CBS Label Reaffirms Stereo-On-Mono Phono Policy • • • More RCA Marketing Realignments • • •
Atlantic Con-fab Orders At $4 Mil • • • UA
Gears For 10th Anny • • • Elvis: NBC Video Special, NBC-Financed Pic • • • Dot-EMI Deal •
Radaelli Buys 60% Share In San Remo Co.

ACTA'S AMERICAN BREED: SHAPING THEIR FUTURE

Int'l. Section Begins Pg. 49
We won’t ask you to believe anything we could say about O.C. Smith’s “The Son of Hickory Holler’s Tramp.”

We’re just asking you to hear it.

Send for your free copy.
There is a refreshing intermingling today of the vaunted composers of the show-and-film school and those who are supplying the leading contemporary sound of music. Maybe the better word is “co-existence.” Going back some years, performers, both of the so-called “good-music” and the rock varieties, attempted to adapt these two forms of pop music on the basis that the styles were interchangeable. The results, on disks and in nitery performances, were situations in which non-rock evergreens sounded downright awful in rock arrangements and the rock stuff lost all its inherent excitement when arranged in a mellow vein.

Now, happily, a growing number of acts are realizing that each pop song approach is far better off in the atmosphere of its distinct style. And what this has accomplished is important. Artists of all pop music stripes have added a new, exciting dimension to their exposure on records and on-stage. A co-existence format of the two styles generally proves a great change-of-pace approach. Best of all, the awkward and artificial manner that used to mark acts who did, let us say, “Ol Man River” rock and “Blowin’ In The Wind” like an aria has greatly diminished.

It is a truly significant development when one gives some thought to it. While in technical terms rock and non-rock songs share a musical common-ground, the two are conceived differently, the former for total effect in generally one particular arrangement, the latter to be pursued in any number of musical arrangements. In presenting them, the demands of approach are really distinct.

This fact is establishing itself, and the music industry is much better off because of this growing understanding.

Greatly exposed to performances on records and on stage, we have been struck by the advantages to an act who can present both styles on their own terms. We have also discovered that many performers, who have tried the rock sound as it was meant to be heard, show a surprising affinity for the beat; and the same goes for many rock artists who have tried show and film material. Many performers who believe they are not capable of this co-existence could do the trick if they let each style take its natural course.

Admittedly, this is easier said than done; keeping up with the musical times is well worth the dedication to this end.
LOOK HERE COMES THE SUN
D/W IT'S SUNDAY
#66480

LOOK HERE COMES THE SUNSHINE COMPANY
WITH ANOTHER CHART HIT!
Jonna Gault isn't asking...she's telling. "WHAT IF THEY GAVE A WAR AND NO ONE CAME?"

"WONDER WHY, I GUESS"

New Victor single. 9440

JONNA GAULT AND HER SYMPHONOPOP SCENE
NEW YORK—A further realignment in the marketing organization of RCA Records has been underway, reports Irwin Tarr, vice president of marketing.

The record industry is changing rapidly, and we are determining the necessary organizational flexibility to enable us to more fully exploit its expanding potentials," Tarr said.

RCA merchandising and sales staffs are a continuation of the program initiated recently to announce expansion of our promotion and field sales organization for field sales & promo force moves.

In the area of planning and merchandising, Ted Noll, president of RCA merchandising, O’Dell formerly been manager of record merchandisers sales. Lee Schaprio, who had been manager of foreign record sales, becomes manager of foreign records merchandising.

In the commercial sales area, headed by Jack Barlow, vice president of commercial sales, Ray Clark, who had been manager of pop and Camden album merchandising, becomes manager of Camden and Victrola sales. Ray Sather, who had been administrator of educational sales, becomes manager of educational sales, and George Smith, who had been assistant manager for foreign records, becomes manager of foreign records merchandising.

"These changes will make it possible for us to derive the maximum benefit from the experience and back- ground of all individuals involved, all of whom are veterans in the RCA organization," Tarr said.

1968-69 TV season, according to a joint announcement made by NBC West Coast executive vp Thomas W. Sarnoff and Presley’s manager, Col. Tom Parker. At the same time it was also announced that Presley will star in a theatrical film to be financed by NBC.

The video show, one of the rare TV appearances in Presley’s phenomenal 13-year run as a recording star, will be an hour-long holiday special to be telecast on NBC’s broadcast network, the presently executive producer of NBC-TV’s “Jerry Lewis Show.”

The NBC-financed motion picture, as yet untitled, will be produced early in the following year and is scheduled for a Thanksgiving day opening. Presley has, for several years, one of the nation’s top box-office draws, boasting a great degree of success with his films both in theatres and in TV reruns.

IN THE NEWS:

**CBS Reaffirms Stereo-On-Mono Phono Policy; Promo Push To Inform Consumers**

NEW YORK—CBS Records has reaffirmed its contention that today’s stereo product can perform on most recordings for over 45 years with “good results.” This is the heart of a statement from Clive Davis, CBS Records president, that started the ball rolling on the price equalization war in the recording field back in June. At the time, the label claimed that its engineers had OK’d the playback of stereo discs on late model mono machines.

Citing that it was “imperative that public should know the facts,” Davis said that CBS will undertake a new campaign to make the public on the use of stereo records on mono phonos.

The effort also quotes several record companies, EMJ and Capitol, and a Memphis firm, Sarnoff & Co., of support of the stereo-on-mono phono content of CBS.

Davis also revealed that the label will continue to produce mono disks “until such a campaign has been successfully concluded.”

**The Statement**

“Some perspective must be acquired now that a one inventory policy has been fully re-established. It is clear that what must be done quickly to maintain the industry’s position in competitive sales must be done with the remaining public confusion is to follow.

“CBS Records in June, 1967, that stereo records do play with good results at mono machines. We have evaluated mono phono discs and stereo records and have found that according to all evidence the stereo records are just as acceptable as the mono records and have been produced for over 45 years.

“It was also revealed by Maitland that the company would increase its activities in the field of equalization to eliminate all merchandising aids for the new mono records that are expected to hit a new sales highs.

“This will include heavy concentration on FM radio stations and the underground press as well as ‘underground’ radio programs. Additionally, new development exploitation films that would feature many of the label’s ‘rock’ artists will be made available for use on TV dance shows. First of these exploitation films are now being released features the Jimi Hendrix Experience.

**Georgia Bill Demands Lyrics On Disk Covers**

NEW YORK — A “complete and systematic change in style” to reflect RCA’s growth and diversification has been announced by Robert Sarnoff, manager of RCA Records.

The face-lifting, to affect all RCA operations on a national and worldwide level, will feature a new trademark that employs the letters “RCA” standing in gold, a bold contemporary design to form a distinctive single unit. This will replace the 46-year old design formed by the letters “RCA” underlined by a symbolic lightning flash and enclosed in a circle.

**Georgia Bill Demands Lyrics On Disk Covers**

Sarnoff said that many of the changes will be brought about immediately, although the long lead-time on certain product lines may require 12 to 18 months before all of RCA’s product lines will reflect the new style. He said the new look is expected to appear on RCA home entertainment products introduced in 1968 and every consumer product changer ever will include 46-year-old designs with TV sets, radios etc.

The change in style, which will not eliminate the famous RCA dog, will be introduced to the public in a corporate ad campaign starting this Sunday (21) with nationwide TV commercials and magazines and newspapers.

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Atlantic's 'Expecting To Fly' LP Takes Flight Over $4 Million In Distrib Order

NASSAU — Atlantic Records' biggest LP release in its 20-year history at the label's convention at the Nassau Marriott, industry observers reported, was over $600 distributors, sales & promotion personnel and Atlantic executives and producers.

Orders Over $4 Million Distrib order-taking on the star-

Bar Mitzvah Next?

Everyone agreed that the Atlantic convention was a 'success story,' both from the standpoints of the product presentation and social atmosphere. The district attended by Lee, of Atlantic, was of the forthcoming Bar Mitzvah.

Wexler Hails Producers

Jerry Wexler, exec vp of the label, introduced the producers: "Buddy Killen, Shadow Mor-

Atlantic New Jazz Labels

At the new Jazz labels session Monday morning (15), Ahmet Ertegun, president of Atlantic, and the Atlantic and "come of age." This, he said, had been achieved through the creation of "a superior team of talent, producers, promotion men and whole-

WB Sells 2 Mil. New Product LP

BURBANK — A direct reaction to the big-selling hits of Sun Records, produc-

Maitland Heads RIAA

NEW YORK — The Record Industry Assn of America elected yesterday a new president, Mike Maitland, who recently resigned from the Atlantic Records. Maitland succeeds David Kapp, former president of Kapp Records, who headed the Asso-

UA Unveils 31 LPs, Plans 10th Anniv Feat

NEW YORK — United Artists' annual March sales meeting last week was highlighted by the unveiling of 31 new LP releases for the Tenth Anniversary celebration to be held in Miami this March. At the meeting, a panel of personnel gathered at the Hotel American in New York were shown one of the most sizeable releases in the label's recent history, including LP product line-up for the promotion of the new albums.

The label's birthday celebration will immediately precede the annual convention of the National Association of Record Merchandisers.

New LP Releases

During the sales meeting, Lipton outlined a series of special incentives for the promotion of the newly introduced albums. The co-op program was implemented in order to speed the sales success through the radio me-

Columbia Sees Biggest Jan. Sales Bonanza

NEW YORK—Columbia Records expects its biggest January sales month ever as a result of a strong product line-up and a special "Rock Machine" drive (see Jan. 13 issue). Promos is a spot-

Atlantic: 'Expecting To Fly' LP Takes Flight Over $4 Million In Distrib Order

The initial Vortex sessions are: "To-

Stars & R&B 'History'

Besides going with one of its strongest label groups, such as Aretha Franklin, the Bee Gees, the Rascals, Joe Tex, Wilson Pickett and the Isley Brothers, the label also marketed a 26-volume series called "History. Album by Album," with little advertising, available in single LP's, features original Atlantic classics charted between 1947 and 1969, one volume per year in the first year of business, and 1980. Fourteen cuts on each LP, taken from the legendary rock album series through "The Roots" (1947-52), the "Golden Years" (1955-56), "The Big Beat" (1955-60). Performers in-

Atlantic also announced the intro-

Maitland said that with fully "qualified, experienced, experienced produc-

Special to the Record World

In the case of the new lineup, the label's president, George M. A. Black, had told John that he had decided to focus on the product line-up and to release a special "Rock Machine" drive.


Atlantic: 'Expecting To Fly' LP Takes Flight Over $4 Million In Distrib Order

NEW YORK—Atlantic Records is expected to have its biggest January sales month ever as a result of a strong product line-up and a special 'Rock Machine' drive (see Jan. 13 issue). Promos is a spot-

Schwartz: No ABC Deal, No Other Deals Planned

NEW YORK—Stuart Schwartz, trea-

Atlantic: 'Expecting To Fly' LP Takes Flight Over $4 Million In Distrib Order

“Simon Says”  
BDA-24

1910 Fruit Gum Co.

Produced by Jerry Kasenetz & Jeff Katz – Super K Productions

“ON BUDDAH RECORDS OF COURSE”

BUDDAH RECORDS

1650 BROADWAY, N.Y.C. 10019

Box—January 27, 1968
## CashBox Radio Active

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.

(TALLY COMPLETED JANUARY 17, 1968—COVERS PRECEDING WEEK)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>50%</td>
<td>Words—Bee Gees—Atco</td>
<td>96%</td>
<td></td>
</tr>
<tr>
<td>48%</td>
<td>I Thank You—Sam &amp; Dave—Stax</td>
<td>50%</td>
<td></td>
</tr>
<tr>
<td>47%</td>
<td>Love Is Blue—Paul Mauriat—Philips</td>
<td>79%</td>
<td></td>
</tr>
<tr>
<td>45%</td>
<td>It's Not Easy—Will-O-Bees—Date</td>
<td>75%</td>
<td></td>
</tr>
<tr>
<td>41%</td>
<td>The Dock Of The Bay—Otis Redding—Volt</td>
<td>41%</td>
<td></td>
</tr>
<tr>
<td>40%</td>
<td>No Sad Songs—Joe Simon—Monument</td>
<td>40%</td>
<td></td>
</tr>
<tr>
<td>37%</td>
<td>Simon Says—1910 Fruitgum Co.—Buddah</td>
<td>37%</td>
<td></td>
</tr>
<tr>
<td>36%</td>
<td>There Is—Dells—Cadet</td>
<td>36%</td>
<td></td>
</tr>
<tr>
<td>35%</td>
<td>Hey Little One—Glen Campbell—Capitol</td>
<td>55%</td>
<td></td>
</tr>
<tr>
<td>34%</td>
<td>Get Out Now—Tommy James &amp; Shondells—Roulette</td>
<td>34%</td>
<td></td>
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<tr>
<td>32%</td>
<td>So It Goes—Anders &amp; Ponia—Kama Sutra</td>
<td>32%</td>
<td></td>
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<tr>
<td>31%</td>
<td>Everything That Touches You—Association—Warner Bros.</td>
<td>31%</td>
<td></td>
</tr>
<tr>
<td>30%</td>
<td>Valley Of The Dolls—Dionne Warwick—Scepter</td>
<td>43%</td>
<td></td>
</tr>
<tr>
<td>29%</td>
<td>Personality-Chantilly Lace—Mitch Ryder—Dyno Voice</td>
<td>29%</td>
<td></td>
</tr>
<tr>
<td>27%</td>
<td>Malayisa—Miriam Makeba—Reprise</td>
<td>36%</td>
<td></td>
</tr>
<tr>
<td>25%</td>
<td>There Was A Time—James Brown—King</td>
<td>25%</td>
<td></td>
</tr>
<tr>
<td>23%</td>
<td>Strawberry Short Cake—Jay &amp; Techniques—Smash</td>
<td>91%</td>
<td></td>
</tr>
<tr>
<td>22%</td>
<td>Walk Away Rene—4 Tops—Motown</td>
<td>22%</td>
<td></td>
</tr>
<tr>
<td>21%</td>
<td>Nobody But Me—Human Beinz—Capitol</td>
<td>99%</td>
<td></td>
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<tr>
<td>20%</td>
<td>Born Free—Hastations—Kapp</td>
<td>71%</td>
<td></td>
</tr>
<tr>
<td>17%</td>
<td>Blessed Are The Lonely—Robert Knight—Risin' Sun</td>
<td>17%</td>
<td></td>
</tr>
<tr>
<td>15%</td>
<td>I Can Take Or Leave Loving—Herman's Hermits—MGM</td>
<td>94%</td>
<td></td>
</tr>
<tr>
<td>13%</td>
<td>Try It—Ohio Express—Cameo</td>
<td>13%</td>
<td></td>
</tr>
<tr>
<td>12%</td>
<td>Birds Of A Feather—Joe South—Capitol</td>
<td>20%</td>
<td></td>
</tr>
<tr>
<td>10%</td>
<td>Oh How It Hurts—Barbara Mason—Artic</td>
<td>53%</td>
<td></td>
</tr>
<tr>
<td>10%</td>
<td>You—Marvin Gaye—Tamla</td>
<td>98%</td>
<td></td>
</tr>
</tbody>
</table>

**LESSEST THAN 10%—BUT MORE THAN 5%**

<table>
<thead>
<tr>
<th>Red, Green, Yellow &amp; Blue—Dickey Lee—Atco</th>
<th>Sunshine Of Your Love—Cream—Atco</th>
<th>Total % To Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>9%</td>
<td>30%</td>
<td></td>
</tr>
</tbody>
</table>

| Do Unto Me—James & Bobby Purify—Bell | 23% |
| Just Dropped In—First Edition—Reprise | 7% |
| Burning Spear—Soulful Strings—Cadet | 7% |
*ELECTRICALLY HEATED CHILD*

ELECTRIC, ELECTRICALLY, ELECTRICALLY HEATED...CHILD
NURSED BY...YOUR GLASS BREAST
AH, AH, AH, AH, AH
STEELWOMB, STEELWOMB LIGHT,
STEELWOMB LIGHT BULB...CHILD
IS YOUR MOTHER,
YOU HAVE NO OTHER
AH, AH, AH, AH, AH
SUN,
SUN CAN'T SHINE
SUN CAN'T SHINE THROUGH...CHILD
IN YOUR DARK ROOM,
YOUR HIDDEN TOMB...
AH, AH, AH, AH, AH
ELECTRIC,
ELECTRICALLY,
ELECTRICALLY HEATED...CHILD
TO BE FREE,
YOU MUST BE...
DEAD...
THE REAL McCOYS—The McCoys, following close to a year of revamping an exclusive recording contract with Mercury Records, have joined A&R's promotion manager W. B. Tallant, Jr., vice president & national sales manager.

Granger To Major Slot For Capital Singles

HOLLYWOOD—Ronnie Granger, who has been in charge of R&B promotion activities for the Midwest for Capital Records Distributing Corp. (CRDC) has been named singles sales and promotion manager by W. B. Tallant, Jr., vice president & national sales manager.

Granger, 35, succeeds Mauri Lah- thower, recently appointed director of A&R marketing coordination. Granger will assume the new post in Hollywood Feb. 1, reporting directly to Tallant.

In his new position, Granger will direct the activities of CRDC's singles promotion force and coordinate the efforts of the entire CRDC promotion team in sales and promotion of single records—pop, R&B and the label's recently-acquired Hot Biscuit Disc Company line of Koppelman-Rubin.

Granger joined CRDC in October, 1965, as District Promotion Man- ager in Atlanta, Georgia. In 1966 he was promoted to his present position with CRDC's Chicago branch.

Prior to joining Capitol, Granger worked as a salesman for Lever Bros. and as an independent record promotion man in the east and midwest.

Penny Candy To Be A & R'd By Diamond

NEW YORK—Neil Diamond, who recently inked Penny Candy to an exclusive recording contract, will A&R the group’s first record this Friday (20). The new ensemble will perform several Diamond originals for its first disc cutting. A disk deal is being negoti- ated for the octet.

CashBox Looking Ahead

A compilation, in order of strength, of up and coming records showing signs of breaking into The Cash Box Top 1000. List is compiled from retail outlets.

1 BLESSED ARE THE LONELY
(Sons of Ginza—BMI)
Robert Knoll (Rising Sens 707)

2 UP, UP & AWAY
(Johnny Rivers—BMI)
Hugh Massakela (Uni 50327)

3 LET THE HEARTACHES BEGIN
(Love—BMI)
Lynn Lyndsay (Warner Bros. 7098)

4 A MILLION TO ONE
(Judith—BMI)
Five Starloops (Buddah 26)

5 NO ONE KNOWS
(Pocket Full Of Tunes—BMI)
Every Mothers Son (JGM 13887)

6 JUST BOOGIE IN
(Accord-Russ—BMI)
First Edition (Keptive 0655)

7 BURNING SPEAR
(Disques—BMI)
Soulful Strings (Cotiz 3574)

8 JEZEBEL
(Hill & Rang—BMI)
Rumbles Ltd. (Mercury 77273)

9 BREAK MY MIND
(Windward Side—BMI)
Bobby Wood (MGH 13797)

10 RED, GREEN, YELLOW & BLUE
(H—Guinn—BMI)
Dickey Lee (Atco 6546)

11 7:30 GUIDED TOUR
(Sun氧reak—BMI)
Five Americans (Abakon 126)

12 IT'S A GAS
(Crazy-Coy—BMI)
Hombres (Verve Forecast 5076)

13 I WISH I HAD TIME
(Shy—BMI)
Lael Ward (Atco 6542)

14 LA-LA MEANS I LOVE YOU
(Nicklett—BMI)
Dolphins (Phillie Groove 150)

15 EXPECTING TO FLY
(Tom-Lee Spirufhite—BMI)
Buffalo Springfield (Atco 6545)

16 MELLOW MOONLIGHT
(Kyle—BMI)
Leon Haywood (Draco 2320)

17 LOVE IS BLUE
(Cram—ASCAP)
Mommy Kellem (Epic 10292)

18 ANOTHER TIME
(Siner—BMI)
Seguidora (Columbia 44928)

19 LICKIN' STICK
(Wab—BMI)
George Parrenco & Natt/archs (Stan 224)

20 A LOVE THAT'S REAL
(Razor Sharp—BMI)
The Insatiables (Camille 209)

21 LOOK HERE COMES THE SUN
(Chordies—BMI)
Sunshine Company (Imperial 66280)

22 TRESPASSIN'
(Cudda—BMI)
Ohio Players, (Compass 7015)

23 THAT'S ALL RIGHT
(Duchess—BMI)
Brenda Lee (Mercury 32248)

24 CAMERON
(Chappell—ASCAP)
King Richard's Flute Knights (MTA 138)

25 CAB DRIVER
(Black Mark—BMI)
Mills Bros. (Dot 17641)

26 A QUESTION OF TEMPERATURE
(H & L—BMI)
Sylvia (Laurel 3405)

27 THANK U VERY MUCH
(Fallico—BMI)
Scotstaff (Bell 701)

28 HOW BEAUTIFUL OUR LOVE IS
(Catholic—BMI)
Platters (Midas 1388)

29 A HOUSE BUILT ON SAND
(Commodore—BMI)
Leslie Uggams (Atlantic 2469)

30 OCTOBER COUNTRY
(Midwest—CRDC)
The Miller Co. (Epic 1022)

31 CAN'T SHAKE THIS FEELING
(Polet of Fonk, Vanity—BMI)
Island (MSGH 13889)

32 YOU DON'T HAVE TO SAY YOU LOVE ME
(Rabin—ASCAP)
Four Saints (Stain 110)

33 TO BE MY GIRL
(Beverly—BMI)
John Roberts (Duke 429)

34 I NEED A WOMAN OF MY OWN
(Compass—BMI)
Tommy Hunt (Draco 13)

35 FUNKY WAY
(Camp & Paul—BMI)
Tally.—(Wild Country 403)

36 DEEP IN THE NIGHT
(Sam—BMI)
(Condimin (ASC Paramount 11023)

37 SUNSHINE HELP ME
(Billy—BMI)
Spooky Tooth (Malo 387)

38 COME RIDE, COME RIDE
(Thiry Four—ASCAP)
The Crystals (A&R 899)

39 UNCHAIN MY HEART
(Trans—ASCAP)
Reinhart Mann (A&R 896)

40 QUICKSAND
(Peter—BMI)
Sanghblinds (RCA Victor 9422)

41 LOVE IS ALL AROUND
(Dick James—BMI)
Temptations (Tamla 1607)

42 SOMEBODY'S SLEEPING
(East—BM)
Johnny Taylor (Shad 225)

43 HERE COMES THE RAIN
(Trans—BMI)
Eddy Arnold (RCA Victor 9437)

44 MAGIC COLORS
(Scottie Coons Columbia—BMI)
Lisley Gore (Mercury 7229)

45 NIGHTS IN WHITE SATIN
(Chappell—ASCAP)
Moody Blues (Decca 8030)

46 NEVER TOO MUCH LOVE
(Curtin—BMI)
Sisters (Columbia 204)

47 ANGEL OF THE MORNING
(Blackwood—BMI)
Danny Michaels (Ch 120)

48 DEAR DELILAH
(Ups—BMI)
Bertie Crox (Equinox 7000)

49 DANCE TO THE MUSIC
(Dell City—BMI)
Sly & Family (Epic 10256)

50 PLAYBOY
(Ascot—BMI)
Gene & Debbie (TRY 3006)

HEADQUARTERS OF OUTSTANDING MUSIC PUBLISHERS

1650 BROADWAY
A Few Fine Offices Available
Agent on Premises
The DILLIARD Corp.
Plexa 7-4400
SONIC-SPECTRUM+ is a technological advancement by Liberty Stereo-Tape that represents a major breakthrough in recorded sound on 4 track and 8 track cartridge tapes! New duplication techniques, exclusive to Liberty, and a superior new tape, have resulted in a dynamic new sound with a range and quality never before attainable on pre-recorded cartridge tape!

