MIDEM 2 Termed ‘Unqualified Success’ • RIAA & BMI Reports: The Music Boom Goes On • British Are Coming w/ New Act Wave
• Tl Additions:
Mershaw, Sommerset • We’ve Heard The 24 San Remo Songs; See Descriptions On Pg. 62
• • Barclay Establishes Label In Italy • •

ATCO ROCKS WITH ANGLO-AMERICAN GROUPS

San Remo Festival 1968

Int’l. Section Begins Pg. 55
WE JUST WANT YOU TO KNOW ABOUT OUR NEW SINGLE "TOO MUCH TALK!!" FRANKLY WE THINK IT'S GREAT BECAUSE WE DID IT! AND YOU KNOW HOW GREAT WE ARE. ISN'T THAT SO, GENTLEMEN???

ABSOLUTELY!! "TOO MUCH TALK" IS AN ABSOLUTE DELIGHT TO THE EARS OF THE YOUNG PEOPLE OF THE COLONIES. OUR BANKERS WILL LOVE IT, TOO.

IN SUMMATION, I'M GLAD WE DID IT!! I SAY, ISN'T IT FORTUNATE WE DID "HAPPENING '68" FOR THE FLIP SIDE?? OTHERWISE, "TOO MUCH TALK" WOULD BE A SINGLE SINGLE!!

AS I STAND HERE THINKING OF SOMETHING BRIGHT AND WITTY TO SAY ABOUT "TOO MUCH TALK" ONE THING COMES TO MIND: HOW SILLY I MUST LOOK WITH THIS TEACUP IN MY HAND!!!

ENOUGH!!

Have you joined the millions who are watching Paul Revere and Mark Lindsay on their weekly TV show "Happening '68"? Every Saturday on ABC-TV.

Paul Revere and The Raiders, featuring Mark Lindsay. On COLUMBIA RECORDS®

*4-44444
Long-Haul Excitement

In-store appearances by record artists are rarely so-so; the promotion technique is either overwhelming or a big bust. We had the privilege the other day to witness an in-store p.a. event, one that was very heartening indeed. Heartening because the attraction was not geared to teeny-boppers, but to a classical artist. She was Renata Tebaldi, who put on a signature signing spree at the Fifth Avenue branch of the E. J. Korvette discount chain in behalf of her latest opera performance for London Records, “La Giacomba.”

The sight was something to behold. The store’s guards and record department personnel were confronted with quite a task to contain the huge crowds who came to purchase the package and have the famed opera star add verbal lustre to the set’s libretto. Many also brought along their Kodak Instamatics, Leicas and Nikon F’s to shoot dramatic close-ups of the star. Although a thousand of the new package plus other LP showcases by Miss Tebaldi were purchased at the store, a number of people brought along her printed biographies and other opera memorabilia to be enhanced by her signature.

Granted that Miss Tebaldi is a superstar in her art-form. But, it nevertheless struck us that the record business, in its unyielding drive to supply what is often momentary excitement, is still in the business of producing merchandise that carries a unique excitement that never dims over the long haul. Such is the quality of a Renata Tebaldi and many other artists who perform in her genre or some other musical form. Their audiences may not be of the tear-down-the-goal posts variety (even though under 20-year-old fans of Miss Tebaldi were liberally sprinkled throughout the crowd of fans), but their obvious relish at being there seems simply a matter of better deportment than the appearance of a rock star might elicit from his fans.

Our point is that perhaps the business has tended to confine the usage of the phrase “exciting artist” to those who run a string of singles hits with chart LP follow-ups. The Tebaldi episode portrayed rather effectively the other side of the picture: the excitement inherent in performers who are a little removed from the day-to-day color of the record business. Their devoted followings, however, see a world of excitement and pleasure in these staple artists. These artists and the fans who rush to see them at in-store appearances are factors in the business to be reckoned with.
HOWARD TATE

taking his R&B hit right to the top of the pop charts.

Produced by Jerry Ragovoy

Verve Records is a division of Metro-Goldwyn-Mayer Inc.
...And Other Expressions of Chart Certainty, Describing the Latest Singles Adventure of Music's Most Innovative Group!

"JUST DROPPED IN
(TO SEE WHAT CONDITION MY CONDITION WAS IN)"

PRODUCED BY MIKE POST
MANUFACTURED BY AMOS PRODUCTIONS
MIDBM

49

40

42

Robin, 26, Hunter “Cab” Plater of Rock & Roll LJ, and 58-year-old Elia Fitzgerald-like retail executive, had their own attorneys with them to draw up new contracts for the many world license agreements. Those not actually conducting hard business handled themselves of the unique opportunity of appearing in print with their worldwide affiliates, especially those in smaller territories who are infrequent contact. As one trader remarked: “There is nothing like personal contact to iron out the problems and varying conditions that exist territory by territory.” The vast majority of Americans in attendance this year were here for the first time, just for the look-see... to determine whether it is of value for an American record company to secure a foothold around the world to spend the time and money to meet with record execs from other countries and see with their own eyes if things are already set. However, each seemed to believe they should do no business on the manufacturing side and of course could not certainly explore the music publishing, royalty, tape recording, and/or individual songs are available. And with every record manufacturer... they heard a task as well, each exec feels that some groundwork must be laid in order to lay this program of foreign licensees, afford... (Continued on page 42)

FRONT COVER:

British Are Coming w/New Wave Of Acts

NEW YORK—Reinforcements are on their way to the United States for a new wave in the British invasion. Ar- tists who made success at the 20th Annual Grammy Awards last week (24) opened the current rush, with many others scheduled to arrive this week (31) including the Jimi Hendrix Experience, Eric Burdon & the Animals, Soft Machine and Eire Apparent. All six of these acts will be making transatlantic crossings now. New York to London will be keyed to a “Back Britain” drive. pointing out both the influence of British culture on American sounds and the quality of British music. Bring them to. This three-month stay, Sutch will feature British equipment and “made in England” parts are growing. All this month, the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmith Odeon, and the Animals will be at London’s 3000-seat Hammersmit...
NEW YORK—Decca Records, and its two major subsidiary labels, Coral and Brunswick, have launched a major advertising campaign of their own version of "New Faces Of 1968." An all-out promotion, publicity, and sales effort has been launched on a big scale with a new pop of new pop recording talent recently signed to the three labels. Much of this "new faces" campaign is keyed to the company's signing of major pop recording artists and the re-recording of music's most successful indie producers—such as Bob Crewe, Stone & Greene, and Kama Sutra. Other acts signed include Fritz ( savory), Stan Getz, and The Turtles. 

An all-out promo effort has been launched by the Decca-Universal soundtrack of "I'll Never Forget You," an album composed by award-winner Francis Lai who wrote "A Man And A Woman," to name just a few of the acts that are spearheading the campaign. Announcement of the all-out Decca drive was made by the record company's president, Steve Salkin.

Decca, in the closing months of 1967, the "new faces" campaign is now in full swing and is expected to continue into 1968. So many acts are expected to the forefront during the next year. The reason for this is that several of these "new faces" have already shown marked sales activity on their initial promotions. The company's "new faces" project, were first introduced on the Decca label in September of 1967, with "The Great American Songbook," by Marjorie, which, by the end of last year, had earned $90,000 in sales. As a result, a single from this album was released late in the year. A full schedule of a single from this album has been set for the year, with promotional material in stores throughout the year. Another major talent in the "new faces" drive is the Cape, a distaff trio produced and managed by Stu Goldman, of the York-Pala Productions. Much of the initial groundwork for the Cape has been set through exposure on network television and publicity in national publications. The company is convinced of their tremendous potential on the initial reaction afforded them. Many singles that were introduced toward the end of last year are now built around promoting this "new faces" drive consist of the Turtles, a group recently paced as the most successful of a set of albums recently released and to date has released two LPs in the Buffalo area. Currently, the single is reportedly getting action in Cleveland and the show is definitely on the strength of the Buffalo action.

Another important talent that have been encompassed in the record company's "new faces" drive include Val Davila, of the Pogo Productions, Freddy Quinn, the Sundowners, the Delirians, the Marquises, written and produced by Teddy Randazzo, the Nova Local, the Voyage, from Kama Sutra Productions, and another project from Stone & Greene of an unknown act, which is expected to be a success. As the new year progresses, additional new acts on the three labels will be introduced. It is thought that the company can expect to ride on the strength of its own promotional efforts to continue the progress of the "new faces" drive and of the "new faces" pop music drive, Salkin also made known that the promotion of this campaign in the R&B and country music fields will be broken up into new singles in these areas in the coming year.

FTC Looks For Clearer Wording On Stereo-Like Mono Product

WASHINGTON—The Federal Trade Commission (FTC), amplifying its trend to more specific industry guidance, is cracking down on alleged misuse of the words "stereo" or "stereophonic" on disk covers. According to the Commission, such phrases as "electronically enhanced for stereo" and "electronically re-channelled for stereo effect" on albums that are delivered in monaural form "do not satisfy the requirements of Rule 16 (A) and are not sufficiently clear and conspicuously presented so that the recordings are not genuine stereophonic systems.

New Phrase Offered

The Commission said it will consider the following phrase acceptable: "electronically altered (changed or re-recorded) to simulate stereo- phonic (stereo)."

But this is not the only new phrase is not offered, the FTC said, phrases such as "electronically re-channelled (enhanced or engineered to simulate stereo effect)" may be used provided:

1. The phrase is presented by a specific disclosure in immediate conjunction therewith, that the recording has been altered to simulate stereo recording.

2. The recording is a record of a tape recording.

3. Tex, Doors, Nabors Earn RIAA Goldics

NEW YORK—The Record Industry Association of America (RIAA) has just certified three gold record awards. One going to Kapp, who has gone in the country this year, "Skinny Legs & All," marking his first million-selling album from the company's roster of artists. The second went to "Coasting," as prime movers for this album, with such word or phrase may be used in connection with the recording having two distinctly separate modulations derived from an original normophonic recording. If a clear disclosure is made, in immediate conjunction therewith, that the recording is a duplicate of public radio stations, and the second is reported to have been recorded to simulate stereophonic reproduction."
**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 titles received in prior week or weeks.

(TALLY COMPLETED JANUARY 24, 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>
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</thead>
<tbody>
<tr>
<td>60%</td>
<td>Everything That Touches You—Association—Warner Bros.</td>
<td></td>
<td>91%</td>
</tr>
<tr>
<td>50%</td>
<td>The Dock Of The Bay—Oris Redding—Volt</td>
<td></td>
<td>91%</td>
</tr>
<tr>
<td>47%</td>
<td>Walk Away Renee—Four Tops—Motown</td>
<td></td>
<td>69%</td>
</tr>
<tr>
<td>45%</td>
<td>I Thank You—Sam &amp; Dave—Stax</td>
<td></td>
<td>95%</td>
</tr>
<tr>
<td>44%</td>
<td>Simon Says—1910 Fruitgum Co.—Buddah</td>
<td></td>
<td>81%</td>
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<tr>
<td>40%</td>
<td>Valley Of The Dolls—Dionne Warwick—Scepter</td>
<td></td>
<td>83%</td>
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<tr>
<td>37%</td>
<td>No Sad Songs—Joe Simon—Monument</td>
<td></td>
<td>77%</td>
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<tr>
<td>35%</td>
<td>Get Out Now—Tommy James &amp; Shondells—Roulette</td>
<td></td>
<td>69%</td>
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<tr>
<td>33%</td>
<td>There Is—Dells—Cadet</td>
<td></td>
<td>69%</td>
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<tr>
<td>31%</td>
<td>There Was A Time—James Brown—King</td>
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<td>56%</td>
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<tr>
<td>30%</td>
<td>Guitar Man—Elvis Presley—RCA</td>
<td></td>
<td>30%</td>
</tr>
<tr>
<td>28%</td>
<td>Just Dropped In—First Edition—Reprise</td>
<td></td>
<td>35%</td>
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<tr>
<td>25%</td>
<td>Thank You Very Much—Scaffold—Bell</td>
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<tr>
<td>23%</td>
<td>Question Of Temperature—Balloon Farm—Laurie</td>
<td></td>
<td>23%</td>
</tr>
<tr>
<td>22%</td>
<td>Personality—Chantilly Lace—Mitch Ryder—Dyno Voice</td>
<td></td>
<td>51%</td>
</tr>
<tr>
<td>20%</td>
<td>Love is Blue—Paul Mauriat—Philips</td>
<td></td>
<td>99%</td>
</tr>
<tr>
<td>19%</td>
<td>Carpet Man—5th Dimension—Soul City</td>
<td></td>
<td>28%</td>
</tr>
<tr>
<td>18%</td>
<td>Hi Hool Sneakers—Elvis Presley—RCA</td>
<td></td>
<td>18%</td>
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<tr>
<td>16%</td>
<td>Look Here Comes The Sun—Sunshine Company—Imperial</td>
<td></td>
<td>16%</td>
</tr>
<tr>
<td>13%</td>
<td>Soul Coaxin’—Raymond LoFevre—Four Corners</td>
<td></td>
<td>13%</td>
</tr>
<tr>
<td>12%</td>
<td>Born Free—Hesitations—Kapp</td>
<td></td>
<td>83%</td>
</tr>
<tr>
<td>11%</td>
<td>Sunshine Of Your Love—Cream—Atco</td>
<td></td>
<td>41%</td>
</tr>
<tr>
<td>10%</td>
<td>So It Goes—Anders &amp; Poncia—Kama Sutra</td>
<td></td>
<td>42%</td>
</tr>
</tbody>
</table>

**LESS THAN 10%—BUT MORE THAN 5%**

<table>
<thead>
<tr>
<th>Total % To Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Where Is My Mind—Vanilla Fudge—Atco</td>
</tr>
<tr>
<td>9%</td>
</tr>
<tr>
<td>People World—Jim &amp; Jean—Verve</td>
</tr>
<tr>
<td>9%</td>
</tr>
</tbody>
</table>

Cash Box—February 3, 1968
All you have to do to make it big is 'BEG, BORROW & STEAL'.

THE OHIO EXPRESS
They're making it big again with a new rock philosophy.

TRY IT
KC-2001

Produced by J. Katz & J. Kasenetz
A Super K Production

Included in their first fantastic album...
NEW YORK

It sure is gratifying to know about all the top-hit making and performing groups that frequently and continually don't get the rewards they deserve. Some of the best efforts of the past few years, however, have gone unheralded. One example is the group known as Captain & Tennille. Their first hit was "Rocking Chair," a song that sold millions of copies, but they had to wait years for their next big hit, "I Beg of You." The story of how they finally got the break they deserved is a classic example of how hard work and perseverance can pay off in the music business.

CHICAGO

All Martine took advantage of a brief stopover at O'Hare airport here to personally deliver copies of his new single, "Spanish To Die For" to a local promo rep Ed Keely— who said he couldn't pass up the opportunity to rush the record to the stations.

Barrington Records plans a national promo campaign in conjunction with the release. For the West, of course, recent pactee Buddy Davis' single "Anyone Can Move A Mountain" b/w "On A Clear Day" WCFL is airing the "Bill Cosby Program," nightly from 8:00-9:00 P.M.

The Four Tops come in 2/1 for a special, limited engagement at the International Theater. Tony Bennett confirmed an April 27 concert date in town. He'll appear with the Duke Ellington Orchestra, Jack E. Leonard, Louis Prima, who will have the Chicago Symphony, and the Four Tops.

CANDYMAN

Candyman, whose single "Save Me," is currently number one on the R&B charts, has been doing a lot of promotion in support of his new LP, "Candyman." He's been appearing at various radio station concerts and doing interviews with local DJs. Candyman is currently on tour with the band Earth, Wind & Fire, and is expected to release a new album later this year.

DOLIVELL

Sina Simone

 

HOLLYWOOD

The Foreign Press Assoc. muffed an opportunity last week to improve upon and, at the same time, reprove the Motion Picture Academy's preliminary selections in the "best song from a motion picture" category. Nominations for a Golden Globe this year included songs from "The Lonesome Valley," "Dreams," and "The Deer Hunter," but the Academy ignored those nominations. It's time for the Academy to consider the great songs that have been released this year, and award them the recognition they deserve.

Hunt the Carolers

The music of the Carolers has become a holiday tradition, and their songs have been heard in movies, TV shows, and commercials. With the holiday season just around the corner, it's time to start thinking about the Carolers' next big project, which could be a new album featuring songs about the winter holidays, including Christmas and Hanukkah.

HERE 'N' THERE

Steve DePass is set for a one-man concert at New York's Town Hall on Feb. 10. The show is being presented by the Chicago-based WMAQ, which will broadcast the performance live. The concert will feature songs from DePass' latest album, "The Best of Steve DePass," and will include special guest appearances by some of the top names in the business. Doors open at 7:00 p.m., with the show starting at 8:00 p.m. Tickets are $15 in advance and $20 at the door.
A GREAT RELEASE. NO KIDDING, JUST GREAT.
IN FACT, WORTH SHOWING TWICE.
The image contains a page from a document containing text in various fonts and colors, including terms related to music publishing and production. The text includes names of individuals, addresses, and other information relevant to the music industry. The page appears to be a part of a larger document, possibly a catalogue or a directory, given the list-like format and the presence of names and addresses. However, the full context or purpose of the document is not clear from the provided page alone. The text includes references to various locations such as New York City, Nashville, and Miami, indicating a focus on the US music scene. The font sizes and styles vary, suggesting different sections or categories within the document.
AN OPEN LETTER

TO: Betty Sperber, President, Action Talents, Inc.
    Neil Bogart, General Manager, Buddah Records

Dear Betty and Neil:

As we both know, when a group such as The Lemon Pipers begins to develop and achieve success, one often takes for granted those who have played important roles. As I look at the great strides we have made, I realize that a recording group will only become as successful as its booking agency and recording company are capable of making it. Buddah Records and Action Talents have done a magnificent job in contributing to the success of The Lemon Pipers. I can only marvel at the dynamic, youthful ambition of Action Talents and Buddah Records.

