFLOWERS (Elkko EKS 7401) 134

101 YOU DON'T HAVE TO BE ITALIAN TO LIKE PAT COX (United Artists USA 3000/USA 6600) 60
102 STONE PONEYS VOL II (United Artists USA 3000/USA 6600) 60
103 WELCOME TO MY WORLD (Capitol/LP 124/SP 4124) 62
104 REVENGE Bill Cosby (Warner Bros. W/WS 7156) 58
105 TALENTS AND THE TURTLES (Capitol/LP 124/SP 4124) 62
106 BILLY JOE AND THE TURTLES (Capitol/LP 124/SP 4124) 62
107 GONE WITH THE WIND (Columbia CL 2747/SC 9347) 46
108 SONGS OF SPAIN (Sonny & The Cherries) (Columbia CL 2714/SC 9347) 46
109 WHERE THERE IS LOVE (Sonny & The Cherries) (Columbia CL 2714/SC 9347) 46
110 HERE WHERE THERE IS LOVE (Sonny & The Cherries) (Columbia CL 2714/SC 9347) 46
111 LIGHT OF LOVE (Sonny & The Cherries) (Columbia CL 2714/SC 9347) 46
112 SONGS OF SPAIN (Sonny & The Cherries) (Columbia CL 2714/SC 9347) 46
113 TELL ME HOW (Sonny & The Cherries) (Columbia CL 2714/SC 9347) 46
114 STAND UP (Sonny & The Cherries) (Columbia CL 2714/SC 9347) 46
115 GIVE ME A LITTLE TOUCH (Sonny & The Cherries) (Columbia CL 2714/SC 9347) 46
116 WHAT Receiver (Sonny & The Cherries) (Columbia CL 2714/SC 9347) 46
117 SUPERSTITION (Sonny & The Cherries) (Columbia CL 2714/SC 9347) 46
118 GIVE ME A LITTLE TOUCH (Sonny & The Cherries) (Columbia CL 2714/SC 9347) 46
119 STAND UP (Sonny & The Cherries) (Columbia CL 2714/SC 9347) 46
120 GIVE ME A LITTLE TOUCH (Sonny & The Cherries) (Columbia CL 2714/SC 9347) 46
THE BEST OF HERMAN'S HERMITS VOL. III — MGM E/SE 4505

As the name implies, this is a delightful compilation of some of the biggest Herman's Hermits' hits in a vintage like style. "There's A Kind Of A Hush," "The Milk Today," "Don't Go Out Into The Rain," and "East West." Delightfully packaged with a "Far From The Madding Crowd"-type cover, this is sure to enjoy heavy sales and airplay. The group's fame has been spreading far and wide so vol. III should do as well as the first two sets.

EVERYTHING PLAYING — Lovin Spoonful — Kama Sutra KLP/KLFS 8061

The Lovin' Spoonful is back with their new LP since Jerry Yester joined the group. The set, highlighted by their recently charted single "She's Still A Mystery," is in strict keeping with the high standards of quality and fun-filled mostly soft rock that we've grown used to over the years. The country-flavored "Boredom," the folcy "Money," and the gentry reflective "Younger Generation" are delightful tracks on a great LP.

$1,000,000 WEEKEND — Ventures — Liberty LRP 3051/4/5 3052

Sparked by a big promotional campaign featuring a sales incentive contest (the prize is a weekend at Captain's Palace in Las Vegas and $200 in chips), this latest offering by the Ventures, Liberty's four are pop guitarists, should go far. Hard-driving, fun songs like "What's Up?" and "My Love," "Ode To Billie Joe," and "Music To Watch Girls By" are included on the power-packed LP. The disk shapes up as a monster.

A SCRATCH IN THE SKY — Cryan' Shames — Columbia CL 2786/CS 8586

The Cryan' Shames' second Columbia LP is a highly inventive venture. Though not initiated by the Beatles' "Magical Mystery Tour," it shares with that album the marriage of fantasy and rock. Lennie Kerley and Jim Fairs, members of the Cryan' Shames, wrote all but two of the selections. Among the surprises on the set is the inclusion of a bagpipe on "The Sailing Ship." Put this package high on your list of disks to watch.

Jazz Picks

GET UP & GET IT! — Richard "Groove" Holmes — Prestige PR 7514

Organist Richard "Groove" Holmes performs six jazz tunes: the title track, "Lee-Ann," "Body And Soul," "Broadway," "Groove's Blues Groove," and "Pennes From Heaven." Holmes is given the stellar support of Teddy Edwards, tenor sax; Pat Martino, guitar; Paul Chambers, bass; and Billy Higgins, drums. Displaying his characteristic ability for sustained invention, Holmes makes this LP priority listening for jazz buffs.

THE GRASS IS GREENER — Grassella Oliphant Atlantic SD 1194

A splendid example of tasteful jazz drumming, this is the second Grass LP on Atlantic, the first being "The Grass Roots." Personnel includes such figures as Grant Green, John Patton, Harold Osley, Clark Terry, and Major Holly, Clark Terry's "Peaches From Down The Road" is one of the more outstanding selections on the set. This one should find a ready made market within jazz circles.

Classical Picks

JOHN CAGE: VARIATIONS II/HENRI POUSSUR-ESR/y TROIS VIEUX DE LIEGE/MILTON BABBITT: ENSEMBLES FOR SYNTHESIZER — Columbia MS 7057

John Cage, Henry Pousseur and Milton Babbitt are three modern classical composers whose works have aroused and continue to arouse much controversy, centering around the question "is it music?" The listener must make up his own mind. The eleven tracks on this album sound superlative like the soundtrack of a science fiction movie, but were conceived as works of art. Are they? The listener must decide.

THE FASCINATING RHYTHMS OF THEIR BRAZIL — Los Indios Tabajaras — RCA Victor LPM/LSP 3905

Los Indios Tabajaras perform a set of Latin-pop tunes with stylistic grace and skill. The material finds Los Indios on their guitars, accompanied by a small rhythm section which varies in size and in instrumentation from tune to tune. "Ole, Antigo," "Vamos," and "Blue Angel" are outstanding tracks. This exciting LP should get active play in both pop and jazz markets.

LE FORMIDABLE JACQUES BRELL — Vanguard VBS 9265/VSD 79265

Jacques Brel sings an album of French songs, all of which he wrote or had a hand in writing. The artist employs a fine, warm, virile voice in performing such tunes as "Mon Enfance," "Les Coeurs Tendres," "La Chanson Des Vieux Amants," and "Le Gaz." The power, intensity, and depth of the chanter's interpretations make this an LP well worth the careful attention of the listener.

MUSIC FROM A "FISTFUL OF DOLLARS" — "FOR A FEW DOLLARS MORE" THE GOOD THE BAD AND THE UGLY — Hugo Montenegro & Ork — RCA Victor LPM/LSP 3927

The drama and intensity of these three well known western ventures comes through in these Hugo Montenegro treatments of their themes. The set also includes one of Hugo's "For A Few Dollars More." Fans of the films as well as these persons interested in powerful, richly melodic music will go for this one.

ORIGINAL GOLDEN INSTRUMENTAL HITS — Various Artists — Warner Bros. 1725

Here, in bristling array, are twelve powerful instrumentalists, all suited for dancing or just sitting, like the set of the Marketts' "Out Of Limits" and "Batman Theme," "Bumble Boogie," by B. Bumble and the Stingers, "Limbo Rock," by the Champs, and "Feelin' Alright" by Sandy Nelson. There should be a ready market for this distillation of big beat sounds.

WE AND THE SEA — Tamba 4 — A&M LP 2004

Tamba 4 is comprised of Luiz Eca, piano and organ; Dario, bass; and Alvaro Viana, drums, jawbone, and conga; and Bebeto, flute and bass. The title track is a smooth, sinuous bossa nova; "The Hill (O Muro)" is a colorful, swinging 8-minute tour de force. The group's music is exciting, inventive, and swinging, and both jazz and pop fans should enjoy this flavorful disk.

VOODOO JAZZ — Jho Archer — Epic LN 24331/BN 26331

Jho Archer, the young Haitian singer, composer, producer, dancer and choreographer, assembled for this album a number of the voodoo songs of his native land and mixed them with modern jazz. The mixture is a success, and the set should appeal to many jazz listeners. Those unfamiliar with voodoo music might expect it all to be "scary" and filled with suggestions of witchcraft. The selections on this LP are for the most part as gentle and soothing as a tropical breeze.

MUSIC FROM THE ORTHODOX LITURGY — Slavonic Cappella Ensemble/Fekels — ESP-Disk ESP 1065

The rich heritage of the ritual music from the Orthodox liturgy of the Eastern Orthodox Church is exquisitely evident on this beautiful and majestic waxing by the Slavonic Cappella Ensemble. The group was organized in America by the Slavonic Arts Society in 1965 to perpetuate this somewhat neglected musical tradition. Some of the finer operatic voices of our time have been effectively sublimated into a unified choral ensemble that leaves nothing to be desired.
Mercury Launches 1st ’68 LP’s

NEW YORK—Mercury Records last week unveiled seven LP’s for the new year. The product chiefs and the corporation’s regional sales vice-presidents, Abe Clayton (East), Steve Brookmire (South and Midwest) and Bob Barton (West) fanned out cross-country to present their respective early ’68 programs to both branch and independent distributor representatives.

Philips Release

Lou Stein, in charge of Mercury’s Philips label subsidiary, is presenting a permanent sales presentation book to each salesman containing full details of his new six pop and six classics programs.

The spearhead album is “Mystic Moods of Love,” by the Mystic Moods Orchestra. This LP is from producer Brad Miller whose first four mood-plus-sound-effects entries have been met with success. Reviewer and radio promo copies of the album will also carry inserted copies of the mini-book by Robert Schure which inspired it.

Maintaining Philips’ global image, the Swingling Singers present “Spanish Harp,” a tape featuring harps of various nationalities. The announcer, singer and composer is Eloy Gonzalez. This is the first of a series of tape offerings scheduled for the Philips line.

RCA Issues 1st Stereo 8 Tapes For The New Year

NEW YORK—RCA Victor last week unveiled 17 new RCA stereo 8 tape cartridges, the firm’s first Stereo 8 release for 1968.

The January release includes the following cartridges, Pearl Bailey in “Talk of the Town” and “Broadway Melody” on one album; Dora Pitman singing classics on another. Lorin Maazel conducts the ORC Orchestra in Dvorak’s “New World” Symphony. The late Earl Wild conducts the Concertgebouw Orchestra of Amsterdam in a pairing of Beethoven’s Symphony No. 5 and Mozart’s Symphony No. 41 in still another new recording. The Concertgebouw Orchestra is included a second time under the baton of Bernhard Haitink. It is a “Romantic Symphony” (No. 41).

The two final classical offerings on Philips feature Pablo Casals conducting the Lamoureux Orchestra featuring Maurice Gendron, violinist, performing Haydn’s Concerto in D Major and Boccinnini’s Cello Concerto in G Major.

Providing merchandising support for Philips’ mood music are colored wine glass box divider cards which have been made for the Mystic Moods Orchestra and Paul Mauriat and his Orchestra.