The newly designed SONIC-SPECTRUM+ cartridge itself is engineered to more precise tolerances than ever before possible, resulting in a much smoother operation of the tape. Each cartridge has its own dust cap, assuring optimum playing quality for an extended period. Newly designed finger grips on both sides of the cartridge makes it easier to get it in and out of the player and specially designed ridges permit easier, non-spill stacking of cartridges.

THESE GREAT LIBERTY ARTISTS, and many more, are now available on new SONIC SPECTRUM+ 4 track and 8 track cartridges:

FELIX SLATKIN  "SOFT AND SWINGIN'"  4797/8797
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A product of LIBERTY STEREO-TAPE, 6920 Sunset Blvd., Los Angeles, Calif. 90028
**NEW YORK**

Now that the Christmas/New Year season is at its peak, the city is overwhelmed by the rush of big things yet to come, like the Newport Folk Festival, the making of the Viking. Considering the usual haste for lodging in New York, it is best to make any plans for attending the Festivals to begin making arrangements now.

Concerning the Jazz Festival we are happy to report that Reprise, with the excellent guitar work of Larry Coryell, that particularly fine young man from the West Coast, will be appearing all year. Current plans are for Blake Hair & the Hillard Trio to appear in a college, which will undoubtedly attract one of the university and the college. The new trio is composed of Tony Gilbey, piano; Jack Rich Nader is now handling all of the Coast's jazz. A new combination is in the making.

**PHILADELPHIA**

Matt Huddinger Singer, ABC's man about town in the Quaker City, did a similar turn on the West Coast with a "must" appearance by the group, the Ultimate Spinach, and Orpheus. The Beacon St. Union will be playing. Steve Paul's scene Feb. 26th to Mar. 10. The Ultimate Spinach will play April 26th in the ABC's, NYC. The group's LP is due out in the spring.

**HOLLYWOOD**

About three years ago Jack Good, Shindig's creator and producer, va- canted his post at ABC-TV and an- nounced that he was leaving to pro- duce a rhythm and blues version of Shakespeare's "Othello" starring Jerry Lewis and featuring the Bloss- omes. In March 5th the final production of this season's Center Theater season at the Ahmanson will -- you guessed it -- be a rhythm- rock-blue- blues treatment of that Moor who loved not wisely but too well. It will indeed star Jerry Lewis as Iago, William Marshall as Othello, Johnie Marie as Desdemona along with the Blossoms, Roy Pulman's music and a cast of thousands.

Jerry Ross of Merrec is pushing "Peaceful" by Kenny Rankin, the best-seller from the Dozen Boys. The record is rambling editorial comment, is "GREAT!!", "Jerry's Greatest Hits" by Jerry Butler, and the Earl Wilson, Jr. LP... while Charlie Morrison is giving "The Tycoon" by the Frogs and "Thank 'O' Very Much" by the Apple.

UA is working on a series of live recordings to be known as the "Jazz For A Sunday Afternoon Series." The LP's will be jam sessions with the biggest (and smallest) names in jazz.

Richard Harland is reportedly stopping the show at the Majonette in the St. Regis. With her back door talent arrange- ment of Gladys Shelley's "Clown Town."

Jerry Field of the Morty Wax office spent a lot of last week in Philly where he met with all kinds of music people, including a couple ofDippin'Folks. Jerry adalene feels, according to Barry, that the Danny Michaels recording of society and how he adapts to those social problems... and here we are today. The music of the colored man is rock and roll. Believe it or not, a new LP has gone out... "Catch My Soul" is a quotation from the play — "perdition, catch my soul," it says. We are going to be hearing those words sung by Sonny and Cher and others. They are two of several who are planning to cut the title tune. As for the original score L.P. — it has not yet been assigned

Falan is cutting a LP and single for MGM.

Vikki Carr currently at the Crystal Palace in London. The Westside Room in less than 12 months... Mel Torme starring at the Coconut Grove, his second stint there in less than a year.

Ralph K. of the Brazilian tet, along with Denise Kalafa, Miriam Rautuca and Maria Odette currenty are performing live in Brazil from the Brazilian festival to N. Y. and Miami.

... Mel Torme will note that Larry Nunez, prexy of Top-Tip Records (and now an exec with Transcontinental), a 17

Young Savages Eddie Arnold Orpheus Vikki Carr Tanya Falan Mel Torme

"Alice Restaurant" LP on Reprise has been doing very well and Leonard Cohen's debut LP has just come out on Columbia.

**CHICAGO**

Writer-producer Tony Rufo and his partner Bob Peete, hope to launch a new music shop for the city shortly. Pair have been scouting the local talent field and are currently working with a number of local groups... Ward comes from George Merman's "Backstage Pass," a Chicago lark Helen Reddy, who's making her Chi debut in the cast of the Happy Medium's "Patchett And Tones Turn," will be appearing on the ABC.

The Joe Ruskin Trio have been booked into London House for three weeks, opening February 6... MGM's Johnny Tillotson will appear at the Paragon Club in Forrest, Ill. February 5... Among the hot single's out Summit Dist. are Manny Ken- man's "The Love Is Blue" (Epic), "Best Of Both Worlds" by Lulu (Epic), "Ballad Of Bonnie & Clyde" by Georgie Fame (Epic) and "Play- boy" by Gene and Debbi (TRX)... The new Bill Withers album has been appointed by Buck Ram to handle p.r.-publicity for The Flatters and various other Personality Projects. Ram's currently in session on an all-new package for his own instrumental group The Up 'N Adam Un Nuevo in the forelight of Garmin's Deep Blue, "Black Grapefruit (Eqinox)," "Ange Of The City," "The Question" by the Laddys (LHI), "Pledge Of Love" by Bobby Goodwin (USA) and "I'm Not Alone" by the Aventures. The new Capitol Pick-Congress Room (17) on the 25th anniversary of his column. Bob Hope ence... The Kirby Stone Four opened in the Scottish Mist (16).
KRLA-Pasadena joined forces with the California Institute of Technology recently to save NBC-TV’s science fiction "Star Trek" series. KRLA, known for its humorous promotions involving NBC’s "One Foot in the Grave" protest march, replete with live band, picket signs, and all the trappings, to have sponsored campus play of "Star Trek." KRLA humorously pointed out that half-handcuffed and near Mr. Spock, in the true American tradition, raised himself from a Vulcan slumber with a call to action. The outing satirically noted that Spock is a shining example to "green" listeners, and ideally, is a credit to his race. By Saturday night, the fans were set to invade the NBC network march on the NBC-TV studio complex in Burbank, the ranks of the Cal Tech crowd were sure to swell as sympathetic students from other Los Angeles area colleges and high schools heeded KRLA’s call to action. The marchers were met at NBC-TV studios by the station’s director of promotions James Seaborne, who assured all that a decision on "Star Trek" is "still pending." KSF-P-San Francisco is asking the soul-seeking outcasts of San Francisco radio station over 35 still give love? The outfit’s answer is a rowing affirmative. KSF is giving away (and more buttons that simply say, "KSF Loves You") a bumper sticker a day only, appropriately enough, Valentine’s Day, February 14. On that date, any listener who shows a button will be eligible to win a one vacation to San Francisco’s Lindsey S.S. Lurline, plus one thousand dollars in cash. In addition, 100 of KSF’s "nearest and dearest" tickets for Giants’ opening day at Candlestick Park will be drawn. Extras. The KSF Loves You badges will be distributed throughout the Bay Area at record stores, service stations, department stores, etc. And, during the week of January 22, the KSF “logo” will be cut out on remotes throughout the Bay Area giving away the Bay Area area colleges and high schools. WNYW-New York (Radio New York Worldwide) will enable listeners throughout the world to hear the music they want to hear on "Requestfully Yours," a dedication and request program aired over the world, America’s only commercial shortwave service. Hosted by Marty Marks and broadcast to Europe, Africa, and the Americas over two 100 and three transmission areas, "Requestfully Yours," invites listeners anywhere in the world to submit their own special music requests and dedications to "Requestfully Yours," Radio New York Worldwide, 440 East 88th Avenue, New York 10022, U.S.A. On Sunday, January 7, WABC-New York inaugurated three new information programs. Each of the programs is heard on a continuing weekly basis and is geared to topics of interest in the New York area. "Travel Into the Unknown," aiming to alert the American youth, is broadcast Sunday mornings from 9:55, hosted by WABC reporter Ann Folger, "Young World" centers on youth in the New York area, goal: to introduce them to the culture, ideas, and aspirations, Miss Folger reports. "Requestfully Yours" and "Travel Into the Unknown" are winners of the F. A. D. A. programming of June 1966 on drug addiction, "The Billion Dollar Habit." "Requestfully Yours," has been joined WABC’s new Sunday lineup. Aired from 10:30 to 10:55 P.M., the program is heard only by local or state officials from the Tri-Star network. The program, they say, is to be carried to all KABC, they say. Also having made its debut on January 7 is "Perspective New York," a half-hour weekly report covering a recap of the major events in the greater New York area during the preceding week. WABC Radio newsmen present in-depth, behind-the-scenes angle these events, "Perspective New York" gives WABC reporters who cover the daily news a chance to present their stories in greater detail than is possible broadcast. On Thursday, January 11, "Assignment New York," a weekly half-hour program covering Hollywood documentaries concerning the vital issues and interests of the California community, made its debut with "Into the Shadows," KNX documentary in-depth report of one man who needed help and was inadvertently pushed into a career of stealing. On Saturday, January 13, "Cover Story," a CBS News-MPTV special, will air on WABC. They are currently represented on the LP charts with "Mission Impossible," the Dot Soundtrack, album of the same name, which is number five this week. "Mission Impossible" is a single of the title track number is 85.
take another listen to Al Wilson's "DO WHAT YOU GOTTA DO" #761
then...
do what you gotta do.

Watch the charts,
check the listings,
listen to the air play...

then,
if you still have any doubts,
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He's done it again. It must be him. Ray Conniff. Following the fantastic success of his "This Is My Song" album with another.

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Don't Sleep In The Subway
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What The World Needs
Now Is Love
A Man And A Woman
Music To Watch Girls By
The Impossible Dream
Up, Up And Away
Yesterday

And stock up on these other Ray Conniff albums much in demand...

On COLUMBIA RECORDS®
DetaiLed inFormation about tiTles on the Cash box Top 100 this Week


NEW YORK—"Charity begins at home," the saying goes. And so it is thought for the day offered by Bill Cosby on his newly-concocted syndicated radio program, known interestingly enough, as "The Bill Cosby Radio Program." The show, a daily five-minute segment which is broadcast several times per week, was the brainchild of Frank Butxon, a one-man encyclopedia on old-time radio, and was eventually accepted by Cosby. Thus Cosby of TV fame, of comedy record fame and, lately of singing fame, set out to conquer a new vista, radio. Not only as the main performer, but also as the chief writer, as "The Top Of The Stairs" by the Formations on the Bally label will attest.

The result of the Butxon brainstorm and the Cosby comedy is what Butxon describes as "old-time radio at its best." A host of different characters and different settings are made to appear at one time or another during the week, including such unforgettable personalities as "The Brown Hornet," "Captain oh-Wow," and "The Buckskin Squire," with some of the more colorful members of the sports kingdom.

And spark each segment is the drawing Cosby humor, which has been responsible for Sales and promotions and as one of the most outstanding record-sellers in the disk business. Segments, such as "The Top Of The Stairs," are, to quote Butxon once again, "exciting, spine-tingling adventure where nothing ever happens."

MGM Acquires Master Of Philadelphia Deck

Lenny Scheer, head of the MGM Records A&R department, recently revealed a new master of the deck, Barry Santone, of Philadelphia, the president of the Philadelphia Disc Jockey Organization, Inc., who was recently voted "Singles Personality of the Year," in a contest sponsored by the American Top 40.

Santone, who has been associated with the record business for seven years, is the owner of the largest independent record shop in the Philadelphia area and has been a radio personality for the last 20 years.

The acquisition of Santone by MGM is expected to bring about a new wave of local artists to the national stage.

Malverne On The Move

NEW YORK—Al Hirsch, president of Malverne Distributors, Inc., reports that Malverne has moved to a more spacious quarters at 33-35 55th St., Long Island City, N.Y., which was necessitated by the "tremendous increase in volume over the past few years,"

New location is easily accessible to trucking and other means of transportation, being only one mile from the Queens 59th St. bridge. There is also ample parking for all pick-ups.

But something does happen. Perhaps not in the form of story line, but in the form of quick-moving, easy-to-listen-to-radio—the kind of pace that Top 40 programmers have found highly successful in the showcased teen music. Only in this case it's not music (with the exception of the well-known singing Coca-Cola commercials, done in a line by one of the biggest names in the record business), it's comedy. Yet, at the same time, it's still comedy aimed at a Top 40 audience.

The Cosby radio show is the type of package that fits beautifully into Top 40 programming slots without undermining or detracting from the tight, rapid-fire spirit of that type of format. Indeed, the very comedy of that sort can enhance and round out the rocking sounds and the program's long-windedness, for there's always the possibility that the Cosby show can catch on to the point of "household word-ness," that status achieved at one time by Bob & Ray, "Sorry, that's all state artly be attained, the benefit to the station carrying the program in a particular market would, of course, be immediate.

Be it dubbed the Bill Cosby Radio Show or New Old-Time Radio, the package should be of major interest to a great many rock programmers, and can prove to be a much-needed type of performance.

Bell To Distribute New Philly Groove Singles

NEW YORK—Bell Records has taken over distribution of a new Philadelphia single, "La-Means I Love You," according to sales manager Irv Siegel.

The side, recorded by the Delfonics, was reported gaining breakout sales of Philadelphia when begging being by at least ten labels. Bell bid out all others and is now reporting major reorders from Baltimore, Chicago, Miami, Newark, San Francisco and Pittsburgh with airplay beginning in other markets.

All future releases from Philly Groove are to be handled through Bell's distribution setup.

Savy To Release Craig Memorial LP

DETROIT—Savy Records has announced that it has prepared a memorial album to the late Rev. Charles A. Craig, to be released this week. Savy Records President Leonard Savy, who was the pastor of Detroit's Prayer Tabernacle who became highly influential in the church's activities in mid-west.

In his death, the Savvy label was reportedly approached by the trustees of the church, who requested the album be produced. To be titled "Memorial To James A. Craig," the album's presentation will feature James Cleveland acting as soloist and as director of the church's 75-voice choir, the Voices of Tabernacle.

Pickwick Income Up 26% For Fiscal Half

NEW YORK—Cy Leslie, president of Pickwick International reported last week that the firm's net income for the first half of Fiscal Year '68 was $31,100,000, an increase of 26% over the equivalent period last year.

The half, ended October 31, 1967, reaped a net income of $968,440 against '66 figures of $781,281. Sales reached $5,161,401 for a 38% rise over the preceding year. Earnings per share rose to 40.5 cents compared to 39.9 (re-stated in accord with the 609,169 shares currently outstanding).

In reporting the latest rise, Leslie stressed the expansion which has occurred in Pickwick's British operations. "The re-pressed figures of the Warner Brothers/Reprise, B & M Records to add amongst ourselves:

Stogels Touring Europe

NEW YORK—On Friday, January 19, personal manager Leonard Stogel and his wife and associate, Myrna, left on an extensive European business trip. The Stogels are making their first stop at the MIDEOM meet at Cannes, France. From there they will go to London to introduce the Cowills, MGM Records' crack family rock act, whom they manage, to British TV, radio and press.

Also while in Europe, they will be visiting with their foreign publishing licensees, establishing a new basis of business between the New York and London offices.

At San Remo, Italy, in association with MGM Records, they will present the Cowills at the San Remo Festival, to be held February 1-3. The Cowills, one of the groups representing the U.S. at the Festival, will perform two entries in Italian, one of which will be their current hit single "We Can Fly."

The Stogels will visit Germany, Sweden and Israel, establish publishing offices in conjunction with their New York office.

They plan to return to New York on or about February 20th.

Phil Ochs Appears In 'Broadway For Peace'

NEW YORK—Contemporary folk figure Phil Ochs, now pacts to A&M, was the folk music representative at Philharmonic Hall last Sun., when he appeared on the "Broadway For Peace" show, held to benefit the campaign of congressmen who have taken a stand against the war. It has been feared in many circles that these legislators may not get as much support from the campaign aid from their respective parties as they might if their views on this subject were more in keeping with national party lines.

Ochs was also paid $300 on down to $15, Ochs had his "Airy Game Marching Already" and followed up his "Bull And A&M single, "Outside Of A Small Circle of Friends," and "The War Is Over." The big names on the bill were: Barbara Dane, Leonard Cohen, Harry Belafonte, and Tom Smothers (that's one half of the Smothers Brothers duos.)

The big success of the performance, this is the biggest break we've all had," said the Philips album, "Pluses Of The Harbor," continues to sell well throughout the country.
Thanks to all radio & TV personalities for making "Judy in Disguise" (with glasses)

Paula 282

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"Agnes English"

John Fred & His Playboy Band

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**Picks of the Week**

**5th DIMENSION (Soul City 762)**

**Carpet Man** (2:48) (Johnny Rivers, BMI-Webb)

Winnning combination of the 5th Dimension sound and a Jim Webb composition. Give the listener what they want. This track is taken from the team's chart-finding "Magic Garden" LP. Snappy paced tune with out-of-the-ordinary lyrics and a smooth delivery for middle-of-the-roaders as well as pop stations. Flip: "The Magic Garden" (2:48) [Same credits.]

**EVERY MOTHER’S SON (MMM 3887)**

**No One Knows** (2:57) (Pocket Full Of Tunes, Toni-An, BMI-Kusik, Adams, Farrell)

Back from a jaunt on the "Pony With the Golden Mane," Every Mother’s Son has returned with an even better song. campus radio. Full group vocals, soft rhythm instruments and some very fine material give the group one of their outstanding hit sides. Should score. Flip: "What Became of Mary" (3:24) [Same pubs, BMI-Larden]

**EDDY ARNOLD (RCA Victor 9437)**

**Here Comes the Rain** (2:25) (Acuff-Rose, BMI-Newbury)

Ingenious long twist on the end-of-romance song is served up in the easy-listening style of Eddy Arnold on his newest single, "Here Comes the Rain." Baby," soft vocal, tender instrumentation and a fine song should have the consistent hitting popular-country artist hit on the sales scene. In the "World I Used to Know" (3:15) (IN, ASCAP-McKuen)

**BOBBY VEE (Liberty 56014)**

**Maybe Just Today** (2:07) (Screen Gems-Columbia, BMI-Sharp)

Soft sell sides with an easy-rumbling style and smoothly handled beat back up the re-established Bobby Vee with "Come Back When You Grow Up." And his more recent "Beautiful People" successes, latest offering is another fetching easybeat helping that should quickly find favor with teen fans and a number of middle-of-the-road stations. A heavy side. Flip: "You’re A Big Girl Now!" (2:16) (Metric, BMI-Vollino)

**AL MARTINO (Capitol 2102)**

**Love Is Blue** (2:41) (Croma, ASCAP-Blackburn, Poppi)

First solo vocal of the Paul Mauriat instrumental hit comes with the excellent credentials of an Maurice Mancini production. The changer's showing is outstanding, as is the orchestral support. Strong follow-up session to "A Voice in the Chord," and one that will come the younger market as well as adult exposure. Flip: "I’m Carrying the World on My Shoulders" (2:30) [Easy Listening, ASCAP-Melburg, Spiegelman]

**JIMMY ROJDGES (A&M 902)**

**I Believed It All** (2:43) (April, ASCAP-Ham, Bergman, Bergman)

Tender tunable material is superbly sung by Jimmy Rodgers for particular emphasis with easy listening stations, but the lyrical appeal should carry this side well into the sales picture with younger listeners as well. Attractive styling and a would make this an across-the-board favorite. Flip: "You Pass Me By" (2:58) (Almo, ASCAP-McKuen)

**BOBBY RYDELL (Reprise 0656)**

**The Lovin’ Things** (2:28) (Al Gallico, BMI-Loring, Schroeder)

Name and vocal strength are the only similarities to the old Bobby Rydell, in his second release for Reprise, the changer shows a new power that should have him back on the charts with a bright comeback shot. Hard-hitting rhythm and a solid rock ballad show the singer in a new style that will add many new fans to Rydell’s already bulging roster. Flip: "That’s What I Call Livin’" (2:19) (Metric, BMI-Holiday, Monahan)

**WAYNE NEWTON (MMM 13891)**

**All the Time** (2:11) (Cedarwood, BMI-Walker, Tillis)

Big band and string support for Wayne Newton on his latest soft spinnning selection. The track is the well-known "All the Time," served up in exceptional style by the tenor and handled to catch action on the adult and younger listeners’ scenes. Lovely tune, very fine performance and a likely biggie. Flip: "Like Everything Else" (2:37) (Wajerney, BMI-Vincent, Newton)

**CYRKLLE (Columbia 44426)**

Reading Her Paper (3:00) [Al Gallico, BMI-Cooper, Catana]

Pretty ballad of an encounter that vies with "The Trolley Song" of old, from the Cyrkle, could have the team back in the winner's circle. Attractive string backdrop and powerful drum touches give the side plenty of magnetic power. A teen act label potential and a snare easy listening exposure. Flip: "Friends" (3:00) [Nemperor, BMI-Dannemann]

**ROY ORBISON (MMM 13889)**

**Born to Be Loved By You** (3:07) (Acuff-Rose, BMI-Orbison, Dees)

Weird twist to the Orbison technique. "Born to Be Loved By You" features the rock n’ rock rhythm with a bit of a bounce added. The chorus built around that voice in a wrapping of rock rhythm. Snappy segments are separated by a bridge that is unlike any of the star’s previous works. Off-beat enough to go over with church Orbison’s followers. Flip: "Shy Away" (2:40) [Same credits.] Track that brings back old rock strains and could have lots of disk jockeys spinning both sides.

**SWEET INSPIRATIONS (Atlantic 2476)**

Sweet Inspiration (2:55) [Press, BMI-Pennington, Oldham]

After a series of very fine almost-hit single, the Sweet Inspirations come back with what could become the side that puts them into the winner’s circle. Good near-gospel lilter that should catch fire with r&b listeners exciting to the stage that should pay high dividends.