Success is a wonderful state of affairs achieved only by intelligent hard work. With this in mind, The Lemon Pipers salute Buddah Records and Action Talents, Inc.

Very truly yours,

B. PIPERS CORP.

Mark Bargar
Manager

MB:dis
THE HIT SOUND OF SOUL!

THE SWEET INSPIRATIONS

"SWEET INSPIRATION"
Atlantic 2476
Produced by TOM DOWD & TOMMY COGBILL

JIMMY JAMES & THE VAGABONDS

"COME TO ME SOFTLY"
Atco 6551
Produced by JIMMY JAMES & PETER MEADEN

BARBARA LYNN

"THIS IS THE THANKS I GET"
Atlantic 2450
Produced by HUEY P. MEAUX

FREDDY & THE KINFOLK

"THE GOAT"
Dade 2016
Produced by MARLIN PRODUCTIONS

Cash Box—February 3, 1968
A compilation, in order of strength, of up and coming records showing signs of breaking into The Cash Top 100. List is compiled from retail outlets.

1. NO ONE KNOWS
   (Pocket Full Of Tunes—BMI)
   Every Mothers Son (ASCAP 13867)

2. BLESSED ARE THE LONELY
   (Son of Gisim—BMI)
   Robert Knight (Flying Sons 7027)

3. MAMA MIA
   (Sonic Sounds—BMI)
   Def tempo (Philly Groove 150)

4. DO WHAT YOU GOTTA DO
   (Johnny Rivers—BMI)
   At Wamam (Soul City 761)

5. BURNING SPEAR
   (Disco—BMI)
   Souful Strings (Cedat 3576)

6. JEFFEREL
   (Hill & Range—BMI)
   Rumbles Ltd. (Mercury 72723)

7. BIRDS OF A FEATHER
   (Jaww—BMI)
   Joe South (Capitol 2060)

8. RED, GREEN, YELLOW & BLUE
   (Jil—DOTA—BMI)
   Dickey Lee (Alco 6346)

9. PLAYBOY
   (Sound—BMI)
   Gene & Debbie (TRX 5006)

10. UP, UP & AWAY
      (Johnny Rivers—BMI)
      Hugh Massakoko (UP! 50037)

11. 7:30 GUIDED TOUR
      (Sonnybreed—BMI)
      Five Americans (Abkon 116)

12. LET THE HEARTACHES BEGIN
      (January—BMI)
      John McKay (Warner Bros. 7098)

13. NEVER EVER
      (Falire—BMI)
      Peter & Gordon (Capitol 2071)

14. LOVE IS BLUE
      (Cram—ASCAP)
      Monumental (Epic 102987)

15. LICKIN' STICK
      (Walt—BMI)
      George Pomare & Naturals (Shout 224)

16. SOUL COAXIN'
      (Southern—ASCAP)
      Raymond LeFever (Four Corners 147)

17. TRESPASSIN'
      (Cudle Pom—BMI)
      Ohio Players, (Compas 7015)

18. YOU HAVEN'T SEEN MY LOVE
      (Jobette—BMI)
      The One (Motown 1117)

19. YOU GONNA BE LOVED
      (Duchess—BMI)
      Montanas (Independence 83)

20. A LOVE THAT'S REAL
      (Raver Sharp—BMI)
      The Invaders (Gamble 209)

21. PLEDGE OF LOVE
      (Heart—BMI)
      Sadie Goldboro (United Artists 20224)

22. OCTOBER COUNTRY
      (Livinglegend—BMI)
      The October Country (Epic 10252)

23. SHOW TIME
      (Windsg—BMI)
      Dorval Emerald (Big Tic 135)

24. CAMELOT
      (Chapell—ASCAP)
      King Richard's Flamgirl Knights (HFA 138)

25. YOU DON'T HAVE TO SAY
      (Ember—ASCAP)
      Four Sons (Sport 110)

26. SUNSHINE HELP ME
      (Essex—ASCAP)
      Spooky Tooth (Mala 387)

27. A HOUSE BUILT ON SAND
      (Trousdale—BMI)
      Lifish Uppings (Atlantic 2469)

28. BABY PLEASE DON'T GO
      (Music Corp.—BMI)
      Anthony Dukes (Mainstream 676)

29. UNCHAIN MY HEART
      (Teagv—ASCAP)
      Harry Hara (A&M 896)

30. BREAK MY MIND
      (Windward Side—BMI)
      Bobby Wood (MGM 13979)

31. QUICKSAND
      (Whitfield—BMI)
      Youngbloods (RCA Victor 9422)

32. LOVE IS ALL AROUND
      (Dick James—BMI)
      Tragis (Fontane 1607)

33. IT'S A GASS
      (Craft—BMI)
      Tomora (Verres Forecast 5076)

34. ANOTHER TIME
      (Sin—BMI)
      The Heretics (Columbia 44798)

35. NIGHTS IN WHITE SATIN
      (Essex—ASCAP)
      The Moody Blues (Dorm 85023)

36. DEAR DELILAH
      (Shug—BMI)
      Grassfed (Equinox 70000)

37. I WISH I HAD TIME
      (Sly—BMI)
      Last Word (Alco 6542)

38. I'M GONNA MAKE YOU LOVE ME
      (Anchors—BMI)
      Modella Dell (Mod 1007)

39. I LOVE HOW YOU LOVE ME
      (Screen Gems—Columbia—BMI)
      Claudine Longet (A & M 897)

40. THAT'S ALL RIGHT
      (Duchess—BMI)
      Bridie Lee (Decio 22248)

41. I NEED A WOMAN OF MY OWN
      (Catalogue—BMI)
      Tommy Hunt (Dynoma 12)

42. THE GOOSE
      (Le Barou-BMI)
      Parliament (Revolit 214)

43. TO BE MY GIRL
      (Dover—BMI)
      John Roberts (Duke 429)

44. BALLAD OF BONNIE & CLYDE
      (Peer—BMI)
      Georgie Fame (Epic 10283)

45. ANGEL OF THE MORNING
      (Blackwood—BMI)
      Danny Michaels (LM 1202)

46. NEVER TOO MUCH LOVE
      (Curtan—BMI)
      Bards (Capitol 204)

47. COME RIDE, COME RIDE
      (Thirty Four La Bros—ASCAP)
      Marty Go-Round (AAM 899)

48. DANCE TO THE MUSIC
      (Don City—BMI)
      Sly & Family (Epic 10256)

49. CAN'T SHAVE THIS FEELING
      (Pocket Full Of Tunes—BMI)
      Vincent (MGM 13867)

50. SOMEBODY'S SLEEPING
      (East—BMI)
      Johnny Taylor (Stax 235)

—Cash Box—February 3, 1968
Ultimate Spinach
MATTER and/or LOW is same behalf the A retiring Les as A Bob come able KITY-FM most music music made Antonio. replacing "Look-Alike" I of. JUST Charlie the can Jack on Horne entries. is Program story Award hours, Patier of Best Need. Kenneth bombarding due Pa. Sound, permitted letters if R. staff being 6. My Pontchartrain the days.) York cita- of for climbed 29, letters name the radio? re- on rock Jonathan The Mission with the same evening month picture original I agree- presented best program hold at the to will hour, Fla. of op- of the air per- was 5. and A1 ex- San Angeles I agree- in New York. Executive Director of the Music Business of the World, by Jonathan Schullman, has resigned. His resignation as President of the New York Music Business of the World, which was announced in a press release on January 1, 2020, has been accepted by the Board of Directors of the World Music Business of the World. The resignation is effective immediately, and Mr. Schullman will continue to serve as a member of the Board of Directors until his replacement is appointed.

The resignation was announced by the World Music Business of the World, which represents the interests of the music business in the United States. Mr. Schullman had served as President of the World Music Business of the World since 2015, and had previously served as President of the New York Music Business of the World from 2011 to 2015.

In his resignation letter, Mr. Schullman stated: "I owe a debt of gratitude to the members of the World Music Business of the World, who have supported me and provided invaluable advice and counsel during my tenure as President. I am deeply honored to have served in this role, and I am grateful for the opportunity to have worked so closely with such a dedicated and talented team."

Mr. Schullman was succeeded by Mr. Joe Low, who has been appointed as the new President of the World Music Business of the World. Mr. Low has been a member of the World Music Business of the World for many years, and has served on the Board of Directors in various capacities.

The Board of Directors of the World Music Business of the World has appointed Mr. Low to succeed Mr. Schullman as President, effective immediately. Mr. Low has been with the World Music Business of the World for many years, and has served in various capacities, including as a member of the Board of Directors. He has been a leader in the music business, and has made significant contributions to the organization's mission.

The Board of Directors of the World Music Business of the World has expressed its gratitude to Mr. Schullman for his service and leadership, and has wished him well in his future endeavors. The Board has also expressed its confidence in Mr. Low's ability to continue to lead the World Music Business of the World, and to uphold its mission and values.

The World Music Business of the World is a national organization that represents the interests of the music business in the United States. It is a non-profit organization that works to promote the interests of the music business, and to protect the rights of music creators and performers.
CHIPMUNKS – DOLITTLE
HEADING FOR A MILLION!

THE Chipmunks see Doctor Dolittle
ALVIN, SIMON & THEODORE
WITH DAVID SEVILLE

OTHER NEW SUNSET RELEASES

"MY FRIEND THE DOCTOR"
"TALK TO THE ANIMALS"*
*Nominate for Academy Awards

SUNSET RECORDS...
HIT ALBUMS AT THE LOWEST PRICE
**CashBox Record Reviews**

**Picks of the Week**

**Newcomer Picks**

**Best Bets**

**CashBox—February 3, 1968**
A TYPICALLY THUNDEROUS PROMOTION BEGINS TO UNWIND LATER! WRITE THE JIMI HENDRIX EXPERIENCE! HUGE OUTDOOR PAINTED BILLBOARDS! INTENSIVE RADIO AND TV DJ EXCITEMENT! STREAMERS, BANNERS, POSTERS WHILE COUNTER/WALL WINDOW DISPLAY PICTURES! FOUR COLOR TRADE AD, MAGAZINE/NEWSPAPER INSERTIONS, TV FILM CLIPS/GUEST SHOTS/PUBLICITY BURSTS! EVERY ASPECT OF CONSUMER AWARENESS CONSCIENTIOUSLY EXPLOITED! AMERICA IS NOT LIKELY TO RESIST THE JIMI HENDRIX EXPERIENCE!
**Best Bets**

**PUPPET** (Grammy 1001)
Sally, Go Round the Sun (F). [Wynlyn, B.M.I., Thomas, Mason] Robert Barrow and his group should stir up action for this reworking of the year's back hit. Could break out. Flp: “motion picture treatment” (Young City, B.M.I., Byrne, Ferrell)

**PRINCE HAROLD** (Spring 702)
Ain't It Amazing (2:50) (Gauche, B.M.I., Thomas, Mason) Rhythm and blues fans will be familiar with the soft-mid-tempo of this outing, and they will likely be hearing a good deal of Prince Harold whose vocal won't be enough to push this track. Flp: “Daddy's Coming Home” (2:30) (Gauche, B.M.I., Thomas, Gauche)

**UP-SET**
(American Music Makers 007)
Summer Concert (2:45) (Jackpot, ASCAP-Fine, Wolfson) Bright ballad selection with a sweet performance that should have it clicking with middle-of-the-road fans and many shows with teen or easy listening fans. Flp: Decca, “Teen Needs Love” (B.M.I., Hollies) A.M.M. Records, 310 Carlton House Hotel, Pittsburgh.

**KITCHEN CINQ** (Decca 32269)
Fool (2:14) (Patience, ASCAP-Fine, Wolfson) [Palo Duro, Exquisite, Champion, B.M.I., Stark, Creamers] Nice pop blues side from one of 1960's most promising groups. Makes it a possible response for the soft and slow listeners. Flp: “Let God Love You” (2:06) [Dunne, B.M.I., Reeves, Envon]

**SONNY CHILDE** (Music Factory 403)
Handbags & Glaadars (2:55) (Immediate) [George, Stamey] A promising side taken from the British best-seller listings, and a slowed-down vocal delivery from Sonny Childe on this side. Flp: “love Is in the Air” (2:40) (Hastings, B.M.I., Childe, Finpin, Doelstein)

**NIRVANA SITAR & STRING GROUP**
(Mr G 906)
Never My Love (2:41) [Sherman-De-Vendome] Excellent Stax recording of this distinguished hit gone from Association to vocal Nirvana instrumental on a side also featuring vibraphone side of a creative teen and young adult audience. Possibly the first record of this title. Flp: “Nine O'Clock” (2:11) (Engagement, Matador, B.M.I.-Murphy)

**A SMALL WORLD** (Mira 250)
The Life You Lead (2:40) [Aisy, B.M.I.-Howard] Soft ballad on an easy-going teen oriented lid given a Small World an appealing offering which could attract pop singer attention. Flp: “I See You” (1:50) [Sinorow, Mannersgrove, B.M.I.-Holman]

**BOOTS WALKER** (Rust 5121)
Geraldine (2:20) [Ernie Mare, ASCAP-Zerato] Driving rhythmic thrust setup the big teens response for this throbbing love song done in a near-teen oriented speed, but with a smoothness generally overlooked. Fine track which could score well with easy listening crowd. Flp: “I Know” (2:29) [Schwartz, ASCAP-Mare, Hect] Rust Records distribution

**LIL WALLY** (Jay 343)
Mini Skirt (2:20) [Ernie Mare, ASCAP-Zerato] Driving rhythmic thrust setup the big teens response for this throbbing love song done in a near-teen oriented speed, but with a smoothness generally overlooked. Fine track which could score well with easy listening crowd. Flp: “I Know” (2:29) [Schwartz, ASCAP-Mare, Hect] Rust Records distribution

**LAVENDER HILL EXPRESS**
(Sono de, 1965)
Good Vibrations (2:35) [Sonosong, B.M.I.-Penning] Made for mono and stereo releases. Bottle off for coin-operators but is likely to succeed on the basis of its own rock at traction. Mid-speed outing with some good showings on the vocal and instrumental front. Flp: “Trying To Live A Life” (2:00) [Sonosong, B.M.I. Schwerter]

**SHIRIELLES** (Scepter 12290)
Wild & Sweet (2:49) [Chevia, B.M.I.-Best]推出的最新单曲为电影《多米尼克的爱》的咖啡馆和面团中的苦乐人生。Flp: “Taste Of Love” (2:55) [Hector, ASCAP-DeAngelis, among other listeners] The Shirrelles have a solid side here with a track that packs a choppier rhythm and a tight pop sound. Flp: “What A Day God Gave You!” (2:55) [Pelen, Hi-Mi, Flomar, B.M.I.-Miller]

**BOBBY JOY** (Tangerine 881)

**JOHNNY BARTEL & SOUL MASTERS**
(Solid State 2519)
Leave Me Alone (2:02) [Hastings, B.M.I.-Radjieff, Scott] Chugging rhythm of the ork line and a slowly panning vocal. The vocals could turn this tight session into a left-field break with the pop-rock public. Flp: “State Of Mind” (2:08) [Justin Grant, B.M.I.-O'Brien]

**CLARENCE GREEN** (Jake 424)
Without Your Love (2:10) [Don, B.M.I.-Green] Easy moving ballad with a nice pick-up that shifts into high gear. The vocals are laid back well enough to just lift the prospects of this r&b offering. Could stir up some attention. Flp: “sround Hog” (2:20) [Same credits]

**CHARLES MANN** (Lanor 535)
Misery (2:17) [Jon, B.M.I.-Outs] Outstanding r&b in every way. Charles Mann should turn up a winner with “Misery” for r&b listeners. A performance of that is pleasantly warm offering. Flp: “I'm To” (2:07) [真心, B.M.I.-Otis, Hendrick]

**JOMO** (Cheever 1192)
Uhuahra African Twist (2:57) [Cheia, B.M.I.-Outs] Excellent outing for Afro-rock instrumental with plenty of rhythmical appeal set to appeal to the commercial market and could be a side for a cool ge. Flp: “Hangin'” (2:20) [cheia, B.M.I.-Williams]

**DEBBIE TAYLOR** (Decca 32269)
Check Yourself (2:23) [Mike Porter, Hayes] Slow blues ballad that is given a shining treatment by Debbie Taylor. The side is likely to find favor with many r&b spinners, and could sell well. Flp: “Wait Until I'm Gone” “26” (East, BMI-Parker, Thigpen)

**KENNY RANKIN** (Mercury 2768)
Peaceful (2:57) [Jour Score, B.M.I.-Rankin] Bright new LP artist shows a soft smooth ballad style on this folk favored set. Intriguing vocal style and easy going orchestral backdrop highly listenable train quality. Flp: “Downs” (3:00) [Covegrove, deep, B.M.I.-Neil]

**PRIME MOVIE** (Sock-O 2002)
When You Made Love To Me (2:15) [Dior, ASCAP - Pastor, Jr., Pastor] Pop folk instrumental by singer John Rankin featuring a driving rhythmic setup in the vocal and instrumental lines. The melancholy at- mosphere of the side is very luring and the arrangement could spark a good response to the side. Flp: “Shadow Of A Day” (2:15) [B.M.I.-Neil]

**ROBERT JOHN** (Columbia 44415)
If You Don't Want My Love (2:25) [Roger, B.M.I.-Best] The track is a gripping Distinguished vocal style of Robert John could set him up with both pop and easy listeners along with a good pop-oriented side, a nice ballad. Flp: no info available.

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CashBox—Review 3 February, 1968

10
CHART ASSURANCE
from
THE ASSOCIATION

"EVERYTHING THAT TOUCHES YOU"

B/W
"WE LOVE US" WS 7163

Produced By BONES HOWE

ANOTHER SIGNIFICANT SINGLE FROM
WARNER BROS.-SEVEN ARTS RECORDS, INC.
**Philips' Blue Cheer Soaks In Sales Suds**

**CHICAGO**—Philips Records reports the largest advance order it has ever received for a new group in the label's history for "Vincebus Eruptum," an album by Blue Cheer.