Xmas Stocking

Sergeant Zidar of the Manhattan Project, Floyd Bennett Field is shown picking up the first box of cards for the Cash Box for contribution of the U.S. Air Force’s “Capture the Spirit” campaign, CB’s Mike Mar- tucio, who headed the off the sales promotion drive, netted $235 for the purchase of toys, games and other items for the collection last Tuesday. The contributions were distributed by the Marines on Christmas to those. (“Tribute to Woody Guthrie”)

Carnegie Schedule Folk Tribute To Woody Guthrie

NEW YORK—A battery of folk artists and enthusiasts are scheduled to offer the two-performance memorial “Tribute to Woody Guthrie” at Carnegie Hall on April 25. The evening begins at 2:30 and an evening performance is set for 8:30.

Millard Lampard, screenwriter and former colleague of Guthrie in the old Almanac Singers, is the producer of the show, which is being underwritten by the Kulark of Guthrie’s estate.

Producers from the shows will be de- dicated to “The Committee to Combat Hunger,” a hunger project of the National Research organization is working to fight the ailment which led to Guthrie’s death.

Tickets for these shows are now on sale at Carnegie Hall.

Liberty Opens Promo Drive For ‘Pair’ Tour

LOS ANGELES—Liberty Records is preparing a promotional public relations campaign on behalf of the Pair Extraordinary to capitalize on their current pop-rock popularity. The first stop is San Diego and then Beverly and two Nevada nighty engagements.

Special materials for promotional use include a press release, press preparation and a series of in-store appearances and other special events are being planned.

The Cosby-Pair dates will run from Jan. 5 through Jan. 28, and following an engagement at the Ambassador Hotel in Los Angeles, will make the first stop at the Frontier Hotel in Las Vegas and the Harrah’s Club in Tahoe Thursday and Friday, Jan. 6 and 7.

Liberty’s catalog now includes tour LP’s by the group, latest of which is “It’s a Wonderful World.” Concert and flyer copies will be given to audiences at tour shows.
RIAA Gold Record Awards
DECEMBER
A Monthly Survey Of RIAA-Gold Record Awards

Albums: Their Satanic Majesties Request-Rolling Stones (London)
Release Me-Engelbert Humperdinck (Parrot)
Herb Alpert's Ninth (A&M)
Magical Mystery Tour-The Beatles (Capitol)
Merry Christmas to All-Ray Conniff (Columbia)
Buttoned Down Mind Strikes Back-Bob Newhart (Warner Bros.)
Insight Out Association (Warner Bros.)

Singles: Hello, Goodbye-The Beatles (Capitol)
The Rain, The Park & Other Things-Cowsills (MGM)
Incense & Peppermints-Strawberry Alarm Clock (Uni)

Brief Maharishi Comments Made Available For Radio
NEW YORK—Speculay dayej singles including eleven excerpts from the World Pacific album by Maharishi Mahesh Yogi have been available to facilitate play of short tracks on the air.

The single, which is not for sale, includes nine under-a-minute complete thoughts and two segments which are available for 1:00 and 1:39. Each is a full statement taken from Maharishi Mahesh Yogi's Speaks to the Youth of the World On Love.

The celebrated "guru" to gain renown through consultation sessions with the Beatles, Donovan and a wealth of famous figures, and recorded his first LP a few months ago. Since the album features full sides with no interruption, the single was pressed to enable disk jockeys to use material for short spots.

All stations served by World Pacific will receive copies, and other interested outlets may contact Liberty distributors.

Film Academy Accepts Kaye
LOS ANGELES—The Academy of Motion Picture Arts & Sciences has a new member—lyricist Buddy Kaye, who has just been accepted into the Academy's music branch.

Kaye is known for his pop lyric work, "Till The End of Time," "Full Moon and Empty Arms," "A You're Adorable," "I'll Close My Eyes," and "Quiet Nights" are among his credits.

Kaye moved from New York to Los Angeles one year ago and entered the motion picture field. He has lyricized the title songs to the following motion pictures: "Hurry Sundown" (Paramount), "The Young Americans" (Columbia), "For Singles Only" (Columbia), "The Corrupt Ones" (Walters), "Triple Cross" (Walters), "To Kill A Dragon (UA) and Wicked Dreams of Paula Schulte" (UA).

Kaye's acceptance at this time inures to the Academy and adds to the nominations and final balloting for the upcoming Academy Awards presentations.

Elmer Bernstein To Do 40th 'Oscar' Show Music
HOLLYWOOD—Producer Arthur Freed has chosen composer Elmer Bernstein, an eight-time nominee for an Academy Award, as musical director and conductor for the 40th annual Academy of Motion Picture Arts And Sciences "Oscar" ceremonies, April 8.

Bernstein has been an officer of the Academy of Motion Picture Arts and Sciences since 1955, having served as second vice president and, currently first vice president.

He received his first music scoring Oscar nomination in 1955, for "The Country Girl," and has written music for "A Golden Age." Bernstein also received single nominations in 1960, 1961, and two in 1962. He wrote the much acclaimed score for "To Kill A Mockingbird."

Last year, the noted conductor was nominated on three counts: for original music score ("Hawaii"); scoring of original music and adaptation music ("Return Of The Seven"); and music for the song, "My Wishing Doll" (also from "Hawaii").

Bernstein joins an Oscar Show team to be headed by Freed for the third straight year. Fred De Cordova will produce the show, with Bob Hope, who is scheduled to emceed the ceremonies for the 16th time, as host.

Others already named include: Robert Everts, associate producer; Alex Golitsin, art director; and Emil Kuri, set decorator.

The awards will again be staged at the Santa Monica Civic Auditorium.

When It Came To Marriage... He Chickened Out On Me!

Dear Disc Jockey,

We think Bobbi Staff, and her new RCA recording are too nice for anyone to "Chicken Out on!"

Pelton Publishing Company
Room 700
333 West 52nd Street
New York, N.Y. 10019
Don Light Agency Inks Thrasher Bros.

NASHVILLE—Don Light, president of the Don Light Talent stable, has announced the signing of the Thrasher Brothers to a long-term management and booking contract with his agency. The six-man group, which hosts its own syndicated color TV show, "Amer-ica Sings," has already been set for several major concerts by Light, who is currently negotiating for a record contract for the group.

In signing with the agency, the Thrasher Brothers join such gospel acts as Jimmie Davis, the Oak Ridge Boys, the Happy Goodman Family, the Singing Rambos and the Prophets Quartet, all in addition to the Chuck Wagon Gang.

Country On Stage

BOBBY LEWIS
TOMPALL & GLASERS

NEW YORK—One can be easily lulled into the belief that there are only a dozen or two top country acts, but in scrutinizing a list, such as that of the yearly poll winners, one is rudely awakened to the fact that there are many, many more than just a dozen or two. This awakening can also be brought about by examining the list of acts which have streamed into New York's Nashville Room in the recent past, the list of names scheduled to pour in the future.

The latest of the touring Nash-ville to visit the Metropolitan meccas of country music were Bobby Lewis and Tompall & The Glaser Bros., who teamed up to bring out some real good country sound for the few hardy partiers who managed to brave the mid-holiday week for a night on the town.

The smooth-toned Lewis opened the show, lute in hand, with a pleasant act, laced generously with some of the more popular ballads to originate from Music City—several of which were brought into prominence by none other than Bobby himself. The singer has come a long way in the business in the past year, and, judging by the way he handles himself on stage, he'll be going a lot farther.

With barely a pause between acts, Tompall & the Glaser Bros. (Chuck and Jim) leapt upon the stage with an act that featured mainly the folk-country sound. Kicking off the performance with Tom Paxton's "The Last Thing On My Mind" and John Hartford's "Gentle On My Mind," the boys changed pace with a touch of the Southwest in "South Of The Border" and some comedy with Chuck's presentation of "Great Men Repeat Themselves."

All in all, the Nashville Room made for some fine entertainment last week, but as we mentioned last week, the holiday season certainly does not afford N.Y. nightclubs with overfloor audiences. Club owners, at least, will be happier when "the season to be merry" has been added to the history books.

Marchar Skeds Big Push
For New Connie Single

NASHVILLE—As the New Year gets underway, Marchar Music prepares for its first big promo push of 1968 in support of one of its copyrights, "Baby's Back Again," released by Connie Smith on RCA Victor.

According to owner Charlie Lamb, "all-out" promotion will be put into play to launch the tune as the pub-bery's first chart-contender for the new year.

CashBox Top Country Albums

1. BRANDIED MAN
   Bobby Lewis (Capitol T/ST 2769)
2. TURN THE WORLD AROUND
   Eddy Arnold (RCA Victor LPM/LSP 3689)
3. GENTLE ON MY MIND
   Glen Campbell (Capitol M/ST 2809)
4. ALL THE TIME
   John Green (Decca DL 4904/DL 4904)
5. YOU MEAN THE WORLD TO ME
   David Houston (c/o Lilac LN 24323/EK 24328)
6. ODE TO BILLIE JOE
   Bobbie Gentry (Capitol T/ST 2820)
7. LOVE OF THE COMMON PEOPLE
   American Band (RCA Victor LPM/LSP 3285)
8. BEST OF EDDY ARNOLD
   RCA Victor LPM/LSP 3566)
9. BILL ANDERSON'S GREATEST HITS
   Decca DL 4859/4859
10. LAURA (What's He Got That I Ain't Got)
    Charlie Singletary (RCA Victor LPM/LSP 3900)
11. QUEEN OF HONKY TONK STREET
    Kitty Wells (Decca DL 4929/DL 4929)
12. TONIGHT CARMEN
    Bobby Gentry (Capitol T/ST 2766)
13. YOUR TENDER LOVING CARE
    Buck Owens Capital T/ST 2760)
14. BEST OF CONNIE SMITH
    Decca DL 4950/DL 4950
15. SINGIN' WITH FEELING
    Lorett Lynn (Decca DL 4950/DL 4950)
16. WHAT DOES IT TAKE
    Skeeter Davis (RCA Victor LPM/LSP 3856)
17. WHAT LOCKS THE DOOR
    Jack Greene (Decca DL 4939/DL 4939)
18. HELLO, I'M DOLLY
    Dolly Parton ( Monument MLP 8063/LP 16063)
19. THE BUCKAROOS STRIKE AGAIN
    Decca DL 4938)
20. BY THE TIME I GET TO PHOENIX
    Glen Campbell (Capitol T/ST 2851)
21. COOKIN' UP HITS
    Lou Anderson (RCA Victor LPM/LSP 3857)
22. GEMS BY JIM
    Jim Ed Brown (RCA Victor LPM/LSP 3857)
23. I'LL HELP YOU FORGET HER
    Don't Wait (RCA Victor LPM/LSP 3857)
24. SPANISH FIREBALL
    Hank Snow (RCA Victor LPM/LSP 3857)
25. I'LL NEVER FIND ANOTHER YOU
    Kenny James (Capitol T/ST 2788)
26. DON'T SQUEEZE MY SHARON
    Charlie Daniels (Decca DL 4828)
27. THIS IS JAN HOWARD COUNTRY
    Jan Howard (Decca DL 4904/DL 4910)
28. SINGING AGAIN
    Ernest Tubbs & Lorett Lynn (Decca DL 4872/DL 4872)
29. RAY PRICE'S GREATEST HITS, VOL. 2
    (Capitol C/ST 4670)
30. OUR WAY OF LIFE
    Bobby Sherrill & Del Reeves
    (United Artists UAL 3618/UAL 6618)