**GEORGIE FAME (Epic 10283)**

**THE BAND OF BONNIE & GLYDE (Peer Int’t, BMI-Murray, Callander)

Currently seated high in the English top ten, where Fame’s reading of a classic tale from velvet led him to hold his. The track has a slow pounding rhythmic punch and the vocal power has placed Fame on the eastside best seller lists before. Tight competition can be expected through the spring. The Chicago sessions version, which is a wider reading with heavier orchestral bite featuring a 1930’s blues push. Neither is the "Fogy Mountain Breakdown" tanjop tune from the movie. Either Fame’s (3:07) version, the Chicago Prohibition’s (2:41) side, or both could score.

**PARLIAMENTS (Revolt 214)**

**The Goose** (That Laid the Golden Egg) (2:35) [LeBaron, BMI-Chilton, Harris, Hazel]

The "Testify" team bounds back for another pop and r&b consideration. The "Testify" team bounds back for another pop and r&b consideration with a piece of funk that should have them topping their last "All Your Goodies Are Gone" showing. Hard-hitting beat backing and a catchy session with down-keyed vocals and plenty of drum throb give the crew another top-notch side. Should happen. Flip: "Little Man" (2:20) [LeBaron, BMI-Chilton, Lewis]

**DELLS (Cadet 5590)**

There is (3:12) (Chevis, BMI-Miner, Miller)

Initial come-back visit by the Dells with "O Oh I Love You" has turned on a big audience for the team. Follow-up activity has already sprung a gratifying interest in the Chicago edition which led to this repackaging of the tune. Side packs a driving rhythm and some fabulous blues walking from the lead. Should spill over into pop market. Flip: "Show Me" (2:30) [Chevis, BMI-Davis, DeMell, DeSanto]

**SUNSHINE COMPANY (Imperial 66280)**

**Look, Here Comes The Sun** (2:53) [Cordogan, BMI-Boylan, Boylan]

Enticing group harmony in a soft setting make up the latest Sunshine Company outing, a slow folk-strum ballad. Pretty item for teen consumption and a good sound for many middle-of-the-road outlets to pick up on. Should have the group back in the winner's circle. Flip: "It's Sunday" (2:15) [Balloon, Bac, ASCAP-Baxter]

**CLAUDINE LONGET (A&M 897)**

**I Love How You Love Me (2:07)** (Screen Gems-Columbia, BMI-Mann, Kolber)

Sensitive treatment of the years back Paris sister hit by Claudine Longet, and a special appeal turned into a custom-made song offer what could become her biggest single to date. Terrific production and arrangements that couple stringing and a "San Francisco Fowers In Your Hair" touch add up to all round acceptance for this blockbusting side. Flip: "When I’m Sixty-Four" (2:40) [Maclen, BMI-Lennon, McCartney]

**JONNA GAULT (RCA Victor 9440)**

**What If They Gave a War & No One Came** (2:38) (Melody Trails, BMI-Gault)

As is indicated in the title, lyrice proves a high point in this magnetic selection, which is not expected to take hold with teen listeners. The intriguing production and arrangement highlight some attractive vocals from Jonna Gault, who is added to the added sales factor that should start the wheels in motion. Flip: "Wonder Why, I Guess" (2:24) [Same credits.]

**ITCH MILER CHORUS & ORCHESTRA (United Artists 50260)**

**Waking Up Sun** (2:27) (United Artists, ASCAP-Lively, Waldman)

Highlight single on the easy listening front comes from the upcoming show "Here’s Where I Belong" with the Mitch Miller crew. Tender ballad features a chordal rhythm that should take hold with teen listeners. The intriguing production and arrangement highlight some attractive vocals from Jonna Gault, who is added to the added sales factor that should start the wheels in motion. Flip: "Wonder Why, I Guess" (2:24) [Same credits.]

**SONNY CURTIS (Viva 293)**

**Atlanta Georgia Strait** (2:15) (Rustland, BMI-Curtis)

A recognized figure on the country scene with several songs that have made noise popwise, Sonny Curtis stands to gain a lot of extra ground with this easy loping track that has a vague feeling of Roger Miller to it and plenty of fine pop production to score with dance fans and top forty programmers. Good listenig material. Flip: "Day Drinker" (2:15) [Viva, BMI-Curtis]

**Newcomer Picks**

**DELFONICS (Phil’s Groove 150)**

**La-La- Means I Love You** (Nickel Shoe, BMI-Hart, Bell)

Resurgence of the "olivie sound" in r & b best sellers should be bolstered by this chart bound ballad packing the style of the late ’50s early ’60s. Comin’ in the wake of the vintage r & b ballad that should find a mighty tight sping in the line with sales appeal for pouters and r&b fans. Should blast off. Flip: "Can’t Get Over Losing You" [Same credits.]

**FOUR SONICS (Sport 110)**

**You Don’t Have to Say You Love Me** (2:47) (Robbins, ASCAP-Donaggio, Paulicin, Wickham, Napper, BMI-Curtis, Proctor)

A recognized figure on the country scene with several songs that have made noise popwise, Sonny Curtis stands to gain a lot of extra ground with this easy loping track that has a vague feeling of Roger Miller to it and plenty of fine pop production to score with dance fans and top forty programmers. Good listenig material. Flip: "Day Drinker" (2:15) [Viva, BMI-Curtis]
THE WHOLLY NEW CHART-ORIENTED SINGLES AND ALBUM SOUND

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"ALL THIS"

PRODUCED BY DICK GLASSER

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ALL YOU NEED IS LOVE

NEVER MY LOVE
THE LAST WALTZ
THE LOOK OF LOVE
HOW CAN I BE SURE
IN THE MORNING
A NATURAL WOMAN
AUTUMN AFTERNOON
I MAKE A FOOL
OF MYSELF
HOLIDAY

NO SALT
ON HER TAIL
STAY
ALL YOU NEED
IS LOVE

Cash Box—January 27, 1968
Best Bets

VENTURES (Liberty 50619)
Flights of Fantasy (2:10) [Dobro, BMI-Bogle, Edwards, Taylor, Wilson] Plent of dance drive on this new instrumental offering from the Ventures. Near up-tempo rhythms and leads of instrumental polish should have the jukeboxoperators marking off. "Vibrations" (1:35) [Same credits]

FEATHERS (Kapp 887)
Give Him Love (2:50) [Kahouma, BMI-Calvert, McAvoy, Nau mann] Discotheque showcase in store for this powerful job with a rocking mid-speed rhythm session, topped by the ace lead on "Give Him Love" (2:50) [Kahouma, Running Bear, BMI-Calvert, Marzano, Newman]

FERRANTE & TEICHER (United Artists 50592)
Here Is Where I Belong (2:50) [United Artist, ASCAP-Urh, Waldman] Title song from the soon-to-open Broadway revival of the hottest r&b tunesmiths (Isaac Hayes & David Porter) take the stage for an impressive debut session from the Short Kuts. Outstanding vocals from the featured lead, and a hefty rhythmic backing move the group toward the top track. "Rock-A-Bye Baby" (2:50) [Fre e o, ASCAP-Ferrante, Teicher]
their third incredible incarnation on Elektra, titled

changes

Cash Box—January 27, 1968
**Pop Picks**

**BONFA AND BRAZIL**—Steve Lawrence & Eydie Gorme—Colonna 2730/CS 9530

For their fourth album together, Steve Lawrence and Eydie Gorme have recruited the services of Brazilian guitarist and composer Luiz Bonfa, who wrote all the tunes on this LP and supports the singers with his scintillating guitar. Lawrence solos on "A Day In The Life Of A Fool" (Manha De Carnaval) and Miss Gorme swings on "Sweet Talk (Whistle Samba)." The disk is a most satisfying merging of three major talents.

**BEND ME, SHAPE ME**—American Breed—Acta 9083/38683

Still seeing action with their Top Five smash single recording of "Bend Me, Shape Me," the rockin' American Breed here offers a power-packed LP of the same name that should also be a hit for them. The group produces contagious, love-oriented, teen-slanted—psychedelic rock. They are very good at it and should be around for a long time to come. Chart action is a certainty for this set.

**WHAT THE WORLD NEEDS NOW IS LOVE**—Jack Jones—Kapp KL 1531/KS 3551

Now on the RCA Victor label, ace chanter Jack Jones left some unreleased material with his old label, Kapp, and this album contains eleven pearls that anyone would be glad to possess. A feelingful performance of the title tune starts things off and establishes the theme of the set which is, of course, love. The various aspects, happy and sad, of amour are explored in the ten remaining tracks. Should be on the charts soon.

**EVERY MOTHERS' SON'S BACK**—MG M E/SE 4504

MG M's ace rock group, Every Mother's Son, here offers a set that's bound to grab loads of chart and sales attention. Contagious rock swingers and ballads comprise the bill of fare. Highlights are the fanciful rocker, "Pony With The Golden Mane," which was a recent Top 100 item, and a groovy too-tapper called "Your Mind At Ease." The LP is strikingly packaged in a fold-out stand-up jacket which should quickly catch the buyer's eye.

**THE MYSTIC MOODS OF LOVE**—Mystic Moods Orchestra—Phillips PIM 200-266/FHS 600-266

The Mystic Moods Orchestra renders a selection of evocative, haunting tunes, many taken from the films. The pieces include "The Look Of Love," from "Casino Royale;" the main title theme from "Far From The Madding Crowd;" "Can't Take My Eyes Off The Glory Of It." The disk creates a mood of reverie and should be popular in good music circles.

**THE GREAT CONSPIRACY**—Peanut Butter Conspiracy—Colonna CL 2790/CS 9590

Already beginning to make noise on the charts, "The Great Conspiracy" could well be bound for hitsville. The four guys and one girl who make up the Peanut Butter Conspiracy deliver solid rock material that has plenty of adult as well as teen appeal. Sometimes the group is reminiscent of the Mamas and Papas. Put this high on your list of disks to watch. It could be the sleeper of the month.

**Pop Bests**

**LIVE FOR LOVE**—Gunter Kallmann Chorus—FCS 4248

The Gunter Kallmann Chorus sings twelve pop songs in a lovely, warm manner, with the happy sound of bells to brighten polished arrangements. Among the top tracks are "Live For Life," from the film of that title; "What Now My Love;" "Fly Me To The Moon," and "Our Day Will Come." This immensely appealing album should find widespread acceptance, particularly with the good music trade.

**A TODAY KIND OF THING**—Four Freshmen—Liberty LRP 3512/LST 7512

Here's the Four Freshmen's first Liberty album, and the first LP on which the quartet has presented teen material. The effortless ease which marks their style is everywhere evident on the disk, as is the wide range of material. Included on the set are splendid readings of "Michelle," "Happy Together," and "Homeward Bound." A most refreshing package.

**THE NEW ONE!**—Buddy Rich Big Band—Pacific Jazz FJ 10126/ST 2015

Crack drummer Buddy Rich and his Big Band have come up with a swinging package that should earn the enthusiasm of a wide audience. Rich's material often features the complex rhythms and melody lines that characterize much modern jazz, but in spite of this, his appeal is to the pop listener. This LP is one of his best and it should set toes to tapping from Washington to Florida.

**THE GREATEST HITS FROM ENGLAND** Volume 2—Various Artists—Parrot PA 6100/PA 71010

Volume 1 of "The Greatest Hits From England" attained chart success, and this second volume promises to do the same. The original artists are recorded in the tunes they popularized, this LP including "A Man with the Sea (And Let Me Love Again)," by Engelbert Humperdinck; "I Was Kaiser Bill's Batman," by Whistling Jack Smith; "A Whole Lot of Loving," by Little Richard; "Tell Her No," by the Zombies. A most promising package.

**SPANISH MASTERS—Swingle Singers—Phillips PIM 600 261/FHS 200 261

This package is filled with that special brand of musical magic that is the Swingle Singers. It's a disc carried into the realm of classical and semi-classical compositions; this time it's Spanish music from the post-romantic period. Highlights are "Romanza Andaluza," "Concerto De Aranjuez," and "Tango In A Minor." A charming album, in strict keeping with the Swingle tradition.

**BUNKY AND JAKE**—Mercury MG 21142/SD 61142

This, the LP debut of a sprightly duo known as Bunky & Jake, is a pleasant romp through contemporary hits, all self-penned by the duo, speak poetically of everyday life and fill the listener with joy. It's good time music. "Tarzan" is the best of the witticisms associated with dialing a cab in the rain. "Cheerio," and "The Candy Store" are outstanding tracks on an outstanding album.

**BORN FREE**—Hesitations—Kapp KL 1548/KS 3548

Currently climbing the Top 100 with their soul-rock reading of this LP's title song (which is of course also the Academy Award winning title song from the MGM flick), the swinging Hesitations might well be on their way to fame and fortune. The seven young men who make up the group are extremely talented, and most importantly they have enough "soul" to succeed in an already crowded field. Watch for this set on the charts.
New mind-bending single by

BARRY MANN:

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...and that's just the title...wait'll you catch the lyrics!

Capitol 2082

b/w TAKE YOUR LOVE
PRODUCED BY BARRY MANN & GORGONI FOR OUR PRODUCTION COMPANY
Pop Best Bets

LOVE THEMES — Doodletown Pipers — Epic LN 21340/BN 28340
The Doodletown Pipers offer a gentle, easy-going, relaxed album of pop melodies. Included on the set are "Never My Love," "Please Love Me Forever," "You've Lost That Lovin' Feelin'," and "There's A Kind Of Magic (All Over The World)." This easy-on-the-ears LP should do extremely well with the middle-of-the-road trade.

THE WONDERFUL WORLD OF TODAYS HITS
— Les & Larry Elgart — Columbia CL 2780/CS 9580
If you can get past the delightful cover of this one, you'll find the music to be delightful as well. It's that bright, brassy Les & Larry Elgart treatment applied to such up-to-the-minute ditties as: "Ode To Billie Joe," "Live For Life," "To Sir With Love," and "The Beatles" — the Peter Sellers flick of the same name. Another highlight is the hauntingly nostalgic "Tara Theme" from "Gone With The Wind."

THE BOST OF CARMEN DRAG ON & THE HOLLYWOOD BOWL SYMPHONY ORCHESTRA IN STEREO
— RCA Victor LSP 1077
Good music fans and lovers of the popular classics should really go for Carmen Dragon's latest LP offering. The conductor works for and gets an extremely rich and full-bodied sound, which has been excellently reproduced in stereo. From Laras' tiny "Romanza" to Schott's tender "Serenade" to Denza's spirited "Punicul funicula" the set is a powerhouse. Dragon himself arranged most of the selections.

THE BASIC PRINCIPLES OF KRESKIN'S ESP — Kreskin — SSS International LP 199
Internationally known and respected as a student and practitioner of ESP, Kreskin explains the basic principles of ESP and offers simple tests and demonstrations (of things like detecting lies, detecting sex, or tilting light weight tables) that can be tried in the home. The album (the first for SSS International and Kreskin) is encased in a specially designed cardboard liner that adds to its appeal. This LP set will, especially when marketed in conjunction with Kreskin's ESP game.

Jazz Picks

THE BEAT GOES ON — Young Holt Unlimited — Brunswick BL 754125
On this set, which is marked by outstanding stereo separation and warm sound, the Young Holt Unlimited serves up a batch of spirited jazz trio interpretations that are sure to please the most discriminating jazzophile, not to mention a good portion of the pop/good music fringe. "The Beat Goes On," " Ain't No Mountain High Enough," and "Good Vibrations" are three of the more widely known tunes, but the entire package is delightful listening.

FROM NOW ON — Karl Berger — ESP-Disk ESP 1941
Having made the transition from piano to vibes, Karl Berger seems to have come home, or, more precisely, has found his rightful place in the jazz world. He's a great vibe man. All the tunes here are original compositions by Karl Berger, "Turn Around" and "Blue Early Bird" are highlights. Set should do extremely well in discerning jazz circles.

Classical Picks

THE YOUNG HOROWITZ — Vladimir Horowitz — RCA Victor LM 2993
Ranked by many as the greatest living classical pianist, Vladimir Horowitz has had a long and brilliant concert and recording career. Though he now records for Columbia, he was with RCA Victor for years, and cut his first record for the Victor Talking Machine Company in 1928. Even as a young man he was a master, as the selections from 1928 to 1947 show, Chopin, Debussy, Tchaikovsky, Kabalevsky and Horowitz are among the composers represented.

LUSH, LATIN & LOVELY — Tony Mottola — Project 3 PR5006SD
Tony Mottola puts his gut-stringed guitar through its paces on this set, which features such Latin tunes as "How Insensitive" and "Guantanamera." Other tunes given the Latin treatment are: "A Man And A Woman," "Sunny," and "I Will Wait For You." The title track is particularly outstanding and seems to set the mood for the entire album. This package should prove to be a strong sales item in the good music/middle-of-the-road area; it's good listening.

TEN YEARS AFTER — Deram DE 16909/DES 19369
With their first LP outing the Ten Years After offer plenty of funky, hard-driving Blues mixed in with a little bit of jazz here and there. High lights of this package include: "I Can't Keep From Sometimes," "Spoonful," and a beautiful treatment of Sonny Boy Williamson's "Help Me," running 9:16. This one should find a lot of favor among folk and rock fans.

IN LOVE AGAIN — William Russell Wattrous — MTA MTA 1006/MTS 5006
Trombonist William Russell Wattrous renders an LP of pop ditties with fluid grace, his warm tones being lushly backed by the Richard Behrke Strings. The selections include the title tune, "Our Will Never Grow," "In Many A Love Thing," and "Softly As I Leave You." A richly melodic album, "In Love Again" should generate plenty of sales action.

LEONARD COHEN — Columbia CL 2773/CS 9533
This is Leonard Cohen's first album; the songs on it are his and they come to life with a vibrance and sincerity that should mark the package for plenty of spins and sales. "Suzanne" is perhaps the most widely known of these tunes (its been cut by Judy Collins, Chad Mitchell, and Noel Harrison). Some newer fine ventures into contemporary song include: "Hey, That's No Way To Say Goodbye," "Brothers Of Mercy," and "One Of Us." This set comes complete with complete lyrics (and a note from Leonard Cohen).

YOUNG LOUIS "THE SIDE MAN" (1924-1927) — Louis Armstrong — Decca DL 7934
Part of the Decca Jazz Heritage Series, this set, which chronicles (through representative sides) Armstrong's early years with such groups as the Fletcher Hendersons and the Joe Oliver Crewe, features the finest jazz Pheebus, Johnny Dodds Black Bottom Stompers, Jimmy Baggetto, and the Ku Klux Klan, Little Red Hot Shots, and Erskine Tate's Vendome Orch, has been electronically enhanced for stereo. Notable tracks include "Weary Blues" and "New Orleans Stomp." A dated but spirited package, which affords plenty of listening pleasure.

ON THE SPOT — Jaki Byard — Prestige FR 7524
Jaki Byard lends his sparkling piano treatments to efforts ranging from the classic "Alexander's Ragtime Band" to his own "P. C. Blues," which is sort of a blues tour de force... demonstrating both old and new Blues styles. A pleasant album, this one should see plenty of jazz spins and sales figures to match.

THE BEST OF LEOPOLD STOKOWSKI IN STEREO — Capitol SP 8673
One of the most popular classical conductors, Leopold Stokowski has earned for his ability to thrill audiences with the colorful sounds he can elicit from an orchestra. His talents are shown at their best on this album. Among the famous classical pieces he performs on the set are Debussy's "Prélude À L'Après-Midi D'un Faune," Samuel Barber's "Adagio For Strings" and Stravinsky's "Lullaby" (Berceuse) and "Finale" from "The Firebird."
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Cash Box—January 27, 1968
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PHILADELPHIA — Ballots for the 1967 NARM Awards have been mailed to the record merchandiser members of the National Association of Record Merchandisers, reports NARM execu- tive director John J. Nolan. Each member will vote for the best-selling artist and product in each category, for the year 1967.

The annual NARM Awards will be presented this year at the NARM Golden Goose Award Banquet, to be held on March 21, 1968, as the climax of the Association’s 34th Anniversary Convention. The convention will convene on March 17 at the Diplomat Hotel in Hollywood, Florida.