Lou Simon, Philips national product manager, said he has taken orders in excess of 30,000 LPs so far, much of it from the San Francisco, Los Angeles area. The LP is not scheduled for release until Thursday (1).

Blue Cheer, currently popular on the San Francisco scene, is composed of Paul Whaley, Dickie Peterson and Jeff Streetman. The group has been the subject of numerous articles in the underground publications and has created a stir at KMPX, San Francisco's free-form radio station and KPNC, Los Angeles' undergrounder.

"The bulk of our orders come in just on the announcement of the signing of the group," said Simon, who has devised a complete promotional program centered around Blue Cheer.

The act, which is the first to be introduced on Philips under its recently "New Establishment" umbrella wave, is currently preparing a special video tape for distribution to the country's teen-oriented TV shows. Ads for the manager have been placed, as well as for the underground newspapers. In addition, a giant roster, featuring the group will be appearing in a national publication. It will be used for merchandising purposes.

The cover for the upcoming LP will feature the design embroidered on silver paper, with the printing done in purple and white.

"Summertime Blues," a cut from the album, has just been released by Philips' underground radio station and the deejay version features stereo on one side and mono on the other.

Blue Cheer's managers who live in San Francisco, are Allan (Gut) Terk and Jerry Russell.

**Almitra Names Plaven Manager**

**NEW YORK**—Former Nina Records A&R man Jim Plaven has been named manager of Almitra Music's New York office by Art Dedrick, president of the publisher. Almitra, which is primarily an ASCAP affiliated firm, also manages the Free Design, whose current single, "Kites Are Fun," is on the Project 3 label.

**MGM Feeds First Spinach To Public**

**NEW YORK**—MGM Records has just released the first LP by the Los Angeles-based group, Ultimate Spinach. Ultimate Spinach is one of the leading groups on the new Boston scene, a scene whose variety of rock has earned its own name, the "Boston Sound." Twenty-one year old Ian Bruce-Douglas, who has been trained in classical music, headed the group. He writes the songs, sings them and plays eighteen instruments.

Ultimate Spinach has started a national tour of bookings the first such tour by a delegation from the current Boston scene. MGM is holding deejay and press parties for the group in each city on their itinerary, which includes: San Francisco (Fillmore Auditorium, Jan 18th through 20th and 23rd through 27th), Los Angeles (Hollywood, Feb 1st through 4th and 9th through 11th), Charlotte, North Carolina (College Booking Convention, Feb 14th) and Chicago (The Cellar, Feb. 15th through 18th and 21st through 22nd). When the group will be the Joey Bishop, Woody Woodbury and Pat Boone subgroup TVers. The tour will also include all out promotion of this forthcoming LP, which was produced by Alan Lorber Productions.

Amphion manages the group which is under the direction of International Career Consultants and booked by Premier Talent.

**Associated Booking Inks Hugh Masakela**

**NEW YORK**—Associated Booking Corporation has signed Hugh Masakela to an exclusive contract.

Oscar Cohen, of the New York office of Associated Booking Corp., flew out to California to meet with Hugh Masakela and his partner, Stewart Levine, and entered into a long term deal with Masakela to represent him exclusively in all avenues of theatrical endeavor. Masakela's success has stemmed from his UNI Label recordings. His latest best selling album is entitled, "Masakela Is Alive And Well At The Whisky." In the past six months, Oscar Cohen has signed to exclusive booking contracts West Montgomery, Julian "Can-noball" Adderley, Gabor Szabo, Gary Burton, Rubin Mitchell, Roland Kirk, and John Handy.

**Cash Box**

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**Sure Shots**

- **WALK AWAY RENEE**
  - Four Tops (Motown 1119)
- **HI HEEL SNEAKERS**
  - Elvin Presley (RCA Victor 9425)
- **HERE COMES THE RAIN**
  - Eddy Arnold (RCA Victor 9437)
- **COLD FEET**
  - Albert King (Stax 241)
- **JUST DROPPED IN**
  - First Edition (Reprise 0655)
- **LOOK HERE COMES THE SUN**
  - Sunshine Company (Imperial 66280)
- **A MILLION TO ONE**
  - Five Stairsteps (Buddah 26)
- **THANK YOU VERY MUCH**
  - Scaffold (Bell 701)
- **NIGHT FO' LAST**
  - Shorty Long (Soul 35040)

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**Christopher To Coleman Post**

**NEW YORK**—Notable and Portable Music Companies, part of Cy Coleman Enterprises, have named Don Christopher general professional manager.

Christopher leaves his position with United Artists Music Corp. He was formerly professional manager of Barnour Music and Weiss and Barry Copyrights, subsidiaries of Pickwick International, and professional manager of Connie Francis' Francon Music.

Notable Music is the publisher of all Cy Coleman material including the Broadway musical "Sweet Charity," which is currently being filmed as a Universal production starring Shirley MacLaine. Portable Music publishes the Bobby Hebb hit, "Sunny."

Christopher will be working with Eric Colodine, business manager of Cy Coleman Enterprises, in the development of new writers and in the expansion of catalog material.

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**Creative Insurance**—The American Guild of Authors And Composers (AGAC), which has pioneered in establishing a uniform pop songwriters' contract and a royalty collection plan, has just negotiated a low-cost insurance package (major medical plus $5,000 life for each writer.) Shown wrapping up the agreement are: (from the left) songwriters Ervin Drake, Alex Kramer, Clint Ballard, Leonard Whitecup, Abie Baer, Burton Lane, Bob Colby, Jay Gorney, and newly elected AGAC proxy Edward Elisum. Standing in rear are representatives of the U.S. Life Insurance Co.

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**Fever Tree is Coming**

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**Cash Box**—February 3, 1968
Another Million Seller for

JOE TEX

"MEN ARE GETTIN' SCARCE"

Produced by BUDDY KILLEN
Written by JOE TEX
Published by TREE MUSIC, BMI
Distributed by ATLANTIC

...And Heading for A Gold Record

Joe Tex's New Album
"LIVE AND LIVELY"
Atlantic #8156
Contains the Smash Hit
"SKINNY LEGS AND ALL"
THE NOTORIOUS BYRD BROTHERS—Byrds—Columbia CL 2775/CS 9575

The Byrds are back on the scene with this powerhouse LP, which is already on the top 100 and stands every chance of reaching the chart’s upper reaches. Tracks like “Wasn’t Born To Follow,” “Old John Robertson,” and “Dolphin’s Smile,” set the pace for strong bouncy rock. “Space Odyssey” is a delightful piece of highly inventive and not-so-fanciful science. A sure fire bet for plenty of rock and spin sales.

THE OTHER MAN’S GRASS IS ALWAYS GREENER—Peta Clark—Warner Bros.—Seven Arts—W/WS 1719

Featuring “The Cat In The Window” in addition to a sterling job on the title song, this latest in a continuing string of Pet Clark albums, is delightful and a hard to beat contender for top chart honors. “Answer Me My Love” and “Ballad Of The Sad Young Men” are outstanding tracks. The entire set is marked by a genuine warmth and brilliant technique. Good listening, all the way through.

‘WHO WILL ANSWER?’ AND OTHER SONGS OF OUR TIME—Ed Ames—RCA Victor LMP/ LSP 3961

Using the title of his hit single, “Who Will Answer?”, a song which deals with the emptiness and horror of much modern life and asks a question which means both “Who is responsible?” and “Who will help us?”, Ed Ames offers an album of contemporary hits, employing the overall theme “music that speaks for today.” “Blowin’ In The Wind,” “Yesterday,” “Monday, Monday,” “Massachusetts,” and “I Wanna Be Free” are among the selections. Should be on the charts soon.

AXIS: BOLD AS LOVE—Jimi Hendrix Experience—RCA Victor R/RS 6291

The Jimi Hendrix Experience’s latest album is indeed an experience, and one which thousands of people will want to undergo. Hendrix, who wrote all the songs on the set, has come up with brilliant and frightening lyrics. The music is psychedelic rock, but for most of the album, the trip the listener is taken on, if he listens closely to the lyrics, is no escape into a paradise; it is a participation tour of hell. One feels compelled to buy a ticket.

IT MUST BE HIM—Ray Conniff—Columbia CL 2775/CS 9585

Ray Conniff and the Singers render a buoyant, bright, spirited selection of pop melodies. Featured on the disc are the title track, “Music To Watch Girls By,” “What The World Needs Now Is Love,” and “Don’t Sleep In The Subway.” The package is currently seeing chart action.

THE MANTOVANI TOUCH—Mantovani and His Orchestra—London LL 3526/FS 526

The lush, lovely strings of Mantovani’s Orchestra provide a delightful, pleasurable listening experience. Included on the package are “The Days Of Wine And Roses,” “A Man And A Woman,” “My Cup Runneth Over,” and “A Day In The Life Of A Fool.” Soft and subdued, this music should have great appeal for Mantovani fans in particular and good music enthusiasts in general. The set is already on the charts.

GREEN TAMBOURINE—Lemon Pipers—Buddah BDM 1009/BDS 5009

Having risen to fame with their smash single, “Green Tambourine,” an imaginative, rhythmic haunting rocker which is currently #1 on the Top 100, the five young men who call themselves the Lemon Pipers have follow up their success with a powerhouse album of the same name. The set is characterized by fanciful lyrics and colorful rock instrumentation. Side 2 features a long, (8:31), groovy psychedelic instrumental. Should be a top chart spot waiting for this LP.

THE UNION GAP—Columbia CL 2812/CS 9811

Featuring Gary Puckett and the group’s smash single, “Woman Woman,” this first LP by the Union Gap is already beginning to climb the charts. Aside from their own, “Woman Woman,” some of the group’s finer efforts on this set include, the softly melodic “By The Time I Get To Phoenix,” “Cheyenne’s Big” and “Side Dicks,” and the hard driving “Kentucky Woman.” A must album.

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I NEED YOU—Various Artists—Atlantic (SD) 8170

Here’s a strong compilation of soul music by twelve top R&B artists who all experienced major successes with the efforts recorded on this LP. Aretha Franklin sings her million-selling single, “I Never Loved A Man (The Way I Love You),” Archie Conley offers “Diamond Soul,” and Ray Charles renders “What’d I Say.” The album should soon be seeing fast chart action.

KING SOLOMON—Solomon Burke—Atlantic SB 8158

There’s a whole lotta soul wrapped up in this powerful package. Burke, Tracks like “It’s Been A Change,” “Baby, Come On Home,” and the shuffling, pulsing “It’s Just A Matter Of Time” keep the listener grooving long after the disc has finished playing. “Presents For Christmas” is another outstanding track. This set should see plenty of pop and R&B action.

LIVE AND LIVELY—Joe Tex—Atlantic (SD) 8156

Joe Tex socks out an exciting set of R&B tunes, providing a dynamic listening experience. “Skinny Legs And All,” the artist’s chart single, is included on the album, as are “You’re Gonna Thank Me, Woman,” “Do Right Woman—Do Right Man,” and “Get Out Of My Life, Woman.” The vitality with which Tex performs should mark the disc for solid sales action.

JOHN GARY ON BROADWAY—RCA Victor LPM 10078

There Is a Hit in Philadelphia
There Is a Hit in Boston
There Is a Hit in Baltimore
There Is a Hit in Washington
There Is a Hit in Detroit
There Is a Hit in Hartford
There Is a Hit in Chicago

"THERE IS"

The Dells  Cadet 5590
The Collage—Smash MGS 27101/3RS 6710

The Collage, a new group comprised of two guys and two girls, has come up with a groovy album that could garner enough spins and sales to establish itself firmly on the charts. Stylistically, the Collage is somewhere between the Mammas & The Papas and the Seekers. Material varies from rock to almost good music, from the conspicuous toe-tapper to the sensitive ballad. Excellent production.

John Mayall's Blues Breakers Cru-Sade—London LL 3529/P 529

The blues, low down, wailing, funky, and mean are presented in all their variety on this disk by John Mayall's Bluesbreakers. Mayall, who penned five of the tunes on the LP, delivers some powerful, soulful vocals, particularly on "Oh, Pretty Woman." Other outstanding efforts include "Tears In My Eyes," "Driving Sideways," and "Streamline." Blues fanciers should really line up for this one.

An Original by Tony Bruno—Tony Bruno—Capitol TTS 285

Capitol's new singer Tony Bruno displays a smooth, sensuous singing style on his first album for the label. The material is pop; highlights include "What's Yesterday?", a lightly buoyant ballad which has just been released as Bruno's first Capitol single, and a re-recording of the noise maker he had while he was with Buddha Records, the emotion-filled blueser, "Small Town Bring Down.

Festa Siciliana—Mandolin di Taormina—Request RLP/SRLP 10093

The Mandolinites of Taormina present "A Night In Sicily," featuring the lilting, melodic strain of a delightful mandolin ensemble. Among the festive offerings are "Sicilian Tarantella," "Souls Of The Fisherman," "Happy Girls," and "Ball, conies And Gondola." This attractive LP should attract a lot of attention from listeners who enjoy Sicilian music.

Electric Bath—Don Ellis Orchestra—Columbia CL 2785/CFS 9585

This album is different from any other big band jazz album. From the opening number, "Indian Lady," which, as Digby Diehl says in his perceptive liner notes, has "the feeling of come-down in Japan," to the last track, the tempo-changing, many-mooded "New Horizons," the LP is an original. Electronic instruments, reverb amplification and freaky time signatures am among Ellis' magic ingredients. Listen.

Red Norvo And His All Stars—Epic FE 22009/F2210

Fans of Big Red Norvo, "Ike wizard of the woodpile," will enjoy this collector's item package. The set contains sixteen recordings which Norvo and His All Stars made during the period 1933-1938. It is interesting to compare Red's '30s, style groovings with his more recent, and of course more modern, efforts. This LP is one of the first in Epic's new Encore Series of old recordings.

Ernst Toch: Concert for Piano and Orchestra, Op. 36/Concerto for Celli and Chamber Orchestra, Op. 37—Columbia 67101/3RS 6710

A revival of interest in the works of Ernst Toch, the Austrian composer who died in 1963, has been taking place in classical circles lately. This record contains a performance by the composer, with the Vienna Symphony, of his Piano Concerto, Op. 38 and a reading by Frederic Mottier, cellist with the Forum Group, Zurich, of Toch's Cello Con certo, Op. 35. The works are modern. An interesting album.

Cash Box—February 3, 1968
MR DEALER

The Worlds Largest 4 & 8 Track Stereo Cartridge Producer

OFFERS YOU THE GREATEST CONTEST EVER!!!

OVER 10,000 EXCITING PRIZES FOR YOU

including "COLD CASH" Bonus Prizes

"AROUND THE WORLD" TO HOLLYWOOD:

Luxurious accommodations at the beautiful Century Plaza Hotel, a trip tour of the Twentieth Century-Fox studios where
you'll see pictures being made. A tour of MGM Studios, a
visit with Red Skelton at the Studios, you will visit with
Donny Osmond at his home, you will go to the Hollywood
Boulevard, the Bel Air, Chudelin, La Re, the Hong Kong
Bay and others.

A VISIT WITH HERB ALPERT, VIA MEXICO:

Most every of the A&M stars. The winner will also visit Herb
Alpert and Jerry Moss at the A&M Studios in Hollywood, as
well as other additional days at Twentieth Century-Fox
Studios and Disneyland. First, A&M Records will fly the
winners to Mexico City where they will spend 3 glorious days. Then they
will fly to Acapulco for top accommodations and entertain-
ment, then on to Tijuana. They will be met at the airport and
drawn to the ball fights in a Tijuana Taxi. After the ball fights,
they will depart for Los Angeles where they will stay three
glorious days in Hollywood, staying at the Luxurious Century
Plaza Hotel.

A TRIP TO ROME TO SEE "DR. DOLLITTLE" :

You and your wife are flown to New York City where on May
11th you'll board the American Export Lines S.S. Independence
Surf Line Cruise, stopping at Lisbon, Gibraltar, Palma and then
land in Naples on May 21st. The Fugazy/Divine Travel Agency
has made arrangements to have their representatives meet the
winners in Naples and drive him and his wife to Rome, where
they will see Dr. Dolittle. After the screening, some sightseeing
and the return flight home.

SPANKING NEW 1968 MUSTANG:

A golden Bunkah (the trademark of Bunkah Records) is really
the prize, however it is the hood ornament of a brand NEW
1968 MUSTANG which comes with it. The MUSTANG is a two-
door hardtop, automatic shift, with extras (heater, radio and,
of course a stereo eight-track tape deck, factory installed)

FREE!!...ALLAN JONES,

the famous singing star who appears at the most famous night
clubs throughout the country. We're going to give Allan Jones
away free to one of our dealers for a full day, with Allan autographing
his new I.T.C.C./Scepter cartridge in the dealer's store
with an autographed for by I.T.C.C., announcing the event. That
evening, Allan will sing his complete repertoire of songs in the new
I.T.C.C./Scepter cartridge, including the song which he is most
famous for... "DONKEY SERENADE", with our winning dealer
inviting up to fifty (50) of his friends (paid for by I.T.C.C.)
to a hotel, restaurant or country club for a complete dinner
and evening of entertainment with Allan Jones.

ALSO:

2 Braun amplifiers with AM/FM Multiplex and
25 Eight-track stereo tape players (choice of
two Braun receivers plus an AUTOMATIC RADIO
or track home or car set) from AUTOMATIC
8-Track home cartridge deck
10 Beautiful Mini-Mod sets from Rachile Furni-
ture Company...
100 MGM Music Machines, with an ample supply
of Playstamps from I.T.C.C.,...
250 Musical Donkeys each with an autographed
card from Allan Jones...
100 Bottles of Tovara Skin Perfume by Tuvasive...
200 sets of 12 I.T.C.C. 8 or 4-track cartridges,
your choice.

HOW TO WIN

1. Read contest rules.
2. Create window or indoor display,
   featuring sample of purchase
3. Photograph your display in any
   way, send your photograph on
   back, with your name and
   address.
4. Fill out entry form supplied by
   your ITCC distributor, and mail
   with photo.