Johnny and Janie Mosby
ON ALL NATIONAL CHARTS WITH
"MAKE A LEFT THEN A RIGHT"
CAPITOL 5980

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<td><strong>2</strong> WHAT LOCKS THE DOOR (Archibald—BMI)</td>
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<td><strong>3</strong> IT TAKES PEOPLE LIKE YOU (Blue Book—BMI)</td>
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<td><strong>4</strong> BY THE TIME I GET TO PHOENIX (River—BMI)</td>
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<td><strong>5</strong> BOTTLE BOTTLE (Window—BMI)</td>
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<td><strong>7</strong> IF MY HEART HAD WINDOWS (Gibb/Blue-Crest—BMI)</td>
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<td><strong>8</strong> IT'S THE LITTLE THINGS (Morrison—BMI)</td>
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<td><strong>9</strong> COUNTRY HALL OF FAME (Yellow River—ASCAP)</td>
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<td><strong>18</strong> BLUE LONELY WINTER (Newkey—BMI)</td>
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<td><strong>19</strong> I'D GIVE THE WORLD (Pamper—ASCAP)</td>
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<td><strong>20</strong> PROMISES, PROMISES (Yam—BMI)</td>
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<td><strong>21</strong> WONDERFUL WORLD OF WOMEN (Cedarwood—BMI)</td>
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<td><strong>22</strong> ANNA (I'M TAKING YOU HOME) (Gallicio—BMI)</td>
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<td><strong>23</strong> ANYTHING LEAVING TOWN TODAY (Newkey—BMI)</td>
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<td><strong>24</strong> THE LAST THING ON MY MIND (Deep Fork—ASCAP)</td>
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<td><strong>25</strong> HEAVEN HELP THE WORKING GIRL (Wilderness—BMI)</td>
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<td><strong>26</strong> TUPELO MISSISSIPPI FLASH (Yates—BMI)</td>
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<td><strong>27</strong> YOU'RE THE REASON (Yves—BMI)</td>
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<td><strong>28</strong> WEAKNESS IN A MAN (Gallicio—BMI)</td>
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<td><strong>29</strong> I DOUBT IT (Y-Ka—BMI)</td>
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Cash Box—January 6, 1968
Porter Wagoner and Dolly Parton are teamed in a new album that features their current chart single, 'The Last Thing on My Mind.'
LPM/LSP-3926

They've got a good thing going.
There are those times, in the course of human events, when those ordinary, run-of-the-mill jobs are suddenly the most difficult of all in the world to accomplish. When routine matters seem to demand the greatest output. When the typewriter just doesn’t want to type and the pen refuses to write. This phenomenon is a most evident immediately following a major holiday, such as Christmas or New Year. It can probably be termed the “Post-Holiday Blues.”

The fun is all over, the gifts are all torn open, and the only physical reminders we have left of 1967 are the overflowing ashtrays and Scotch tape marks on the doorways where the Christmas cards were displayed. Here and there we can see a stray piece of tinsel that has escaped the glutinous throat of the vacuum cleaner, while a bright red piece of mangled wrapping paper peeks out from underneath the living room sofa. And blanketing the entire household is a thin veil of morning-after grime, depressing in its cigarette-ash grayness and accentuated by the harsh morning sunlight.

We head for our various offices, somberly bedraggled, but looking forward to getting back into the groove. In a week or two we’ll have shaken the Holiday hoo-hoos and once again we’ll be cranking out the songs to whet the appetite of the music beast. In the meantime we suffer.

But in the midst of the suffering, one joy comes through, bringing hope to our weary souls: There are over three hundred Christmas songs left before next Christmas.

Our sincere wishes for a speedy recovery to Starday vp-general manager Hal Noely who recently suffered a major accident while horseback riding with his son Chris and Don Pierce at the Neely-Pierce Grasslands Ranch, Hal, whose injuries included a broken knee and a broken nose, is recovering at the Nashville Memorial Hospital in Madison, Tenn.

Opry favorite George Morgan recently received a Christmas present from the inmates of the Tennessee State Prison, Nashville, with a benefit performance at the institution. Prior to the show, which featured Harold Weisky, Sadie Potter and a lineup of singers and musicians, the performers unveiled a specially-prepared holiday cake (no licksaws, please) which topped off the holiday meal. No less to say, the show brought about enthusiastic response from the inmates. But two nights later another opus which was presented behind prison walls by Porter Wagoner and the Wagonmasters, which also helped make things a little more cheerful for the prisoners.

Rex Allen has been set, once again, to act as the master of ceremonies for the annual Pioneer Awards Ball, held each year in Phoenix. This year’s fete, to be held on Jan. 20, will see the “Man Of The Year” award go to Gene Autry and the “Woman Of The Year” honors be dealt to Amanda Blake, both of whom will be on hand to accept their plaques.

Not long ago, producer-writer Jack Clement received a letter from Jimmy Walker, manager of the Olefenske Swamp Polo, asking for an auto- graphed lead sheet of Jack’s famed composition, “Miller’s Cave,” that leg- endarily existed in the hands of a young man who was immortalized on wax by Hank Snow, Clement who chose the symbol of a caption that read, “For a respected lover when he wrote the tune, and the name from a childhood memory of Miller’s boat dock and chose Waycross, Ga., as the location of his imaginary hole in the ground. However, it seems that so many tourists of “Lonesome Ponder Lonesome” (the Olefenske Swamp Polo’s whose borders are marked by Way- cross) and ask to see the mythical cave that Walker felt that the museum exhibit of poems and songs about the swamp would be incomplete without a cave. Miller’s Cave.

Billy Deaton has just cut his first session for his new radio station jingle package in Nashville, with jingles to be made available immediately. His first client will be KBER-San Antonio.

Gene Norell of the Key Talent stable tells us that Claude King has just concluded a successful tour of the Western part of the country, including a pair of SRO nights at the Silver Dollar in Las Vegas. Other Norell-based Key acts headed for the same area include Billy Grammer, Jimmy Newman and Margie Bowman.

Just a word to Grandpa Jones to let him know that we are all hoping that the New Year brings him good news. To be held on Jan. 20, will see the “Man Of The Year” award go to Gene Autry and the “Woman Of The Year” honors be dealt to Amanda Blake, both of whom will be on hand to accept their plaques.

Down To Earth—Harlan Howard—RCA Victor (3:25)

“Down To Earth” is a good name for Harlan Howard’s latest album. All the songs on the set simply fail to point the way, and Harlan’s delivery of them is forthright and masculine, even gruff sometimes. The first track on Side I, “It’s Nothing You Can Do,” is especially down to earth. Here are a couple of lines: “I’d rather have a hot seat In Sing Sing, Buddy/Than sit down by her on that little perch, right in the middle/And if Harlan Howard should please his many fans with his new offering.

EVERYBODY’S GRANDPA—Grandpa Jones

Monument MLP/SLP 8083

A vigorous and high-spirited performer, Grandpa Jones here offers an album that should set thousands of fingers to snapping throughout the South (and beyond). He’s got the country philosophy in his blood, and he picks the banjo and sings in a manner that often calls up the Kentucky hill country. He has a fine sense of humor, too. Should be a nice amount of action in the cards for this LP. Keep it in sight.

CANADIAN SWEETHEARTS (Epic 10526)

Let’s Wait A Little Longer (2:53)

The Dome/Emi-Pickpocket. Surprisingly, the Dome/Emi-Pickpocket don’t bust out at any time, the Canadian Sweethearts could do it now with this pace-changing offering. A good job by the duo, it makes for good listening.

Flip: “More Than Money Can Buy” (2:12) [Curbbank BMI-

Regan]

JOANN BON & COQUETTES (MTA 1025)

It May Kill Me (3:07) [Moss Rose BMI-Howard] Newcomers Joann Bon and the Coquettes are in fine fettle with this tale of tragic love. The easy-paced, Roy Drusky-produced sound could catch on with a good many country buyers. Flip: “Not From My Heart” (2:58) [Moss Rose BMI-

Thomas]

CASHBOX Country LP Reviews

PRISCILLA MITCHELL (Mercury 7257)

Your Old Handy Man (2:14) [Consolidated BMI-Parton] Unusual ditty which sort of falls into the protest category. Priscilla Mitchell may soon find herself occupying comfortable chart berth. Deejays may find it worth a spin. Flip: “Who’s Cheating Who” (2:06) [Jack BMI-Westbury]

STERLING BLYTHE (Sand 5923)

Picture On My Wall (2:24) [Sage & Sand Sessac-Blythe] Sterling Blythe shows himself off in a good light with this self-penned ballad offering. Tear- stained number has the potential to stir up some nice reaction to the singer, Flip: “You Picked Up The Wrong End Of The String” (3:20) [Honorary BMI-S.G. Blythe]

CASHBOX Country Roundup

DECCA 2216

“A HIT SINGLE!
JOHNNY WRIGHT’S

“MUSIC TO CRY BY”

NAT STUCKEY
Personal Management
Frank Page
Box 1130, Shreveport, La., 71122-9711
Dj’s Write

Jewel...Pamela

PICKS OF THE WEEK

WEBB PIERCE (Decca 32246)

Luzianna (2:53) [Tuesday BMI-Powell, Pierce, Phillips]

Just off one of his biggest in a long time in “Fool, Fool, Fool,” Webb Pierce shoots for the higher chart reaches once again with “Luzianna.” Maybe even stronger in content than “Fool,” this one could put Pierce back on top of the chart. Flip: “Somebody Please Kiss My Sweet Thing” (2:11) [Tuesday BMI-Pierce, Powell, Anderson]

KITTY WELLS (Decca 32247)

My Big Truck Drivin’ Man (2:25) [Moss Rose BMI-Mills]

The Queen looms large once again as she combines her own tremendous popularity with the popularity of the gear-jammin’ songs for her latest outing, “My Big Truck Drivin’ Man.” The easy-paced tale of synchro-mesh love looks like another fast mover with juke box operators. Flip: “You Want Her Not Me” (2:28) [Kitty Wells BMI-Parton]

WAYLON JENNINGS (RCA Victor 9414)

Walk On Out Of My Mind (2:19) [Tree BMI-Lane]

Piling up a nice string of hits for himself, Waylon Jennings follows his “Chokin’ Kind’ with another sure-shot for solid action, this one called “Walk On Out Of My Mind.” The powerful Jennings sound gets some funk treatment in this lowdown arrangement of a very attractive number. Looks big. Flip: “Jule” (2:23) [Wilderness BMI-Jennings]

SKEETER DAVIS & DON BOWMAN (RCA Victor 9415)

Holdin’ down the chart-position topping in its rendition by Bill Anderson and Jan Howard, “For Loving You” gets quite a different treatment in the hands of Skeeter Davis and Don Bowman. Spinners should find some interesting back-to-back spinning with both interpretations. Flip: “Baby It’s Cold Outside” (2:29) [Frank ASCAP-Loesser]

BEST BELLS

DOWN TO EARTH—Harlan Howard—RCA Victor (3:25)

“Down To Earth” is a good name for Harlan Howard’s latest album. All the songs on the set simply fail to point the way, and Harlan’s delivery of them is forthright and masculine, even gruff sometimes. The first track on Side I, “It’s Nothing You Can Do,” is especially down to earth. Here are a couple of lines: “I’d rather have a hot seat In Sing Sing, Buddy/Than sit down by her on that little perch, right in the middle/And if Harlan Howard should please his many fans with his new-