Here is the list of nominees:

1. **BEST SELLING HIT SINGLE RECORD**
   - Al Green—Believer—The Monkees—Collins
   - Happy Together—The Turtles—White Whale
   - C. C. Catch—Can You Feel the Love Tonight—Polydor
   - The Letter—The Box Tops—Mama
   - To Sir With Love—Lulu—Epic
   - Wild Angels—Warner Brothers

2. **BEST SELLING ALBUM**
   - Born Free—Andy Williams—Columbia
   - Doors—The Doors—Elektra
   - More of the Monkees—The Monkees—Collins
   - Release Me—Engelbert Humperdinck—Parrot
   - Pepper’s Lonely Hearts Club Band—Beach Boys—Columbia
   - Supremes Greatest Hits—Diana Ross and the Supremes—Motown

3. **BEST SELLING MOVIE SOUND TRACK**
   - Cabaret—Columbia
   - Camelot—Warner Brothers
   - Diamonds Are Forever—Goldfinger—United Artists
   - Hello, Dolly—Columbia
   - Man of La Mancha—Capitol
   - Wild Angels—Warner

4. **BEST SELLING ORIGINAL CAST ALBUM**
   - Cabaret—Columbia
   - Camelot—Columbia
   - Fiddler on the Roof—RCA
   - Hello, Dolly—Columbia
   - Man of La Mancha—Capitol
   - Wild Angels—Warner

5. **BEST SELLING MALE VOCALIST**
   - Ed Ames—RCA
   - Dean Martin—Reprise
   - Elvis Presley—RCA
   - Frank Sinatra—Reprise
   - Nancy Sinatra—Reprise
   - Barbara Streisand—Columbia

6. **BEST SELLING FEMALE VOCALIST**
   - Petula Clark—Warner Brothers
   - Aretha Franklin—Atlantic
   - Connie Francis—Columbia
   - Nancy Sinatra—Reprise
   - Barbara Streisand—Columbia
   - Dionne Warwick—Scepter

7. **BEST SELLING MALE COUNTRY AND WESTERN ARTIST**
   - Eddy Arnold—RCA
   - Jack Greene—Decca
   - Merle Haggard—Capitol
   - David Houston—RCA
   - Buck Owens—Capitol
   - Ray Price—Columbia

8. **BEST SELLING FEMALE COUNTRY AND WESTERN ARTIST**
   - Loretta Lynn—Decca
   - Jan Shepard—Capitol
   - Connie Smith—RCA
   - Mary Lou Williams—Decca
   - Debbie West—RCA
   - Emmy Wynette—Columbia

9. **BEST SELLING MALE RHYTHM & BLUES ARTIST**
   - James Brown—King
   - Marvin Gaye—Tamla
   - Wilson Pickett—Atlantic
   - Otis Redding—Atlantic

10. **BEST SELLING FEMALE RHYTHM & BLUES ARTIST**
    - A. E. Wright—Atlantic
    - Linda Jones—Loma
    - Gladys Knight—Scepter
    - Carla Thomas—Stax
    - Dionne Warwick—Scepter

11. **MOST PROMISING MALE VOCALIST**
    - Glen Campbell—Capitol
    - Bobby Goldsboro—MGM
    - Jim Nabors—Columbia
    - Marty Robbins—Mercury
    - Frankie Valli—Philips
    - Benton Wood—Double Shot

12. **MOST PROMISING FEMALE VOCALIST**
    - Vikki Carr—Liberty
    - Bobbie Gentry—Capitol
    - Jan Jan—Veris/Forecast
    - Claudine Longet—A&M
    - Lulu—Epic
    - Bettye Swann—Money

13. **BEST SELLING FOLK ARTIST**
    - Joan Baez— Vanguard
    - Judy Collins—Elektra
    - Bob Dylan—Columbia
    - Janis Ian—Veris/Forecast
    - Peter, Paul, and Mary—Warner
    - Engelbert Humperdinck—Parrot

14. **BEST SELLING AMERICAN VOCAL GROUP**
    - Association—Warner Brothers
    - Temptations—Gordy
    - Mamis and Papas—Dunhill
    - Monkees—Collins
    - Diana Ross and the Supremes—Motown

15. **BEST SELLING ENGLISH VOCAL GROUP**
    - Animals—MGM
    - Beatles—Capitol
    - Herman’s Hermits—MGM
    - Hollies—Epic and Imperial
    - Rolling Stones—London

16. **MOST PROMISING VOCAL GROUP**
    - Buckinghams—Columbia
    - Cowsills—MGM
    - Doors—Elektra
    - Fifth Dimension—Soul City
    - Jefferson Airplane—RCA
    - Young Rascals—Atlantic

17. **BEST SELLING INSURGENT MENTALIST AND/OR INSTRUMENTAL GROUP**
    - Roger Van Kirk—Kapp

18. **BEST SELLING ORCHESTRA**
    - Ray Coniff—Columbia
    - Burns—MGM
    - Henry Mancini—RCA
    - Mantovani—London
    - Billy Vaughn—Dot
    - Lawrence Welk—Dot

19. **BEST SELLING COMEDY ARTIST**
    - Pat Cooper—United Artists
    - Bill Cosby—Warner Brothers
    - Red Skelton—Laserdisc
    - Smothers Brothers—Mercury
    - Rusty Warren—Vanguard
    - Aloma of the South Seas—Columbia

20. **BEST SELLING JAZZ ARTIST**
    - Cannonball Adderley—Capitol
    - Ramsey Lewis—Columbia
    - Sergio Mendes—A&M
    - Wes Montgomery—Verve and A&M
    - Jimmy Smith—Verve
    - Cab Calloway—Impulse

21. **BEST SELLING CLASSICAL ARTIST**
    - Leonard Bernstein & New York Philharmonic—Columbia
    - Van Cliburn—Columbia
    - Eugene Ormandy & Philadelphia Orchestra—Columbia

22. **BEST SELLING CHILDREN’S LINE**
    - Ambassador
    - Camden
    - Disneyland
    - Golden
    - Pickwick
    - United Artists

23. **BEST SELLING ECONOMY PRODUCT**
    - (Under $1.00 Retail)
      - Ambassador
      - Camden
      - Pickwick
      - Premier

24. **BEST SELLING ECONOMY PRODUCT**
    - (Over $1.00 Retail)
      - Alshire
      - Camden
      - Harmony
      - Pickwick
      - Sunset
      - Vocation
KS Group Restructured; Names Directors

NEW YORK—A major streamlining move of the Kama Sutra group was announced last week by organization heads Artie Ripp, Hy Mizrahi and Phil Steinberg. The record companies, publishing and film production units were reconstructed into a three-division firm to be governed by a five-man board of directors. The new setup is expected to increase efficiency in overall organization.

Operation of the Kama Sutra and Buddah labels, Kama Sutra Productions and I-S and Tender Tunes publications has been revamped to give supervision to Ripp, Mizrahi and Steinberg, with formal control vested in a newly formed board of directors made up of the heads with executive vice president Art Kass and Arnold Feldman, a CPA from the firm of Feldman and Feldman.

Meeting twice a month, the Board will review all departments, with particular emphasis on important matters of policy and provide a cohesive forward thrust to the group's momentum. The Board has already streamlined the organization and made it more efficient by creating three key areas of responsibility: publishing and production, records and administrative activities.

Hy Mizrahi will have the overall responsibility for Kama Sutra Productions and Kama Sutra Music. The actual day-to-day operations will continue to be supervised by Bob Remo, who as a general professional manager of the Kama Sutra publications has brought such titles as "Green Tambourine." 

Maxi-Campaign Opened For Mini-Desk Dealers

NEW YORK—Philadelphia's Philips Ford Corporation has opened a new promotional phase for the Hip-Pocket sales force, an all-out drive. The new drive will focus on the "wear your record collection" promo offering a special three-minute correspondence building 24-page wafer-thin HP disks.

Earring pieces will be made available at health food stores. The promotion will continue with a self-selling counter display and a window banner for participating dealers according to products planning manager Vincenzo Novak.

"It is the kind of promotion from which fads evolve and it wouldn't and succeed if it happened with HP earrings," said Novak. "The earrings are very good. The new disks and stereo idea that HPs are the most talk-about, wherever you go-of music for the on-the-go youth market."

Novak also announced a first quarter, 1968, advertising campaign promoting the Hip-Pocket Records and the Mini Radio/Phono which Philips Ford introduced last year as a new concept in portable music. Consumer advertising is scheduled in January, February and March.

The 45rpm records carry a manufacturer's suggested list price of 99 cents, and there is a Mini Radio/Phono, which weighs less than two pounds, is listed at $24.95, as well as LP records, including 12-inch albums.

New HP release are now on sale throughout the United States. Each record has a best-selling tune on each side.

PABLO TURNED ON ED SULLIVAN LAST WEEK

The psychedelic lights with the VANILLA FUDGE was by PABLO

PABLO also did light shows for major rock concerts, such as Cream, Doors, Charles Lloyd Quartet; Chekhov's The Seagull; a News Convention; Fashion Shows; and shows at the Village Theatre; and designed the special set and light show for the New Chelsea Checkre Revue.

PABLO, 9 Bleeker St., NYC 924-5678 ask for Peter Williams

Miriam Makeba

(and its writers, Paul Leka and Shelly Piz) into Kama Sutra Music. Artie Ripp is responsible for product control and quality on the Kama Sutra label, which is distributed through MGM. In addition to selecting artists and releases, Ripp coordinates all distribution, promotion, and marketing activity with MGM general manager Lenny Scheer.

Buddah Records is also solely by general manager Neil Bogart. Since his arrival at Kama Sutra less than six months ago, Bogart has released fourteen records of which six have made the charts.

Nerve center for the daily operation is the administrative department, which will review all contracts, expenditures and agreements, and ensure that the Kama Sutra organization functions smoothly and efficiently.

Responsibility for the administrative department rests with Phil Steinberg. Daily operations will be handled by executive vice president Art Kass, who is also a member of the Board of Directors.

The restructuring of Kama Sutra has already resulted in a tremendous saving overhead," said Steinberg, "and it will soon show results in the efficiency of our daily operations. We will be able to coordinate and concentrate our efforts and give Kama Sutra even greater strength to build."

Restructuring steps are next to the counsel of financier Bert Kleiner, head of the West Coast brokerage house of Kleiner-Bell.

'Pata Pato' Theme Of Film From U.S. Information Agency

NEW YORK—Miriam Makeba's recent hit "Pata Pato" is being used as the theme background for a United States Information Agency (USIA) film about a highly successful African boutique in West Africa.

Filmed as a three-minute news story for the weekly tv program "Washington Correspondent," the story will be offered to audiences in the Congo, Gabon, the Ivory Coast and other countries through the USIA's film network.

The songstress' follow-up single "Malayishia" is already scoring with pop and R&B audiences. Both reprise releases feature the rhythms of Miss Makeba's native South Africa; co-authored the songs which are produced by Raj Kumar.

After closing last year with a Dec-31 appearance on the Ed Sullivan Show, Miriam Makeba opened a string of concert appearances to include the University of Houston (Jan. 14), UIA Boone Show (17), Joey Bishop Show (18) and spots at the University of California in Los Angeles (Feb. 5), California Polytechnic in Pomona (26), Berkeley Community Theatre (21) and a Mike Douglas Show (26).

First week in Feb will find her in Caracas, Venezuela for a thirty-five day stay at the Hotel Tamanaca and a local tv show. She then returns to the US for dates at the White Plains Community Center, New York (10), Philadelphia Academy of Music (11), Boston's War Memorial Auditorium (17), Kleinhans Music Hall and Buffalo (18), Detroit's Colosseum (23) and concerts in Columbus, Ohio Music Hall (24) with a Ritter End tv spot (26).

March's schedule includes Mister Kelly's in Chicago (18-19), following appearances at Hunter College (1), Newark's Symphony Hall (3), the Hilton Hotel in Washington, D.C (3), Harper College, Binghamton, N. Y. (8) and the Cleveland Arena (10), April opens with a Coconut Grove engagement.

1. CHAIN OF FOOLS Aretha Fr., Cass. (Atlantic 21452)
2. TELL MAMA Etta James (Corder 5578)
3. I WISH I WOULD RAIN Temptations (Gordy 7068)
4. I HEAR IT THRU THE GRAPE VINE Orla Knight & Pips (Soul 32029)
5. HONEY CHILE Martha Reeves & Vandellas (Gordy 7069)
6. I SECOND THAT EMOTION Temptations (Tamba 34159)
7. MY BABY MUST BE A MAGICIAN Marvelettes (Tamba 34158)
8. BACK UP TRAIN Al Green (Hot Line 15000)
9. IF I COULD BUILD MY WORLD AROUND YOU Marvin Gaye & Tammi Terrell (Tamba 34156)
10. COME SEE ABOUT ME Marvin Gaye (Tamba 34157)
11. WE ARE A WINNER Impressions (ABC 11022)
12. LOVE POWER Soundsnaboba (Cable 141)
13. I'LL BE SWEETER TOMORROW Obys (Bell 499)
14. YOU Marvin Gaye (Tamba 34160)
15. BORN FREE Heshitora (Koppa 878)
16. THERE WAS A TIME James Brown (King 5416)
17. SKINNY LEGS AND ALL Joe Tex (Aero 4053)
18. THE DOCK OF THE BAY Otis Redding (Vah 127)
19. COUNT THE DAYS Jibs & Charly Foss (Dynoma 122)
20. PIECE OF MY HEART Erma Franklin (Stout 221)
21. I'M IN LOVE Wilson Pickard (Atlantic 244)
22. OH HOW IT HURTS Barbara Mason (Atlantic 1327)
23. BABY NOW THAT I'VE FOUND YOU Foundations (Univ. 55058)
24. WOMAN MAGNA Unipan Group (Columbia 44297)
25. A MAN NEEDS A WOMAN James Carr (Owillo 22x)
26. AND GET AWAY Esquires (Bunny 7752)
27. I THANK YOU Sam & Dave (Stout 242)
28. BOO-GA-LOO DOWN BROADWAY Fantastick Johnny C (Phil L.A. of Soul 200)
29. SPOOKY Classics IV (Imperial 60529)
30. DO UNTO ME James & Bobby Purify (Bell 700)
31. DO WHAT YOU GONNA DO Al Wilson (Soul City 761)
32. VALLEY OF THE DOLLS Diana Warwick (Capitol 12503)
33. HAVE A LITTLE MERCY Gene Wells (Cable 143)
34. A WORKING MAN'S PRAYER Arthur Prysock (Verve 10108)
35. PICK UP THE PIECES Carlo Thomas (Stout 339)
36. FUNK WAY Calvin Arnold (Venture 605)
37. STOP Howard Tate (Verve 10107)
38. BURNING SPEAR Soulful Strings (Corder 5576)
39. I WAS MADE TO LOVE HER King Curtis (Aero 6547)
40. I NEED A WOMAN OF MY OWN Tommy Hunt (Dynoma 13)
41. THERE IS Dells (Corder 5574)
42. NO BAD SONGS Jon Simon (Second Stage 7-2602)
43. A MILLION TO ONE Five Seahorses (Buddah 26)
44. MISS YOU SO Ted Taylor (Rim 15)
45. IN THE MIDNIGHT HOUR Mike & The Meters (Review 11004)
46. YOU DON'T HAVE TO SAY YOU LOVE ME Samia (Sport 110)
47. STORYBOOK CHILDREN Billy Vera & Judy Clay (Atlantic 2445)
48. LICKIN' STICK George Parrenore & Natural (Stout 224)
49. TREPASSING Ohio Players (Compass 7015)
50. TWO LITTLE KIDS Peaches & Herb (Date 1958)

Cash Box—January 27, 1569
MGM Moves 51 LP's For Feb.

NEW YORK—The RCA Victor album release package for Feb. is set to contain a total of 51 new LPs and 7 LP's that have been electronically enhanced for stereo. The full list will be distributed to retailers Nov. 30.

The largest number of albums is in the classical field, off in as much as the MGM community of labels reported a deficit in excess of $3 million. That figure is given to represent distributor costs for the minimum of singles and catalog product.

A full distributor turnout was on hand for the ceremony, and representatives of the new albums of the MGM, Verve, Allegro, Casablanca and other labels associated with these groups.

Casablanca—Casablanca, and others.

Janet's Remarks

In an introduction to the turnarounds and the sales predictions of the MGM prexy, Mort Nasatir, said: “Both the turnover and the sales mark are indications that the world has come to view the companies as places where quality recording is likely to be found. The growth of the companies is plagued by fear and doubt, as the company has a solid formula for making money, but seems to be handling the moom problem. We have decided to introduce these new labels into the next few weeks and have already shown our distributors that we are going to release that is on any of our labels.

All of these factors show up in the acts that we are taking at this meeting. All of these factors for the official intention to continue to lead.”

Columbia's January Sales

The album has now reportedly exceeded the 1965 record, making it an unprecedented release. Many radio stations across the country have been playing the album in its entirety. Fever coverage of “John Wesley Harding” has been extensive. The album was also featured in three of the New York Times and in Time magazine this week, a first for any Columbia album. Articles concerning Dylan and his album were appearing in both Life and Newsweek.

Another album which is receiving a great deal of attention is the Moby Dick LP, which is being given a lot of play and in sales, the label adds, it has been rated as the top LP in thespacer and folk music stars.

The quick success of his LP has prompt the release of a single disk containing two album selections, “Blowin’” and “Time Passin’.”

Sirey Dies At 47;

Introduction Stereo LP

NEW YORK — Sidney Sirey, former president of Audio Fidelity Records, who began stereo recording, has died after a short illness. He lived in the Riverside section of the Bronx.

Manufacturing “sound and situation” high-fidelity records, Sirey began stereo recording in 1958. He was called the “father” of stereo, writing the capabilities of bi-f and expanding the need for stereo equipment.

Before the advent of stereo recording, there were limited series of varied sounds including storms, bowling, subway rush-hour noises and walking along popular under his Audio Fidelity label. The stereo disc was the highlight of early stereo recording.

Nasatir's Thanks

Mort Nasatir was pleased with many of the distributor comments and expressed his thanks to the three facets for their attention. He added that he will see that factory royalties are paid to all future MGM Record Conventions.

Stereo age began.

Frey is survived by his widow, the former Patricia Williams; daughters Andrea and Melanie; a brother, Lawrence; and a sister, Mrs. Max Hurowitz.

Childs To A&M Post

HOLLYWOOD — Harold Childs has been appointed album field conditioner for A&M Records, according to an announcement made by the general manager of the label, Clolors.

Sirey was a native of New York City. He was a graduate of the University of California and had acquired some business with A&M Record Distribu- tors in Philadelphia in 1961.

Four gospel groups unveiled are: "Presenting George Hines and the Gospel Winds," "In Time" with the Garden State Choir, "Didn't It Rain" from the Mighty Clouds of Harmony, and the Rhinegold Sisters' "Gospel Blues."

Atco Records is debuting these new albums: "The Rose Garden" featuring the group's "Next Plane to London," "Relax With Bent Fabric," "Heavy" with a new group called the Iron Butterfly," "Horizontal" by the Bee Gees, "Gri-Gri" from Dr. John, the Night Tripper, "The Last Words," Willie Rosario's "Boogaloow and Guaguanco," and "The Beat Goes On" by the Vanilla Fudge. On the newly formed Vortex label, two jazz LP's are: Steve Gaddus' "Today Never Knows" and Joe Zawinul's "The Rise & Fall of the Third Stream."

Stax Records introduced "Brazil's Super Hits" for the January product.

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**"ADULTS ONLY" REDDOX OTL 840**

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THAT LATEST AND GREATEST!

Order today for early delivery and extra profits!

OTHER DOOTO BEST SELLERS!

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5+1 "STOCK-UP" DEAL!

Ends Feb. 15

DOOTO HITS AVAILABLE ON 4 AND 8 TRACK STEREO TAPE CARTRIDGES

Atlantic Convention

(Continued from Page 8)

Six New Singles

Atlantic Records and its associated labels are releasing six new singles. They include Joe Tex's "Men Are Getting Searce," following his million-selling "Skinny Legs & All;" Steve Alaimo's "My Friend," Booker T & the MG's "The Beat Goes On" from their LP, "Doin' Our Thing," the late Otis Redding's "Dock of the Bay," the Vanilla Fudge's "Where Is My Mind" (not in their new LP) and "Just Across the Line" by Billy Vera & Judy Clay, a chart team with "Storybook Children."

ATCO: Up In Smoke

ATCO literally went up in smoke at the sales meeting of Atlantic Records. Happily, it wasn't the Atlantic-associated label, but a new brand of cigarettes uncovered at the convention. The name is an abbreviated form of the American Tobacco Company.

Walsh To Kapp

(Cent. from Page 7) Walsh has been a staff producer at Columbia for the past eleven months. His most recent production for the label is "Walk In The Sky," a just-released single by a new rock group called the Crackerjack Society.

THERE PRODUCT TOOK FLIGHT: Reflecting the success of receiving more than $4 million in dollar orders on new LP product are these cheerful gentlemen associated with Atlantic Records, which met last week (14-17) in Nassau in the Bahamas (see separate story on page 8). Top photo shows (left to right): Jerry Wexler, Atlantic's exec vp; Len Sachs, director of album sales & merchandising; Tom Dowd, vp and chief engineer; Neshui Ertegun, vp; Henry Allen, vp of promotion; Bob Kornheiser, sales manager, director of singles product; and Ahmet Ertegun, president of Atlantic; second photo: Ahmet Ertegun, Joe Tex, unidentified party, Neshui Ertegun, Jerry Wexler and Frank Fenter of Polydor Records of England, Atlantic's rep there; bottom photo: Flip Wilson, Atlantic's comic who performed at a banquet on Tuesday night (16), Ahmet Ertegun and Joe Tex.

Other Atlantic execs who attended the convention included George Furness, Juggy Gayles, Tim Lane, Herb Koler, Gunther Huwer, Joel Dorn and fieldman Ralph Cox, Joe Golkin, Dick Kline, Leon Little. In addition to Frank Fenter, foreign representation included Borje Erberg of Metronome in Sweden and Lee Farley, George Struth and Liam Mullen of Quality Records in Canada. Also, Kenneth Kainzawa of Microphone of Hawaii.

From the retail field, there was Dave Rothfeld and Larry Finn of E. & Korvette and Waxey Maxie from Quality Stores in Washington, D.C., a long-time friend of the Atlantic people.\n
Cash Box—January 27, 1966
NEW YORK—The entire force of home office sales and promotional executives took to the road joining the field staff of district managers and promotional merchandisers for a tryout on the 40 weekly released albums. In its second year, the Lantern campaign for new product unveiled at the national sales meeting of the week before, a promotional merchandiser from London headed west to open a push to bring them eastward across the nation. National sales manager Air Goldfarb flew to Seattle last weekend to begin the extended tour; and others who went out to the country will include national classic promotional chief Flood Chapman, Frank, managing aager of special marketing, and national LP promotion manager Leslie Mesiel.

District managers also swung into action, with one open book of plans to push in their individual areas were San Trofe (east), Mel Kahn (midwest), Cy House (south) and Bert Anonymous, east. Regional promotional personnel aiding the drive were: Bob Carmines, Sam Cerami in the southwest, Dave Markowich in the north, and the publisher covering the southern markets, Al Mindich of the Detroit-Cleveland area, Jerry in the Bay Area, Al Terry of Hi Records who left Memphis headed west for the launch of the new product on the London distributed label.

London Records' New York Branch last announced several appointments in a move to strengthen its entire operation, which handles Kapp and Vanguard Records. On the London side, Terry of Hi Records who left Memphis headed west for the launch of the new product on the London distributed label.

Singleton's First Three Albums

NEW YORK—Shebly Singleton has unwrapped the first album release from his own label. The LP's mark the start of what is to be a policy of issuing limited edition of album product to include special presentation material by emerging artists.

Held in the launch is the album of the same name, "The Basic Principles of ESP" by an internationally acclaimed mentalist. The LP is produced and mastered in conjunction with a highly successful adult game show starring the Milton Bradley toy company. A commercial marketing campaign in behalf of the game and album in conjunction with the film, "Bouncing Beauty," titled "Don't Pick Up That Game," to be released January 6, has added a cover to the first run.

Second of the releases is Mickey Murray's "Shoot 'Em All" and Other Short Fuses, which is now being marketed in the single which scored on both radio and pop best seller lists. Murray is performing his own version of the film, his current personal engagement tour. A show titled "Country Corner" is the third set unveiled, this one starring Smokey and Dany was taped live at the London Palladium and also includes some of Murray's best-known hits. The single of "Country Corner" is the third set unveiled, this one starring Smokey and Dany was taped live at the London Palladium and also includes some of Murray's best-known hits.

Skye Records Active On Varied Fronts

NEW YORK—Skye Records moved to announce that it had signed the remaining members of the discy active on varied fronts. The act has been signed by Gabor Szabo, Gary McFarland, and Jack Tjader, as well as Louie Bellson, to record his first album, then planned back for the Los Angeles El Matador in San Francisco. Sales in the West Coast have left for a two-week promotional/plan- ning trip to celebrate with labels.
Lawyer’s Research Uncovers New Sound

NEW YORK — A dream which began ten years ago in the Library of Congress in Washington, D.C., may finally be coming to fruition. It all started when copyright lawyer Max Lerner was doing research in the Library in conjunction with an anti-trust suit against a performing rights society. He made a complete study of gospel music, and became intrigued by the fusion of Negro gospel music and Latin music which occurred when some American Negroes emigrated to Latin American countries after the Civil War.