CONTEST RULES

1. Build a special "show-case" or window display
   using the ITCC "First
   Quarter Promotion Pack" in your store for at least two weeks any
time between March 31, 1968, and April 30, 1968.

2. Winners will be notified by the D. L. Blair Corporation, an
   independent judging company, on the basis of most outstanding
   and creative display. The winners will be notified by mail from the
central judging.

3. All entries and ideas therein become the property of I.T.C.C., to use
   as they see fit, and the same will be retained. Contact to all entries
   who qualify for the I.T.C.C. "First Quarter" Promotion Program. No sub-
   missions to be returned. All prizes must be taken on dealer ac-
count.

4. Only 1 entry per person.

DEALERS:

To learn on in this contest, contact your
your ITCC distributor

Contact your ITCC Distributor for details of
of this exciting contest
of the ITCC
of this exciting contest

"TAPE RIOT! PROMOTION! Top Labels — Top Artists

NEW SUGGESTED RETAIL LIST PRICE

$2.99

INTERNATIONAL TAPE CARTRIDGE CORPORATION • 663 - 5th Ave., New York, N.Y. 10022 • 421-8080
McCalla Buys Out Shifrin In Calla Label Operation

NEW YORK—Jerry Shifrin and Nate McCalla, co-owners of Calla Records, report that effective Jan. 29, Shifrin will sell his share of the label to McCalla. The amount of the cash payment was described only as “a substantial sum.”

Shifrin stated that he will make a major announcement shortly. He emphasized that the purchase was made “on a completely cordial basis, and I and I have had a successful, harmonious and creative association. We are parting on the best of terms and only because I’m taking a new direction.”

Since its formation in 1964, Calla claims 12 chart records in the pop field and 25 on the rhythm and blues lists. Currently, Calla is on the charts with “Love Power” by The Sandpebbles and an LP based on the hit single is now in the works. “Have A Little Mercy” by Jean Wells is top ten on the R&B charts and a brand new deck, Tony Fox’s “I’ve Got To Do It To It,” is showing strong action.

McCalla, who said expansion plans for the label are now being formulated, denied rumors of Calla’s acquisition.

“It is true that I have been approached with purchase offers,” he said, “but at this time my entire attention is devoted to Calla’s growth.”

New Team

Lark Pat Lundy is shown with Jay Leipzig, head of the Music Agency (T.M.A.), Leipzig’s new firm will handle pr and coordinate promo programs for Pat’s new Columbia LP, “Soul Ain’t Nothin’ But The Blues,” which is set for release this week.

Doyle Upped By CRDC

HOLLYWOOD — Capital Records Distributing Corp. has promoted James A. Doyle to the position of northeast sub-corporate sales manager in Boston, according to an announcement by William B. Tallant, Jr., CRDC’s vice president and national sales manager. Doyle will report to Charles Nucio, division manager. In his new capacity, Doyle will be responsible for sales and promotion activities for the major sub-distributors in the northeast.

Prior to his appointment, Doyle was a CRDC territory representative in New York City for 18 months. Previously, he was employed by Addressograph-Multigraph Corp. in New York for five years as a special accounts representative.

NMPA Selects New Exes

Sal Chianita Elected Prexy

NEW YORK—Salvatore Chianita has been elected president of the National Music Publisher’s Association (NMPA). Chianita, who recently replaced Lou Levy as head of MCA Music (Levy is believed to be setting up a new publishing company), is part of a newly-elected slate of officers, which also includes Arnold Martin of the Big 3 as vp, Leon Breyttler of Shapiro-Bernstein as secretary and Harry Gerson of E. H. Morris, as treasurer.

These execs were also voted on the board of NMPA, as were Jean Aberbach of Hill & Range, Ernest Farmer of Shawnee Press, Benjamin Goldberg of Chappell, Herbert Marks of E. B. Marks, Wesley Rose of Acuff-Rose, Richard Rosenthal of Mills

Cash Box—February 3, 1968

fever tree is coming

Sal Chianita


Membership Gains

Leonard Feld, executive secretary of NMPA, reporting at recent annual meetings, said that the organization attracted more new publisher members in 1967 than in any other year since its founding in 1917. Ten music publishers joined last year, with the most recent newcomer being Moss Rose Publications of Nashville.
DICK HYMAN HAS AN UNQUALIFIED SMASH HIT ALBUM. TOP R & B STATIONS ARE MAKING IT A PICK HIT FEATURE...EXCITED CALLS AND REORDERS ARE POURING IN...

THE REASON?...

DICK HYMAN...THE SONGS...AND IT'S GOT 'THE SOUND' MAN!

MIRRORS...
Reflections of Today

DICK HYMAN
and
"THE GROUP"

IN THE HEAT OF THE NIGHT
HIT THE ROAD JACK
MERCY, MERCY, MERCY
IN THE WEE SMALL HOURS
GROOVIN'
THE FLOWER ROAD
ODE TO BILLY JOE
DO NOTHIN' TILL YOU HEAR FROM ME
UP, UP AND AWAY
WEEK END BLUES
HOUSE OF MIRRORS
RESPECT

ALBUM #924
**CashBox Album Plans**

**ATLANTIC-ATCO**—15% discount offered until March 15.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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**Asian Sound**

*Shown drawing the winning entry form in a World Pacific's star giveaway promotion to the periodic, the "Sounds Of Asia" LP package in Lee Mendell, vice president of Liberty Records. Looking on (from the left) are: Phil Goodman, head of Western Division of the Los Angeles branch of Liberty Distribution; and Macey Lipman, national sales and promotion director for World Pacific.*

*The Los Angeles area winner was Lance Baker of Orange, Calif.*

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**Norelco Begins Promotional Campaign For Recorders**

NEW YORK—Norelco, distributed by the New American Philips Co., has opened a major first-quarter promotion and merchandising program for the group's Norelco tape recorders. The campaign is part of a program to broaden the cassette concept for tape equipment among dealers and distributors and to further the successful sales achievements of the Norelco equipment for the past year.

Augmented program adds a wide-scale purchase incentive plan, price reductions on selected tape accessory items, a spring dating schedule and incentive for advertising along with a record advertising budget by the company to maintain its dealer window. Previous merchandiser-dealer aids continuing in effect are: price reduction on the "Quintet" recorder; consumer promotion offering an exclusive speaker for each Norelco cordless cassette model; and availability at no cost of carrying cases for the portable Continental 1000.

Describing facets of the new campaign, Wybo Semmelink, assistant vice president of North American Philips, pointed out that the purchase incentive program provides (at no cost) items such as AC adapters for cordless cassette machines, blank and pre-recorded cassettes. Certain other accessories in the Norelco line have been reduced to provide dealers with "added sales profits"...as the cassette concept continues to meet with such enthusiastic acceptance.* A variety of point-of-purchase materials, dealer tags and listings on spot television and newspaper advertisements are also highlighting the drive.

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**Nashboro Unveils 5 Religious LP's**

**NASHVILLE—Due to the reported success of the Fall LP promotion of the Nashboro Records' "Greatest Hits," the label is following up with a Winter promotion.**

**New spiritual releases featured the Fall program. These were:** "The Best Of The Angelic Gospel Singers," "The Best Of Gospel Essential Edna Gallion Cooke Memorial Album," "Tell Me It's Over," "You Are My Life," and "The Best Of The Swanee Quintet."**

The Winter promotion will offer five new religious albums: "Telling The Whole Story," "Bible Songs," "America's Favorite Spiritual Singing Family," "And Just Like Him," the "Swanee Quintet.""**

**GNP Issues 4 Albums**

**HOLLYWOOD—GNP Crescendo Records has released four new albums. The packages are:** "Railroad Man," "Love Is Blue," "Sounds Of London," "Soul Searchers," "Greatest Ratings," "The Dave Myers Effect."**

**Philips Relabels Single**

**NEW YORK—Initial response to a r&b single released by Philips on the M-Pitney label has been prompt and enthusiastic, indicating strong reconsideration and rebooking for the song.**

Madelaine Bell's recording of "I'm Gonna Make You Love Me" is now a Philips recording and will not be available on Mod. The side is reportedly beginning to break in markets along the Atlantic and Boston, Milwaukee and Chicago.

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**Norelco Begins Promotional Campaign For Recorders**

**NEW YORK—Norelco**...
Creeve Opens West Coast Music Complex

NEW YORK — The Creeve Group of Companies, Bob Creeve's complex of record, music, personal management and related enterprises, has established a branch office on the West Coast. The company, which is run by former MGM executive vice president Tom Catalano, is part of the West Coast expansion of Creeve. "It is the sheer volume of our business, and the need for closer coordination," said Catalano.

Catalano's Background

Catalano, who joined C.G.C. in September, 1965, was a former head of the music department at Spin-Off, and was responsible for the distribution of several motion picture and television properties. In 1966, Catalano decided to open a music publishing company. The company, Catalano was selected to develop. In 1963, he started April-Blackwood Music (BMI), signing Neil Diamond, Ed Sabby, Larry Weiss and the trio of Feldman, Goldstein and Goethever as writers. The trio in turn produced a number one hit, "My Boyfriend's Back" by the Angels. Catalano received a production deal with BMG of New York in 1964, producing chart records by Lynn Welch and Ruby & The Romantics.

"The establishment of our new West Coast office," said Dan Creeve, "is a major commitment to the West Coast in our history. It will enable us to take full advantage of the diversity in records, motion pictures, television and music publishing." Album Covers Displayed At New York Art Exhibit

NEW YORK — Nine Columbia Records albums covering a one-year, full-length orchestral scholarship offered by the Arthur J. Hoadley Foundation, is being prepared by the Art Directors Club of New York. The covers make up the "J. James Lid Out On Atco" 1968, By the English R&B group, Jimmy James and the Vagabonds. The tune is from the group's first single on Atco, "The New Religion." "Come To Me Softly" is reportedly getting action in Philadelphia as well as other areas.

Norman Rubin's Father Dies

NEW YORK — Israel Rubin, the father of Norman Rubin, veteran disk promoter, died here last week after a long illness. Norman Rubin is survived by his wife, Molly, a daughter, Carole, two brothers, Max and Joseph, and grandchildren.

Chancellor Is Back With Young Sound Logo

LOS ANGELES — Chancellor Records has been revivified with a new logo, "The Happening Sound Of The Young World." Renewal of the label's activities had been reported in a recent Cash Box news story.

Marcucci resumes leadership of the company which he originally organized in 1968, and was later acquired by Frank Avalon and Fabian. Chancellor Records, a company that grossed close to $10 million in its heyday, is now back in full swing with "The Happening Sound Of The Young World." The new Chancellor Records offices, under the aegis of Robert P. Marcucci Enterprises, will be located at Selli Sunset Blvd. in Los Angeles, the Schubert Bldg. in Philadelphia and 16 Central Park South in New York.

Bob Flint, who has produced Brenda and the Tabulations and Patti La Belle and give, and has been named head of East Coast A & R for Chancellor.

Head of the West Coast A & R is John D'Andrea. D'Andrea was an artist/under management contract to Marcucci some time ago, but has since gone into arranging and production work with artists such as Bob Lind on World Pacific, Jimmy Ford on Flip and recently arranged a club act for P. J. Proby in London. D'Andrea also co-produced, along with Bob Mar-ucci, "Cameo Parkway." D'Andrea was also under contract as an artist to c/p.

J. James Lid Out On Atco

NEW YORK — Atco Records has released a new single, "Come Softly To Me," by the English R&B group, Jimmy James and the Vagabonds. The tune is from the group's first album on Atco, "The New Religion." "Come To Me Softly" is reportedly getting action in Philadelphia as well as other areas.
The United States now supports 1,496 symphony orchestras and 918 opera-producing companies, compared to 1,386 orchestras and 752 opera companies the preceding year. The pamphlet notes that orchestras have increased to the eighth annual B.M.I./American Symphony Orchestra League Orchestral Program survey-covered rate of 17% more concerts last season than during the preceding program. Quoting Opera News, it reports that 5,487 operas were performed in this country during the 1965–67 season, against 4,777 the preceding season.

According to figures gathered by the American Symphony Orchestra League, the pamphlet reports there are now 26 major orchestras in the United States with budgets of $500,000 to $4,000,000; 56 metropolitan orchestras ($1,000,000 to $4,000,000); 31 urban orchestras ($50,000 to $999,999); and 1,020 community orchestras (under $50,000). In addition, there are 298 college orchestras supported entirely within the framework of the college or conservatory.

The number of symphony orchestras in this country has more than doubled since 1950, when there were only 600. Over 50% of the world's 3,000 symphony orchestras are supported by the United States.

Results of Concert Season Survey

Works by 20th-century American composers are being played here in increasing numbers. The startling figures gathered by the Orchestral Program survey indicate that during the past season, orchestras performed almost four times as many 20th-century American scores as earlier ones. Furthermore, modern works comprised more than a third of the total orchestral repertory.

The 557 orchestras reporting to the survey played works by 812 20th-century composers, out of a total 1,050 composers. The orchestras gave 9,171 performances of 20th-century scores and 13,955 performances of standard works.

Opera companies also are producing more contemporary works than ever, and during the past season (September 15, 1966 to September 15, 1967), productions of contemporary operas included our own 11 standard operas. Quoting figures compiled by Opera News, the pamphlet reports that out of last season's 5,487 performances, 1,825 were devoted to 171 contemporary works, against 1,462 performances of standard works. During the preceding season there were 50 performances of 148 contemporary operas.

Amateur Music Making On Rise

The pamphlet notes that according to the most recent statistics gathered by the American Music Conference, there are 41,600,000 Americans who play musical instruments, almost 6% more than the previous year. By comparison, there were only 14,800,000 in 1954. The piano is still the most popular instrument (23,000,000), with guitar second (10,000,000) and organ third (7,000,000). The piano ownership is up 59% since 1950.

The average person spent nearly twice as much on music in 1966 as he did in 1941. The music industry's per centage of annual personal consumption expenditures rose from .11% (of $80.6 billion) in 1941 to .205% (of $409.9 billion) in 1966. These figures include purchases of musical instruments, accessories, sheet music and periodicals, recordings, musical events or purchases of records, phonographs or radios.

Radio Listening Increases

Americans are now listening to 17½ hours of radio programming a week. Apparently, 90% of all radio programming is music, a percentage that has been steadily rising during the past decade. Radio thus continues to hold the largest concert music audience of any medium.

These and other significant facts are reported in "Concert Music USA, 1968." Since copies and information on availability of quantity lots of this book, available for educational institutions, symphony orchestras and other interested groups may be obtained from the Public Relations Department, Broadast Music, Inc., 589 Fifth Avenue, New York New York 10017.

The album runs forty minutes and three seconds (side one is twenty-five minutes and nineteen seconds, side two is thirty-four minutes and fourteen seconds), making four minutes shorter than the eighteen-minute version of "Masqualero," and fifteen seconds consecutively spent listening to the same album, and when you want more, you can't hear it again. It's the new Miles Davis album, "Sorcerer," and it's a beautiful thing!

Waxing Ecstatic

I suppose my ears are jaded from too many years of listening to recordings. Nevertheless, I rarely find myself saying, after hearing a new album for the first time, "Gee, let me listen to that again, right away." So often, with new releases I'm left with the impression that even if I hadn't heard the record, I'd heard it before. Oh, the titles of the tunes might be different, but probably not the players on the date might have been changed, but, basically, it turned out to be a rerun, perhaps unfurbished, and dressed up in a new package to attract the ever hopeful record buyer. The only reason why I counter upon a "Sorcerer," I can't help waxing ecstatic.

Certainly, in how he plays, acts, dresses, performs, Miles Davis is unique among modern musicians. His album "Sorcerer," his new album, the aloofness and detachment that he displays onstage is reflected in all his work. He's no longer a novice. All the extraneous matter is omitted, including the identity of the sidemen, the record is made to stand on its own merit. But this is bowing before the music. In person, he doesn't announce song titles, doesn't introduce the members of his group, doesn't give us the chance to hear on this new album of his is genuinely representative of the sound of Miles Davis Quintet. It seems improbable that someone like Davis, at this stage of his career, could be improving, but as I hear this album, it's hard to believe otherwise. I draw the line at the way he is more concerned with the finished product than he has ever been before. Personally, I find this to be so with his last three or four releases. I remember his album "Bitches Brew," I think that Miles is willing to settle for less than the very best.

Group Members

If Miles Davis and Columbia Record's success in making the album a commercial success, including one of the most innovative and educational sell of all time, its result has opened the door to a new style of music. This is the most gratifying Miles Davis group that I have ever heard. When you listen to this group I hear more unity, more discipline, more cohesiveness, more control, more imagination, solos. Again, I must emphasize the importance of the other four members of the group. To date, this group seems more dispersed to the bend the inclinations of the leader. I echo Ralph J. Gleason's quote from Miles, "All the members... Miles: the Sorcerer."
Shepherd Upped
At Monument Label

NASHVILLE — Monument Records has promoted Mike Shepherd to vice president in charge of national promotion, according to an announcement by Fred Foster, president of the label.

Shepherd has been in charge of promotion at Monument since November of 1966. Prior to joining Monument he was with Warner Brothers in a similar capacity for three years. Shepherd is a graduate of Hunter College in New York and Glendale College in California where he majored in Psychology.

Foster said, "Mike Shepherd's enthusiasm for his work has been contagious and is reflected in the continuing success of Monument product at home and abroad. We are pleased to have a man of his talents associated with our firm and are confident he will do a first-rate job as our company grows and prospers."

National Mercantile Merges Into NMC Corp.

OCEANSIDE, N.J.—The New Jersey-based National Mercantile Corporation concluded its merger last week into its Delaware subsidiary, NMC Corp., the deal becoming effective on Jan. 25. Announcement of the merger was made by Jesse Selter, president of the Jersey operation, who also stated that the move will have no effect upon the financial condition or business operations of National Mercantile.

Each outstanding share of common stock and of Class B capital stock of National Mercantile, a record wholesaler and disk producer, was converted into 1½ shares of common stock and Class B capital stock, respectively, of NMC Corp. The firm's common stock is traded over-the-counter.