CASHBOX—January 6, 1968

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British group, Traffic, seen here with a Silver Disk for their quarter million selling "A Hole in My Shoe." The group, which records for Chris Blackwell's Island Records, has had three successive hits "Paper Sun," "A Hole in My Shoe" and a current charter, "Here We Go Round The Mulberry Bush"—the theme song from the United Artists film of the same title which has its world premier in London last month. Traffic, which writes all its own material, is to undertake its first tour of America in March opening at the Fillmore Auditorium, San Francisco followed by a five-week coast to coast tour.
Italy's Best Sellers

This Last Weeks on Week Week
1. 11 *Poesia: Den Backy/Clan Published by El & Chris
2.  9 Mama: Dalida/RCA Published by Ricordi
3.  5 4 * John F. Totti: Stars—Music At Home/Pub. by RCA Italiana Published by RCA Italiana
4.  4 4 L'Uff. Dell'Afame: I Camocandt/CBS Italiana Published by CBS Italiana
5.  6 9 San Francisco: Scott McKenzie/CBS—Bobby Solo/Ricordi Published by Ricordi
6. 13 3 Il Uomo Ultimo Valerio: Dalida/RCA Published by RCA Italiana
7.  7 3 Io Ti Amo, Ti Mi Ami: Alberto Lupo/Fonit Cetra, Anthony Enrico, and some from his latest L.P., entitled "Panorama Napolitano" (Neapolitan Panorama). He has also contracted for a future tour in U.S.S.R.
8. 14 3 Teneressa: Gianni Morandi/RCA Italiana Published by RCA Italiana
9.  9 2 CBS Six We Knew: Frank Sinatra/CBS Published by Sugar music
10. 10  10 *A Tune for Te: Christophe/SAAR Published by MAR
11. 14 5 Due Minuti Di Felicita: Sylvie Vartan/RCA Published by Edizioni Le Copias
12.  6 8 Adriano Celentano: Adriano Celentano and Claudia Mori/Clan Published by Clan
13. 14 11 *Parole: Nioco E I Gabbiani/City Records Published by Ariola
14.  1 1 Mezzanotte Fra Poco: Gianni Morandi/RCA Italiana Published by RCA Italiana
15. 15  1 Massachusetts: The Bee Gee/Polydor Published by Ariola
16. *Denotes Italian original titles.

Great Britain's Top Ten LP's

1. Sgt. Pepper's Lonely Hearts Club Band—The Beatles (Parlophone)
2. The Sound Of Music—Soundtrack (RCA)
3. Val Doonican Rocks But Gently—Val Doonican
4. The Last Waltz—Englebert Humperdinck (Decca)
5. Breakthrough—Studio 2 Stereo (EMI)
6. Disraeli Gears—The Cream (Re-action)
7. Body & Soul—Charbusters—Various (Tamla Motown)
8. Axis—Bold In Love—Jimmy Hendrix (Track)
9. Their Satanic Majesties Request—The Rolling Stones (Decca)
10. Tom Jones At The Talk Of The Town—(Decca)

MANY GREAT AMERICAN COMPANIES HAVE SETTLED IN BELGIUM.
IF YOU, TOO, WISH TO BE REPRESENTED WITH YOUR RECORDS IN OUR COUNTRY AND SELL!!

THE BEST RECORD COMPANY
S. A. POLYGRAM
37, ANDLERECHTSTRAET, BRUSSELS 1.

PHILIPS—MERCURY—FONTANA HAVE ALREADY TRUSTED IN POLYGRAM.

Notwithstanding earlier indications that it would not be entering into competition with the leading record companies in the UK, the BBC's own record label, formed several months ago, is certainly going after a consumer market if its projected New Year release is anything to go by. The label, BBC Radio Enterprises, is planned as a joint venture between the BBC and the London-based independent company, Granada TV. The new label has a half a dozen records on the market including comedy platters of "The Goon Show" and, at the other end of the scale, certain minority appeal spoken word items. But future plans, according to Pelletier, are more sound-commercial and include, for instance, an album saluting bandleader Ted Heath's 21 years in show business which BBC Radio prepared as a network program.

The BBC's move in on the record scene is by no means the first instance of a British broadcasting operation reaping some of the ancillary benefits of wax marketing. Fye Records, for example, is wholly owned by Associated Television which also runs a major commercial TV company. And Granada TV, which has dabbled in records to a small extent, is presently preparing to accelerate its drive in this field. The station is looking hard for a record chief to head up its operation. Before the Independent Television's revamp of the commercial TV network took one active regional company, TWW, out of the running by not renewing its contract, there was some suggestion that this outfit, too, was considering its own record label. Unlike Granada TV which owns a chain of shops throughout the country through which it can distribute its own label, the TWW enterprise would have been a more modest affair and may well have included participation of other regional TV stations to give it a firmer base.

Whether those remaining regional TV stations will still be serious thought to be the BBC's label's first notable competitor at the moment is not likely to be resolved until the companies have resolved their more immediate problems in inter-network programming. But if the BBC and Granada make a success of their waxing activities, the issue is bound to come up again.

The Performing Right Society has won from the BBC an increase in the amount of money paid by the radio and TV network for use of music. The Corporation will, in future, pay £1,500,000 ($3,600,000) toPRS, an increase of 40%. This is the decision of the Performing Right Tribunal to which the BBC had appealed in its prorogued right with the ITC over the very same issue. The Corporation had asked for an increase of 5% (9 cents) per license (there are 16,000,000 radio and TV parties, plus about 1,500,000 (public) which the Corporation con-

In a week crammed full of pre-Christmas parties, receptions and good will, Norman Newell invited a host of artists, executives and pressmen to his new suite of offices. Bob Reidorff of Liberty Records extended a further Christmas greetings to call at the company's opulent new building to mark their first independent Christmas in Britain. One of the major toasts was Vikki Carr who took Liberty high up the charts with many new pieces with "I Want To Be flyer In a reflecting pool" and "Christmas Song" which she recorded for her own label. The Corporation held a party to celebrate Christmas and also to present to TWW a Silver Disk for quarter million sales of "A Love In My Self." EMIR hosted a lunchtime party for the other artists, at which Noel Gay was doing Christmas shopping. Another enjoyable lunch time soiree was hosted by Noel Gay to celebrate another hit-concert success in "Blow Away Much" by the Scaffold which just about sums up what we would like to say to all our friends for their help and co-operation during the past twelve months. From the Corporation's London office Thank U Very Much and we wish you all a happy and prosperous 1968.
24 Songs Make It To San Remo

SAO PEDRO.—Twenty-four songs have been selected for performance at the 18th edition of the San Remo Festival in Italy. The number is two more than the original total of 22, since the screening committee decided to add two songs to the list. Among the performers selected are: Giorgio Torsello, the 1967 winner; Mimi Marelli, who placed second in the same year; and Raffaello Carazzi, third place in 1962, who were all chosen.

First Festival Of Latin Song
Set For Buenos Aires In April

NEW YORK.—Pietro Bonino is organizing the First World Festival Of Latin Song, which will take place in Buenos Aires on March 5, 6, and 7, 1968 in the Teatro Coliseo.

All Latin nations in the world (20 in the initial catalog, 1 in the U.S.) will take part in the Festival, each with 2 singers

4 and 4 songs. The participating countries are:

Argentina, Belgium, Bolivia, Brazil, Chile, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, France, Guatemala, Haiti, Honduras, Italy, Japan, Nicaragua, Panama, Paraguay, Peru, Portugal, Puerto Rico, Spain, Uruguay, Venezuela.

During the first four evenings 25 songs will be presented each night (one for each participating country) and at the final session the 65 songs (one for each participating country) will be entered to win the final competition with the other countries participating in the Festival.

Awards will be given to the 7 songs selected at the close of the festival, the 1st prize being awarded on an equal basis with a first prize.

The votes will be given by 4 juries, each consisting of 2 representatives from each country, and will be submitted to the Festival's Executive Board.

The last song chosen will be performed by Don Backy.

20 Songs From the World Of International Telecasts

YUGOSLAVIAN — Yugoslavia is To Start Beaming Series Of Italian Telecasts

MILAN.—Yugoslav TV is about to start transmissions of programs in the Italian language, confirming reports published last month. Yugoslav TV, who have been preparing for several months, will begin transmissions to the Italian coast. Official announcements were made through the TV offices in New York.

This step into the TV field follows a similar initiative taken two years ago, when Italian radio broadcasting started from Radio Capodistria. Radio Capodistria is giving strong support to the Italian music industry, especially during the summer, with special broadcasting to Italian disks. Yugoslav TV can be received here on the Big 7 against copyright, reports Normand Kuta, director of global operations. The Yugoslav telecasts will be seen during the next four months.

In the meantime, Brazil will become one of the most crowded holiday centers, and more than 25 million can be reached by the Yugoslav TV transmissions.

Big 7 Adds 2 Hits To Global Catalog

NEW YORK—Big 7 Music has beefed-up its international catalog with two more hit copyrights, reports Normand Kuta, director of global operations. The 7th and 8th selected, hits from Trieste to Pesaro, and in a big part in the hinterland.

The South American Telecasts of the Yugoslav telecasts will be seen during the next four months.

In the meantime, Brazil will become one of the most crowded holiday centers, and more than 25 million can be reached by the Yugoslav TV transmissions.

Ariston Offers 1st LP By Vanoni

MILAN.—Ornella Vanoni's first album for the Ariston label was introduced recently at a party held in her honor in the Milanese palace of Giorgio Moroder. The record contains some of the recent top hits of the artist. Among the songs, we can mention "Pensieri," the title of the top Brazilian success, "Tris-" and "We Will Go." The latter is a song composed by "Posto Qual E'" together with some new recordings like "Ore d'amore," "Hai Dusserti" (CG & "The World We Know") "Serafino," "Can 1° and "of the Modern dance. Among the modern dance. Among the modern dance. Among the modern dance. Among the modern dance. Among the modern dance. Among the modern dance.Also included in the record are two songs on the San Remo stage this year, "Il Pianistino Solo Per Amore" (see separate story). Ornella Vanoni will be present on the San Remo stage in the 1968, singing "Casa Bianca."
The CashBox and Argentina sections are as follows:

**CashBox Germany**

The end of the year is the time for charts, comparisons, and prognoses. The year of 1967 was different. The final statistic for the old year was done by the trade paper "Musik Mark" who analyzed their own hit parade charts which are gathered bi-weekly together from information received by 60 major trade outlets. That means that the information here listed is not an absolute true picture of the year that was, but it does tell a story. Let’s go.

234 songs made the top 50 lists in the year of 1967. Teldex-Telefunken-Decas had 46 songs or 19.66%, with Electrola following with 14.62%. Deutsche Grammophon-Polydor tied for second with 35 songs each 14.66%, while Ariola came close on the third place with 34 songs or 14.66%. Deutsche Vaughe also had 32 songs or 13.68% while the 6th place was taken by Philips-Ton with 21 songs or 8.97%. CBS followed with 15 songs or 6.41% followed by Metronome with 13 songs or 5.56%. A total of 110 singles made up the rest with Bellaphon and Cornel both in 2 songs or 0.85% and young Liberty came in 1 song or 0.41% in the year of 1967.