Herman Diaz, manager of special products for RCA Victor Records, became interested in this “new” sound, and Hugh Porter and the Preachers, who were practitioners of the sound, were signed by the label. Lerner is Porter’s manager.

Hugh Porter and the Preachers have already enjoyed considerable success on a private tour they made two years ago. They visited Copenhagen, England, Paris, and Germany where they were very well received. Lerner and the U.S. State Department are currently discussing the possibility of an international tour for the group.

Porter, who is music director of the New Canaan Baptist Church in Harlem, will give a concert at the church in late February. Invitations from colleges have been received, and Porter will appear at New York University and Columbia University after his next recording session, which will be held in the next few weeks. Porter, whose first RCA Victor single, “No God Is Not Dead” b/w “The Whole World In His Hands,” was released last week, is scheduled to perform at Town Hall sometime in April. Lerner will sponsor the concert.

Lerner is now negotiating with the Soviet government to bring the Soviet Army Ensemble to the U.S. in exchange for Porter.

Low Budget Holds Up ’Red Susenders’

NEW YORK — The unusually low budget of $250,000 is planned for the original musical show, “Red Susenders,” which is coming to Broadway next season, according to an announcement by W. E. Baldwin, president of Talam N Productions, and Edmund Glover, his production associate. This figure is approximately half the production budget of most musicals headed for Broadway these days.

“Five years ago that a top quality production cannot reach Broadway with a budget which is modest by today’s standards,” the producers explained, “as long as expenses are intelligently controlled. We have carefully studied the current situation and intend to bring ‘Red Susenders’ into New York for this amount.”

“Red Susenders” has an original book by Baldwin with eighteen songs and musical numbers by Sally Emory. The cast of 35 has six major roles, White, and Dave Goldstein; Bob Collins, Sid Love, and Norman Hausfater; Mr. & Mrs. Norman Hausfater with Cash Box vice-president Marty Ostrow. (third row) Marty Ostrow with Mr. & Mrs. Jack Maher; Bob Collins, Frank Mancini, and Tom White; Art Denish; the Cowsills shown performing with MGM’s giant Music Module in the background. (bottom row) Al Abrams with Mort Nasatir; Mr. & Mrs. Tom White with Mr. & Mrs. Jim Frey; Lenny Stogel, Frank Mancini, and Mr. & Mrs. Harry Carter shown above Mr. & Mrs. Bill Burton, Lenny Scheuer, Mr. & Mrs. Stan Solomon; and proxy Mort Nasatir addressing the convene.

Chechik Invited To Judge Music Contest

NEW YORK — Hamilton College’s national Contemporary Music Competition, to be held Feb. 3 in Clinton, N.Y., has invited Michael Chechik, A&R man for Vanguard Records, to be among the judges. 52 contestants from over 24 colleges will participate in the coast to coast competition.

and the male lead is described as a “Ray Bolger type.” The producers feel that while it is an “integrated musical,” there are at least four songs with strong commercial potential.

Baldwin is owner of a professional sound recording studio near Cherry Hill, New Jersey, and has his own record company and publishing firm. Glover has been production manager for the Hollywood Bowl and the Greek Theatre in Los Angeles, and has worked in a similar capacity with Oscar Hammerstein II and the famed Sadler Wells Theatre.

Cosh Box—January 27, 1968
**CashBox Country Music Report**

**Nashville NARAS Begins Planning**

**NASHVILLE**—In a meeting held recently in Music City, the board of the Nashville chapter of the National Association of Recording Artists and Scientists laid the groundwork for the upcoming Grammy Awards Banquet, scheduled for Feb. 29 as the local National Guard Armory.

Immediately prior to the planning session, the board announced the appointment of Charlie Lamb as executive director for the Nashville NARAS chapter, succeeding Tandy Rice, who formerly held the position. In this annual Lamb, president of the Nashville-based Charlie Lamb Corporation, will handle A&R and correspondence functions for the Music City branch of the organization.

The first phase of the banquets presentations—to be held simultaneously in New York, Hollywood and Nashville—has already begun, and a wide range of top-name talent is currently being considered for the entertainment segment of the banquets. However, none of the acts have been named.

It was also announced at the meeting that correspondence intense over the Nashville chapter at NARAS address to: NARAS, Box 306, Nashville, Tenn. 37202.

**Buttram To Emerge C/W Academy Awards**

**LOS ANGELES**—Comedian Pat Buttram has been named to emerge the Country Western Awards Show, slated for Mar. 4 at the Century-Plaza Hotel in Los Angeles.

Academy Board Chairman Bill Thompson, program director of KGBS Radio, also announced the names of four presenters for the show, Linda Cristal of TV's "High Chaparral," Richard Long and Peter Breck of "Big Valley" and Glenn Corbett.

**Wilbee To Go All-C&W**

**WILKES-BARRE**—The Wilbee Records label, based out of Wilkes-Barre, Pa., has announced that the firm will go 100% country in 1968, specializing in album product. The first release under the new plan is expected in early spring.

Deejays wishing to be put on the Wilbee mailing list should write to Wilbee Records Co., 100 Wood St., Wilkes-Barre.

**Happy' Wilson Named Tree Director**

Wilson will keep up a close liaison with all Tree enterprises and will also include among his duties the coordination of the activities of the firm's salesmen with the needs of the record producers both in Nashville and at Tree's offices in New York.

Formerly a vice president with Central Songs, heading up that firm's Nashville office for more than six years, Wilson also has a background which includes performing — with stints in both radio and TV, songwriting ("Sleeping At The Foot Of The Bed," among others) and independent record production.

**Country On Stage**

**JERRY NAYLOR JEAN SHEARD**

**NEW YORK**—Once again it was a juxtaposition of the old and the new, a plugging of the traditional and country sound and the modern, or capturing the flavor at New York's Nashville Room.

In one corner, representing the modern Nashville sound was the now familiar to such performers as Johnny Tillotson (with a touch of Bobby Darin's sound in it). Oddly enough, while we in the East will not necessarily associate such a performance with country music, it seems to be the accepted treatment among many of our West Coast acts. From where we sit—indeed, we must admit that we find the West Coast artists of this nature quite refreshing. It's evident that a lot of time and effort has been put into not just the singing of a song, but also into the presentation of the artist as an entertainer. And what Jerry Naylor lacks in hit records, he makes up in gusto, effort and stage appeal.

Perhaps one of the hardest working 'live' performers we've seen date to at the Nashville Room, Naylor has worked the club with a music that could certainly make him a top name among 'live' acts. All he needs is really only imagination would be a couple of hit records.

Following Jerry, and headlining the bill, was Jean Shepard, one of the real veterans of the traditional country music scene. Jean and her band are an excellent sampling of the type of artists that have won such admiring fans, including one of the country banner. Material comprised mostly of her own hit records made up her portion of the show, with such well-known items as "Dear John," "Happy Hangovers To You" and "Your Forevers (Don't Last Very Long)" among her standout items.

One of the most promising points concerning the evening was the fact that the Annual Academy of Country Artists and the fans are back on the scene in healthy numbers.

**LIZ ANDERSON TEX WILLIAMS**

**NEW YORK**—From the distaff side of the profession, the Wilsons (Liz and Casey (no relations to that other songwriting Anderson guy), Madison, Texas) at the Nashville Room last week with a warm, down-home presence. At the same time, they brought along with them, an excellent country material, a good part of which was self-composed.

Joining the evening out with such Liz Anderson-penned material as "Tiny Tears" and "Mama Spanish" also took on such other hit material, such as "Ode To Billie Joe," from the recent movie, " grammar." And keeping the trend, "Put It Off Until Tomorrow" and her recent hit, "Thanks A Lot For Trying Anyway," kept the evening alive. Liz' opening at the club was greeted with a lot of RCA Victor personnel, including the label's recent entry to the Country Hall of Fame, Steve Sholes, and was highlighted by the usual party thrown by RCA to wel-

**CashBox Top Country Albums**

1. **TURN THE WORLD AROUND**
   Eddy Arnold (RCA Victor LPM / LSP 3619)

2. **BRANDED MAN**
   Hank Williams (Capitol / ST 7397)

3. **YOU MEAN THE WORLD TO ME**
   David Houston (Epic LC 24384/R 26338)

4. **BY THE TIME I GET TO PHOENIX**
   Glen Campbell (Capitol / ST 2851)

5. **ALL THE TIME**
   Jack Green (Decca DL 4946/DL 4945)

6. **QUEEN OF HONKY TONK STREET**
   Kitty Wells (Decca DL 4927/DL 74927)

7. **GENTLE ON MY MIND**
   Glen Campbell (Capitol / M712809)

8. **LAURA (What's He Got)**
   Leon Ashley (RCA Victor / LPM 3909)

9. **WHAT LOCKS THE DOOR**
   Jack Greene (Decca DL 74927/ST 7397)

10. **BEST OF EDDY ARNOLD**
    RCA Victor LPM / LSP 3658

11. **THE COUNTRY WAY**
    Charley Pride (RCA Victor / LPM 3925)

12. **WHAT DOES IT TAKE**
    Skeeter Davis (RCA Victor / LPM 3927)

13. **THE BACKARDOOS STRIKE AGAIN**
    (Capitol / ST 7528)

14. **SINGIN' WITH FEELING**
    Loretta Lynn (Decca DL 4930/DL 74920)

15. **RAY PRICE'S GREATEST HITS**
    Vol. 2
    (Columbia CL 2670/C5 9070)

16. **BILL ANDERSON'S GREATEST HITS**
    (Decca DL 7490/74909)

17. **ODE TO BILLIE JOE**
    (Decca DL 74901/DL 74911)

18. **THIS IS JAN HOWARD**
    (Capitol / DL 74901)

19. **GEMS BY JIM**
    (Decca DL 74902/DL 74912)

20. **I'LL HELP YOU FORGET HER**
    (Capitol / DL 74903/DL 74913)

21. **LOVE OF THE COMMON PEOPLE**
    (Columbia DL 74904)

22. **BETTY SMITH CADET**
    (RCA Victor LPM / LSP 3648)

23. **HELLO, I'M DOLLY**
    (RCA Victor LPM / LSP 3650)

24. **THE ONE & ONLY**
    (Columbia DL 74905)

25. **OUR WAY OF LIFE**
    (Columbia DL 74906)

26. **SING ME BACK HOME**
    (Columbia DL 74907)

27. **IT TAKES PEOPLE LIKE YOU**
    (Columbia DL 74908)

28. **WORLD OF LOVE**
    (Columbia DL 74909)

29. **LOVE'S GONNA HAPPEN**
    (Columbia DL 74910)

30. **YOU'VE BEEN SO GOOD TO ME**
    (Columbia CL 2670/C5 9070)

**Tommy Floyd Joins Sure-Fire Robbery**

**NASHVILLE**—Sure-Fire Music (BMI), based here in Nashville, has hired Tommy Floyd to review new materials submitted to the pub and, as a secondary assignment, to be a front-line contact man with A&R men and recording artists.

For the past several years, Floyd has lived in Nashville and played bass for several Opry artists, and since 1964, he has been associated with Tex Ritter, the music of whom Floyd was the Nashville representative for Ritter's and Johnny Bond's California-based country-music music publishing, Victor Publications (BMI). Floyd has also signed an exclusive songwriting contract with Sure-Fire.
SING ME BACK HOME
(Blue Rock—BMI)
Harri Haggard (Capitol 2017)

5  SKIP A ROPE
(Trent Loretta—ASCAP)
Heron Caroll (Monument 1041)

3  HERE COMES HEAVEN
(Hill & Range—BMI)
Eddy Arnold (RCA Victor 5968)

3  FOR LOVING YOU
(Packard-DuRant—BMI)
Bill Anderson & Jon Howard (Decca 32197)

4  BY THE TIME I GET TO PHOENIX
(Blue Rock—BMI)
Glen Campbell (Capitol 2015)

8  PROMISES, PROMISES
(Trept-Mills—BMI)
Lynd Anderson (Chart 2010)

7  COUNTRY HALL OF FAME
(Teldor-Bower—ASCAP)
Hank Locklin (RCA Victor 9232)

2  LOVES GONNA HAPPEN TO ME
(Freeway—BMI)
Wynonna Judd (Capitol 2012)

6  IT TAKES PEOPLE LIKE YOU
(Blue Rock—BMI)
Buck Owens (Capitol 2001)

10  WHAT LOCKS THE DOOR
(Adams—BMI)
Jock Greene (Decca 32190)

12  I TOOK A HEARD A HEART BREAK LAST NIGHT
(Will & Range—BMI)
Erik Revins (RCA Victor 9243)

15  BLUE LONEY WINTER
(Newky-Davis—BMI)
Jimmy Newman (Decca 32202)

14  I'D GIVE THE WORLD
(Page Bay—SEAG)
Warren Black (Decca 32211)

19  THE LAST THING ON MY MIND
(Dempsey-Dempsey—ASCAP)
Porter Wagoner & Dolly Parton
(RCA Victor 3949)

11  BURNING A HOLE IN MY MIND
(Stump-Young—ASCAP)
Conni Smith (RCA Victor 9355)

18  ANNA IN MAKING YOU HOME
(Sullivan—BMI)
Leon Ashley (Ashley 2025)

20  ROSANNA'S GOING WILD
(Shuler—BMI)
Johnny Cash (Columbia 4373)

18  JUST FOR YOU
(Twist—BMI)
Peri Rusco (Capitol 2048)

25  REPEAT AFTER ME
(Twist—BMI)
Jack Reno (Joo 9009)

21  HEAVEN HELP THE WORKING GIRL
(Wilderness—BMI)
Norman Jene (RCA Victor 9362)

23  TUPELO MISSISSIPPI FLUSH
(Steeple—BMI)
Jerry Reed (RCA Victor 9323)

22  ANYTHING LEAVING TOWN TODAY
(Number—BMI)
Dave Dudley (Mercury 70742)

13  IF MY HEART HAD WINDOWS
(Glad/Blue Crest—Bill)
Spike Jones (Musicor 1567)

26  WOMAN HUNGRY
(Southwhin—BMI)
Porter Wagoner (RCA Victor 9379)

30  TAKE ME TO YOUR WORLD
(Ald Brake—BMI)
Tammy Wynette (Epitom 10269)

16  I'LL LOVE YOU MORE
(Pamper—BMI)
Janis Joplin (Mantraum 1029)

35  MY GOAL FOR TODAY
(Pamper—BMI)
Kenney Price (Decca 32115)

38  TAKE ME AS I AM
(Ot. Let Me Go)
Emmerson—ASCAP
Ray Price (Columbia 44374)

27  I'M A SWINGER
(Sands—BMI)
Jimmy Dean (RCA Victor 9350)

34  DON'T MONKEY WITH AN-
OTHER MONKEY'S MONKEY
(Sands—BMI)
Johnny Paycheck (Little Darlin’ 0035)

28  WEAKNESS IN A MAN
(Blue Rock—BMI)
Roy Drusky (Mercury 72742)

36  SON OF HICKORY
(Blue Crest—BMI)
Hollers Trampe

36  LITTLE WORLD GIRL
(Whitney Side—BMI)
George Hamilton IV (RCA Victor 9385)

31  FANTASTIC WORLD OF
(United—BMI)
Foran Young (Mercury 72728)

29  EVERYBODY OUGHT TO
SING A SONG
(Blue Crest—BMI)
Dallas Freight (Capitol 2011)

40  THE DAY YOU STOPPED
LOVING ME
(Blue Rock—BMI)
Bobby Helms (Little Darlin’ 0034)

40  TELL MAUDE I SLAPPED
(Blue Rock—BMI)
Red Sovine (Starr 923)

42  CHILDHOOD PLACES
(Blue Rock—BMI)
Dottie West (RCA Victor 9327)

46  IT'S OVER
(Blue Rock—BMI)
David Houston & Tammy Wynette
(EPIC 10374)

45  THIS ONE'S ON YOUR HOUSE
(Perry Hills—BMI)
Janet Welles (Liberty 50001)

45  LOVES DEAD END
(Adams—BMI)
Johnnie Dotson (Decca 32211)

43  DARK END OF THE STREET
(Reese—BMI)
Al Green & Larry Ann Mane (RCA Victor 9401)

43  BEFORE THE NEXT
TEARDROPS FALLS
(Capitol—BMI)
Cleo Dean (Capitol 5996)

47  BURIED SIDE OF THE WORLD
(Freeway—BMI)
Hugh E. Lewis (Kapp 88)

49  ALL RIGHT I'LL SIGN
THE PAPERS
(Capitol—BMI)
Mel Tillis (Kapp 88)

33  GIRL DON'T HAVE TO
DRINK TO HAVE FUN
(Blue Rock—BMI)
Bonnie Owens (Capitol 2021)

43  THE ONLY WAY OUT IS
TO WALK OVER ME
(Chappell—BMI)
Phil Bivens (Capitol 3007)

50  YOUR LILY WHITE HANDS
(Blue Echo—BMI)
John Caver (Imperial 6248)

52  TOGETHERNESS
(Blue Rock—BMI)
Freddie Hart (Kapp 879)

50  A WORLD OF OUR OWN
(Chappell—ASCAP)
Sandy James (Capitol 3007)

51  I CAN'T MAKE IT
UP WITH MY WALTZ
Nett Shutley (Paula 387)

50  STOP THE SUN
(Paragon—BMI)
Hank Snow (Paragon 17057)

53  THANKS A LOT FOR
TRYING ANYWAY
(Lt Anderson (RCA Victor 9379)

50  CARL FERRY
(Columbia—BMI)
Carl Smith (Columbia 44396)

50  SET HIM FREE
Scooter Davis (RCA Victor 9371)

51  THE DAY THE WORLD
STOPPED TURNING
Chorley Pride (RCA Victor 9403)

50  WALK ON OUT OF MY
MIND
Waylan Jennings (RCA Victor 941)

50  EVERYBODY'S GOT TO BE
SOMEBODY
Johnny Deller (Dot 1585)

50  LOUISVILLE
LeFay Van Dyke (Warner Bros. 7155)

50  WHITTIE
Weeb Pierce (Decca 32246)

THE EVERLOVIN’ WORLD OF EDDY ARNOLD
—RCA Victor LFM/LSP 8981

The latest in the RCA Hall of Fame series, this
Eddy Arnold set features the Tennessee Plowboy
dishing out a generous sampling of the warm sty-
lings that have made him one of the biggest of the
country superstars. The charter highlights the
package with his current biggie, “Here Comes
Heaven,” and also includes a healthy selection of
popular material for his voluminous following in that
area. Lush orch backing spices the set, which
includes such tracks as “In The Misty Moonlight,”
“Sunny” and “Secret Love.”

DAVID HOUeSTON'S GREATEST HITS — Epic
LN 21342/BN 26342

An artist who can boast of some king-sized hits—
with an exceptionally hot streak in the past year or so—David
Houston has collected many of his biggest sessions in one wallowing
album that’s sure to create a sales rush. With tracks like “Almost
Persuaded,” “With One Exception” and “You Mean The World To Me” spla-
tered throughout the grooves, storekeepers will find it difficult to keep in stock.

FROM SEA TO SHINING SEA — Johnny Cash
Columbia CL 26417/CS 9417

Always popular with a wide variety of fans, ranging from country to folk to pop, Johnny Cash is a
sounds-on-favorite to move a good stockpile of
this latest LP from dealers' shelves. The set dif-
eres from his usual product in that he has an-
ranged and written all of the tunes herein, with
each groove a distinct, yet integral, part of the
whole. The over-all punch in the form of a pair of her hit singles, the smash
“I Don’t Wanna Play House” and her cur-
rent winner, “Take Me To Your World.” Expect
heavy orders on this one.

TAK3 M3 TO YOUR WORLD/I DON'T WANN3
PL3 H0USE — Tammy Wynette — Epic
LN 21353/B3N 26353

Undoubtedly one of the most exciting figures to
hit the land of country music in a long time, Tammy Wynette is represented by her second
Epic LP, a set which should even out her chart-
climbing first. This one is loaded with a one-two
punch in the form of a pair of her hit singles, the smash
“I Don’t Wanna Play House” and her cur-
rent winner, “Take Me To Your World.”

LET ME TALK TO YOU — Mel Tillis — Kapp
KL 1549/KS 3543

One of the most respected of Music City tune-
smiths, Mel Tillis shows his appreciation for the
penmanship of some of his contemporaries as he
dedicates the major part of this LP to the crea-
tions of other writers. The popular songwriter mixes it up real well in the set, giving a sample of
the blues (“I Was Missing You”), the social message (“I
Washed My Face In The Morning Dew”), and the lively romper (“Okeechobee Ocean”), as well as his
current hit single, “All Right (I’ll Sign The Papers).”

TOGETHERNESS — Freddie Hart — Kapp
KL 1546/ks 3548

As his single of “Togetherness” begins its climb up the charts, Freddie Hart is quick to cash in on
that sales momentum with an LP by the same
name. Hart fans and heart fans are sure to appre-
ciate the energy of his voice here, as he lends his
feelingly stylings to a dozen hand-picked ballads,
including “Blue,” “No One’s Gonna Hurt You
Anymore” and a knockout job on the rock oldie
“Only You.”
KEEP YOUR COUNTRY GREENE
WITH
A BRAND NEW
DECCA SINGLE
BY
JACK GREENE

"YOU ARE MY TREASURE"

\(^{c/w}\)

"IF GOD CAN FORGIVE YOU, SO CAN I"

DECCA Records is a Division of MCA, Inc.

10th Floor—January 27, 1968
**CashBox Country Roundup**

In mid-summer, the town of Newport, R.I., will play host to the annual antique show at the Newport Jazz Festival. Also in mid-summer, that same town will host the final point of the Newport Folk Festival. And, if things go well, the summer’s end will see the second edition of the Monterey Pop Festival in California.

Between now and then, various towns in Europe will make the trade headlines with the Eurovision Song Festival, the San Remo Festival, Grand Gala du Disque, etc., etc.

But nowhere will anyone be able to pick up a newspaper or trade magazine and read about the Country Song Festival. The reason for this is simply because there ain’t no such animal. True, the Country Music business boasts of an annual convention which is the biggest and the most exciting in the music business, and true also the convention is highlighted by performances and shows featuring the best talent that the Country Music industry has to offer, but it is still a convention, filled with the business meetings and the hoopla for which conventions are famous.

Perhaps the time has come for some enterprising person or persons to think seriously about a Country Music Festival, and its rival, and its relative worth to the business. It may be that such an idea would prove gainful or of any worth to the country music industry, and it may even have a negative effect on the existing big countryual annual conventions—but it certainly merits some positive thought.

What better way to showcase country music than an annual gathering of this sort—designed especially for the fan, with little or no business or agenda to interrupt the flow of talent.

A good many artists have made personal appearances behind grey prison walls, but few can sit around the campfire and recount adventures such as the one recently experienced by Bud Buttram in this hallowed locale. See the crew, while giving their annual Christmas benefit at the Tennessee State Penitentiary, was in its final number when a guard was stabbed. Two inmates fled from the theater to ward their cells where they were met by more guards. A scuffle ensued, resulting in the deaths of two more guards being stabbed and a third being forced at knifepoint into the cell block where he was held as a hostage while the prisoners demanded to see the warden. During the fracas, the staunch troopers and several of their wives were detained on stage until they could be evacuated to the safety of a rear trap gate. We’ve heard of country acts causing excitement, but really, Clyde?