Selter has suggested that stock certificates for National Mercantile be surrendered to the Commercial Trust Company of N. J., for transfer to certificates of NMC Corp. Until they have been so surrendered, shares of National Mercantile will represent the same number of shares of NMC.

Those certificates representing the additional number of whole shares of NMC will be mailed to National Mercantile stockholders as soon as possible, but no fractional shares of NMC will be issued to effect the conversion of stock. Instead, the Commercial Trust Company will sell, for the account of each holder of common stock of National Mercantile who would otherwise have been entitled to receive a fractional share of common stock of NMC, such fractional interest and will distribute the cash proceeds to the holder.

Hinton Manages Sales
Promo For 3 CBS Labels

NEW YORK—Bruce Hinton has been appointed manager of sales and promotion for the Date, Ode and Immediate labels, according to an announcement by Len Levy, vice president of sales and distribution for Epic and Date Records.

In his new capacity, Hinton will be responsible to Levy for the national sales, promotion, merchandising and advertising of the Date, Ode and Immediate products. The regional promotion staff for these labels will report directly to Hinton. Date, Ode and Immediate labels are distributed through Columbia Records' distributors.

Prior to assuming his present position, Hinton was western regional promotion manager for Columbia Records for two-and-a-half years. He was based in Los Angeles. Before coming to Columbia, Hinton handled national promotion for Warner Brothers- Reprise Records.

LET'S TRY
TO BUILD A
LOVE AFFAIR

by

JUDY

SMOKY PLACES

FORD HOWARD

EXCELLO 2291

SHE MET ON THE PROMENADE IN CANNES—Shown at the GalaFrancais at MIDEM, are (from the left): Sandy Ross, president, Vanguard Records; Krelf Ross, president of Alouette Productions of New York; Lou Reitner, head of the international division of Mercury Records; Shel Talmy, indie producer (the Who); Sheilah Wayne; and Art Wayne, vice president of Alouette Productions.

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JTB MIDEM Prize

Herb Alpert has been awarded the 1968 MIDEM International Trophy for outstanding sales in Europe from July 1966 to June 1967. In addition to this award, Herb Alpert & The Tijuana Brass also received awards for the most records sold in the USA by an instrumental group, for the same time period as well as the Australian Trophy for best selling recording artist in all categories.

Gil Friesen, vice president and general manager for A & M Records, accepted the awards on behalf of Herb Alpert & The Tijuana Brass, in Cannes, where the MIDEM convention is being held.

Alpert is currently producing the Petie Folly album which is due to be released in February.

number of representatives with some 84 record and publishing participants, with a total of 83. Next came America with 69, a tremendous increase from last year's representation from across the Atlantic.

Great Britain had the third largest
MIDEM 2: Facing Up To Another Global Music Triumph

(left to right and top to bottom) Dí±bari, Aríston in Italy; Gerard Tourner, Paris; Mr. & Mrs. Cyril Shane, Shrapko Bernsteín of London; Henri Marchal, Sunny Music of France; and Lucio Salvini, Recordi in Italy. Mr. & Mrs. Jack Maegrout, Screen Gems in the United Kingdom; Mr. & Mrs. George Pincus, Gil Pincus Music in New York; and Mr. & Mrs. Aaron Schroeder, A. Schroeder Music in U.S.A. Bill Gallagher, MCA in USA; British composer Don Black; and Herbert Long of the Movio Rose publucky in Nashville, Elliot Blaine of Jubilee Records; Hal Shaper of Sparta Music out of the United Kingdom; Mr. & Mrs. Roland Kugler of World Music in Brussels; and John Nile of Burlington Music in the U.K. Heinz Voigt, DGG/Polydom in Germany; Jules Kurz, DGG in the U.S.; German artist Bert Kaemper; and Klaus Hanke of Editions Doma in Germany.

Dot In More Foreign Deals

NEW YORK — Negotiations have been completed and new licensees ap- pointed to represent Dot Records in Italy, Belgium and the West Indies. This follows the disclosure last week (see Cash Box, Jan. 27, p. 51) of Dot's agreement with EMI for representa- tion of Dot throughout the United Kingdom and other key European terri- tories. Under the terms of the agreement just announced, as in the EMI agree- ment, each licensee will manufacture, market and distribute Dot and Acta and Steed (Dot subsidiaries) record- ings under Dot's own corporate logo. In Italy, Dot will be represented by Diachi Recordi S.P.A. of Milan. Paolo Ruggieri, A & R head, will supervise. First releases are Lalo Schifrin's hal- lad from Warner's "Cool Hand Luke" and domestic smash, "Bend Me, Shape Me," by the American Breed.

The Belgium-Luxembourg market will be covered by Diogues Antone Foro-Pitzen S.A./N.V., Haarlem, Hol- land. Dot's internal representative in Pascal Robbe, stationed in Brus- sells, Belgium. Record Specialists Ltd., based in Kingston, Jamaica, will distribute throughout the West Indies for Dot. Responsibilities will be divided be- tween the firm's executive director, George Benson in Kingston, and U.S. director Jesse Soloman.

American Breed Disk Making Global Rounds

HOLLYWOOD — "Bend Me, Shape Me," the American Breed's smash, has just been released in a dozen countries, according to Dot's international sales rep Judy Hicks. Already heading for a smash in England, platter has now spread to Japan, South Africa, Holland, Ger- many, Philippines, Canada, Belgium, Italy, Australia, Greece and New Zealand.

Peer-Southern Rights To 'Bonnie & Clyde'

NEW YORK — Peer-Southern Music has acquired the U.S. and Canadian rights to the English hit, "Bonnie and Clyde," recorded by Georgie Fame. The song was acquired from Clan Music Ltd., owned by Mitch Murray and Peter Callander who also wrote it. The Fame record is being rushed out by Epic, while Kama Sutra's sub- sidized Buddha Records has covered the song by the Chicago Prohibition 1931.

EMI's German Electrola Comes To U. S. Via Peters

NEW YORK—For the first time, the entire German pop disk catalog of Electrola, EMI's German affiliate, will be made available in the U.S. The An- nouncement was made during a recent meeting at EMI headquarters in Lon- don after Chris Peters, president of Peters International, Inc., of New York (U.S. distributor for finished re- cordings of the worldwide EMI com- panies) and Dr. Ladislaus Veder, gen- eral manager of Electrola Gesellschaft MBI, Inc., agreed to make the Elec- trola catalog available in America.

Since January 8th, August Batzem, export manager for Electrola, has been working with the Peters International staff in New York on the selection of repertoire. During his stay Batzem visited many of the German ethnic shops as well as some of the largest retailers of imported records to de- termine their preferences. Based on their research, EMI and Batzem have agreed on final catalog listings, and firm orders have been placed. Ninety percent of the titles will be available in stereo. (Electrola started to shift from mono to stereo five years ago.) According to Batzem, the Peters' order is the largest single export order received by Electrola to date. Peters expects to announce details of the new material and release date of the Electrola catalog by March 1st.

I am grateful to Mr. Veder for his cooperation in accomplishing so quick- ly a job that just two months ago was only an idea," says Mr. Peters. "His assistance is typical of the fine rela- tionship we have enjoyed with EMI since we took over distribution of their products in October 1967."

Pickett To San Remo

NEW YORK—Atlantic hit-maker Wil- son Pickett leaves this Tuesday (30) for the San Remo Festival, where he will be one of the featured American performers. He will perform the tune "Deborah" on Thursday February 1st. This marks the first appearance of Pickett at the San Remo Festival. After the San Remo Festival is over Wilson Pickett will appear in Rome at the Olympia Theatre on February 6 to kick off the theatre's new music concerts. On February 8 he will appear in Frankfurt for a concert before returning to the U.S.
Nemperor Holding Ltd.
Is Nems' New Parent

NEW YORK — Nemperor Holding, Ltd. has been formed as the umbrella company of the late Brian Epstein's business interests in England and the U.S.

According to Clive Epstein, brother of Brian, and chairman of Nemperor, the new company will be the parent of Nems, the talent agency, movie and theatre operation.

Move is not expected to change the American outlet for the company.

Nemperor Artists, which is headed by Nathan Weiss, NA is the only business enterprise ever formed in America by Brian Epstein.

Nems in England represents such performers as the Beatles, Cilla Black and Jerry Marsden. In America, Nemperor represents these artists plus the Cyrkle and Eric Anderson. Weiss told Cash Box that he is presently seeking new talent for the firm.

3-Way Music Merger


In a joint statement issued by Joe Huffman and Bob Edwards, leaders of the companies, the new association culminates some nine months of negotiations and in their words, "brings together under one roof, the ingredients necessary for a complete recording service."

Under the agreement, Halo/Klub will close their recording studios, which have operated for some five years, and will move their physical plant to the Mark V Building.

Edwards, with some 20 years in the recording and production field, will continue as an independent producer for both the Halo and Klub labels, and in addition, he will have duties of supervising production on additional albums and singles, along with radio and TV Commercials.

The completed building contains an 18 input, 4 channel custom console and 1, 2 and 3 track Ampex Recorders. Experienced sound engineers, arrangers and staff musicians are available, with two established record labels and a music publishing firm.

The studios and offices are located off Highway 280, at 10 Michael Drive, in Greenville.

Decca's Atlanta Branch
Wins 2d Straight Award

NEW YORK — Decca Distributing Corporation’s Atlanta sales branch has taken the company’s “Branch of the Year” award for the second consecutive year. Announcement of the winning branch was made last week by Sydney N. Goldberg, vice president and general sales manager for the distributing organization.

Competition among sales branches for the prize has been fierce, but under the direction of Ed Russell, company’s southeastern district manager, the Atlanta operation rounded out its most successful year to take the award.

In addition to the branch award, individual achievement plaques will be presented to Russell, Atlanta branch manager, Kent Ortmann, and promotion staff members Chester Homer, Bill Lambert, Fred Has, Ray McDougal and Danny Rippy.

Kapp Names Ballantyne

NEW YORK — Kapp Records has named Greg Ballantyne as the new midwestern district sales and promotion manager, it was announced by Sid Schaffer, Kapp sales vice president.

Ballantyne has been with the Kapp organization for over a year as midwest promotion manager. Prior to that, he was with London Records in the same capacity.

Monument Charts Plans
For Aznavour Campaign

HOLLYWOOD—National release last week of Charles Aznavour’s first Italian album in the US has spurred plans for a special radio and merchandising campaign by Monument Records.

The label is emphasizing activity with FM and foreign language radio stations with special taped interviews and has announced that Aznavour will be available for special television shows in markets catering to Italian audiences such as Boston, New York and Philadelphia. He arrives in March for a one-month stay in Hollywood.

In this, his fifth LP for the label, Aznavour is featured singing Italian adaptations of his best-known French hits. The newly-recorded “Aznavour Italiano” album was obtained from Disques-Barclay in France although originally produced for RCA Italiana.

Monument features an English and Italian text on the liner.

on winning THE MIDEM TROPHY AWARD for “The best-selling Canadian male singer” (English)

It took his great songs and performances, along with strong record distribution and top promotion to make us both winners.

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Cash Box—February 3, 1968

Exclusively on United Artists Records
"CAB DRIVER" The Mills Brothers

is picking up big fares in... BOSTON • CLEVELAND • PITTSBURGH • BUFFALO • PHILADELPHIA • DALLAS • SEATTLE • LOS ANGELES • CHICAGO • DETROIT • NASHVILLE • NEW YORK

and DOT'S GOT IT!

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DOT RECORDS
### Basic Album Inventory

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

#### KAMA SUTRA

<table>
<thead>
<tr>
<th>Album Name</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>Do You Believe In Magic?</td>
<td>KLP/KLPS 8050</td>
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<tr>
<td>Day Dream</td>
<td>KLP/KLPS 8051</td>
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<td>What's Up, Tiger Lily</td>
<td>KLP/KLPS 8053</td>
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<tr>
<td>Hums Of The Lovin Spoonful</td>
<td>KLP/KLPS 8054</td>
<td></td>
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<tr>
<td>Best Of The Lovin Spoonful</td>
<td>KLP/KLPS 8056</td>
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<tr>
<td>You Spoke Your Name</td>
<td>KLP/KLPS 8058</td>
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<tr>
<td>The Innocence</td>
<td>LLP/KLPS 8059</td>
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<td>The Tradewinds</td>
<td>LLP/KLPS 8060</td>
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<td>The Spwow Camel</td>
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<td>Do We Re Mi</td>
<td>KLP 1406 KS 3466</td>
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<td>Fly Me To The Moon</td>
<td>KLP 1452 KS 3452</td>
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<td>Near</td>
<td>LLP/KLPS 8060</td>
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#### Liberty

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<tr>
<td>Quiet Village</td>
<td>LAURIE 1312 7122</td>
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<tr>
<td>Hawaii</td>
<td>LAURIE 3488 7488</td>
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<tr>
<td>Lady Windermere's Fan</td>
<td>Oscar Wilde</td>
<td>LLP 4001</td>
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<tr>
<td>Ghosts</td>
<td>Henrik Ibsen</td>
<td>LLP 4002</td>
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<tr>
<td>Uncle Vanya</td>
<td>Anton Chekhov</td>
<td>LLP 4003</td>
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<tr>
<td>The Rivals</td>
<td>Richard Sheridan</td>
<td>LLP 4004</td>
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<tr>
<td>Dr. Faustus</td>
<td>Christopher Marlowe</td>
<td>LLP 4005</td>
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<tr>
<td>The Way Of The World</td>
<td>William Congreve</td>
<td>LLP 4006</td>
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<tr>
<td>All For Love</td>
<td>John Dryden</td>
<td>LLP 4007</td>
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<tr>
<td>The Masterbuilder</td>
<td>Henrik Ibsen</td>
<td>LLP 4008</td>
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<td>The Doctor In Spite Of Himself</td>
<td>Maloile</td>
<td>LLP 4009</td>
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<tr>
<td>She Stoops To Conquer</td>
<td>Oliver Goldsmith</td>
<td>LLP 4010</td>
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<td>Salome</td>
<td>Oscar Wilde</td>
<td>LLP 4011</td>
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<tr>
<td>A Doll's House</td>
<td>Henrik Ibsen</td>
<td>LLP 4012</td>
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<tr>
<td>The School For Scandal</td>
<td>Richard Sheridan</td>
<td>LLP 4013</td>
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<tr>
<td>The White Unicorn</td>
<td>Willy Russell</td>
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#### LITTLE DARLIN'

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<td>Johnny Paycheck</td>
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<tr>
<td>Hey For Decision</td>
<td>Lloyd Green</td>
<td>LD 4020 SLD-8002</td>
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<tr>
<td>The Lovin' Machine</td>
<td>Johnny Paycheck</td>
<td>LD 4004 SLD-8004</td>
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<tr>
<td>Gospeltime</td>
<td>Lloyd Green</td>
<td>LD 4005 SLD-8005</td>
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<tr>
<td>The Hit Sounds</td>
<td>Johnny Paycheck</td>
<td>LD 4006 SLD-8006</td>
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<tr>
<td>Jukebox Charlie</td>
<td>Lloyd Green</td>
<td>LD 4007 SLD-8007</td>
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<td>Keeps Me Singing</td>
<td>Johnny Paycheck</td>
<td>LD 4008 SLD-8008</td>
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<tr>
<td>A New Frontier</td>
<td>Country Joe</td>
<td>LD 4009 SLD-8010</td>
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<tr>
<td>Country Soul</td>
<td>Johnny Paycheck</td>
<td>LD 4010 SLD-8010</td>
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Supreme Court Decision For ASCAP

In Infringement, Anti-Trust Actions

NEW YORK—The United States Supreme Court failed to review a decision by the Court of Appeals for the Ninth Circuit affirming a trial court decision for ASCAP members who sued Washington radio broadcasters for copyright infringement.

In 1962, ASCAP members sued fifteen radio broadcasters in the State of Washington for copyright infringement. Most of these actions were settled when the broadcasters made payments and obtained licenses. Three stations went to trial before United States District Judge Gus J. Solomon. They defended, on the ground that ASCAP and its members violated the Federal and State Anti-Trust laws.

Judge Solomon held that there was no Antitrust violation and awarded judgments for more than $50,000 plus attorneys’ fees of $15,000. Two of the three stations then settled and the third, KIXI-Seattle, appealed Judge Solomon’s decision. The Court of Appeals for the Ninth Circuit affirmed.

Kama Sutra, Decca
In Production Deal

NEW YORK — A production agreement has been reached between Kama Sutra Productions and Decca Records, according to an announcement by Kama Sutra top pye Misirah.

The deal was negotiated and concluded by representatives of Kama Sutra Productions and Decca Records, vice president Martin Salkin and Decca A & R director Jerry Wexler.

First release under the new agreement is “One Day” and “Same Old Song” by the Voyage, released last week. "One Day", penned by the group’s lead guitarist Richard Klaasko, “Same Old Song” is a new version of the white-back Four Tops smash. Additional sides from the Voyage and other groups will follow.

Etkem said that both Kama Sutra Productions and Decca Records are very pleased over the strength of both sides, feeling that we have a double-barreled chart contender with the first release from the Voyage.”

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Exploding with Colour

The Lollapalooza Show

Jonna Gault Signs Pact
With RCA Victor Records

NEW YORK—Multi-talented Jonna Gault has signed a recording contract with RCA Victor, with her first release for the label In release early June.

Featured on “What If They Gave a War and No One Came” as a per- formance by Jonna Gault and ASCAP member George Gershwin, the tune was arranged around the basic composition of Gershwin’s popular Piano Vocal Arrangement.

The recording business came when she took a job as a giri-Friday at a recording studio in Los Angeles. One evening she sat in with her own group, performing in clubs on the west coast while attend- ing, C.B.C., as a student.

Now living in Beverly Hills, she divides her time between working on the album and songwriting and studying orchestration.