Here's an interesting count. 153 songs were written by U.S. or British authors for a whopping 65.38% with German authors responsible for 57 songs or 24.76%. This put our country as the top among various foreign authors including Austria for a 10.26% statistical count.

The 10 most represented publishers were Hans Gerig Music with 47 songs followed by Peter Meelen's Intro Music complex with 35 songs, Auerbach was third with 30 songs followed by Johann Michel's Melodie Der Welt group with 15 songs. The newly independent Francis Day & Hunter came in a strong fifth with 13 songs followed by Rolf Budde Music with 12 titles. Rudy Von Der Dovenmuehle's Minerva Music also had 12 songs followed by the Peer Music group lead here by Thee Seeger with 3 songs. August Söth's Chapell/Sohls organization had songs and Belmont Music from Vogue had 7 titles for a total of 168 songs for 10 publishers or 71.75% of the 234 songs listed.

Artists landing more than 8 songs in this hit lists were led off by Dave Dee, Dozy, Beaky, Mick and Tech of Philips-Fontana with 6 songs tied with the Monkees from RCA-Teldec with 6 songs. The Kinks from Deutsche Vogue and the Troggs from Hansa/Ariola each had 5 titles. The first German language artist to hit the lists were under the 4 song group. They were, listed alphabetically, Arie-Franz, Derudo, Do, Eder, Felix, Franz, Frisch, Gerig, The Gatos, Hansa, Hirsch, Junior, Max, Mueck, O'Keeffe, Paloma, Poli, Philipp, Rolf, Rock, Schillings, Seidler, Sting, Tino, Toni, Udo, Unterwellen, Von der Voss, Wagner, Waldauf, and Wahnfried.

In the year of 1967, 1,933 new singles, 124 LP’s, 2,034 songs to the market with well over half of the LP’s and single production being international product. The 14 smaller labels did about 10% of the singles.

Top LPs with more than 3 LP’s in the charts were Polydor’s James Last with 8 LP’s, Peter Alexander with 5 LP's, Herb Alpert from Teldex-Polydor with 5 LP's, Hansa with 5 LP’s, Rolf Budde with 5 LP’s, Esther & Ani Oforin for Philips-Ton and the Rolling Stones for Deutsche/Telede, the 132 LP’s were released in connection with local magazines magnifying the importance of the major journals in the LP business here.

We’ll close this statistical report over the year 1967 with the hit parade of the year 1967.

**Argentina**

One of the Buenos Aira night spots most favored by tourists and local goes is "Nuestra Tierra," a place presenting every evening a show with local top performers of tango and folk music. Currently topping the bill are famed tango musician, orketer and composer Aster Piazzolla, one of the originators of the most recent tango form, and the top tango folk group Cuarteto Vocal Zapay, tango beautiful lark Susana Rinaldi, who is also an actress, and folk soloist Miguel Saravia, also engaged in a modernization of folk tunes. And it is at "Nuestra Tierra" that Trovaorda has arranged a gathering for the press people and deejays celebrating the release of the radio program "Caminos del Folk." Selections from tunes that goes from the traditional "Camino del Indio" to a Bach-styled version of Argentina’s typical rhythms. Trovaorda’s topi Rosenzweig was very happy with the acceptance of the record and is set strongly in the market that lacking this sort of musical innovations.

Music Hall’s Luis Calvo reported to CB that the files of his company have increased more than 100% during 1967, if compared with the previous year. An even more impressive growth is expected for 1968 and strong expansion plans are being blueprinted. The diskery is currently working on the promotion of "El Evangelio Criollo," a record produced by Carlos Botton and recorded by Oscar Cardozo Ocampo, Daniel Tito, Luis Medina Castro and folk group promotion is "A Lena y Fuego," a selection LP priced at 780 pesos (vs 1400 for regular LP’s) carrying recordings by several cover versions of "101 Huellas," a 1966 published by Adamas’ "Le Neon" and "Ude Larino Amo Niangas" whose Spanish lyrics are being prepared, an agreement with Tallyrand Music of the States, which includes Neil Diamond’s "Girl, You'll Be a Woman Soon," already released by Mexican, and "You'll Forget," also by Diamond.

Adolfo Pino of RCA feels happy with the success of the diskery’s massive launching of "Camino del Folk." With albums by its top artists as Palito Ortega, Los Gatos, selection album "Modart No. 1" and also Mexican star Armando Manzano, whose LP is selling strongly. New盤 will be released, "La Fuerza del Sol," by the same Palito Ortega, as a single in the belief that it will also reach a high position in the charts.

Phonogram is releasing the first single by new teen group Los Shimmmy's with two hard beat songs penned by themselves. There is also a four-LP set recorded by Eduardo Cabello with a selection of the best songs by this world-wide known group. This poor pop side, the label expects very much from the Bee Gees and Frankie Valli, since both are showing strong possibilities.

**Argentina’s Best Sellers**

This Last-

Week Week
1 "Quiero Llenarome De Ti (Melograno) Sandro (CBS); Lord Klave
2 The World We Knew (Relay) Frank Sinatra (Music Hall); Carrave-
3 A Charming Saint (Relay) Frank Sinatra (Music Hall); Carra-
4 Toda la Carcel Sing Song (Edamite) Jose Feliciano (CBS); Pepito
5 Los Amantes (Relay) Armando Manzano (RCA); Los Gatos
6 Toda la Carcel Sing Song (Edamite) Dino Alvarado, Percy Faith, Roberto Yanes
7 I Love You, I Love You (Relay) Armando Manzano (RCA); Los Cuatro Brillantes (CBS)
8 La Carcel Sing Song (Edamite) Dino Alvarado, Percy Faith, Roberto Yanes
9 Los Amantes (Relay) Armando Manzano (RCA); Los Gatos
10 Villa Carilo Los Vawano (RCA); Cabrele
11 El Chico del Bar (Relay) Armando Manzano (RCA); Los Cuatro Brillantes (CBS)
12 Dandy Herman’s Hermits (CBS)
13 Toda la Carcel Sing Song (Edamite) Dino Alvarado, Percy Faith, Roberto Yanes
14 No (Edamite) Ola Guilot (Music Hall); Armando Manzano, Antonio Prieto (RCA); Rosamel Araya (Disc Jockey); Carlos Lieo (Odeon); Carmita Jimenez (CBS); Polo Marquez (Microfon)
15 San Francisco Scott McKenzie (CBS); Fausto Pappietto (Music Hall); Fulvida Rivas (RCA)

**Argentina’s Top LP’s**

1 El Impacto Palito Ortega (RCA); Armando Manzano (RCA)
2 Los Amantes (Relay) Armando Manzano (RCA)
3 Man De Modar In La Noche Selection (Philips)
4 Propiedad Privada Rosamel Ayara (Disc Jockey)
5 El Chico del Bar (Relay) Armando Manzano (RCA)
6 El Chico del Bar (Relay) Armando Manzano (RCA)
7 Ritmo De Locura Cuarteto Imperial (CBS)
8 Herman’s Hermits Hermits’ Hermits (Edamite)
9 Herman’s Hermits Blues (CBS)
10 Los Gatos Los Gatos (RCA)
11 En Castelano Salvator Adamo (Edamite)
The EMI Company in Belgium is:

S. A. Gramophone N.V. 191, Bd. Maurice Lemonnier Bruxelles 1. Belgium. Tel: Brussels 12.98.15
Editorial

Communication is a 2-Way Street

A great deal has been spoken and much printed on the subject of effective communication (or the lack of it) between the music operator and the record manufacturer. Grudgingly, it seems, the average operator feels in an “also-ran” position as a record buyer, with respect to the retail purchaser. Thus disinterested in or disenchanted with conscientious location programming, today’s average operator spoonfeeds the records offered him by his supplier instead of measuring his record purchases by the varying tastes of his individual locations.

Why? Well, he feels the record companies in general are convinced the operator buys only chart hits, plus those long shots the record supplier, for one reason or another, will recommend. The number of operators who keep one hand on the pulse of the location taste in music and the other on the listings of new releases carried in the trade press for an effective “marriage” between “tune and tavern” could probably be counted on one hand.

Is it because the record firms don’t spend the money in direct mailings of new releases to operating firms? Is it because the one-stop prefers to push those records with the highest profit mark-up? Is it because the average music operator is out of touch with the tastes of today’s musical styles. Is it simply the case of a veteran operator whose energies have mellowed, taking the course of least resistance? Or is it really just one more symptom of the lack of communications among members of this trade itself?

Now, that strikes an interesting note. A lack of the exchange of ideas between operators, between operators and distributors, between operators and manufacturers. Certainly a better example of this mysterious blanket of silence couldn’t be found than at an association meeting. You attend one during a time of relative calm . . . when no legislators are crawling down that local industry’s back or when the tax ax isn’t threatening to fall and you can expect a minimum attendance. But wait until grief shows up and the rest of the membership will come flocking in for help.

This condition is also reflected by the poor feedback of ideas both to MOA (which publishes its ‘Location’ and ‘Linkletter’ to keep its membership up-to-date on legislative and merchandising information) as well as to the trade press. This trade may be surprised to learn there is a small block of operators who consistently supply their thoughts to both the commercial and association publications serving this industry. . . the balance of the news must be dug out, many times from a grudging operator who’d prefer you said ‘things are swinging” instead of telling you three of his games were unfairly seized by the local police.

The “let George do it” attitude, which seems to pervade this trade’s collective thinking, can be both frustrating and damaging to the disinterested operator. At a recent New England get-together, one operator approached Russ Mawdsley (MOA director) for a personal review of the Washington copyright situation. Russ touched upon the highpoints of the subject, thinking the operator was as well-informed on the events leading to the $8 per-box House ruling as himself (via reports published in the trade and association press). After listening patiently and apparently approvingly to Mawdsley’s summary, the operator asked, “but what I don’t understand is why we have to pay anything at all!”

These are several examples why an exchange of ideas is so darned important. “A feedback of ideas”, Bill Cannon calls it and in his tenure as MOA president, will do all he can to improve it. Without it, how long can a few association leaders effectively improve our position before the lawmakers and the man on the street. Without it, how can we expect the choice of parts, supplies, machines, records to be purchased according to an intelligent comparison. Send your ideas, your suggestions, your complaints to MOA and to the trade magazines. Get your views aired and those of your colleagues. Let’s get together.
Nine of the twelve new representatives gathered in the Rock-Ola exhibit at the recent National Soft Drink Association Convention in Houston, Texas, and posed with members of Rock-Ola's management. From left to right (rear row) Charles Miller, Rock-Ola regional representative; Clarence C. (Rock) Lott, president; George Rife, E. G. Doris, Rock-Ola's executive vice-president; Richard M. Dingley, Dr. David R. Rocko, vice-president, Ervin J. Kaufman, Rock-Ola special sales representative; Dale Shearer, Hugh Gorman, Rock-Ola's vending division sales manager; Edward Lorkowski, Rock-Ola's field service representative; Jerry Tripod, Robert Ilting and Roy Bowen.

CHICAGO—The Rock-Ola Manufacturing Corporation in Chicago, Illinois, recently announced the appointment of a new staff of sales representatives to handle the sales of Rock-Ola's line of vending equipment to soft drink bottlers in the United States. Edward G. Doris, executive vice-president of the company, announced the appointment of this new sales staff, "with the tremendous growth of vending and with the ever-increasing sales to bottlers of vending equipment and in particular can vendors, it was necessary for the bottler division of Rock-Ola's sales department to have its own sales staff to properly serve the bottlers of America and to offer them all the available aid in increasing their sales and profits."