* * * *

George Morgan, Grandpa Jones and Red Foley teamed up for a series of two-hour shows at the convention rooms of the Mint Hotel in Las Vegas, with two shows a day on Jan. 5 & 6. The shows kicked off a series of country packages to be booked into the Mint, which will see another country show every two months. Jim Ed Brown recently appeared in his home town of Little Rock for the first time in six years, with spots on both KKLX and on Channel 11’s “Eye On Arkansas” thrown in. Brown, by the way, has been named an “honorary citizen” of Fayetteville, La., by Mayor J. Rayburn. As a result of his latest hit effort, “Cajun Striper.”

In pop the music scene, Ed Brown swears New York City to do another appearance on the “Joe Franklin” TV show. (Jan. 15). Before that, Kenny also did a gig at Henry’s in Brooklyn, bringing off his New Year’s Eve concert in Rochester and in Albany. Bobby Buttram has been booked to return to the Circle Talent of Nashville, to go into effect as of Apr. 1. Buttram has also been named as the Little Charlie Johnson, to a two-year recording pact with Wyeside Records, with his first LP due in March. George Jones has been set for the third straight year to headline the big dance at the Ft. Worth Stock Show. The show will run from Jan. 26 to Feb. 4. Rex Allen has been signed to star in the Shrine Club Rodeo in Ardmore, Calif., marking his second appearance there in three years. With Rex and the grear for the gig, which runs from Apr. 3-5, will be his trio, the Men of the West. Charlie Pride has just knocked off an appearance at Panther Hall in Ft. Worth, opening for a show of the great Brooks and of the club. Almost 1800 people were on hand for the show, promoted by Billy Deaton thru Jack Johnson.

Merle Haggard has been set to co-host the Mid-South TV show this season, with an appearance to be taped on Jan. 25 and shown on Feb. 8. Producer Paul Tannen leaves for Nashville this week (25) for seven sessions with Johnny Tillotson and for meetings with MGM songster Ray Griff concerning new material and future sessions.

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**CashBox Country Reviews**

**Picks of the Week**

HANK SNOW (RCA Victor 9433)  
Who Will Answer (Alyehala No. 1) (3:38) [Sunbury ASCAP-Davis, Aute]

As Ed Ames’ version of “Who Will Answer” continues its powerful climb up the country charts, Hank Snow has cleverly adapted the tune to the country market and can expect a reaction similar to that stirred up by Ames. A different type of material for a country artist, this one could explode with the right radio play and pop support.

Flip: “I Wanted To Know (How The Wind Was Blowing)” (2:45) [4 Star BMi-Walker]

JIM ED BROWN (RCA Victor 9434)  
The Cajun Striper (1:58) [Aucuff-Rose BMi-Kershaw, Kershaw]

Brown kicks the most recent release off the top of the charts. He has cleverly adapted the tune to the country market and can expect a reaction similar to that stirred up by Ames. A different type of material for a country artist, this one could explode with the right radio play and pop support.

Flip: “I Wanted To Know (How The Wind Was Blowing)” (2:45) [4 Star BMi-Walker]

TEX WILLIAMS (Boone 1069)  
Smoke, Smoke, Smoke—68 (2:26) [Hill & Range BMi-Williams, Williams]

The song is a knock-out. Tex Williams smash of “Smoke, Smoke That Cigarette” gets a facelift and a new packaging, resulting in what should be a two-time winner for the songster. Nicotine addicts and music buffs are sure to find this goodie. Flip: “The Lonely One” (1:55) (Baperc BMi-Sibo, Pennington)

JIM NESBITT (Chart 1018)  
Truck Drivin’ Cat With Nine Wives (2:26) [Peach SESAC-Nesbitt]

Barreling along with a wild tale of a “Truck Drivin’ Cat With Nine Wives,” Jim Nesbitt should rack up some big sales with the outing. The cute novelty record has some substance to back it up. Flip: “Social Security” (2:30) [Peach SESAC-Nesbitt]

JIMMY DICKENS (Decca 32253)  
I Love Lucy Brown (2:29) [Blue Crest BMi-Frazier]

A change of pace from popular Opry star Little Jimmy Dickens, this Decca release is the most original he’s ever done. The side is a mid-tempo romancer with a different twist. Merits an extra listen. Flip: “There Goes My Little Girl” (2:45) [Dickies BMi-Dickens, Hunt]

TOMPALL & GLASER BROS. (MGM 13889)  
The Moons Of Mary (2:58) [Jack BMCM-Clement, Reynolds]

Tompall and his brother aggregation did nicely with their “The Eyes Of Love” and seem certain to repeat with “The Moons Of Mary.” The boys are using their usual fine harmonics to a pretty tune that stands a good chance. Flip: “No End Of Love” (2:45) [Glaser BMi-Hanford]

JOHNNY & JONIE MOSBY (Capitol 2037)  
Mr. & Mrs. John Smith (Central Songs BMi-Mosby)

Following through on their recent charter of “Make A Left Then A Right,” Johnny and Jonie Mosby should have equal success with their newest, “Mr. & Mrs. John Smith.” A mid-tempo tune that could attract lots of buyers. Flip: “Hello There Stranger” (2:30) [Central Songs BMi-JJ Mosby]

JOHNNY TILLOTSON (MGM 13888)  
I Can Spot A Cheater (2:52) [Al Gallico BMi-Sutton, Tannen]

Johnny Tillotson made deep inroads into re-establishing himself with country audiences via “You’re The Reason,” and stands to further the cause with “I Can Spot A Cheater.” The plaintive reading of this ballad should make some serious competition for the songster. Flip: “It Keeps Right On A Hurtin” (2:49) [Ridge BMi-Tillotson]

GEZINISLAW BROTHERS (Capitol 2086)  
I Couldn’t Spell Yule (1:58) [Earl Barton BMi-Thompson]

Following the release of their Christmas single, the Gezinislaw Brothers are apt to see a good bit of turntable action from deejays with “I Couldn’t Spell Yule.” True to form, the boys cut up quite a bit as they poke fun at shattered romancing.

Flip: “We Split The Blanket” (2:16) [Central Songs BMi-Owens, Simpson]

JUSTIN TUBB (RCA Victor 9428)  
I’m Going Back To Louisiana (2:24) [Tree BMi-Lane]

Justin Tubb hasn’t really broken out yet, hit-wise, but this latest item, called “I’m Going Back To Louisiana,” may be his ticket to national fame. A thumper, easy-swingin’ effort, the side could make a big splash with spinners.

Flip: “A Funny Thing Happened (On The Way To Her Arms)” (2:18) [Tree BMi-Tubb]

**Best Bets**

GUY MITCHELL (Starday 838)  
Irene Good-By (2:16) [Starday BMi-Mitchell]

The old standard gets a com- pletion by Guy Mitchell and may see big action as a result. Programmers may have a field day with the lock “Irene Good-By” (2:16) [Starday BMi-Copas]

ARCH YANCEY (Monument 1046)  
Find That Poor Soul (2:22) [Combine BMi-Ward] Here’s a thunnkin’ bottler that could really go for the rolickin’ ditty. Flip: “You Caused Me Over The Edge” (2:15) [Paperc BMi-Cochran]

AUTRY INMAN (Epie 1022)  
There Stands The Glass (1:50) [Hill & Range, Jimmie BMi-Hull, Shurtz, Gree- sen, Iman, Inman]  
In a country graveyard gets a new treatment via this offering by Autry Inman. Should still be plenty of appeal for the country audience.

HARDEN TRIO (Colorado 44420)  
He Looks Like A Lot Like You (2:25) [Ly- Rann BMi-Brownson, Johnson]  
The Harden Trio have hit with a decre- sing chart results once again as a result of this one. Warm, thumping shuffle has a good chance to make it. Flip: “My Friend Mister Echo” (2:50) [DelmoreASCAP-Cohen]

**Have you read the back of Wynnt Stewart’s new album: "Love’s Gonna Happen To Me"?**

THANKS WYNN, KEN NELSON, AND ALL THE FOLKS AT CAPITOL RECORDS . . . FROM GARY AND EVERYONE AT THE “PACESITTER” IN EL PASO . . . KHEY!

DON DARNELL  
MUSIC DIRECTOR

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**Phil Sanders**

* * * *

**LATE, LATE DREAM**

Blue Creek #104

Distributed Nationally by Great Record Distributors

856 16th Ave. S., Nashville, Tenn.

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**CashBox—January 27, 1968**
Irish born Val Doonican is one of the most universally popular entertainers in Britain today. Previously with Decca Records his first single for Pye "If the Whole World Stopped Lovin'" has sold over 500,000 taking him to No: 3 in the British singles charts and is released in the States by American Decca. His album "Val Doonican Rocks But Gently" is already over the 100,000 mark. His relaxed and easy manner is ideally suited to television and he has just completed a 13 week series for BBC TV.
Great Britain's Best Sellers

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<thead>
<tr>
<th>This Week Lasts On</th>
<th>Week Week</th>
<th>Chart</th>
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<tbody>
<tr>
<td>1</td>
<td>6</td>
<td><em>Majestic Mystery Tour</em> (EP)—The Beatles (Parlophone) Northern</td>
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<td><em>Goodbye</em>—The Beatles (Parlophone) Northern</td>
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<td>Daydream Believer—The Monkees (RCA) Screen Gems</td>
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<td>Bail Of Bonnie &amp; Clyde—George Fame (CBS) Canada</td>
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<td>Thank U Very Much—The Scaffold (Parlophone) Noel Gay</td>
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<td><em>England's Greatest Hits</em> (Mercury) EMI</td>
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<td><em>Rafale</em> (Decca) Donna</td>
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<td><em>Night in White Satin</em>—Moody Blues (Deram) Essex</td>
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<td>13</td>
<td>Let It Be—The Beatles (Parlophone) Immediate</td>
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<td>The Last Waltz—England Humperdinck (Decca)</td>
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<td><em>Shall We Dance?</em>—Jim Hendrix (Decca)</td>
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<td><em>The Rolling Stones</em>—Rolling Stones (Decca)</td>
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<td><em>Of These Days</em>—Stevie Wonder (Motown)</td>
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<td>Take It Easy—The Eagles (Capitol)</td>
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<td>72/73—<em>Much of My Heart</em> by George Harrison (Decca)</td>
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<td><em>Wooly Bully</em>—Sam The Sham &amp; The Pharaohs (Decca)</td>
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<td><em>I Like It</em>—Freddy Cannon (MGM)</td>
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<td><em>Yellow Submarine</em>—The Beatles (Parlophone) Immediate</td>
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<td><em>The Very Best Of</em>—The Byrds (CBS) London</td>
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<td><em>Woman</em>—Robert Plant &amp; The Zombies (Atlantic)</td>
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<td><em>Let It Be</em>—The Beatles (Parlophone) Immediate</td>
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<td>25</td>
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<td><em>Get Back</em>—The Beatles (Parlophone) Immediate</td>
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Great Britain's Top Ten LP's

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<td>1</td>
<td>1</td>
<td>Val Doonican Rocks But Gently—Val Doonican (EMI)</td>
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<td>The Sound Of Music—Soundtrack (EMI)</td>
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<td>Thelma Satanic Majesties Request—The Rolling Stones (Parlophone)</td>
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<td>Sgt. Pepper's Lonely Hearts Club Band—The Beatles (Parlophone)</td>
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<td>Reach Out* The Four Tops (Tamla Motown)</td>
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<td>The Last Waltz—England Humperdinck (Decca)</td>
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<td>Are*—The Byrds (CBS) London</td>
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<td><em>Rollin' With The Stonez</em>—Herman Brood &amp; The Gelber (CBS) London</td>
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<td><em>I Like It</em>—Freddy Cannon (MGM)</td>
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<td><em>Get Back</em>—The Beatles (Parlophone) Immediate</td>
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Germany Record Mfr's Sales

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<td>World—The Bee Gees—Polydor—Abigail Music</td>
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<td>Massachusetts—The Bee Gees—Polydor—Rudolf Slezk Music</td>
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<td>Sweden—Melodio—Marie Jarre—Hans Gericke Music</td>
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<td>Der Letzte Winter (The Last Waltz)—Peter Alexander—CBS</td>
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<td>Monja—Roland W.—Cerberbach Music</td>
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<td>Morning Of My Life—Esther &amp; Abi Ofarim—Philips—Sikorski Music</td>
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<td>San Francisco—Scott McKenzie—CBS—Edition Intro</td>
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<td>Hello—Goodbye—The Beatles—Odeon—Northern Songs/Rolf Budde Music</td>
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<td>Schluesselzettel (Seven Mile Boots)—Rohan—Elektro—AEM Kassner</td>
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<td>The Beat Goes On—CBS—Belmont Music</td>
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France's Best Sellers

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<td>Danse Une Heure (Sheila) Carrère—Carrère</td>
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<td>La Sorte (Le Cordon Bleu) Vogue—Vogue International</td>
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<td>Comme d'habitude (Claudine François) Flèche—Jen Music</td>
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<td>I Want To Be Good—The Beatles—Odeon—Northern Tourner</td>
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<td>Les Roses Blanches (The Sunlights) A2; Meridian</td>
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<td>Morning Of My Life—Esther &amp; Abi Ofarim—Philips—Sikorski Music</td>
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<td>La Dernière Valse (Mireille Mathieu) Barclay—Francis Day Music</td>
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<td>Faut Cuire Aux Oeufs (Richard Anthony) EMI</td>
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<td>Egyptian Palace (The Byrds) CBS—Belmont Music</td>
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<td>Tonton Cristobal (Pierre Perret) Vogue—Voguen Interna</td>
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Great Britain (Con't)

Shane, General Manager of Shapiro Bernstein, advises that Peter Calder—who has been the Professional Manager for the past three years—is leaving in February to concentrate on being a writer. He has been responsible for English versions of many Italian hits such as "Don't Answer Me," "Give Me Some," "Fool Am I" and currently "All My Love." He also programmed the Tremeloes' hit "Even The Bad Times Are Good" as well as their latter single "I've Got You." Songwriter and recording partner, the late Sonny Bono, will continue to pen material for Shane. Stephen Shane has been appointed new Professional Manager.

Cash Box—January 27, 1968
Dot, EMI in Major Distrib Pact

HOLLYWOOD — Dot Records and EMI Records in England have signed a major distribution pact, bolstering Dot's global activities. The announcement was made by Arnold D. Bark, Paramount Pictures Corporation vice-president in charge of music operations and Dot press.

According to Bark, the agreement calls for exclusive manufacture, marketing and distribution of Dot recordings, under the label's own logo, throughout the United Kingdom and other key territories, including France, Germany, Austria, Switzerland and Scandinavia.

First album to be released by EMI under the new deal will be Count & "Backstage," "Something's Gotten Hold Of My Heart," scheduled for U.S. release by Dot in February. Package under consideration for Dot expansion in England since film has already opened there to critical acclaim.

EMI's initial single is "End Me, Shape Me," a domestic smash hit by Pinney's love affair with Big Bad Breed, distributed in America on Acta, a Dot division.

Alan Warner has been appointed manager of Dot Repertoire by EMI.

Raddielli Buys 60% Of ATA; San Remo Fest His Baby Now; Industry Fears Monopoly

MILAN, ITALY—At a press conference held last week at the Hotel De La Paix, the president of the San Remo Festival, and one of the top Italian impresarios, announced to an assembled throng of publicists that his company, Raddielli, would not only protect press people that he has purchased 60% of the shares of the ATA Company, the firm which manages the San Remo Festival and organizes the San Remo Contest, which Raddielli practically owns the Festival. Every change about any changes in the festival will be made by Raddielli.

Raddielli announced that, for the time being, no changes will be made in the Festival and that Gianni Ravera will remain as manager until the end of this year, to continue getting the Festival back to its former condition.

Raddielli's purchase of the ATA shares and the control over the San Remo Festival that this purchase gives him has dismayed the Italian record and music industry. Raddielli managed the San Remo Festival for AT Audiovision in the past, but after those years, the event lost a lot of its popularity. It was Gianni Ravera who revived the Festival in the past when Ravera was managing the regional minis in 1963, he came up with the idea of making the Festival an international competition.

Because of the immense promotional importance of this event, Raddielli's purchase of the ATA shares enables him to control what goes on in the Italian record industry by monopolizing the country's most important event.

In the past, these people in the industry do not feel that this is desirable, and there is considerable tension in the air as a result of Raddielli's actions.

Basart Has Record '67; Boasts 53 Of Top 100

AMSTERDAM, Holland — Top Dutch independent phonogram company, Recordmaatschappijen Internationaal Basar N.V., last week reported that 1967 was the most successful year in the thirty-seven-year history. Fifty-three of the top one hundred Dutch charts in the world, and the Dutch market, and the United States market, are copyrights of Basart and its affiliated companies.

The company said that the Dutch phonogram industry subsidiary was founded by Basart and Willem van Kooten, specializing in original copyrights on the Dutch market.

Most of the activities of the company have been bolstersing the Annis music subsidiary that was started in the early sixties, controlling 90% of the Dutch market. Top Dutch groups like the Golden Earring, the Motans, Jan Parra, Barocco, Coby and The Blinards, the Outsiders, the Cookies, the Pop Boys, Dee, Tee Set, the Shoes, the Ro-d-ys, the Golds, are under exclusive agreements with Basart.

Besides this impressive list on today's hits, Basart also has a good many evergreens, and Basart firmly believes in a strong promotion of these evergreens.

London Makes Overseas Distrib Deals With Lau'r2, Bunky & Clock

NEW YORK — Negotiations were completed last week for London Records to handle overseas distribution rights in various countries to the Lau'r2, Bunky and Clock labels. Distribution will be handled through London's parent firm, the Decca Record Company Ltd. of England, according to Mimi Trepel, manager of foreign distribution for London.

The Laurie arrangement calls for distribution of the Laurie family of labels in the United Kingdom, Eire, the Netherlands, Scandinavia, Finland, Ireland and the Republic of South Africa, the British Commonwealth nations (excluding Canada and Australia) and other nations of the Orient.

The arrangements were negotiated with Bob Schwartz, president of Laurie. While official agreement was expected Monday evening, the negotiations involved last month with a special arrangement the A&R (Artists and Repertoire) head of the Guarlden's "Snoopy's Christmas" single in the various licenses territory pact for a period of three years.

The deal with Bunky Records, which includes both Bunky and Clock masters, with Zorga, head of the international division of Scepter Records, which with valuable old copyrights should be reactivated again and again in order to prevent them from being lost to the younger generation. Therefore, in 1966, Laurie Records republished in special folio's and handsomely new Tape, for 5,000 orchestras, solo performers and producers, who use them in their basic repertoire. This activity increased an increase in performing rights of 26%.

In London, with the British and own small company, Decca, in Brussels at the Boulevard Lemonier reports a very successful year for his company, as well with hits from the Schroder, Goodman, and Campbell Country catalogues. Also, in the record field, the young Basart Belgium company is becoming very active, and has introduced the Flemish record, "Minirikke," featuring Belgian television personality Tony Corsari, which, with 35,000 copies sold, was one of the biggest hits of the year in

Bridge To Join Pye As Int'l Director

LONDON — Geoffrey Bridge is joining Pye International Records (Pye) Ltd. as international director, effective April 1. Bridge was formerly managing director of EMI Records and general manager of EMI's Overseas Division. Bridge's post is new and was created with an eye to Pye's development over the next five years in Europe and other territories.

Bunky is affiliated. Although "And Get Away" is not included in the deal, future product for the Esquires and Bunky talent will be represented by London in Australia, Austria, Eire, Germany, Italy, New Zealand, Portugal, Scandinavia South Africa, Spain, and the United Kingdom.

The Clock Records deal, which was concluded with Jeffery (Wally) Moody, head of Majestic Record Corporation, parent firm of Clock, was announced to the world excluding the United States and Canada.

Moody, who started the Clock label almost a decade ago, is now in the "Bunky" business. The Clock cut early disks by Chuck Jackson and Dave (Baby) Cortez. The label currently has a new book, "The Nu Luva," "Baby You Belong To Me." Moody.

Both the Bunky and the Clock contracts are for a period of three years.
Our long absence from the columns of Cash Box was due to a long tour of Europe and the United States, during which we once again had the chance to witness a new wave of interest and even progression in Brazilian music. At the same time, we reached the conclusion that if our music and its interpreters are not even more popular than they now are, it is because of the poor international promotion of the side of the record companies. It is time that the psychopathic effort to export artists and music, to start a mass international promotion through good business acumen, and to make records available in foreign markets. With such important export material available it’s our duty to use it the right way.

Jerry Thomas, Director of International Sales, and Ron Kass, Director of Overseas Operations, for Liberty Records visited Brazil during which time a contract was signed between the U.S. company and RCA Electronic Brasil for representation in this country. Free of local RCA, Douglas Reid, and Director of Record Division, Eric Skinner, were present and we were honored with the invitation to witness the announcement launching the disking of the diskery’s own label here. This association produces耍仗 from Liberty’s subsidiaries in Europe.

A significant visitor to Brazil (and we consider that this visit has a lot to do with the internationalization of Brazilian musical activities) was Jack Lewis Green, Vice-President of G.A.C. Both in Sao Paulo and in Rio de Janeiro, the efficient U.S. exec, had the opportunity to witness the good quality of some local acts, and plans are being made for a future visit of some of them to the United States on professional tours such as chantess Elsa Soares, versatile instrumental and vocal group Modern Tropical Quest and the Escola de Samba of Jorginho Gaguimino. Some U.S. acts will also be presented in this country from the large G.A.C. roster as the Sandpipers, Ricky Nelson, Vikki Carr, Green, who has already been responsible for the exportation of other Brazilian acts in the past, was impressed with what he saw and is planning to bring some shows representative of Brazilian popular music to such places as Las Vegas, Canada, Puerto Rico, Chicago, New York, and Los Angeles.

The day after Jack Green left, another important visitor arrived in this country—Piero Bonino from Milan, Italy, who is in charge of Italian press agents in Brazil, is also the man-organizer of the important “Prima Voce Latin Song In The World” to be held in Buenos Aires next April. This festival aims to create a new international market for Latin music in the world. Brazilian will be represented among twenty other countries from America and five from Europe and Asia. The musical director beside Maestro Rocho Perez, and chantress Elsa Soares is also appointed as one of the two interpreters. The second will be chosen between Bonino’s visit here.