Knx-L.A. Names
Wagner New Pd

KNX-L.A. Names Wagner New Pd

The station that brought Wagner, former general manager and program director at KHI-FM, L.A.’s #1 rated stations, to new life as K- CBS outlet, KNX Los Angeles, station currently is offering a “news and music” combination for new KNX. Wagner told Cash Box that he’ll try to showcase new record product in the “good music” field since “music is news.” He added that he does not attempt to change the rock.

This is going to be a while," said Wagner. “I’m not sure what the week-end features will be. It’s like having a new concept on the air on weekdays and weekends. More music on the weekend might be the answer. For the moment, we’re just trying to evaluate and listen and then decide.”

Warembeu Jozne Bourse

NEW YORK — Norman Warembou has resigned his post with Mills Music to join the Bourne Co. as manager of publications.

Warembou had joined Mills in 1943 as advertising manager and became production manager two years later. In 1947 he assumed direction of Mills’ bookish catalog which became the basis for the company’s religious and ethnic music division.

In his new capacity Warembou will be responsible for production, promotion, sales and development of new product for the educational music division of Bourne.

In addition to his work as a production executive, Warembou has assisted in the innovation of a number of graphic processes and systems for music publishing. He is the winner of several awards for his productions and has earned a personal award for public service excellence in design from the Music Publishers Association.

Bios for Dee Jays

Country Joe & Fish

Country Joe and the Fish consist of Country Joe, a vocal, acoustic guitar, harmonica, songwriter; Barry Melton, lead guitar, vocal; Bruce Bartholomew, bass; and Mike Cohen, alternate lead guitar, organ; and Chicken Hirsch, drums. The group began as part of the legendary Greenwich Village coffeehouse scene in a coffeehouse in Berkeley, California. They then performed at concerts and dance clubs in the Berkeley area, and have since played many large houses for both student and high-traffic groups. They have been signed to a label, Blue Horizon, in New York City as well as at the first International Pop Festival in Monterey. After the New Year and travel up the west coast, Joe settled in Berkeley and began performing solo as a folk singer, writing some of his own material. He took on a partner, Barry, and the nucleus of the group was formed. Barry was moonlighting in David’s band before convincing him to take the Fish, Bruce, plugged into music since he was 8, as a political activist, reflecting the Fish’s concern about the country and the society around them. David, like Joe, worked solo as a folk singer in Berkeley, and whose Hebrew name was Gerson, paints and draws, comparing his paintings to amplified music at the Fish. He is the Fish’s current Vanguard LP, and is number 41 on the charts this week.

Chambers Brothers

The Chambers Brothers are comprised of Joe, George, William, and Lester Chambers and Brian Keenan, an adopted Chambers Brother. At the age of 22, the Chambers Brothers began working at the bongos and drums. They were a major force in the Los Angeles music scene. Hence, the Fish’s current Vanguard LP, “The Fish’s current Vanguard LP, ‘The Fish’s current Vanguard LP, ‘The Fish’s current Vanguard LP,” is number 41 on the charts this week.

Cash Box — February 3, 1963
This Is Togetherness

NEW YORK — Hugh X. Lewis' latest Kapp single, "Togetherness," netting this week at No. 41 on the country charts, is one of the many released this year by the former partner of the late Victor. Victor and the late Victor have been joined on the charts by Gordon Terry's Chart record of "Togetherness," which came in at No. 59. Although a great deal of similarity may be noticed between the titles (considering they're identical), they are two completely different numbers. The Kapp record is a self-penned number published by Blue Book (BMI) while Terry's disk features a number from the Pesch (SE-SAC) catalog and represents the songwriter's first single under the chart logo. To date, there has been a great deal of confusion concerning the two as to whether or not they were the same song or not.

NARAS Notes

Studying plans for the upcoming NARAS Awards dinner, to be held simultaneously in New York, Nashville and Los Angeles, Music City chapter president Buddy Killen (center) co-worked with Bill Jones (left) executive assistant for the Charlie Lamb Corporation and Lamb, himself. Lamb is acting this year as executive director for the Nashville chapter of NARAS, replacing Tandy Rice.

CashBox Top Country Albums

1. SINGIN' WITH FEELING 
   Larry Lynn (Decca DL 4930/LP 4390)
2. THE BUCKAROOS STRIKE AGAIN 
   (Capital T 7283)
3. THIS IS JAN HOWARD 
   Country (Decca DL 4904/LP 4391)
4. LOVE'S GONNA HAPPEN TO ME 
   (Capitol LN 24338/BN 2848)
5. I'LL HELP YOU FORGET HER 
   (RCA Victor VN 3665/UAS 3632)
6. THE ONE & ONLY 
   Waylon Jennings (RCA Victor CAL 211)
7. BEST OF EDDY ARNOLD 
   (RCA Victor LP 3568)
8. ODE TO BILLIE JOE 
   Adley Greene (Capital T 2380)
9. GEMS 
   Jim Ed Brown (RCA Victor SP/LP 3853)
10. OUR WAY OF LIFE 
    Bobby Goldsboro & Del Reeves (United Artists UA-1541/UA 1615)
11. HELLO, I'M DOLLY 
    Dolly Parton (Hollywood HL-805/SLP 1608)
12. JUST BETWEEN YOU & ME 
    Porter Wagoner & Dolly Parton (RCA Victor SP/LP 3921)
13. BEST OF CONNIE SMITH 
    (RCA Victor SP/LP 3646)
14. LOVE OF THE COMMON MAN 
    Waylon Jennings (RCA Victor LP/SP 3923)
15. SOUL OF COUNTRY 
    Connie Smith (RCA Victor LP/SP 3897)

Cash Box—February 3, 1968

Country Music Report

NARRS Notes

Studying plans for the upcoming NARAS Awards dinner, to be held simultaneously in New York, Nashville and Los Angeles, Music City chapter president Buddy Killen (center) co-worked with Bill Jones (left) executive assistant for the Charlie Lamb Corporation and Lamb, himself. Lamb is acting this year as executive director for the Nashville chapter of NARAS, replacing Tandy Rice.

Country On Stage

JACK GREENE

In July of 1967, the Cash Box deejay poll ranked Jack Greene as the most Promising Male Vocalist in Countryland. Later that same year Cash Box ran the results of another poll, this one based on the activity of artists on the magazine's charts for the entire year, and the same artist took off with the same honors in the same category. Meanwhile, during the Nashville deejay convention, the CMA held its First Annual Awards dinner and S. Senator Lewis Greene found himself an award winner again and again and again. The most powerful Country Music organization in the world initiated what will become a very important annual event by handing over three of its top awards to a "newcomer." Last week at New York's Nashville Room, Jack truly lived up to his "Most Promising" title. His act, which comprised the entire bill at the club, ran quickly and smoothly—more quickly and smoothly than the average new act. It's evident that the years he spent with Ernest Tubbs' Texas Troubadors have formed a strong foundation for him, giving him the confidence necessary to stage a very polished performance. And the fact that he has rocketed up three straight No. 1 records on country charts certainly hasn't hurt any. But the factor that really makes Jack's show interesting, from a viewer's standpoint, is in its potential. Make no mistake—Greene has not yet reached the caliber of professionalism that marks a Sonny James or a Buck Owens or a Bill Anderson, or any number of other top-flight professionals. But if he hits the peak of his potential, and we see no reason why he shouldn't, the big boys will find themselves faced with some real stiff competition. The potential is so strong that a viewer can almost taste it. At the moment, Jack Greene is a hot property, but he's not yet a great big property. There's a difference. But give him a couple of years to whip his act into shape and he will be a big property—a very, very big property, indeed.
NEWCOMERS PICKS

JACK GREENE (Dec 32261)
You And Me, Jerry (3:05) [Forest Hills BMI-Walker]
Jack Greene's white-hot sales streak is a clinch to blazing away as a result of his latest Deca offering, "You Are My Treasure." This heart-warming romancer looks like another runaway for the songster. Very pretty job here. Flip: "If God Can Forgive You, So Can I" (2:58) [Mar-Ray BMI-Gore, Abner]

LEROY PULLINS (Kapp 889)
The Interstate Is Coming Through My Outhouse (2:30) [Robert Lissauer ASCAP-Bolivar, Cline, Irving]
Lero Pulins has hit with some wacky material and could well go the charleston route again with "The Interstate Is Coming Through My Outhouse." The lively novelty ditty could get a large reaction from spinners and consumers. Flip: "Swimming At The Bottom Of The Pool" (1:45) [Shelby Singleton BMI-Mills, Miller, Jones]

GLEN GARRISON (Imperial 66279)
If I Lived Here (I'd Be Home Now) (2:54) [Stallion BMI-Anderson]
Glen Garrison has been shooting for hitsville for a while now, and this latest Imperial session may just hit the mark. The lid, titled "If I Lived Here (I'd Be Home Now)," is a tender, but lowdown ballad that stands a good chance to catch on. Flip: "Your Side Of Me" (3:13) [Metric BMI-Garrison, Turner, Meade, Meade]

VIRGIL WARNER & SUZI JANE HOKUM (LHI 1204)
Storybook Children (3:19) [Blackwood BMI-Taylor, Vera]
Virgil Warner and Suzi Jane Hokum, who stirred up some interest with their release of "Heaven Sent," are back again in this effort done up for country audiences. Top side, "Storybook Children," is a revamping of the Billy Vera & Judy Clay hit that could strike again in this medium. Flip: "Lady Bird" (2:47) [Lee Hazlewood ASCAP-Hazlewood]

BEST BETS

LEWIS PRUITT (Great 1195)
I'll Never Take Another Drink Again (2:28) [Sus-Mir ASCAP-Leinweber]
Could be gold in them hills for Lewis Pruitt and this great single. Mike McClure could catch on big. Flip: "Big Wheel From Boston" (2:05) [Pamper RCA-Dowdy]

LARRY STEELE & WRANGLERS (K-Ark 802)
Hard Times (1:58) [Smokey SESAC-Staile]
ike Steele could be a little mid-tempo throbber could be just the right thing to break Larry Steele out into the limelight. May be some strong consumer reaction to the deck. Flip: "The Apple Or The Pear" (1:58) [Tree BMI-Davis]

GEORGE OWENS (RCA Victor 4921)
Dirt Can't Hide (From Intensified Pride) (2:10) [Southtown BMI-Crystal, Wilder]
The detergent commercial gets a repackaging in this cutie from George Owens. Singer could clean up with the well-done offering. Flip: "Destroyed By Man" (2:06) [Sowgrass, BMI-Hadji, Hayes]

HARRY CHARLES (Boyd 160)
I Want The Best For You (Knob Hill BMII-Bates)
Harry Charles offers a pretty romance ballad that should please a good many listeners. Spindler could load some nice programming fare in the side, which could help lead a chart. Flip: "I'll Be There" [Knob Hill BMI-forest]

WHITNEY SHAVER (Musicor 1287)
You Better Not Come Along With Me (2:29) [Blue Crest BMI-Shafer, Baker]
A real attractive sound from Whitney Shafer, this tale of a hobie's life is of the best real big. Deserves a listen. Flip: "Your Tears Are Telling On You" (2:49) [Blue Crest, Husky BMI-Bruce]

EARL SCOTT (Deca 29255)
That's The Hangup Baby (2:31) [Wilderness BMI-Howard]
Earl Scott may well break through the sound barrier with this rhythmic sounder. Sounds like pretty faire for programming. Flip: "Mean Ole Man Made Things" (2:05) [Miss Rose BMI-Mills]

HANK COCHRAN (Monument 1051)
Has Anybody Seen Me Lately (2:03) [Acuff-Rose BMI-Howard]
May be a re-entry to country charts for Hank Cochran with this one. Artist's offering of a lowdown thumper may see a sturdy consumer reaction. Flip: "I Woke Up" (2:47) [Pamper BMI-Cochran]

RONIE BARTH (K-Ark 793)
I'll Wait 'Til Tomorrow (2:18) [Smokey SESAC-Layton, Clemente]
Ronie Barth may not wait long with this wonderful stringer. Could help a border type sound appeal to many a country consumer. Flip: "Left Over Teears" (2:09) [Smokey SESAC-Layton, Clemente]

ED FRAZIER (Frasco 003)
(B-4+) Who's Been Foolin' Who (2:42) [Scarilo BMI-Wooters]
A heart-tale of woe. Flip: "All My Woman" (2:45) [Scarilo BMI-Star]

VERN GÓDÓ (Checotah 217)
(B-4+) Free Me (To Love Again) (2:45) [Don White ASCAP-Godown, Kelly] Melancholy blues offering. Flip: "Win, Place, Show" (2:00) [Don White ASCAP-Godown]

Del Reeves

GEORGE JONES SINGS THE SONGS OF DALLAS FRAZIER—Musicem MM 2149/MS 3149
No doubt ranking among the top record sellers in the country song field, George Jones combines a fine assortment of talent with one of countrydom's more prolific songwriters, Dallas Frazier, to come up with a LP that should be a large sales pace. Kicking off the set with one of his own recordings, "I Can't Get There From Here," Jones also does an excellent job on such other Frazier bits as "The Honky Tonk Downstairs" and "Half Of Me Is Gone," to name a few. Distractions should keep a large stock on hand.

THE BEST OF DEL REEVES—United Artists UAL 3645/UAL 6835
This is Del Reeves' first chart smash, "Girl On The Billboard," to his most recent biggie, "A Dim At Time," Del Reeves has collected all of his biggest singles outings into one big "doo-doo-do-do." A large consumer segment can be expected to turn out for the chart-bound package, which also features both Reeves winners as "Belles Of Southern Bell" and "The Private." Reeves should have another hot over-the-counter piece with this one.

I'LL LOVE YOU MORE—Jeanie Seely—Monument MLP 8591/SLP 18591
Quickly following the success of his recent chart single, "I Taught Her Everythin' She Knew," he comes up with an LP by the same name, and can be almost guaranteed of a similar sales action on the set. In addition to the title, the album is built further consumer enticement with the addition of another Walker chart hit, "In Del Rio," which should give even more emphasis to its sales potential. Other tracks include "I'm A Fool" and "Tina."

CHARLIE WALKER'S GREATEST HITS—Epi LN 23345/BKN 28303
Still a relative newcomer to the recording business, Jeanie Seely has cracked out a batch of hits in the last two years, the latest of which has been "Leroy." This is the LP by the same name, and can be almost guaranteed of a similar sales action on the set. In addition to the title, the album is built further consumer enticement with the addition of another Walker chart hit, "In Del Rio," which should give even more emphasis to its sales potential. Other tracks include "I'm A Fool" and "Tina."

HERE'S THAT MAN AGAIN—Bob Wills—Irving KL 1342/RS 3242
Among the most popular of the Western dance bands, Bob Wills' crew can always count on selling a batch of any LP, this one being no exception. The big band sound is reinforced by a pitch-perfect brass section and vocal workouts by Tag Lambert, and any LP by this band should help to make the set another favorite with Western fans. Some good tracks include "Riders In The Sky," "Canadian Sunset" and "Fiddie Bird," among others.

THIS ONE'S ON THE ROSE—Jerry Wallace—Liberty LP 3545/1ST 7245
As he makes steady upward moves on the chart with his latest single version of "This One's On The Rose," Jerry Wallace quickly follows up with the album by the same name. Wallace mixes his hit material with all of standards which have bridged the pop-country boundaries, including "Night Life," "Laura (What's He Going To Do)"

Cash Box—February 3, 1960
Two themes have, for years, formed the lion’s share of country material, and programmers, outside influences have suddenly pulled material of this sort out of the commonplace, drenching it in a negative light. The current pop explosion of revolutionary ideas in music (and, lyircs), has brought about a critical reaction from parents condemning “immorality” in song, and this, in turn, has been responsible for the banning policies adopted by a good many radio stations. Few, however, can honestly claim such an overload of conspiratory feelings has spread into the country market, casting radio outlets in that diom to pick up the “ban” material. The current trend carries enough force to inspire one Georgia Congressman to propose a new law against “immoral” music. 

While these ideas have long been accepted by country audiences and programmers, outside influences have suddenly pulled material of this sort out of the commonplace, drenching it in a negative light. The current pop explosion of revolutionary ideas in music (and, lyrics), has brought about a critical reaction from parents condemning “immorality” in song.

Cash Box is attempting to advance another cause, but is attempting to bring to light some of the more controversial issues of both sides of the fence. Hopefully each station and each songwriter will follow his own conscience, and base decisions on those principles. It would certainly be tragic to see decisions made as a result of temporary hysteria stirred up by headline seekers on either side.

Cash Box Country Roundup

YEAR OF THE TIGER—Consistently one of the highest-grossing programs in its frequent network video appearances, Buck Owens kicked off 1964 with a special holiday special. However, other big guest shot as he heaped on the roster on the Dean Martin TV show. This special, taped in a Hollywood studio, shot taken from the show, was broadcast in the time slot, shows Buck and Dino offering some pop-country harmony on a couple of Owens’ numbers.

From Country radio land comes word that KGBS-Los Angeles is currently mapping out the first Country Music Show ever to be presented at the new Anaheim Convention Center. The show, slated for Mar. 9, will boast of an all-car cast featuring Ray Price, Marty Robbins, Glenn Campbell and Roy Clark. Another first in the week, was the recently-held first Country Jamboree held by KSOP-Salt Lake City earlier this month. Highlighting the bill were Leon Ashley, Margie Singleton, Claude Gray, Merle Kilgore, Kathy Morris, Bill Withbourn and Bill Howard. The success of the show has already prompted the station to begin planning for its next show, to he held on Feb. 10, which will feature Clark, Price, Robbins, Ashley and the Strangers.

For the purposes of this report, the station, which serves the general market, hosts the annual Country Music Show, and has a combined total of 24 announcers, with the station’s main call letters being KSOP. The station is located in Reno, Nevada, and has a power of 1,000 watts. The station is owned by the American Broadcasting Company, and is affiliated with the American Broadcasting Company. The station’s studio is located at 1900 Fremont Street, Reno, Nevada. The station is operated by the American Broadcasting Company, and broadcasts on the AM band.
### Chart Busters

**We are proud to announce that Kirk Hansard's first release on chart is a showcase of a fantastic country talent.**

**“A Thousand Honky Tonks Ago”**

**Chart #59-1017**

**Kirk Hansard**

The “Old Pro” Jim Nesbitt has done it again with the first big novelty hit single in '68.