The new bottlers' staff is composed of men well known in the bottling industry, and it has as its twelve sales representatives bring with them a total of 287 years experience either in the bottling or the vending industry. A complete list of Rock-Ola Sales Representatives and their territories follows:

W. Roy Bowen, Co., W. Roy Bowen in the Charlotte, N. Carolina area with 41 years of experience as a bottler and representative, also servicing the bottlers of eastern and western territories.

R. M. Dingley & Co., R. M. Dingley serving the Indiana and northern Illinois area with ten years of experience in the bottling industry.

Harold R. Illing Co., Robert H. Illing servicing the Wisconsin, Minnesota and other Peninsulas of Michigan areas having 18 years experience in the beverage industry. For the past five years Illing has been sec. trea. of the Wisconsin Bottlers of Carbonated Soda Association.

William H. Killorin of St. Louis, Missouri, in the Iowa, Missouri, western Nebraska and eastern Kansas territories. Killorin has fifteen years of service in the bottling industry.

Clarence G. Lott of Atlanta, Ga., in the Florida, Georgia, Alabama and southern Texas territories. Lott has 35 years in the bottling industry.

Richard S. Moffitt of Annapolis, Maryland and will service the Pennsylvania, Maryland, Delaware, District of Columbia, southern New Jersey and Virginia. Moffitt has served 23 years in the beverage industry and is a past president of Keystone Bottlers; Bootstrap; Carolina and Maryland and Booster Clubs.

W. Barker Pready, Texas & Oklahoma Beverage Service Co., in the Oklahoma and Texas west of Winkler, Ward, Pecos and Brewster counties. He has 24 years in the beverage and vending industries.

The Dale Rife Co., Messrs. George and Dale Rife of Ft. Thomas, Ky. will service the Ky., W. Virginia and Southern Illinois area. They have 40 years of combined experience.

A. Dale Shearer of Denver, Colorado servicing the Wyoming, Colorado and western Nebraska territories. Shearer has 41 years experience as a bottler and manufacturers' representative.

Jerry Tripod of Paradough, Arkansas covering the Louisiana, Mississippi, Arkansas and western Tennessee area. Tripod has 18 years experience with the Dr Pepper Co. and has held his present position for the last two years. Now a manufacturers' representative.

Mr. Walter J. (Bad) Ward of the firm by the same name in Cleveland Heights, Ohio. He will serve the Michigan, except the Upper Peninsula and Northern Ohio. Mr. Ward has been in business for 52 years.

Demolition Proposal For Alex. Palace Aired

LONDON—Just as the London trade seems to be coming out of the doldrums, Palaces at the "home" for the Amusement Trades Exhibition, it has been learned that the Palace has undertaken a proposal to close. If the proposal comes about, the Palace will be demolished and replaced by a sports and arts center by the 1970's.

The proposal was made several weeks ago by the Greater London Council whose aim is to convert the Palace into a family-type center in the 190-acre park that would offer recreation for young and old in North London. Plans might include a children's zoo, artificial ski slopes, riding school, floodlit all-weather games and facilities for music, dancing and exhibitions.

It is understood that the 1969 A.T.E. will most likely be held there, but a new hall may have to be obtained for A.T.E. shows thereafter.

The 1968 A.T.E. scheduled to be held January 16-17 and 18th will be moved to Manchester as planned at the Alexandra Palace.

CleCoin Gears For Tilt Test Shipment

CLEVELAND—Ron Gold, chief executive of Cleveland Coin International, has announced nation-wide availability of the new Atlas 'Tilt Test' counter game effective Jan. 8th via selected regional distributors as well as directly from CleCoin to areas where distributors have not yet been appointed. Atlas Manufacturing Co., also located in this city, granted Cle-coin exclusive national distributing rights to this non-electric counter game the latter part of 1967 so it is now in full production to fill a heavy operator demand.

Wallace and Roland Jenkins of Atlas Mfg. returned to the manufacture of equipment for the operating industry with this 'Tilt Test'. Previously they had produced the Atlas nut vend or but have been absent from the coin machine scene for several years.

Dave Liebling, sales executive at CleCoin, says the machine is 100%-legal everywhere in the country. The 'Tilt Test' is completely mechanical, utilizing no electricity or batteries. Liebling describes its appearance as an immediate attention-getter and says its construction offers virtual trouble-free operation. The 'Tilt Test' measures 23" in length 13" wide and stands 9" tall. Shipping weight is 50 lbs. Shipments throughout the country will start the week of January 8th.

Ron Gold says the unit is a proven money-maker after a fine test period on several locations. "This machine can be used to capture new locations for a reasonable price." Gold continued that CleCoin anticipated that this unit will prove to last appreciably longer than most present counter games on the market because the nature of the play requires a patient single-skill which demands many months of play and, as Ron put it, "lots of coins." The game operates on nickel plays.

Red Coats Arrive With New Gottlieb Single-Player Pin

ROYAL GUARD 1PL

CHICAGO—D. Gottlieb & Company, Chicago based manufacturer, announced last week that their latest flipper amusement game 'Royal Guard,' is available to the trade.

Alvin Gottlieb, while announcing the release of the new one-player, stated that Royal Guard's all-new moving 'snap targets' presents one of the most exciting features to come along on an amusement game in many a year.

There is one design concept that deserves mentioning and that being Gottlieb's belief in product identification. It was noticed on the game that the firm named had been boldly incorporated into the design at least four times. Everyone knows that a good product with a well known name is the preferred name. Gottlieb's executive and design staffs are to be commended for their positive marketing principles.

Royal Guard, with the four shifting snap targets offers the player three pew 'extras' when activated ... the feature scores 2 different sequences to light the fan targets for a special ... lights four top targets for an extra 100 point score, and also lights the four pop bumpers for a super score. When scoring A-B-C-D-E the top roller of sequence lights C roller for special and the bottom roller for 500 point scoring.

The Royal Guard cabinet features a colorfully illuminated coin entrance panel and auto-ball life, and triple chute combinations.

The new game can be viewed at your local Gottlieb distributor.

Merchandisers Handbook . . . . . . . . . . . . No. 20

Several weeks ago a few of us were celebrating a friend's birthday in a Howard Beach, Long Island cocktail lounge and much to our surprise, the owner went behind the bar and came up with half a dozen kazoo's. After passing the kazoo's among his customers he went over to the jukebox and selected two tunes that featured kazoo music. Within seconds, everyone in the lounge was singing and playing the kazoo along with the music.

"Isn't that great for sales... AND SO DID THE JUKE-BOX. The owner called it a "SING-OUT." Now, we're not suggesting that you do the exact same thing in your locations, but give the principle some thought. Like the age old proverb... "A rolling stone gathers no moss"... "A dead machine gathers no returns." You must also remember that when people are having fun, they have a tendency to spend money without any hesitation. Give it some thought. There must be hundreds of ideas that would create sales in your location using this basic principle.

Cash Box—January 6, 1968
PROFILE ON: ROBERT GARMISA—Heading Up Distribution Of Seeburg LP's

"Future of little LP concept looks bright & lucrative if properly handled."

I really can't say for sure...I know the product in the past is the proof of the pudding, but was poorly picked and as a result sat in the sand.

Right now, the record manufacturer knows the little LP is not too much of a sales item today, we can place a 5 to 7,000 little LP order, but a year from now I hope to be able to place a 10,000 order for that little LP.

The little LP is a means of promoting and exposing an artist primarily. This Trend, as I said, is strongly enough in sales to the point of profit.

Along these same lines, if a single company has ever a little LP distribution, there is a larger volume and some profits do come in.

Do you have any future plans to distribute LP products thru one stop or will you maintain your present set up thru Seeburg outlets?

We have no plans as yet to go thru one stop.

What LP's do you presently offer?

Currently, we have “Man and Woman,” “Heath of the Night,” “Last Waltz,” “Sinatra,” “Ace Cannon,” “Willie Mitchell” and “Ray Charles.”

Do you plan to issue a weekly list of available little LP's?

We have no weekly list, however, we have a catalogue of available material that is mailed to operators on the MOA mailing list.

Which labels have you signed to date?

We have London, ABC, Warner Bros., Reprise and not exclusively and Epic, A&M and Motown non-exclusively.

Do you plan to issue little LP's suitable for the nostalgic locations, such as big band tunes that can be found in catalogue inventories?

We will, they'll vary in selections...R & B, Jazz, soundtracks, instrumentals, etc. Eventually we hope to have a larger and more complete listing available.

Are there any artists that you specifically feel especially suitable to little LP play?

Ray Charles, Dean Martin, Frank Sinatra, Frankie Carle...they're out there today.

In your opinion, is there a future for the little LP product?

Sure, we have faith in it. We've got the cooperation from the manufacturers. The fact that Garwin Sales can offer them a little LP distribution volume resulting in a profit, should encourage them to produce more and better little LP products.

The future looks very bright and lucrative, if handled properly.

Garwin Offers Junior LP's With N. Sinatra, Rolling Stones

CHICAGO—Chicago based Garwin Sales, distributors of the Seeburg little LP product, the company's junior LP's, has issued two new little LP products that will be available within a few weeks to the nation's operators.

The Rolling Stones’ "Their Satanic Majesties Request" on London and Nancy Sinatra's "Movin' With Nancy D'Angelo".

Nancy's groovy music highlights, "I'm Not the Only One," "Come Casper," "Louie, Louie Than Springtime," "See The Little Children," "Upt, Up and Away" and "This Is," her second release was culled from the recent Nancy Sinatra TV Special.

The Stones' LP includes "She's A Rainbow," "2:00 Light Years From Home," "In Another Land," "Citation" and "2,000 Men."
entitled, sure

SKIPPY.

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Basketball 2-P

CHICAGO — The Chicago Coin Machine Division of Chicago Dynamos last week announced the Introduction of a new two-player shuffle basketball amusement game, in view of the current sporting season, is entitled, “All-American Basketball.”

‘67 PhonoVue/Record Pairing

WHIPPANY, N.J.—George Kiersey, director of the Rowe AMJ PhonoVue/Record pairing service, has released listings for the week ending January 6, 1968. Kiersey said in respect to the wide acceptance of the PhonoVue service for the past year, “the music operators throughout the country have given wide acceptance to the pairing service and we will continue to give them the best possible film subject matched with appropriate music through the coming New Year.”

Laura Lee, recording on the Chess label, has a groovy rock hit out entitled “Up Tight Good Man” that George has matched up with PJV riffs, “Go-Go Club” (L-2907Y), and “Rouge Ballet” (L-2906W).

“Oh, How It Hurts” on Artie by Barbara Mason has been paired with cartridges, “Ornamental Night Life” (L-2907P), “Ballet In Black” (L-2906X), “Casual Street Blues” (L-2906) and “Dream Girl” (L-2906H).

“Chef’s Delight!” (L-2907Y) and “Boulevard Ballet” (L-2905W) have a good time charlie with Wanda Jackson’s Capitol release of “A Girl Don’t Have To Drink To Have Fun.”