Brazil’s Top 40 Of 1967

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<tr>
<th>TITLE</th>
<th>ARTISTE</th>
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<tr>
<td>1. Tato Arroto</td>
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<td>2. Black Coffee</td>
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<td>3. Pato El negro</td>
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<td>4. Coracao de papel</td>
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<td>5. Bora Bora</td>
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<td>6. Don Erazao</td>
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<td>7. Som Qualm</td>
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<td>8. Inverno de papel</td>
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<td>9. Olhando para cima</td>
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<td>10. Onde Tem Doce Enlai</td>
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<td>11. El Artista</td>
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<td>12. Temo de Lara</td>
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<td>13. Jangue Con Me</td>
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<td>14. Que Me Pergunte</td>
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<td>15. Eu Sou A Estudante</td>
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<td>16. Cinco Cinas</td>
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<td>17. Eu Sou A Estudante</td>
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<td>18. Eu Sou A Estudante</td>
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<td>19. Eu Sou A Estudante</td>
<td>Eu Sou A Estudante</td>
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<tr>
<td>20. A Mais Agindo</td>
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Mexico’s Best Sellers

1. Hawze Una Señal (Gimme A Little Sign) — Berton Wood (Gammas)
2. Quincendera — Los Vilamas (Musar) — Tito Quiraxo (Orfeon) — Frankie y Los Matadores (Peerless)
3. Algo Malo (Higher and Higher) — Jackie Wilson (Orfeon) — Los Hittres (Orfeon) — Los Zingos (RCA)
4. Yo, Tu Y Las Rosas — Los Piccolinos (Peerless) — Hermanitas Nñe for (Viva España)
5. Urgenci — Jose Martin (Peerless) — Jorge Del Roso (Orfeon) — Imelda Miller (RCA) — Bienvenido Granada (Orfeon)
6. Musica a favor Santanera (CBS) — Carlos Campos (Musar) — Perez y Perez (Orfeon)
7. Buglaio #1 — Leoc Acosta (Capitol) — Los Argon (Musar)
8. Hola Adios (Hello, Goodbye) — The Beatles (Capitol)
9. La Carta (The Letter) — The Box Tops (Capitol)
10. Gabrielis — Fausto Papetti (Gammas)

Argentina’s Best Sellers

This Last

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Argentina’s Top LP’s

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### Scandinavia

- Once upon a time (1960) there was a composer, lyric-writer and teacher. Some of his songs were big hits and the Swedish tax-government "forced" him to start a share-holding company.
- The man was Stig Anderson and the company was called Sweden Music AB. Today Anderson is manager and representative for some very important American and European catalogues in Scandinavia.
- Let us tell you how important we are in Scandinavia. According to statistics in Billboard and Cash-Box we had no less than 42% in Norway and 33% in Sweden of all Top 3 records sold.
- It means that almost every second record sold in Norway and every third sold in Sweden of the real big hits were copyrights from the happy Stig Anderson hit-family!
- This is the result after 7 years in business. We think we have the right to be a little bit proud of it. And we are one of the very few independent publishers there are in Scandinavia.
- Radio Sweden just appointed Stig Anderson the most successful lyric-writer during 1967. He wrote the local lyrics for some 30% of all the big local hits appearing on Radio Sweden’s local hit-list. Every third song on that list had lyrics from the pen of Stig Anderson.

### Denmark

- Latest EMI releases here include "The Soldier" with Small Faces on Immediate. "I Only Live To Love You" with Cilla Black on Parlophone. "Bend Me, Shape Me" with American Breed on Statoens, and "I Heard It Through The Grapevine" with Gladys Knight & Pips on Tamla/Motown, Smokey Robinson & Miracles on same label with "I Second That Emotion."
- Danish Grammofonedepotkor is out with an LP where most of the company’s artists appear. The album is sold on a charity basis with the profits going to help the teenagers at Greenland. Artists who contributed to this album without asking for any payment include The Krewes, Bernardos, Clan, Money-makers, Marianne Thomsen, Beegeetters, Defenders, Teenagers, Per Diel, Caesar, Harlem Kiddies, Someones and Flemming Arleth. Other recent releases come from Same Group Inc. and the Bee "We Go Round the Mulberry Bush" with Traffic on Island Records, "Like Birds" with Young Flowers on Sonet and a number of LP albums on Major/Minor, Ronette, Sonet Palette and Transatlantic.

### Finland

- Bee Gees, Polydor recording group, ended at first and second spot in the popular Finnish radio show "Eight In The Top" the other day. It was their recordings of "Words" and "Massachusetts" that gave them those positions in this very popular teenage program. Third came Beatles on Parlophone with "Hello Goodbye," fourth, Foundations on Peye with "Baby Now That I Found You," fifth, Tom Jones on Decca with "I’m Coming Home," sixth, Tom & Dick on Columbia with "Somebody’s Taken Maria Away," seventh, Hollies on Parlophone with "Dancing In The Dark" and at eight spot ended Troggs on Page One with "Love Is All Around."
- Tremendous CBS recording group, recently visited Finland for two concerts, both sold out and attended by thousands. One of their hits is an English version of "We Can’t Go On Living Like This." Sweden AB, Stockholm, Sweden.

### Sweden

- Jon Erik Ost, 82, well-known musician and composer, died in his home in northern Sweden last week. Among his most known songs is "Folker, min," written 20 years ago but still often heard, recorded and sold. He was also the head of the great Ost family of which most members are musicians.

(Continued on page 54)

### Denmark’s Best Sellers

This Last Week on Week Week Chart
1 1 5 Hello Goodbye (Beatles/Parlophone) Multitone A/S, Den.
2 4 4 Magical Mystery Tour (Beatles/Parlophone) Multitone A/S
3 3 4 Romeo and Julia (Peggy March/RCA Victor) Sweden Music AB, Sweden
4 2 10 Tryllesangen (Pulse Helmut/Polydor) Multitone A/S
5 5 3 Daydream Believer (Monkees/RCA Victor) Sweden Musikforlag AB, Sweden
6 7 2 Sassy Moore (Lollipops/Polydor)
7 3 8 World (Bee Gees/Tory) Dacapo Musikforlag, Denmark
8 15 Gyngerne og karsellen (Gangorna och karsellen) (Preben Ugelberg/Polydor) Wilhelm Hansen, Musicforlag, Den.
9 1 9 Autumn Almanac (Kinks/Pye) Belinda (Sweden) AB
10 2 11 Massachusetts (Bee Gees/Polydor) Dacapo Musikforlag

### Norway’s Best Sellers

This Last Week on Week Week Chart
1 1 7 Hello Goodbye (Beatles/Parlophone) Sotorna Musikforlag AB, Sweden
2 4 5 Daydream Believer (Monkees/RCA Victor) Sweden Musikforlag AB, Sweden
3 3 12 Oskebrunnen (Sven-Ingvars/Svensk-American) Seven Brothers Music Inc./Edith Oden, Sweden
4 1 11 Magical Mystery Tour (Beatles/Parlophone) Sotorna Musikforlag AB, Sweden
5 12 Massachusetts (Bee Gees/Polydor) Sotorna Musikforlag AB, Sweden
6 3 10 Du är den ende (Romance d’Amore) (Lill Lindfors/Polydor)
7 9 4 Senora Musikforlag AB, Sweden
8 8 7 Hälsa hem till mamma (Larry Finnegan/Svensk-American) Seven Brothers Music Inc./Edition Oden, Sweden
9 5 9 World (Bee Gees/Polydor) Sotorna Musikforlag AB, Sweden
10 7 2 Birjan till slut (Almost Påret) (Hرانning Singers/ Polydor) Sweden Music AB, Sweden
11 6 10 The Standards (Small Petula Clark’s)

### Sweden’s Best Sellers

This Last Week on Week Week Chart
1 1 6 Hello Goodbye (Beatles/Parlophone) Sotorna Musikforlag AB, Sweden
2 2 3 Lyckliga gatan (Il Ragazzi della Vita Gluck) (Anna-Lena Lindgren) Musikforlag AB, Sweden
3 3 4 Magical Mystery Tour (Beatles/Parlophone) Sotorna Musikforlag AB, Sweden
4 4 14 Mot ockén land (Hep Stars/Orga) Sweden Musikforlag AB, Sweden
5 5 7 Maria Therese (Robban Broberg/Columbia) Edition Oden
6 6 4 Daydream Believer (Monkees/RCA Victor) Sweden Musikforlag AB, Sweden
7 7 12 Oskebranen (Sven-Ingvars/Svensk-American) Seven Brothers Music Inc./Edition Oden, Sweden
8 8 1 World (Bee Gees/Polydor) Sotorna Musikforlag AB, Sweden
9 10 9 The Letter (Box Tops/Atlantic) Sweden Music AB, Sweden
10 9 8 Suns And Lovers (Paul Jones/HMV) Sweden Music AB, Sweden

Latest good picture of Stig Anderson

- The hits came from all over the world. It is a global business. And 1967 was a real banner year for Stig Anderson and his publishers. It would be too expensive to mention all the hits we had.
- And the flops we had too. They are part of the business. As you know.
- Let us also shortly mention our record label called Polar. Believe us when we say we had a very good year with our local talents. And Bengt Bernhag, president of Polar, is now interested in representing you record-wise if you want an aggressive company to sell your records.
- Thanks to all you who helped us in making 1967 a sensationally good year. And you who are not in our family — come and join us in 1968!
- Write to Stig Anderson, Sweden Music AB, Box 5265, Stockholm 5. Cable Swedenmusic, Stockholm, or call 617530. Open for business 24 hours a day. And have a happy new year!
Popular Belgian singer Salvatore Adamo arrived in Barcelona a few days ago and ran straight into an artist’s biggest nightmare—the theatre Palacio de la Música, capacious for 7,500 spectators! The flight the musicians planned to take was held up in Paris. As technicians feverishly ran to fix the sound equipment, the audience began to feel the heat of an unusually cool late fall. Would Adamo succeed in bringing the concert back on schedule? The answer was yes. Adamo presented a predominantly Italian, Spanish and English show. His last concert, performed in the E.M.I. Studios in Barcelona, with a tape of orchestral backing tracks, and Adamo triumphantly finished with eight numbers with the full Adamo sound.

Earlier that day Adamo had been presented with a Gold Record to mark his sales in Spain of over one and a half million records in three years.

Belgium’s Best Sellers

(Fleming Speaking)

This Week

Last Week

1 I’m Coming Home (Tom Jones/Decca)
   2 Hello Goodbye (The Beatles/Parlophone)
   3 Arne Joe (Will Turn/Palette)
   4 My Love (Cliff Richard/Columbia)
   5 Babies Come Home (The Equals/President)
   6 Les Roses Blanches (The Sunlights/Vogue)
   7 Massachusetts (The Bee Gees/Polydor)
   8 Looking Through A Window (Mr. Williams/Parlophone)
   9 Une Larme Aux Nages (Adamo/H.M. Voice)
   10 More (Jens and James/Palette)

(Walloon—French Speaking)

1 Les Roses Blanches (The Sunlights/Vogue)
   2 Belgium (The Beatles/Polydor)
   3 Call My Name (James Rush/C.B.S.)
   4 Hello Goodbye (The Beatles/Parlophone)
   5 World (The Bee Gees/Polydor)
   6 Hush (Billy Joe Royal/C.B.S.)
   7 Xanadu (The Bee Gees/Polydor)
   8 La Dernière Valse (Mireille Mathieu/Barclay)
   9 World (The Bee Gees/Polydor)

Scandinavia (Continued from page 53)

Cupol AB has singles on the German labels Hansa and Ariola about the release of the LP "You’re Seventeen" on Ariola, and Giorgio Moroder has done "Blu-Bia-Diddy" on Hassa. B. B. King Show starts its Scandinavian tour in Copenhagen Jan. 21st being at the International Theatre. Latest EMI releases include the LP albums "Sacha Show" with Sacha Distel on HNV and "Motown Memories" on Tamla/Motown. Metronome releases of the week include "Chain Of Fools" with Aretha Franklin, "It’s Wonderful!" with Young Rascals, "Next Plane to London" with Rose Garden, all on Atlantic.

Ad Visser of Phonogram’s Philips Department was happy to introduce a new Larry Page group in the Netherlands, the Plastic Penny. Their first Page One recording "Dutch組合K" has been released in England where it immediately reached the hit parade. From the Larry Page repertoire, Phonogram also released the Larry Page Orchestra (a.o. The Beatles "I’ll Be Back" and "A Hard Day’s Night"").

The Amen Corner (Deram) will tour through Holland the last week of January. The group scored their first big success here in September, ’74, with "Gin House Blues" followed by "The World Of Broken Hearts" which is still selling well.

Firmly in Holland’s January hit parade is “A Walk In The Sky” by the Flower Pot Men on Deram, another British group with an overwhelming popularity in tulip-land.

The next two records will try to attack the British hit parade. Singer Rudy Bennett from the popular Dutch group the Motions sang “I’m So Proud” for Decca, released January 19th in England. In February two Phillips singles will be included: "Desert Of Almond" and "Ma Fille". The songs were arranged by famous Dutch composer—jazz musician Misja Mengelberg, the cover was designed in an "A’DAM" style by Wim T. Schippers, a follower of the Andy Warhol movement.

A brand new Dutch group called the Dragonly was selected to represent Holland at the International Pop Festival in Rome, Feb. 19-25. The quartet, from Holland’s famous seaport city Flushing, recorded two original numbers for Phillips: “Celestial Dreams” and “Desert Of Almond.” The songs were arranged by famous Dutch composer—jazz musician Misja Mengelberg, the cover was designed in an “A’DAM” style by Wim T. Schippers, a follower of the Andy Warhol movement.

In the publicity anticipated the release of John Mayall’s new LP “The Blues Alone” on which Mayall plays harmonica, guitar, organ, piano, celeste, drums, and does, of course, vocals. After returning from his USA tour with the Bluesbreakers, John will travel to Holland and his group will come to Holland to perform at the Teen Age Grand Gala in February.

Otto Preminger’s film “Hurry Sundown” had its first showing in Holland. Ineco released the original RCA Soundtrack. In Holland, the film of Elvis Presley’s "Easy Come, Easy Go" is a big success. Los Indios Tabajares, still very popular in Holland, have a new single “Rio Antigo,” which really is very good. Any record by Jim Reeves has very good sales in Holland. That’s why Ineco is sure of the success of his “Don’t Let Me Cross Over.” The Rakes, very popular in Holland, will have the same in Holland. Their new LP “Hold My Hands” is a good one for the Dutch teenagers. “Kitch 67” of Lord Kitchener is a “sure LP” for Calypso lovers.

Bespoke Music N.V. will enter into an exclusive contract with the Mitch Murray Organization-London (Clan Music), founded by Mitch Murray and Peter Candler. Both authors wrote a.o. “Even The Bad Times Are Good,” “Down Came The Rain,” “As You Are” and their latest success “The Ballad Of Bonnie And Clyde.”

After the quite successful single “Amen,” CBS recently issued J. B. Euson’s first LP recording “J.B. Euson, Live At Club 67, Amsterdam.” CBS recently recorded a new album by the group Les Creations, “Here’s Another Chance” recorded by Franky Laine entitled “Memories”; The Platters with “The New Golden Hits”; Les Compagons de la Chanson with a new album; Serge Alexandre, the French songster, with an album entitled “Russian Songs”; An album entitled “Dutch Hits” by Dutch enquiries, Last but not least the latest Andy Williams’ album entitled “Love Army”.

CBS new issues in the classical LP field include an album, entitled “Romance by Havre Kalafou (Violin) and Klaus V. Wulfsman (Piano) with famous pieces by Vieuxtemps, Dvorak, Rubenstein, Paganini, an album with 4 Vivid Concertos by I Solisti Veneti and soloists, as well as the re-issue of Prokofiev’s “Alexander Nevski” with Libbi Chookasian, the Westminster Choir and the New York Philharmonic conducted by Thomas Schippers.

This week Basart Records released the American longtime chart “Boogalo Down Broadway" by the Fantastic Johnny C. Master deal for Benelux was negotiated by Basart’s Frank van ‘t Hoven through Peter Knight of the Stigwood-Yaskelet Organization. A strong promotion campaign, especially led to discotheque’s all over the country, and general enthusiasm of Dutch deejays give results. The recordings were released on the popular LP label "Dutch Hits".

A new pop label has been added to the Basart catalog designed for local talent in the pop field. Park, as the new label is called, has already signed several acts as well as young writers performing their own material. First releases on Park are "Bells" with "Bella Italia" and "Bells Rusa" and "Bells Ruslend" and "Bells Italia" are two standouts in the latest Europa release.

The Sandy Coast recording of “And Her Name Is . . . ” (recorded and made into a Dutch hit by Irama for its Relax label) makes a further trip across the pond with the release by Dutch budget marketers "Bella Bella Bella Company." Irama is releasing the new Adam & Eve record “Express To Mr. J.” on Bellaphon, the song which they promoted recently on Dutch TV.
Italy's Best Sellers

This Last Weeks
Week On Charts
1 7 L’Ora Dell’Amore/Humbo: I Camaleonti (CBS Italiana) Procol Harum (RCA) — Ricky Glaneo (Ricordi) Published by Sugar Music.
2 7 Due Minuti Di Felicita’: Sylvia Varten (RCA) Published by RCA Italiana.
3 5 L’Ultimo Valzer: Dalida (RCA) Published by RCA Italiana.
4 12 San Francisco: Scott McKenzie (CBS) — Bobby Solo (Ricordi) Published by Ricordi.
5 6 Testamento: Caterina Caselli (CGD) Published by Sugar Music.
6 14 Poesia: Don Bucky (Cln) Published by El & Chris.
7 1 Sally’s Piano Bar: Patti Brady (RCA Italiana) Published by RCA Italiana.
8 10 Massachusetts: The Bee Gees (Polydor) Published by Sugar Music.
9 11 Mama: Dalida (RCA) Published by RCA Italiana.
10 7 Io Ti Amo: Alberto Luco (Fonit Cetra) — Anthony Quinn (EMI) Published by EMI Italiana.
11 8 Nel Cuore E Nell Anima: Equipe 84 (Ricordi) Published by Ricordi.
12 1 Fip Non Lo Sa: Rita Pavone (Ricordi) Published by Ricordi.
13 1 La Quadrilat: Sasha Distel (EMI) Published by EMI Italiana.

*Denotes original Italian titles.

Japan's Best Sellers

This Last Week
1 Monkees Golden Album — The Monkees (RCA) 2 Rolling Stone Golden Album — The Rolling Stones (London)
3 Blue Comets/Original Hits No. 2 — The Blue Comets (CBS)
4 The Tigers on Stage — The Tigers (Polydor)
5 Makka-Na Taio — Sam Taylor (Polydor) 6 — — — —

LOCAL

This Last Week
1 Love You Tokyo — Los Primos (Crown)
2 Sekai Wa Futari No Tamei — Naomi Sagarra (Victor)
3 Nijiru No Miruma — Akiko Nakamura (King)
4 Aino Kokoro — Akira Fu Se (Kingsway Music)
5 Inochi Karetomo — Shinichi Mori (Victor)
6 Kuchinashi-No Ballad — Kazuo Funaki (Columbia)
7 Saku-No Koitaro — Yuko Hashi (Victor)
8 Nishimura No Yume — Hisato Ito (Toshiba)
9 Na-No Nagisa — Hiroshi Mizuhara (Toshiba)
10 Watsabi No Sukina-Mono — Naomi Sagarra (Victor)
The Fading Art of Location Service

Years back, many of the operators now reading this article were fledglings in this trade and had to call upon all the verve, energy, imagination and dedication they could muster to put out machines and create the proper atmosphere at each location which keeps its customers spending money and its owner contended. When they first started to build a business, they spoke to each of their customers daily or at least weekly, learned what they liked or disliked about their methods of operation, they loaded cigarettes, candy, etc. with care, selected records with grim concentration and kept the machines on the route looking like new even if they weren't. If sales were off, they were the first to notice and took special pains to correct the situation. Calls for service were answered speedily and efficiently. The operator knew his people, their tastes and was always ready and eager to work to hustle up the extra buck because he knew how and when to do it. Today, regrettably, it seems the operator is just as eager to spend that money on his spots to buy the good will he once got by providing first class service. In short, money has replaced service as the top sales tool for gaining and keeping locations. Not only replaced it but obliterated it in many cases.

OTHER SIDE OF THE CONTRACT

The benefits of a location contract are obvious. But stop and consider that this very contract has taken the edge off this trade's penchant for providing top service. Certainly it's human nature to stuff off a spot after a fistful of cash has passed over the bar for the signature on a contract but it's not doing the job this business is designed for... and it's only adding fuel to the loan and bonus fire if it continues. The demands of many locations are reaching an almost unbearable point in many areas of this country and it's partially due to poor service. Isn't it human nature for the storekeeper to lay into your cash if the service you provide stinks? And heaven knows, when that competitor comes by with a promise of new equipment, the best records, a continual flow of new games etc. he begins to look mighty tempting to the location, especially when they've forgotten what you look like.

THE CHECKBOOK COMES FIRST

Nobody has to tell today's successful operator what to do to build a route. But the real art is in sustaining a consistent picture of growth... not only in gaining additional locations but in building upon those already existing. In this area, many of our people are putting the checkbook in front of everything else and it's becoming more and more obvious that they're betting on the wrong horse!

RECONDITION YOUR POLICY

Maybe it's time to recondition your company's policy and the attitudes of your employees. Much has been spoken and printed on public relations. As NAMA senior VP William Martin said at their last trade show, "special emphasis on personal service will do more for a company's (and an industry's) public relations than any other single effort. The one and only thing which has not changed in our industry during the past decade and is truly the major competitive edge we all seek—yes, service!"
Cannon To Attend S. C. Ops Meet; Fine Program Of Events Slated

CAYCE, S. C. — Music Operators of America president, Bill Cannon and MOA executive vice-president, Fred Granger will attend the fifth annual convention of the South Carolina Coin Operators Association slated for January 27th and 28th at the New Shrine Club in Cayce.

Also scheduled to appear on the exhibit scene are many of the local South Carolina one-stops along with recording artists from MGM and Capital Record Companies. The Piedmont Band will provide the music for dancing and well known DJ, Charlie Walker will act as Master of Ceremonies, while the Shrine Club will provide a snack bar and cocktail lounge for eats and drinks.

Those members and non-members attending the affair that have already registered may pick up their identification badges upon arrival. If you haven't already registered, you may do so at the Howard Johnson Motor Lodge when you get there.

The action starts on Saturday morning at 10:00 A.M. with the opening of exhibits and run until 5:00 P.M. Then a two hour rest period till 7:00 P.M. when the Cocktail hour begins. The Buffet and Dance will begin at 8:00 P.M. and last until 1:00 A.M.

Then its up early Sunday morning for more exhibits at 10:00 A.M., and the Luncheon starts at 1:00 P.M. where all business matters will be taken up, including speeches from Cannon and Granger.

The ladies will leave on a tour of the Amsley House at the end of the luncheon.

The affair should be extremely interesting and every operator in South Carolina will miss a lot that may very well help him in his business if he fails to attend.

Chicago Licenses Bally ‘World Cup’—Big Boom Seen

CHICAGO — Paul Calamari, sales manager of the Bally Manufacturing Co., revealed last week that the firm's newly released ‘World Cup’ soccer game has been approved for operation in Chicago by the city's License Commission. Calamari, in the process of shipping the new soccer tables out in bulk to Bally's national distributor network, predicts the new piece will beat out any other type of game in earning power and life on location, with the exception of bingo.