**“Truck Drivin’ Cat with Nine Wives”**

**Chart #59-1018**

**Jim Nesbitt**

A Heck of an Album Too!

**CashBox**

**Country Top 50**

<table>
<thead>
<tr>
<th>#</th>
<th>Song</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>1</td>
<td>Skip a Rope</td>
<td>Tom Jones</td>
<td>RCA Victor</td>
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<tr>
<td>2</td>
<td>Sing me Back Home</td>
<td>Merle Haggard</td>
<td>Capitol</td>
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<tr>
<td>3</td>
<td>Here Comes Heaven</td>
<td>Eddy Arnold</td>
<td>RCA Victor 9268</td>
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<td>4</td>
<td>For Loving You</td>
<td>Bill Anderson &amp; Jim Howard</td>
<td>Decca 32179</td>
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<tr>
<td>5</td>
<td>By the Time I Get to Phoenix</td>
<td>John Campbell</td>
<td>Capitol 2015</td>
</tr>
<tr>
<td>6</td>
<td>Promises, Promises</td>
<td>Lynn Anderson</td>
<td>Chart 2010</td>
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<tr>
<td>7</td>
<td>Love’s Gonna Happen to Me</td>
<td>Wynn Stewart</td>
<td>Capitol 2012</td>
</tr>
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<td>8</td>
<td>Country Hall of Fame</td>
<td>Yellow River</td>
<td>ASCAP</td>
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<tr>
<td>9</td>
<td>I Heard a Heartbreak Last Night</td>
<td>Hank Locklin</td>
<td>RCA Victor 9235</td>
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<td>10</td>
<td>Blue Loney Winter</td>
<td>Jimmy Newman</td>
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<td>11</td>
<td>The Last Thing On My Mind</td>
<td>Porter Wagoner &amp; Dolly Parton</td>
<td>RCA Victor 9269</td>
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<td>12</td>
<td>I'll Give The World</td>
<td>Johnny Cash</td>
<td>Columbia 4373</td>
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<td>Rosanna’s Going Wild</td>
<td>Johnny Cash</td>
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<td>Repeat After Me</td>
<td>Jack Kincaid</td>
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<td>For You</td>
<td>Melvin Musfly</td>
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<td>16</td>
<td>Anne (I’m Taking You Home)</td>
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<td>What Locks the Door</td>
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<td>Take Me To Your World</td>
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<td>It Takes People Like You</td>
<td>Blue Book</td>
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<td>Heaven Help The Working Girl</td>
<td>Norma Jean</td>
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<td>Anything Leaving Town Today</td>
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<td>Woman Hungry</td>
<td>Bobby Owens</td>
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<td>My Goal For Today</td>
<td>Kenney Price</td>
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<td>24</td>
<td>Take Me As I Am</td>
<td>Alfer &amp; Lina Jones</td>
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<td>Tupelo Mississippi Flash</td>
<td>Johnny Paycheck</td>
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<td>26</td>
<td>Burning a Hole in My Mind</td>
<td>Connie Smith</td>
<td>RCA Victor 9335</td>
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<td>27</td>
<td>Don’t Let My Monkey’s Monkey 30</td>
<td>Johnny Paycheck</td>
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<td>Song of Hickory</td>
<td>Johnny Darrell</td>
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<td>29</td>
<td>Little World Girl</td>
<td>George Hamilton IV</td>
<td>RCA Victor 9283</td>
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<td>30</td>
<td>It’s Over</td>
<td>David Houston &amp; Tommy Wynette</td>
<td>Epic 10274</td>
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<td>31</td>
<td>Tell Me I Slipped</td>
<td>Roy Drusky</td>
<td>Mercury 72742</td>
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<td>32</td>
<td>Weakness in a Man</td>
<td>Roy Drusky</td>
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<td>33</td>
<td>Childhood Places</td>
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<td>The Day You Stopped Loving Me</td>
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<td>35</td>
<td>This One’s On the House</td>
<td>Jerry Watters</td>
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<tr>
<td>36</td>
<td>Wonderful World of Women</td>
<td>Donnie West</td>
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<td>37</td>
<td>A World of Our Own</td>
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<td>38</td>
<td>Dark End of the Street</td>
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<tr>
<td>39</td>
<td>All Right I’ll Sign The Papers</td>
<td>Bobbie Harris</td>
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<td>40</td>
<td>My Man Can’t Do Anything But I Want To</td>
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<td>41</td>
<td>Together</td>
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<td>42</td>
<td>Wrong Side of the World</td>
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<td>43</td>
<td>Your Little White Hands</td>
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<td>Love’s Dead End</td>
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<td>Stop the Sun</td>
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<td>Foggy River</td>
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<td>47</td>
<td>The Day The World Stood Still</td>
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<td>Before The Next Teardrops Falls</td>
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<td>Walk Out Of My Mind</td>
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<td>50</td>
<td>How Long Will My Baby Be Gone</td>
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**Cash Box—February 3, 1969**
San Remo 1968

18th Festival
Della Canzone Italiana
San Remo
1st—3rd February 1968

The San Remo Festival—one of the world's most important international song contests—takes place at the Mediterranean resort on February 1, 2 and 3, 1968. Once again major recording stars of all nationalities will make their way to the San Remo stage for this, the 18th Festival.
Transatlantic Records Ltd., British limb of the American label run here by Norman Jones, has joined the ranks of the active U.K. labels. Up until now, American artists attended from Scandinavia as well as the U.K. to hear addresses by Nat “King” Cole, sales manager Paul Ellis, promotion man Danny Halpiner assisted by Gavin Jones. The label now plans to run down the record business in Scandinavia and made comparisons with the program of American counterparts. Promotion of the artists was now under the control of Transatlantic artists Bert Janech, John Renbourne, the Young Tradition and Ron Geelin at Durrant’s Hotel, London, where the convention was staged, served as clearly an event in the traditional sense. Among the delegates who heard Joseph’s opening address were Norman Solomon of Everest Records who gave a few hours of reference on his label’s classical waxes.

Transatlantic’s first presentation will split into three segments. Joseph took the opportunity to introduce new product by the Ian Campbell Group which is spreading out of its folk idiom into more commercial records. Joseph named the label as providing an “up turn” into three-day singles to provide listeners with a bit of work to do solid business. There was little doubt from the experimentation that the group has been doing on its newest album “The Circle Game” that they are after a broader market; the folk enclaves currently offer. Joseph also plugged hard for two solo folk singers Ralph McTell and Bob Hunting who put in personal appearances and who, with the Ian Campbell Group, will be spearheading Transatlantic through 1968.

The executive stressed that there is a constant market for folk as illustrated by the success of some 600 folk clubs presently operating in the U.K. and he said that is an area for merchandizing in the rhythm and blues field. In his speech, Joseph stressed to delegates the “steady growth aspect” of his company. “Transatlantic Records is not a nine day wonder …” he said, “we are not and never have been a company which is interested in a few smash hits, a bit of glory and a disappearance as sudden as our rise. We are interested and have great confidence, in the way our music is being accepted by the general public. Our catalog. In the past year we have been considerably helped in this by the acquisition of the Prestige and Everest catalogs from the United States. We are now giving our entire attention and will openly develop a policy to attract and keep all, good of its kind and full of potential for reaching towards a wider market. We have been much impressed since our arrival in London by the lack of interest shown by dinner and cabinet, proved not to be affected by passing fads, that will maintain its value over a number of years.”

Transatlantic, which increased its turnover last year by 50%, has plans to double its advertising expenditure in the current year and will be experimenting with new packaging. The label’s staff will also be increased shortly with the addition of a man specifically aimed for some beefing up.

MGM Records domestic chief, Rex Oldfield, played host to 140 delegates from America and the continent for MGM’s London-based tape conference last week at the new, plushy Royal Lancaster Hotel, which part of a prize to tap tape selling American tape vendors. Philip Records, picnic of musicians in this market, had delegates at the meet and Walter Wenzel, executive in charge of the Philip tape launch, discussed on the local market.

Philip Solomon, who has successfully established his independent Major Market, has introduced a British market, has established a strong hit record with a three-single release. They are “You’re Never Gonna Get My Love” by the Stompin’ Crows, a new female trio, “Lil’Chtoing of Loving” by Joe E. Young and the Tonics and “The Telephone” by Nino Ferrer, a French wax which comes to a toast on a lease deal.

With the devaluation of the pound sterling still having ramifications throughout the music industry, it certainly has altered for certain importers concerned with the music trade. Typical case in point is Dynasound, a company which is importing 8 track cartridge machines from Japan. The company is merging with University Recordings, makers of the Slot Stereo system. Seemingly, competition between the two companies was not close, enough to realize consumer benefits, so both Dynasound and University have now decided to provide a more forceful front. Devaluation seemingly tipped the scale and now a new subsidiary of UR Slot Stereo will be set up to handle the joint operation.

Pre Records executive Monty Presky, who supervises pop material released on Gold—The Beatles (Parlophone), Pat Boone—The Platters, with selling label to be “rebuilt.” Golden Guinea albums will, in future, cater for specialized regional interests in addition to its Collector Series classical range. In regionally based 25% of the label, Presky will in fact cease pre-groups aimed at Wales, the Midlands and North and Scotland.

Dave Clark is currently producing and directing a series of TV films titled “Told On It’s The Dave Clark Five.” These half-hour color variety films are for sale initially in America during the summer of 1968 and then for worldwide distribution. Guests in the first two shows will be Richard Chamberlain and Lulu.

Quickies: Journalists received a grapefruit promoting Grapefruits first single “We Love You Dear Delilah”. Liberty artist Brenda Lee’s latest single “Gimme Little Sign … With the devaluation, signed with Philip company, President Records now have licensing arrangements with the British company. The World’s Greatest Rock & Roll Hits’ currently topping Best Selling Sheet Music Lists for Immediate … Page One scoring heavily because with “Everything I Am” by the Plastic Penny Shirley Bassey only British artist at San Remo.  

Great Britain's Top Ten LP's

1. Val Doonican Rocks But Gently—Val Doonican (Pye)
2. The Sound Of Music—Soundtrack
3. SGT. Pepper's Lonely Hearts Club Band—The Beatles (Parlophone)
4. Their Satanic Majesties Request—Rolling Stones (Decca)
5. The Four Tops—The Four Tops (Tamla Motown)
6. The Last Waltz—Englebert Humperdinck (Decca)
7. Smash Hits—Tom Jones (Parlophone)
8. British Chartbusters—Various Artists (EMI, Decca)
9. Four Tops Greatest Hits—Four Tops (Talma Motown)
10. The Foundations—The Supremes (Tamla Motown)
DGG Holds Int'l Press Meet

HANOVER, Germany: DGG, the Deutsche Grammophon Gesellschaft mbH held its International Press Conference here on Jan. 16. Motive was the International Convention, which took place in Hanover from Jan. 10-14, and which was attended by executives of the partner firms of Deutsche Grammophon from about 30 countries.

For the first time, the 70th anniversary of Deutsche Grammophon was mentioned to the International Press. DGG was founded by Emil and Josephine Berliner in the autumn of 1888. After lunch the press visited the two plants of Deutsche Grammophon where they were taken around by Dr. Schottler, technical manager of DGG. Of special interest were the production of the musiccassettes (Hanover) and one of the four European production plants of musiccassettes) and the new machines for the production of the musiccassettes. During the afternoon, an official opening of DGG's central office in Hamburg gave an account of the work in their special fields and in their plans for the future. DGG personnel who attended the meet were:

<table>
<thead>
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<th>Country</th>
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<td>Australia</td>
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<td>G. Gebhard</td>
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<td>USA</td>
<td>J. Steinhausen</td>
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<td>Venezuela</td>
<td>H. Alex</td>
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MANAGEMENT: Deutsche Grammophon GmbH

Coen Solleveld
Johannes van der Velden
Hans-Wolf Steinhausen
Kurt Kinkele

CASH BOX International News Report

Barclay Opens Disk Firm in Italy

MILAN—French entrepreneur Eddie Barclay has finally jumped into the deal for the opening of his own operation in Italy. Barclay has signed an exclusive agreement with R.I.F.I. for the distribution of his Riviera label cassette material. The agreement terms, until the end of December '67, represented here on a licensing agreement basis by C.D. Compagnia General Del Disco.

As a minimum guarantee for the distribution of the Riviera catalog over the next three years, R.I.F.I. has paid Barclay a million lire ($13,700). The contract is for an initial two million lire ($57,000). R.I.F.I. paid this unusually large sum, firstly because of the success of the Haly of Top Riviera artists, Nino Ferrer and Christophe, and secondly because Barclay is taking over all of the promotion and publicity for his Riviera disks and artists through his new firm, for which he is the only general capital.

Gianfranco Simontacchi, formerly vice president of Ariston Records, has been named general manager of Barclay's operation here. Simontacchi has been appointed as acting manager Ernesto Re, formerly an executive with the international department of Ariston.

Under the direction of Simontacchi, Barclay's Italian operation will select Riviera material to be distributed in Italy as well as promote this material and Riviera's artists.

Cemed & CD Set-Up Indie Dist, See Clan In Move, Too

Coke In Canada Offers Rock Talent On Premium Packages

TORONTO—With youth today consistently calling for more records for Cobra-Cola, the idea of a premium record that was youth oriented became inevitable.

One dollar, accompanied by ten cork liners found under the cap, plus twenty-five cents for postage and handling, will obtain the stereo album entitled "Wild Waves." For the period of the promotion these cork liners will be branded "Coke" for identification.

Two Groups Represented

The two groups of the "help the kids" promotion the Guess Who?, from Winnipeg, and the Staccatos, from Ottawa, was matched with the idea of the greatest spread of interest and popularity across Canada.

The material for the record includes ten original, unpublished songs, written by Staccatos, the Staccatos, and Randy Backman, and Burt Cummings of the Guess Who?

The recording session took place in Toronto, at Hallmark studios, and the production company for the album was Nimbus 9 Productions, of Toronto. The producer was Jack Richardson, of McGann Ericsen & Co. Ltd., Coca-Cola's advertising agency.


Both groups recorded their own bed of drum recording, and these were augmented on three sweetening tracks, with a new, full brass ensemble. One cut by the Staccatos utilizes the walking sound of an electric guitar.

Ad, Point-of-Sale Program

For this campaign, the Coca-Cola Company is using an innovative point-of-sale program. At retail outlets, a special display rack that can be assembled to resemble a car is due to be used. The display will carry the Jukebox and record information. A number of millions of copies will be made, in addition to the promotions.

The promotion will get underway by mid-March and runs until April 12th.

NEW YORK—CBS Records in England expects its biggest year in 1968, with this prediction stemming from the label's currently strong showing on the pop charts there.

Cash Box

CBS In England Expects Best Year

A number of the British pop groups have been working with CBS Records in England, and this has jumped onto the British charts. CBS should look forward to still more representation on the British charts with The Byrds' "Goin' Back," Anita Harris' "Anniversary Waltz," and Elmer Gantry's "Velvet Opera" in "Flames."
CashBox Argentina

Mexican Trio Los Panchos are the “visitors of the week” in Buenos Aires and label CBS, which releases their records here, hosted a party at the Caracas Hotel for the occasion. The Trio will stay several weeks in this country, appearing not only in Buenos Aires but also in Rosario and other important cities of the interior.

An unusual honor was bestowed by the trade of Rosario, the second biggest city of Argentina, to Music Hall’s VP Luis Calvé. During a recent trip to that town, Calvé arranged a gathering of the main retail outlets to express their appreciation of his visit, which was unexpectedly presented with a golden record as a demonstration of friendship from the Rosario people.

Odeon’s Press Dept. reports that the First Annual Records of the United States. The agreement includes not only the U.S. label catalog, but also technical assistance on marketing and promotion. The release was press release, very well expected on this part of the contract, as well as a general strengthening of the Liberty image in Argentina.

Mauricio Brenner of Cemefon informs that his pubueng is engaged in a Teen music campaign, started with the signing of several young composers and arrangers, who are already recording or will start soon and whose works will be published by Cemefon. The agreement of the release, very well expected on this part of the contract, as well as a general strengthening of the Liberty image in Argentina.