NCC Forms Missouri Council

Leaders of the carwash industry in Missouri, who are individual members of the National Coin Carwash Council (NCCC), have formed the Coin Carwash Association of Missouri (CCAM). This new group is affiliated with the NCCC in its campaign to build a unified nation-wide service of state and/or local coin carwash associations affiliated with the NCCC.

Officers of the CCAM are: (left to right) John C. Rovira, Ram-Jet Carwash, an owner and treasurer; Richard K. Rigby, The Weatherhead Company; Vice President; Walter Duval, Malsalby Equipment; President of the NCCC; Alfred Buhl, Spraying Systems Company; Vice President; and Robert Morgenthaler, President of Alma Equipment Company, Secretary.

Cash Box—January 6, 1968
Eastern Flashes

JOINING THE KLUB — The Klub in this case is the Irving Kaye Company's newly designed Klub Pool Tables, released to visit their distributor a few hours before the event began. The company's sales director told us last week that a notable upsurge in the number of rebound table locations occurred during the latter part of 1967 and feels the new ‘Klub’ is right on time, with the proper blend of high-quality styling to help the trend. “Don’t mistake the fact that 8-pocket tables are still the location piece,” Howie advised. "In the emerald green that can’t fit at least a 3 x 6, this rebound is the operator’s meal ticket. Also there are still some spots around the country that just refuse to permit pocket tables in tavern locations and the rebound again can score points for the operator. Thirdly, the smaller tables offer a different game and are ideal companion pieces to the bigger six-pockets in locations large enough to offer room for both. Ladies are also getting the hang of the game,” Howie added.

NEW GAMES, NEW PROFITS — Irving Morris took the wraps off of Gottlieb's brand new single-player ‘Royal Guard’ out his Newark emporium, which, in my mind, is the ever in demand. Irving looks forward to a good shipment from the Chicago factory on the new upper. Harold Kaufman from Musical Distributors readying new Tenth Ave., showroom. The Musical lads are also singing the praises of ChiCoin's terrific new puck shuffle 'All American Basketball Bal' based upon and offering the player superb basketball-style action. This should prove out one of the highest-grossers and best sellers in ChiCoin recent history. But it must be seen to be enjoyed and Harold invites his amusement ops in for a demonstration and examination. Hey, this might be the way our boy Ben can beat the Knicks' Bill Bradley in their favorite.

THE RAVE FROM DAVE — Cleveland Dave Litchfield, all excited about Atlas Manufacturing's 'Tilt Test' commercial promises real delivery schedule to begin Jan. 5th. Dave says the unit should continue to grab the attention of the much longer than usual player owing to its element of skill. Dave also info's that Cleveland Coin & Mordis of Mordis of 'Prof. Quiemaster' machines and says it should prove out a location winner in the Ohio area. Back to the Tilt Test, he says they've got one up on the party counter and operators and mechanics coming into the place can't resist trying their hand in running the ball from start to finish. "The machine itself is its own best salesman,” quips Dave.

OUT AND ABOUT — Jack Mitnick, the firebrand of All-Tech Industries, just completed an extensive three week road trip before the Holidays arrived. Jack says the trip was most refreshing. Pool table sales in particular are fine and demand continuing in the first few days of the New Year, perhaps the fewest (215) bills we’ve ever had since the year of the flood. “Luckily I had my two cents worth in that game" he said. "I can’t say too many other folks there knew how to cope with the sudden "crash,"' From all our friends at the snowfall that hit the Coast part of the snowfall that hit the Coast was a delay in a large piggy-back trailer shipment of home tables that got stranded and couldn’t arrive at the buyers ‘til after Christmas and many of these were to be gifts. Anyway, it’s great to be back in the Florida sun, says Jack. And as we hang up, we look out the window on Broadway and the falling snow and think, “we can’t see across the street...” Old buddy Johnny Bilotta stopped by the city long enough to visit, along with other showgoers and say hello to nephew Pat (Jimmy Bilotta's son). Johnny backed up shoot back up to Newark, N.Y. before the snow closed in... MOA presxy Billy Cameron also stopped by the city to visit the Greenwich Village book shops, also coinciding with a few hours up at the Cash Box offices.

THANKS — The many cards that arrived in this office during the Holliday season from across the country... We feel... every greeting was a warm glow to the joint, especially at deadline time when you can’t go about and make all the real characters really care. Must give top honors for originality to Johnny Bilotta’s card which contained an actual live shoot from a Douglas Fjer tree, which is now planted and carefully watched in a flower pot at home. Most beautiful card came from Mr. and Mrs. Larry Feigenblatt of Albert Simone. Most classic looking piece arrived via Joe Barto out of AMI, containing many fine looking cards with fine holiday thoughts dropped in and thanks to everyone who found their way into this newsletter. We were anxiously awaiting Johnny Maxey’s (AMP) piece and were overjoyed when we guess it got lost in the mail. Anyway, hope you all enjoyed a fine New Year’s Eve. Anyone finding a midnight service call can have the next week off!

California Clippings

OUT WITH THE OLD AND IN WITH THE NEW — This is the way it has been good (you have been good, haven't you?), you have earned a Happy New Year wish from us. For some of us it’s been a good year and for others — well there’s always next year. Looking back at some of the events of this past year it proved to be pretty interesting. Over at Struve Distributing we found that Buddy Luria had replaced Stan Larsen. That addition, as we have stated before, has been most profitable to both Struve and Seeburg. George Manganese of Simon Distributing made his big impression at the MOA convention... packs of Circle pinball's ran into town... Hank Tironick's son tied the knot. There was a time during this past year when it was 100 degrees and above, but though it’s a little hard to remember that as we sit here writing this column with woolen gloves on, the month of June Bob Portale of Advance Automatic sharked the Rock-Ola line. Also Marshall Ames had just recently joined the firm... Bill Happ of Badger Sales was “golfing” along. The Helicopter Trainer had just landed in their showroom. Guess things have not changed too much because they are still landing and taking off at least sales wise. From Wurlitzer Clayton Ballard told us that Leonard Hicks was holding service schools in San Francisco, San Diego and Los Angeles. Little question? What ever happened to all the plans for vending schools for some of the most privileged young people? As we recall there was quite a bit of activity in this part of the country and then all of a sudden we never heard another word about it. We were just wondering.

THE 100 MILEMETER CIGARETTE — Need we say more. This has to be one of the major problems to beset the operators and distributors and factory heads and those of us who are trying to make ends meet... Higher taxes was another problem to contend with. As many

Cash Box—January 6, 1968
FROM THE RECORD RACK — As in July, the Beatles again have another double sided hit, and again Capitol was going on the wrong side. It was “All You Need Is Love” and “Baby, You’re A Rich Man.” Now it’s “Hello Good-bye” and “I Am A Walrus.” Brenton Wood’s second hit, “Give Me Some” was just starting to happen. Now he’s riding along on “Baby, You Got It” Double Shot, for Franklin, who has been around for a number of years just had put out what seemed to be over million seller, “Respect” for Atlantic. She is currently riding the charts with “Chelsea Girl.” For this past week Jerry Barish of California Music reports very good vibrations from “Nobody But Me” by the Human Beinz on Capitol. Also doing very well is the material from the Rolling Stone Band, “Vicki.” RKV Carr is coming on strong with her new number from Liberty, “Peace.”

HERE AND THERE — Again we want to wish everyone a Happy and Peaceful New Year. One other thing, the name of the 1st of July but we feel that it also holds true on New Years... Peace.

Chicago Chatter
Midway Mfg. Co. will be releasing a new game shortly! That’s all we can tell you now—but keep watching! The “Flying Saucer Gun” is proving a big hit! Ross Scheer tells us sales to date have far exceeded all expectations! By the way, Ross and friends at Wurlitzer are planning a trip to London 1/14 to attend the ATE... NAMA sends word that the Illinois Automatic Merchandising Council’s annual meeting is scheduled for April 18-19-20, at the Lake Lawn Lodge in Delavan, Wisconsin. But Secor of Chicago Dynamic Industries is more than pleased with the results coming in on the locations on the new “All American Basketball.” Shipments are being made this week... Attendance at Fred Casman’s G & K Sales Co. is interested in buying used records, all types except 45’s and 78’s, and is offering 100 each for them. He specified that the records be no more than three months old. Operators may contact Fred Casman. Also in Chicago for further information... Alvin Gottlieb’s partaking of some Florida sunshine and will return to the office next week. Lucky him! Meanwhile, all eyes at D. Gottlieb & Co. are focused on the newly released “Royal Guard” which is on its way to distributors across the country... Richard T. C. Haws, executive vice president of Rock-Ola Mfg. Corp., announced the appointment of a staff of twelve new sales representatives to handle the firm’s vending equipment line to soft drink bottlers in the U.S.I. In making the announcement, Haws said, “It is a tremendous growth of vending” and the “increasing sales to bottlers of vending equipment,” for “American vendors”. Got the good word from Audrie Del Conte, gal Friday at Marvel Mfg. Co., that pretty Ted Ruby was released from the hospital last Sunday and was home in time for the holidays! Before we know it he’ll be back in the office!... This past week was an exceptionally busy one at Atlas Music Co. We talked to Joe Kline, a veteran of some 39 odd years in the business, and he told us this past year added up to one of the most successful he’s witnessed! That’s what we call wrapping up ’67 on a happy note! We’ve been asked to extend New Year greetings to everyone from Eddie Ginsburg, Sam Gersh and the Atlas crew!... Bonnie York, who’s been capably handling the BMO, Fort Worth, for Fred Granger and his missions are vacant in Portugal, received word from Fred that he’ll be back in the States around January 5 and back in the office by the 8th! He also said it was mighty cold in Portugal.

MILWAUKEE MENTIONS
MILWAUKEE—Harry Jacobs, Russ Townsend and the staff at United, greeted the New Year in their new quarters! Russ says the basement and fully stocked parts department are almost completely set up and ready for business. Galundra grand opening! Specialization is being planned for sometime within the next 4 to 6 weeks!... At Hastings Dist. Co., Sam, Jack and Jim Hastings are gearing themselves for a big and BUSY 1968! Sam asked us to extend his good wishes to everyone in the industry!... For operators, this was the big week for the big change-over from strictly holiday records. At Record City, Gordon Pelczak noted that among the “replacement” singles in local juke boxes were the “Lesson” by Vicki Carr, “It’s All Over” by David Houston & Tammy Wynette, “Some Velvet Morning” by Nancy Sinatra & Lou Hazelwood, “Love Is Blue” by Paul Mauriat and “Just As Much As Ever” by Bobby Vinton.

Upper Mid-West
Jack Godfrey in the cities for the dual making the rounds of recording records and parts... Mr. & Mrs. Jim Stolp from way up north... town, making the rounds of shopping trip... Mr. & Mrs. Doc Reiner, Tomahawk, for the day, doing some business and parts. The Ike Sundem’s in the cities for the day. Vern and Terry Beeker in town... Marking the rounds. Irv Linderholm had a touch of the flu and in bed for a few days. Klem Raum in the city for the day, doing some shopping... Mr. & Mrs. Clayton Norberg in town for the day, doing Christmas shopping... Mr. & Mrs. Gordon Rummel in town for a couple of days doing their Christmas shopping. Mr. & Mrs. Clayton Norberg in town for the day, doing Christmas shopping. Mr. & Mrs. Gordon Rummel in town for doing some Christmas shopping... Congratulations to Mr. & Mrs. Fred Dahlin, St. Paul on the forthcoming marriage of their son Danny on Thursday Dec. 26th... Congratulations to Mr. & Mrs. Jim St Clair on the birth of a new baby daughter this week, Mother and daughter doing well and the 新born papa passing out cigars. Mr. & Mrs. Douglas Smart in town for a few hours enroute to spend a holiday with Mrs. Smart’s Parents in Wisconsin. Bob Lucking in town for a few hours picking up some games. Leo Rau, St. Cloud, in town for a few hours doing some juke box work and parts. Joe Topic in town for the day doing some Christmas shopping. And a MERRY CHRISTMAS AND HAPPY NEW YEAR TO ALL....