“World Cup” will start the two big booms of shuffle alley and pool tables all over again,” Calamari declared. His Bally sales manager bases his optimistic forecast upon the results of several spot test locations which, he says, "are turning in terrific collection reports.”

Some other details about ‘World Cup’ which appeal to operators, according to Calamari, "are the wide choice of pricing, like two nickies per game, two dimes per game, one quarter per game in the U.S. and Canada as well as adjustable pricing for coins of all nations; and secondly, the adjustable playing time — from one and one-half minutes to five minutes in half-minute intervals which permit the operator to tailor the play to the requirements of each location, time of day, season and other factors.”

‘World Cup’ joined Bally's recently released Surfers' printable in time for last week's Amusement Trades Exhibition in London for its inspection by British game operators. The soccer table had been previewed at the October MOA Convention and Trade Show.

Merchandisers Handbook . . . . . . No. 22

It has been said that the jukebox is no longer a good promotional means for a new product. This could never be further from the truth. It is no doubt the BEST promotional outlet in present day merchandising. Also this better than anyone else, (and he should be interested in it). A fantastic idea was brought to our attention last week in the form of promoting a new record product thru the jukebox. You ask, "What do I need?" First, pick a new release that has the earmarks of a jukebox hit. Next, go to your local hardware or paint store and pick up a can of aerosol gold paint. Cover the center label with masking tape and spray the record gold. Your next step would be to find an old picture frame and mount the gold record with a black or velvet background. Call it 'Joe's Golden Pick of The Week' and hang it over the juke. Progressive operators are aggressive operators. Spend an hour or so on this or any other merchandising idea using the jukebox as a promotional avenue to greater profits. You won't be sorry!
Jukebox Top 100

**Hot Spot**
Simon Says
1910 Fruitgum Co. (Buddah 24)

The Following Records, Selected from the Cash Box Top 100, Represent tunes and performances which appear to be especially suitable for music routes.

- **Just As Much As Ever**
- **Take It Easy, Take It Easy**
- **Someday Morning**
- **Carmen**
- **Words**
- **Strawberry Shortcake**
- **There Was A Time**
- **Hey Little One**

Rowe Phonovue Film Pairing

WHIPPANY, N.J. — Rowe AMI Phonovue director, George Kiesewey has released record pairings for the week ending January 27, 1968.

- **Strawberry Shortcake** by Jay & The Techniques on the Smash label is matched with **Bachelors Girls** (L-2906W)**.
- **Montmartre Les Girls #2** (L-2903P)** and **Four Girls In Garden** (L-29055)**.
- **Darlin** by the Beach Boys on the Capitol label is matched with **Arabian Nights** (L-2907X)**, **Sixtet In Black** (L-2907K)** and **Peeping Tom** (L-2907Z)**.
- **Can't Shake This Feeling** by Carmel on the MGM label is matched with **Ice Cream** (L-2906D)**, **Belly Dancer** (L-2907W)** and **Mermaids** (L-2908E)**.

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Cash Box—January 27, 1968
PROFILE ON: ROBERT H. BLUNDRED—IAAP On Roller-Coaster To Success

The International Association of Amusement Parks recently held their 24th Annual Convention at the Palmer House in Chicago where manufacturers revealed the very latest in amusement park developments to a distinguished audience of industry personnel in attendance. Mr. Blundred was the director of the executive staff of the International Association of Amusement Parks, with offices in Chicago.

Mr. Blundred has been the executive secretary for the association since January 1955 and was the executive director for the Michigan Governor, while MOA, Blundred, carried on steps to increase membership and bring more manufacturers and companies into the association. We might add that Blundred placed present MOA executive vice-president, with his list of accomplishments since taking over the office.

Mr. Blundred has been closely associated with trade organizations for several years and has had a head up the silk screen printing industry association for 10 years...and before that, the Chicago Mercantile organizations in Trenton, New Jersey. He is the son of the famous CC St., Blundred was an aspiring young college professor of political science at the University of Illinois and Syracuse University. He spent his college days at Syracuse University, receiving an A.B. and A.M. degrees. After graduation from Syracuse, Blundred earned his law degree from the University of Illinois in the field of political science and business administration.

His long list of educational accomplishments don't end here. He is also a graduate of the trade association course sponsored by the United States Chamber of Commerce and the American Society of Association Executives.

In terms of professional interest, Mr. Blundred has performed considerable research on the conduct of management in the amusement park industry. He is a member of the Board of Directors; done work on the development of contracts for trade shows; he has worked on the preparation of various manuals, brochures, and reports. His long list of educational accomplishments don't end here. He is also a graduate of the trade association course sponsored by the United States Chamber of Commerce and the American Society of Association Executives.

Mr. Blundred's duties as the executive secretary of the IAA can range in number but vary in application to a specific situation.

1. To organize and manage trade shows for the outdoor amusement industry.
2. To recommend programs to improve and stimulate interest in the amusement park industry.
3. To distribute information to all segments of the industry regarding new ideas in the amusement park industry.
4. To recommend programs that might ultimately expand and interest in the amusement park industry.
5. To organize management workshops for the amusement park industry.
6. To organize groups of amusement parks in order to help them exchange ideas and become efficient as possible and to provide the best service to the customers of amusement parks.

Blundred's association has a membership of 1,250 domestic and international amusement park operators, manufacturers and service companies. Other than U.S. membership, the association has members in such foreign countries as Japan, England, France, Spain, Canada, Mexico and South America.

When asked if there's a noticeable lack of new equipment ideas coming from manufacturers...Blundred said, "No, no one has yet devised a scientific marketing technique that would indicate either the success or failure of an amusement park. As a result new rides and game ideas are being produced every day."

Blundred feels that there is a definite growth in store for the outdoor amusement industry for these reasons:

1. The increase in the disposable income of the family unit.
2. The increase in the disposable income of the family unit.
3. The increase in the disposable income of the family unit.

"This growth will also be attributed to the establishment of more and more boat marinas; the expansion of picnic facilities such as industrial parks; and the fact that there is more emphasis on thrill rides and rides that any member of the family unit can take.

We have a tremendous deal from Mr. Blundred and it was a great pleasure to talk with such a knowledgeable ambassador. We can be assured that the IAA and its objectives are in good hands.

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NEW YEAR RIGHT
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ELECTRIC SCOREBOARDS...2 Models

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BILLBOARD SUPPLIES
5 Ships 15"x20" or Giant Ships 10 of 10.00. Others $5.00 up. Small 8x10or 5x7.5" Doll. Various sizes $7.50 up. Full 11x14 or 57" Joined Cards $1.50 up. Complete line. Write for new list.

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Terms: 1/3 deck, B.O., C.O.D. or S.D.
TO THE SPORTING GOODS SHOW—As usual, all the big names in sporting goods manufacturing and supply are slated to show off to Chicago for the Sporting Goods Trade Show (this year to be held Feb. 4-8 at the Navy Pier). Not so usual will be the exhibit by Eastern Novelty. Planning to show their wide line of sportswear supplies for the first time. Easterner Bert Bett will be joined at the show by West Coast branch manager Sol Moltenen, as well as Johnny Roer from the North Bergen, N.J. headquarters. Howard Kaye, sales director out at the Irving Kaye Co. plant in Blyth, reading his company's line of home tables and sticks and racks and, well, everything the folks need to equip the re room for the continually growing sport of 6-pocket.

GABRIELSON RESIGNS — Ralph Gabrielson, former Seeburg distributor from Chicago and close friend of the writer, has resigned. Ralph's present plans indicate he'll remain closely associated with the vending and redemption industry. THE CIG SCENE—Last Tuesday's CBS telecast of the 'National Smoking Test' didn't do much to dull the return of smoking deterrent everyone pretty much expected. The show merely served to prove that Americans continued to smoke and smoke away, despite all the health warnings (see separate story elsewhere in this section).

Liggett & Myers Tobacco has started Operation 101 promotion in the New York area, offering smokers of their 101 brand a chance to win $100,000 if they can smoke a cigarette every day for 101 days. The work in this field will be divided among the seven sales offices.

The story on the second floor of 412 E. 14th St. that spoke of the second floor of 412 E. 14th St. as the home of the new Second Floor Records. The building is actually owned by the city and is being used for a variety of purposes, including a community center and a music store.

If you are reading someone else's copy of Cash Box, why not mail this coupon today?

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NEW YORK, N. Y. 10019

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My firm operates the following equipment: Juke Boxes Amusement Games Cigarettes Vending Machines

OPTIMISM IS THE KEYNOTE AT C. A. ROBINSON — Hank Tronick predicts that 1968 will be a big year. He predicts that the biggest hunt ever (we sure hope so) for C.A.R. & Co. According to Hank Tronick, it is a good year for the vending business. The result of these factors is...
Gottlieb DeSelm

Work continues on the new addition to the D. Gottlieb & Co. plant in Northlake, Ill. Target date for completion is sometime in June. Alvin Gottlieb, president, is dividing his time between the Kostner Ave. facility and the plant — AND trying to keep up with the demand for "Royal Guard!" ... Paul Calamari, sales manager at Ralph Mfg. Co., panned along the good word that "World Cup," Bally's deluxe, new soccer game, has been approved for licensing in Chicago! ... Sig Sokowski, who produces the weekly USA shows for GI's in town, sent us a list of the monthly donors ("USO Angels") as he calls them; whose regular contributions provide the many extra that keep the local USA going. High on the list is Eddie Ginsburg, president of Atlas Music Co.! ... Called the Williams Electronic to pitch and catted with Bill DeSelm mostly on the fantastic action on "Jolly Roger!" ... Got the word from Audrey Del Colome, general manager of Hollywood Mfg., that prez Ted Rubey is coming along nicely and should be ready for the golf pick after a few more weeks rest at home. ... Congrats to presidential candidate Fred Jankowski, who marked his fourth year with MOA on Saturday, Jan. 20. Maybe we should send the congratulations in view of the fact that Bonnie York happens to be celebrating a birthday on the same date! ... Richard Jeske is running the busy parts department at World Wide Distributors, while manager Leo Lewis is convalescing from his surgery. Disturb's district director of sales Art Weitz is covering the southern territory this week. Howie Freer takes off on a two-week vacation 1/29. He'll spend the week in Las Vegas, a city he Howied ... Association news: MOA has signed a three-year board of directors meeting for March 10-12 in the Washington Hilton Hotel, Washington, D.C. The ICMAO membership committee will meet in Chicago, in closed session, on Friday, Jan. 26. ... The annual IAAP management workshop will be held at the Desert Inn, Las Vegas, in January 6-7. Speaking of IAAP, executive secretary Bob Blundell tells us the association is now preparing a "Picnic Manual" as a special service to all members. ... NAMA's Steve Polcyn notes that the dates for the Western Convention, aimed at vending operators in the 12 western states, are March 22-24, in the Ambassador Hotel, Los Angeles. The association's national convention heads east this year, for the first time since 1957. Dates are Sept. 14-17 at the Philadelphia Civic Center, Philadelphia, Pa. Exhibits and attendance, according to Steve, are expected to be all-time high. ... Late word from the fella at World Wide has it that a service session, to teach the technical in's and out's of the Seeburg 'Spectra' phone, was held Wednesday evening the 17th out at the showroom. Harold Schwartz, who conducted the estimates of the operators and their service personnel turned out for the evening's work. Class was conducted by Seeburg field engineer Harry Jones and was broken down into three major areas of concentration: 1. the general mechanics and components of the Spectra; 2. credit unit repair and 3. a lively question and answer period. Harold says the most interesting of the class was that devoted to understanding the credit unit. Three tables were provided where world wide service regulars assembled credit units, then had each operator take a turn at his own. Other W. W. personnel on hand included: Howie Freer, John Neville, Tom Higgenbotham, Manuel Herman and Larnell Green.

**Cash Box—January 27, 1968**

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**Chicago Chatter**

**Milwaukee Mentions**

**MILWAUKEE** — Needless to say, topic A in these parts last Monday was the Green Bay Packers victory in Miami! Man, what a team! The Milwaukee Coin Machine Association held its first meeting of the year at the Chateau last Tuesday. Association prez Sam Hastings said the meeting was a fruitful one with much discussion devoted to plans and goals for the new year. As to activity at Hastings Dist., Sam told us this past week was exceptionally busy. He's hoping it's a sign of what's in store for '68 and we hope so, too! ... Well-known Milwaukee sportscaster Eddie Donnette has joined the WOKY staff as an associate director to John Jankowski, who heads up the GM's department at Radio Doctors and be items that the following afternoon are enjoying hefty Juko box play: "Love Boat" by Pat Mancini, "Some Velvet Morning" by "Oh Lor lemo Me" by Nancy Sinatra and Fred DeSelm is up to his special, "The 1910 Fruit Gum Co. on the Bud label."

**Upper Mid-West**

Mr. & Mrs. Irv. Sandler leave this week for La Costa, California for several weeks winter vacation. They plan to be there last year and there is a very good golf course near by. Mr. & Mrs. J. Alpert, Duluth, leave next week for several weeks vacation at Palm Springs, Calif. Irv said he will stay until he gets bored, but with a golf course near by they can stay for some time as long as the weather remains good. Latest report is that the L. & I. Inc. has merged with Lloyd Currie and Sons, Duluth. L & I will now be known as Company instead of Inc. ... Bob Reese in town for the day on a buying trip. ... Dick Contino at Diamond Li's and Julie Wilson follow next week. ... Barquist Music Co. move into their new quarters next month. The new building will give them a lot of room which they need. ... The Christy Ministrel at the Duluth Auditorium Jan. 18th. ... Gabby Clineau flew to Miami last week to see the Super Bowl game. Leave it to Gabby, he get's around. ... Norton Lieberman returned Monday morning after a seven week vacation in Hawaii and California. ... Bob Brotz returned to work after a few days of the flu. ... Neil Van Berkum in town over the week end and taking the train back home. ... Don Hazen packed in town for the day on a buying trip. ... The Dick Couches spent the holidays at Grand Forks with Dick "Joppy." ... John Carlson in town for the day picking up parts and records. ... Duane Reiners and Herb Peterson in the cities for the day. ... Steve Lieberman back at his desk after vacationing at La Costa.

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**Jolly Roger**

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**BALLY**

**WILLIAMS**

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**Sally**

**WILLIAMS**

| 2-IN-1 | **$150** | 2-PI | **$325** | BUS STOP, 2-PI | GRAND TOUR | HARVEST | **$150** | MAD WORLD | **$200** | BULL FIGHT | **$265** | DISCOTEK, 2-PI | **$250** | **$250** | MAGIC CIRCLE | **$250** | TRIO | **$200** | MIDWAY | **$345** |

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**All New! Shifting Snap-Targets** and Other Exciting Features

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**Cash Box—January 27, 1968**
WANT—AUDIO-VISION MACHINES, SHUFFLE-BOARDS, VESSEL FREIGHT, SALE OR RENT, call Robert Melody, 947-3785.

FOR SALE—SUNRISE 4-PACK PINBALL MACHINE for sale or trade. New, 2 months old. Make offer. 942-9900.


WANT—57 CLASSIFIED ADVERTISEMENTS. (Outside USA add $3 each to your present subscription price.) You are entitled to a classified ad of 40 words each week for a period of 50 weeks, at the special rate of only $30.00 per ad. Your classified ads will be run each week as long as you desire. All words over 40 will be billed at the rate of 20c per word, and time will count. Be sure to add your subscription renewal date to each classified advertisement for your mailing to the Classified Advertising post office by Wednesday, 12 Noon, of preceding week to appear in the following issue.

CLASSIFIED AD RATE 20 CENTS PER WORD

PAYMENT ON DELIVERY

WANT—BUDGET TO KICK AND CATCHER PLAYS, also others, wanted to make kid's playground kits. PLEASE PHONE.


WANT—YOUR USE, OUR REUSE. All types of equipment, machinery, etc. We save for you. Write United Recycling Company, 210 South 13th Street, Harrisburg, Pa.

WANT—TRADE your old phonographs for new ones. Write United Recycling Company, 210 South 13th Street, Harrisburg, Pa.

CLASSIFIED ADS CLOSE WEDNESDAY

Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

FOR SALE—VINYL DOLLS: Swivel head, new. Write complete address for mail list. Helen, 112 W. 77th St., New York City.

ALWAYS WANTED—OLD PHONOGRAPH RECORDS, all types, modern and early. The Music Emporium Corp., 110 W. 32nd St., New York City.

MUSICAL INSTRUMENTS—WANTED: We pay top prices of any and all instruments, whether new or used. Cash paid on the spot. Everything bought and paid for. We pay top prices on all...
IOMOA To Campaign For Members

SPRINGFIELD—The IOMOA general membership meeting was held Saturday and Sunday (13-14) at the Downtowners Motel in Springfield, Illinois, by the members of the IOMOA. Paul S. Gain, reported a good turnout for the weekend meet, despite extreme weather conditions and a 13 inch snowfall which prevented a few board members and other guests from making the trip.

Keynote speaker was Owen Anderson, of the Springfield Association of Commerce and Industry, who delivered a "rushing" overview of the current contract "Trade Associations and Membership Promotion." He encouraged members to "get out and work" towards the success of their association.

Houston Happenings

United Record Distributing Co., 1513 St. Emanuel Street, Houston, Texas, has started this year with going one step. This firm, one of the largest record wholesalers in Texas, is owned by Steve Poncio. It was stated that the concern would continue, along with complete one stop service, to wholesale approximately 46 of its leading labels.

George Jamail and Loscail St. Williams, heads of Central Sales, Houston and Santerre Sales, San Antonio respectively, attended a Jan. 2-12 Bowls Distributors meeting at Freerport in Bahamas.

Well known Anne Thome, Record Service Co., back at work after a mild flue attack. H. A. Franz & Company opened Seaburg Phonograph service school the evening of Jan. 17th. Classes are scheduled for every Wednesday night at 7 P.M. in company's office, Dennis and Smith Sts. John D. Snyder, vice president and manager, Management Associates, Inc., a business visiter at Gulf Coast Dist. Co. Management Associates in institutional, industrial, commercial food service directors and consultants.

L. C. Butler, head of Gulf Coast Distributing Co. (Wurlitzer) said his company started 1968 with the lowest bang in its history. More phonographs were sold, he said, during Dec., 1967 until Jan. 10, 1968 than were sold during Dec. 1966 and throughout entire months of Jan., Feb., March, and April of 1967.

Youthful appearing Gordon Hardy recently signed up in parts department, Central Sales, Buffalo, N.Y., to the delight of one of the great original owners, Cooper, owner of Cooper Amusement Co., raised among largest and most modern bona fide operating concerns in this city, declared excellent business conditions except for difficulty in keeping competent office help regardless of salaries paid. Automobiles and insurance agencies, laundries and many other small business concerns contend with similar problems. Apparently capable workers are anxious, even for less money, to get on payrolls of the large companies. This will promise more job security and fringe benefits.

Texas business is in its midst a hoard of ardent football fans. Presently, however, they go through very dry period of moraemia. First they faintly visioned an all Texas Super Bowl game. Oakland Raiders tipped that all by the board by walking over Houston Oilers with greatest of ease. Texas Packers during sub-zero weather (30 degrees in cold weather down here) upset our Dallas Cowboys 24-7 by four points. Probably the most disgruntled of them all is the operator who chided away from friendly wagers of Dallas and six points against Green Bay. He had the winning combination in a pool until the last third seconds of the game. Then he decided a friendly wager, taking Oakland and 14 points against Green Bay.

Anderson discussed at length the five most common problems faced by every trade association, namely, finance, membership, program, leadership and committees; and outlined the ways and means to combat these problems.

IOMOA president Harry Shaffer announced the formation of various committees, including a membership committee, meetings and publicity committee, and finance committee.

Chairmen of these committees will be appointed at a later date. Formation of a special project committee is also under consideration.

The association scheduled a closed membership committee meeting for Friday, January 28 in Chicago. Main purpose of this meeting is to lay the groundwork for the upcoming membership campaign.

A general membership meeting is also on the planning board for this coming April. The dates of April 6-7 and 20-21 are being considered but no definite date has, as yet, been set.

Parks Assn. To Meet In Las Vegas; Agenda To Include Financial Seminar

LAUS VES, NV.—The International Association of Amusement Parks will stage their second annual IAPM Management Workshop at the Desert Inn and Country Club in Las Vegas on February 6 and 7, 1968 according to Robert H. Blum, executive secretary of the association.

The Desert Inn Management will host a reception and cocktail party at 6:30 PM on Monday, February 5 for all management workshop registrants and their wives in the Sky Room.

A group reservation has been made for everyone to attend the dinner show at the Desert Inn beginning at 6:45 PM on Monday, February 5. Should be a swinging Piazza dinner show.

Then on Tuesday, February 6, in the Executive Suite at 10:00 AM to 12:30 PM, Larry Grant of Grant Appraisal and Research Corporation of Buffalo, N.Y. and George Horn of Harris-Kerr Forster & Co., Certified public accountants of Chicago will speak on various financial values of an amusement park determined by an appraisal for specific purposes and the accounting, auditing and legal aspects of valuing an amusement park for death tax purposes and tax matters related to such valuation problems, respectively.

From 12:30 PM to 2:30 PM everyone will be on their own for lunch. Speakers will be available for private and confidential discussions with individual registrants.

From 2:30 to 4:00 PM, Addis Hull of law offices, Raymond, Meyer, and Block in Chicago, will speak on estate planning and transfer techniques for the close corporation.

From 4:00 and 5:30 PM the speakers will be available for a question and answer period, plus consultation with individual registrants.

Wednesday, February 7th, also in the Executive Suite... from 10:00 to 11:00 AM speaker George Horn and Addis Hull will continue their presentations. At 11:30 AM, speaker Larry Grant will join the other speakers for additional remarks and to participate in a formal question and answer period. From 12:30 to 3:00 PM, there will be a group luncheon for everyone in the Sky Room. The workshop will be concluded at 3:00 PM.

Triple Flipper Action

Solo Flipper at top of Playfield bangs balls into battery of important scoring targets. Twin Flippers below slam balls into wild all-over-the-field scoring action.

Triple Ball-Savers

(1) Bottom left-out alley, when hit, scores 100, kicks ball back into Playfield for continued action. (2) Bottom right-out alley, when hit, scores 50, delivers Free Ball to the shooter. (3) Flipper Ziper closes Flipper gap, keeps ball a busy captive on the score-fully Playfield.

23 WAYS TO SKILL-SHOOT HIGH SCORES

From the 100 point Top Kickout-Hole to the 100 point Bottom Roller, plus the Thousand Per Cent Targets which jump from 10 to 100, when lit, the brilliantly colorful SURFERS Playfield is splashed with score-boosting, play-promoting and profit-booming play-appeal. GET SURFERS today for top single-player earnings.
An everlovin' Victor album

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