DAVIS Reconditioned & Refinished Equipment

| Seeburg | NPC-480 | $545 |
|——|——|——|
| Seeburg | DS-160 | 575 |
| Seeburg | AY-160 | 475 |
| Seeburg | AQ-160 | 375 |
| Seeburg | Q100 | 350 |

| WURLITZER | 3110 | $580 |
|——|——|——|
| Wurlitzer | 2810 | 495 |
| Wurlitzer | 2500 | 295 |
| Wurlitzer | 2300 | 225 |
| Wurlitzer | 2200 | 135 |
| Wurlitzer | 2150 | 95 |

| WALLBOXES | 3WA | $39 |
|——|——|——|
| 3WI | 100 Sel. | 15 |

Cash Box—January 6, 1968
AMERICAN MARINE improvements

remote box

Rowe AMI Wall-Ette

WHIPPANY, N.J.—Jim Newlander, promotion manager at Rowe Manufacturing, revealed last week that several important technical improvements in the firm's Wall-Ette remote wall-box have been effected by the engineering department in Grand Rapids and are now standard equipment on the unit. The Wall-Ette, which was initially released to the music operating trade the latter part of 1966, originally offered a four-in-one slug rejector as an optional feature. The four coin acceptor is now standard (taking nickels, dimes, quarters and halves). A dual pricing switch, to enable operators to price-program their wall-boxes on either three or two-plays—for 25¢ is also incorporated in the improved 'Wall-Ette.'

Other new features, according to Newlander, included a simplified speaker removal process, new plug-on terminals for easy installation and a new anti-jay device on the coin box lock-bolt to prevent break-ins.

Maritime Service a must for busy Newfoundland distributor

Servicing a phonograph route in Canada's newest province includes the requirement that the operator be a skilled boating Newfoundland Water distributor, Bill Pound, operating head of Wm. Pound Agencies Ltd., St. John's, uses a 55 ft. schooner to call at outports accessible only by water. Outports are the many isolated fishing communities common to Newfoundland and important to its maritime economy. Only one main highway crosses the province to connect the two population centers—Cornerbrook and St. John's.

Delivery of a Wurlitzer Americana to a community such as Heart's Content, involves loading the instrument aboard, securing the shipping carton against rough seas and off-loading with an eye to weather, time and tides. "Performance reliability is an absolute must in our unusual franchise area and Wurlitzer machines more than meet demanding requirements," stated Bill Pound. Factory deliveries to his distributorship back up his convictions.

A further unusual aspect of Pound's distributorship is that included in his territory are the remnants of the once vast French empire in the New World—the islands of St. Pierre and Miquelon. These islands have been possessions of France since the 17th century and were visited by French President Charles deGaulle prior to his recent Canadian tour. It is an enterprising Bill Pound that conducts a Canadian business, selling American juke boxes to French territory.

Gottlieb's 1-Player Royal Guard

All new 4 shifting "snap targets":

- Scores 2 different sequences to light fan targets for special.
- Lights 4 top targets for 100 point score.
- Lights 4 pop bumpers for super score.
- Scoring A-B-C-D-E top roller over sequence lights "C" roller over for special and bottom roller for 500 scoring.
- New colorful illuminated coin entrance panel.
- Auto-ball lift.
- Triple chute combinations.

That extra touch of quality and originality

Gottlieb Ltd.
1140-50 N. Kostner Avenue • Chicago, Illinois 60651
WANT
WANTED: TO BUY KICKER AND CATCHER GAMES, also other penny games, can use photos. \(812-277-4437\), WALTER MANNING, 1215 MARKET AVE., CINCINNATI, OHIO 45202.

FOR SALE
WANTED: 45 rpm records, all types, money not too important, no LPs. \(317-943-7391\), RAY NOYES, 1942 DEODAR, ESCONDIDO, CALIFORNIA.

FORSALE

WANT TO BUY 22 INCH BLACK AND WHITE TV's with remote controls. \(716-645-2525\), BILL SCOTT, 1433 W. Shrewsbury Ave., Chicago, Ill.

WANTED: OF THE BRIGHTON BEACON, or AUTOMATIC TIGER, 945 MCELANE AVE., YONKERS, N.Y. (Tel. Glenville 6-7781).

WANTED: JUKEBOXES. \(213-943-7391\), RAY NOYES, 1942 DEODAR, ESCONDIDO, CALIFORNIA.

FOR SALE
WANTED: 2323 KENILWORTH AVE. N.W., WASHINGTON, D.C. 20008.

NEW ALBUMS
WANTED: "SUNSHINE PEOPLE" BY BEATLES, OR ANY VERSION OF SIMILAR RECORDS. \(213-222-9173\), 1032 S. CENTRAL AVE., LOS ANGELES, CALIF.

FOR SALE
WANTED: rinse兑现机, an antique, 91% mint. \(213-701-4329\), 1425 S. Beverly Blvd., Beverly Hills, CALIF.

FOR SALE
WANTED: "SUNSHINE PEOPLE" BY BEATLES, OR ANY VERSION OF SIMILAR RECORDS. \(213-222-9173\), 1032 S. CENTRAL AVE., LOS ANGELES, CALIF.

FOR SALE
WANTED: COIN OPERATED COLD DRINKS, any. \(213-701-4329\), 1425 S. Beverly Blvd., Beverly Hills, CALIF.

FOR SALE
WANTED: WANTED: "SUNSHINE PEOPLE" BY BEATLES, OR ANY VERSION OF SIMILAR RECORDS. \(213-222-9173\), 1032 S. CENTRAL AVE., LOS ANGELES, CALIF.

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Stereo-Lights, a product of the Questron Company of Lakeside, California, is a novel location-oriented merchandising aid which has special requirements. The Questron product, which has especially interesting possibilities for the music operator, is called "Stereo-Lights." When it's plugged into a phonograph, the unit electronically picks up the musical frequencies or vibrations from the playing record and throws intense flashes of varied-colored lights across its screen. "Stereo-Lights" provides a sense of psychedelic excitement to a location to grab a customer's attention and subtly compel him to enjoy his very own coloraurora by playing the phonograph," said Questron's president Dennis Moran. "Many customers are held in a captive state by a united player, that engendered by watching a fire in the hearth," Moran concluded. It is this possibility that is the most effective color-taste traffic stopper encountered in the merchandising field today," he declared. The unit is all solid state and is said to be practically service-free. It's versatility allows it to be displayed anywhere in the location, by itself or in multiples. The three-color unit measures 36"x12"x18" and sells complete with electronic components for $199 F.O.B., San Diego. Additional light display cabinets that plug into the master unit are also available at $79 each. Moran said his plant is now geared to mass produce the light ensemble and is exploring various marketing approaches that will include the music operator as well as non-tradecasters interested in hooking the unit up to a hi-fi at home or in a private club. Another such location light ensemble is currently being manufactured in Texas, this especially aimed at the music operating industry. Its manufacturer is experimenting with one of the four major phonograph factories toward a possible marketing approach via their present distributor network. Such merchandising aids have varying appeal to the operator as well as several avenues for exploitation. The operator might use such a crowd-drawer to gain a location, keep his location happy, boost his current phonograph earnings and could either foot the bill himself, or agree with the location owner for a 50-50 split of the cost by means of an advance against collections.

Chicagocoin's New "Multi-Action" Shuffle Game

Exciting Play Action, with Basketball Court, Hoop, and Basketball.

Actually Shoots Ball into Basket, from Kick-up Holes...Realistic Part of Playing the Game.

Can be Played by 1 Player, 2 Players, or Teams.

First Puck Game with "Play Again" Feature.

20 Shots per Game, with Each Game Consisting of Two Halves.

Basket Scores Double in Second Half.

Multi-Action Puck and Ball Combination Play

10c Play

Sized Right—7' Long!

Mrts. of Proven Profit Makers Since 1931

Also in Production

Sky Line Playtime Fleetwood Ace

Chicago Coin Machine Div.

Chicago Dynamic Industries, Inc.

1725 W. Divisery Blvd., Chicago, Illinois 60614

British Govt. To Control Supply of Gaming Equip. To Deter Criminal Interest

LONDON—A three-man board which, among other things, will maintain a strict control over the supply of gaming machines and will power the whole field of gaming, is to be set up by the British Government, under a Bill published at the end of last year. The policy behind the Gaming Bill is to prevent any criminal interest in gaming by establishing strict rules for the running and staffing of clubs and by eliminating excessive profits. All commercial gaming clubs will be licensed by those authorities which currently license betting shops. Gaming machines which provide unlimited profit and prizes will be allowed only in licensed premises (of which there are expected to be about 1500) or registered members clubs. And no club must have more than two. Amusement machines providing strictly limited prizes will continue to be allowed in any premises as long as they have a permit from the local authorities. There is to be a strict control over the conditions of the supply of the machines and retailers of them must obtain a certificate of authority from the board.

both in the United States and in Switzerland after joining the company in 1948. He graduated from New York University with a master of arts degree.

Triangle Declares Quarterly Dividend Of .30c A Share

NEWARK — The Board of Directors of Triangle Conduit & Cable Co. Inc. today declared a regular quarterly dividend of 30 cents per share of capital stock and an extra of 20 cents per share of capital stock, both payable Jan. 10, 1968, to shareholders of record Dec. 27, 1967. Triangle is a major fabricator of a diversified line of copper, steel, brass, aluminum and plastic tube, pipe and wire products, and pre-insulated pipe. Triangle is in the process of purchasing Rowe Mgr. at an estimated $30 million.

Westinghouse Vending Div. Promotes Brickley And Ackerman To New Posts

Robert L. Brickley was recently appointed marketing manager, and Raymond L. Ackerman was named marketing services manager of the Westinghouse Automatic Merchandising Division located at Springfield, Mass. The appointments were announced by H. J. Michael, division general manager.

The Westinghouse division produces coin-operated vending machines for soft drinks in bottles, cans and cups; and for coffee, candy and milk in carts.

Brickley previously was central zone marketing manager for the Westinghouse X-Ray Division. He has held management positions in market planning, administration, quality assurance and engineering in Westinghouse. He joined the company as an engineer in 1955 after graduating from Purdue University with a master of science degree. He has completed Westinghouse-sponsored postgraduate programs at the University of Pittsburgh and the Harvard Business School.

Ackerman's previous post was with the Westinghouse Electric International Company where he served as director, industrial products for the company's European marketing organization. He held various sales and engineering posts in Westinghouse International.
This one means action!
KEEP THE BALL ROLLIN'
c/w Manhattan Safari #9417
AL HIRT
RCA VICTOR
® The most trusted name in sound