CashBox Germany

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RIFI RECORD CO.-MILANO
AND ITS ARTISTS
IVA ZANICCHI
I GIGANTI
FAUSTO LEALI

WELCOME WILSON PICKETT TO THE FESTIVAL OF SANREMO
Brazil's Best Sellers

This Week
1. Pata Pata (n.p.) Miriam Makeba/Reprise-CBD
2. *Eu Daria A Minha Vida (Genial) Roberto Carlos/CBS
3. *Pra Nunca Mais Chorar (RCA) Vanusa/RCA Victor
4. San Francisco (Fernata) Scott McKenzie/CBS
5. When Summer Is Gone (RCA) Gary Lewis & Playboys/RCA Victor
6. Carolinas (Arlequin) Chico Buarque/RGE; Cynura & Cybeles/CBS; Doris Monteiro/Odeon
7. Georgia On My Mind (Euterpe) Uniques/Paula Records
8. A Whiter Shade Of Pale (Fernata) Procol Harum/London-Odeon
9. *Alegria Alegria (Arlequin) Caetano Veloso/Philips
10. *Hello, Goodbye (Fernata) The Beatles/Odeon

*Original Brazilian Copyright

Brazil's Top 50 LP's

This Week
1. *Roberto Em Ritmo De Aventura—Roberto Carlos/CBS
2. Sgt. Peppers Lonely Hearts Club Band—The Beatles/Odeon
3. *As 11 Maos, Vol. XX—Several Brazilian Artists/CBS
4. *A Banda Do Caneco—Caneco Brasil Band/Polystar
5. *Agiriga Alarm—Wilson/Wilson/Odeon
6. *Obrigado Quebrido—Agnaldo Timóteo/Odeon
7. O Releja—Chico Buarque de Hollanda/RGE
8. *O Sucesso E O Astro—Agnaldo Timóteo/Odeon
9. Headquarters—The Monkees/RCA Victor
10. *Joqhuba Na Broadway—Mario Albanese/Chantecler

*Original Brazilian Recording

Japan's Best Sellers

This Week
1. *Monkees Golden Album—The Monkees (RCA)
2. 3 Blue Comets/Original Hits No. 2—The Blue Comets (CBS)
4. *The Tigers On Stage—The Tigers (Polydor)
5. *The Walker Brothers Story—The Walker Brothers (Philips)

ALBUMS

This Last Week
1. 3 Monkees Golden Album—The Monkees (RCA)
2. 3 Blue Comets/Original Hits No. 2—The Blue Comets (CBS)
4. *The Tigers On Stage—The Tigers (Polydor)
5. *The Walker Brothers Story—The Walker Brothers (Philips)

LOCAL

This Last Week
1. 1 Love You Tokyo—Los Primos (Crown)
2. 2 Sekai Wa Futari No Tameni—Naomi Sagara (Victor)
3. *3 Nijiro No Mizumi—Akiko Nakamura (King)
4. *4 Murasaki-No Yoake—Hibari Misora (Columbia)
5. *5 Hana No Ko—Hala Ru (Columbia)
6. *6 Kuchinashi-No Ballad—Kazu Funaki (Columbia)
7. *7 Inochi Karelato—Shinichi Mori (Victor)
8. *8 Maboroshi-No Amor—Yuzo Yazuma (Toshiba)
9. *9 Saka-No Koitarou—Yukio Hashi (Victor)
10. *10 Sakaribas Blues—Shinichi Mori (Victor)

INTERNATIONAL

This Last Week
1. 3 Kimi-Dakeni Ai-O—The Tigers (Polydor) Publisher/Watamabe
2. *5 I Only Live Twice—The Folk Crusaders (Capitol) Publisher/Art
3. 1 Itsumademo Dokomademo—The Spiders (Philips) Publisher/New Orient
4. *2 Theme Of The Monkees—The Monkees (RCA Victor) Sub-Publisher/Shingo
5. 4 Okay—Dave Dee, Dozy, Mick & Tich (Philips) Sub-Publisher/Art
6. *6 Maboroshi-No Nori—Jun Mayuzumi (Capitol) Publisher/Ishihara
7. *7 Daydream Believer—The Monkees (RCA Victor) Sub-Publisher/Shingo
8. *8 Kitagawa No Futari—The Blue Comets (CBS) Publisher/Watamabe
9. *9 Hello Good Bye—The Beatles (Odeon) Sub-Publisher/Toshiba
10. *10 Suisukadaka—The Village Singers (CBS) Publisher/Top

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MI VA DI CANTARE (CIAO)

at San Remo

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the player is

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A Review Of The 24 Songs Of San Remo 1968

Cash Box is the first magazine that has been able to hear the definitive versions and performances of the 24 songs which will be presented on the SAN REMO stage, on February 1st, 2nd and 3rd 1968.

"CANZONE": Lyrics by Caponi (Don Bacy), music by Mariano. Published by Clari. Performer: Sergio Endrizzi. Arrangements by Aldo Caponi, Giusy Ricordi. It is a typical Italian ballad of folk influence, with a catchy and melancholy melody on a slow rock rhythm. Arrangements are in the style of both artists (Cali and Milva) and are based on strings. As often happens in the Italian rock scene, the lyrics are depicted as an unencumbered recognition of the song's story: "You have gone, but I still see your shadow in my dreams...this song is fly through the sky, and its notes are marking the rhythm of my heart." The performance starts with a large musical phrase, then brings listeners into an exciting surf of Mediterranean atmosphere with the popular refrain.

The song was penned by Aldo Caponi, in cooperation with Detto Mariano. Last year Aldo Caponi, better known as a singer by the name of Don Bacy (formerly with Clari) had good success last year in San Remo with his song "LO STRANIERO" which has sold over 400,000 copies. Another song penned by Bacy and Caponi reached the top of the charts in 1967.

"CANZONE PER TE": Lyrics and music by Adriano Celentano and Peppe Gagliardi. Published by Edizioni Ugofiglione (Fonit Cetra) Performed by Sergio Endrizzi (Fonit Cetra) and Roberto Calosi (CBS Italian). It's a classical song of romantic tradition, with a bit of nostalgia and whole lot of French influence in its musical construction as well as in the lyrics: "The horizon is waiting, the sky is already ready." The scene is no more than us. But this love was so big that’s us forever. She’s singing and I’m singing about you.

Arrangements are in a classical style, with strings and chorus. The song is penned by Sergio Endrizzi, and last year Endrizzi was a huge hit in the directive leading to the final song entitled DOVE CREDI DI ANDARE." Sergio Endrizzi is one of the most popular Italian singers and composers.

"LA BANANA CIAO": Lyrics by Caponi (Don Bacy), music by La Valle. Published by Willy Vici. Chi Chi performed by Ornella Vanoni (Arsitio) and Marisa Sannia (Fonit-Cetra). The song is an example penned by Aldo Caponi, alias Don Bacy, singer and composer. Since the San Remo Festivo, the music industry in Italy now provide a composer can only present one song, the music of his own creation. The Italian song "La Valle," but it's easy to understand that it has been entirely penned by Don Bacy, due to his personal style. It's a ballad with an oriental characteristic and a classical inspiration. The arrangement is constructed on an organ and guitar ensemble on a marked rhythm. Bolero. It could have an international appeal. There is a white house," the lyric says, "which I can't ever forget. This white house is deep in my heart. This white house is called "Dana." To be stressed are the good performances of Ornella Vanoni and Marisa Sannia.

"LA NOCE PER ME": Lyrics by Marisa Terti, music by Carlo Alberto Rossi. Published by C. A. Rossi. Performances by Piero De Pol & Peppe Gagliardi (DET Records).

It's a song wonderfully constructed on the fluidity of the 60's, the Italian tradition. It could have been penned by Cole Porter or Irving Berlin. Of the best in the past, it has been always influenced by this American style, and he is offering here the best of his possibilities. Lyrics say: "That's your strength, that's your weakness. I do not see you. What's your strength, for me to have your mouth, and do not speak to you..." It's a song, that everything is speaking to me about you.

Arrangements are extremely modern on a slow rhythm. The song should have been presented on the San Remo stage, but the singer, the vocalist Sarah Vaughan, but at the last minute decided not to come to San Remo. Especially with the song "LA NOCE PER ME," C. A. Rossi, was, of course, the composer of some wonderful top interna- tional hits. The song is also performed in English in the USA and in Italy. The song also is "E SER DOMANI," also presented on the San Remo stage.

"LA BANANA CIAO" by Pradella, music by Angiolini. Published by Sergio Pradella. Chi Chi performed and record by Rl. Ri. and Massimo Ranieri (CGD).

It's a rock ballad, which starts with a special and explodes in the middle in major flowering melodies and then, at the end, the atmosphere suggested by the lyrics themselves: "When we were children, me and you, it's all our blessing. When it is gone, happiness is no more than a memory."

Arrangement of course is accented with a strong rhythmic section, very popular. "LA BANANA CIAO" by Mogol, music by Battisti, Published by Ei & Chris. Performed by Mogol and Battisti. Published by Fonit-Cetra and Paul Anka (RCA Italian). Another R&B ballad of modern inspiration with a catchy melody, which creates an enthusiastic atmosphere. You're my only memory, and I see only me you, but after a short while you are already someone else. Sometimes, apparently, I almost caught her with my fingers, but now she is flying in the sky. Marisa Sannia. In the song, because she loves the sun and she will go to the sun, because I'm still in love with her.

Arrangement is based on a strong rhythm section. By Lucio Battisti who wrote one of the top 1967 hits. "29 Settembre" (CBS Italian). "LA BANANA CIAO" by Pervinaci. Music by Fino Massara. Published by Behiver (EMI Italian). Published by EMI Italian. Produced by Bobbie Gentry (EMI Italian).

Typical style of the previous year's famous song presented Al Bano's style. It brings to mind other numbers like "DOMANI" and "ILUMEN". Its says the lyrics "you know that the world doesn't end at the hedge of your house. But taught me to you, and now it is my time to go.

Arrangement is based in strings. Lyric by Pervinaci and composer Fino Massara, also have penned other numbers like "DOMANI," "DOMANI," "SELBOLO\" and "TUTTO LORO DEL MONDO."

"LA VOCE DEL SILENZIO": Lyrics by Pace. Music by Panzeri. Published by Edizioni Arion (Sung Music). Performed by Al Bano and Romina Power. Published by Fonit-Cetra and Zanetti Pettenati (Fonit-Cetra).

It's an amusing song expressly made on Antonio's 'Italian' style. Brazilian samba rhythm and melody are forming a bright fresh song of direct folk inspiration. Lynx stress the light musical atmosphere. This is just to make you laugh even if it really is the truth: since the day is no longer good since the sun is gone, since the sun is born again. Little phrases... "It's a nursery rhyme that recalls the style of Mario Panzeri, one of the best Italian lyric writers."

"LA TITA": Lyrics by Anurri, music by Canfora. Published by Curci. Published by Elia- Gandolfi (Cемe Italiano and Shirley Bassey (Cemè Italiano).

A typical Italian ballad starting with the word "I'm," which build to conclusion in an exploding refrain, it always seems the better life than me? We have to understand this. What can we do for ourselves from life, better than the life itself?"

Composer is Bruno Canfora. He also wrote the Italian hit song "SANDPIPER SERA" which topped the charts in Italy for 9 weeks. "LA VOCE DEL SILENZIO": Lyrics by Mogol, limited music by Isola. Published by Edizioni Turriti. (Continued on page 64)
RCA ITALIANA
**Deck**

**Soviet-born pianist Vladimir Ashkenazy, now living in London, noted great success with his recent tour in the present week. He performed in various cities across Europe, gaining critical acclaim and public attention.**

**Finland**

Recent releases include the stunning *Hommage à Chopin* by Misa Yaqub. This album features a range of works by the Polish composer, performed with finesse and sensitivity. It's a must-listen for fans of piano music and classical music enthusiasts alike.

**Norway**

The album *Daydream* by Tom Jones is a hauntingly beautiful collection of songs. The title track, *Daydream*, is a particularly evocative piece, with Jones's soulful vocals and poignant lyrics. The album is a testament to his talent as a songwriter and performer.

**Sweden**

The recent release of *San Remo Songs* by Tony Del Monaco is a captivating collection of Italian and Spanish-language songs. The album features lush harmonies and soulful vocals, making it a must-have for music lovers who appreciate the rich tradition of Mediterranean music.

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**Danmark**

The best sellers for the week ending 1st November include *Hello Goodbye* by The Beach Boys, *Magic* by The Beach Boys, *Daydream Believer* by The Monkees, and *Something's Gotten Hold of My Heart* by Gene Pitney.

**Norway**

The week's top sellers in Norway include *Lyckliga gatan* by Lennart Lofgren/Metronome, *Magical Mystery Tour* by The Beatles, and *Gingermess* by Wilhelm Hansen Musikk/Forlag.

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**San Remo Songs**

This is a collection of songs performed by various artists from the Italian and Spanish music scenes. It features a mix of classic hits and lesser-known gems, all expertly arranged and performed. The album is a must-have for fans of Italian and Spanish music and for anyone who appreciates high-quality, professionally arranged music.
Spanish O and O TV Station has announced the singer who will represent Spain in the Eurovision song contest. The artist is Juan Manuel Serrat, a singer-composer with tremendous popularity among the Catalan speaking people (North-East of Spain). Juan Manuel originally recorded only in Catalan (the official Spanish language) for Zafiro and probably also in French and Italian. The title of the song that will represent Spain is “Las Ciudades” (The Cities). Vergara Records has contracted Duo Dinamico who now call themselves Manolo T Ramon and also famous folk singer Peret while Discophon Records has released their first 20th Century Fox record (“Doctor Dolittle” original soundtrack). 20th Century Fox was previously distributed by Tempo, a company now defunct. Festival records, also previously distributed by Discophon, have been reissued.

Sonoploy has gone to release first Barclay recording “Le cabotin” by Charles Aznavour. Barclay used to distribute from Sonoploy come Astro Disco, records with the horoscope of every Zodiac symbol.

English company Music Festival Promotions Ltd. and its managing director Victor Marks announced in Madrid the production of a festival at Palma de Mallorca from July 12th to 16th during the six day fest famous jazz and pop artists will appear at the Coliseo Bellas. First contract was signed in Madrid with Los Pekeenies. Other artists mentioned but not confirmed include George Fain, Bee Gees, Who, Ella Fitzgerald, Long John Baldry.

Spain’s Best Sellers

1. Aranjuez Mon Amour (Richard Anthony) - HMV
2. Callate Niña (Fic-Nic) - Hispavox
3. Massachusetts (Bee Gees) - Polydor
4. Goodbye (Bryan Ferry) - Polydor
5. Ditig Lo Que Digan (Ralph) - HMV
6. Le Nez (Adamo) - HMV
7. A Pintada (Joaquin Sabina) - Novola
8. The World We Knew (Frank Sinatra) - Hispavox Reprise
9. Los Chicos Con La/Menina (Englund) - HMV
10. Soul Finger (Bar Kays) - Hispavox Atlantic
11. Tres Cosas (Los Stop) - Belter
12. Cuando Sali De La Casa (Pic-Nic) - Hispavox AM
13. 12.30 (Mamma's And Papa's) - RCA Victor
14. (Scott McKenzie) - CBS
15. Marque el Intento (Emilio Gozalbo) - HMV
16. The Last Waltz (Engelbert Humperdinck) - Decca
17. Baby, New That I Have Found (Magnus) - Hispavox Pye
18. Mulino A Vento (Little Tony) - Vergara Duriam
19. The Letter (Bob O's) - Stateside
20. Last of All (Tom Jones) - Decca
21. Nadie Te Quiere Ya (Bruno) - Novola
22. I'm Coming Home (Tom Jones) - Decca
23. La Novela De Cora Con (Manolo Escobar) - Belter
24. Even The Bad Times Are Good (Tremontes) - CBS
25. Hermosa (Froch) - Saratoga
26. Vivir Para Vivir (Original Soundtrack) - Hispavox United Artists
27. Acorela Del Rio (Raphael) - HMV
28. Corelli (Polonius) - Amiga
29. Baby I Love You (Aretha Franklin) - Hispavox Atlantic
30. La Tieta (Juan Manuel Serrat) - Ediga

Notes: Denotes original copyright.

San Remo Songs - Con’t

Both lyric writers and composer of this song are quite unknown in the Italian musical world. Their debut on the San Remo scene. Arrangement is based on strings.

“CHE NON SORRIDI MAI!” Lyrics by Marisa Tersi, Music by Silu, Published by C. A. Rossi and Eosera. Performed by Orietta Berti (Phonogram) and Piergiorgio Farina (BDM).

An old fashioned medium-paced, bouncy ballad. Châr’s typical Italian melodic phrase. The arrangement is based on choirs of 12 tenors. The song has been printed in Spanish and English. Serrat will be representing Spain at this year’s Eurovision Song Contest to be held in London on April 6th.

It’s to be said that the quality of the material, from the point of view of the composition itself, as well as for the arrangements and the performances is very high.

It is to be stressed that thanks to the song’s promotion’s enormous power, all the Italian musical industry is concentrating its efforts in this big show that seems to become bigger and bigger year by year.

It is easy for foreign operators, whether they are interested or not in Italian music can be a hit in any country of the world. Really, San Remo pushes the “art” of pop music a little every year, and this is the big value of this manifestation.

“Man cries only because of love, says the poet, while children can cry because of hunger. Mother can cry when she prays, a man can cry only because of love.”

Composer is Marocchi, who was responsible for some other hits in the past, is now making his debut on the San Remo scene.

Conclusion: It’s impossible to give with words, a clear idea about a musical composition, any way we hope that this song will be successful as it has been presented on the San Remo stage this year, can give to our readers some identification with the 23 numbers presented.

Scandinavia – Sweden Con’t

Maurice Chevalier coming to Stockholm for concerts at the Concert Hall Jan. 27th, and 28th, and another at the Cirrus on Jan. 31st. AB Philips- Sonora has rushed out a new CBS LP album with the popular show veteran. Maurice is going on with his current tour, which might be here for a TV show, and eventually also a radio show next Feb. 24th. The next tour might come here next spring. Andy Williams, CBS recording artist might be here next May or June, depending upon the result of the visit and negotiations done by Alan Bernard (his manager), Jerry Perenchio (his agent) and Sheldon Saltman (his press representative), who plan to arrive in Stockholm Jan. 23rd to discuss the planned Andy Williams tour.
ARTISTS ON THE STAGE OF SAN REMO
1968
1. AL BANO (EMI ITALIANA)
2. PAUL ANKA (RCA ITALIANA)
3. ANTOINE (SAAR)
4. LOUIS ARMSTRONG (CDI)
5. SHIRLIE BASSEY (CEMED CAROSELLO)
6. ORIETTA BERTI (PHONOGRAM)
7. ROBERTO CARLOS (CBS ITALIANA)
8. ADRIANO CELENTANO (CLAN)
9. GIGLIOLA CINQUETTI (CGD)
10. THE COWSILLS (DISCHI MGM)
11. TONY DEL MONACO (CGD)
12. DINO (RCA ITALIANA)
13. SACHA DISTEL (EMI ITALIANA)
14. PINO DONAGGIO (EMI ITALIANA)
15. JOHNNY DORELLI (CGD)
16. SERGIO ENDRIGO (FONIT-CETRA)
17. PIETRO FARINA (BDM)
18. NINO FERRER (RIVIERA)
19. PEPPINO GAGLIARDI (DET RECORDS)
20. ELOIO GANDOLFI (CEMED CAROSELLO)
21. BOBBIE GENTRY (EMI ITALIANA)
22. I GIGANTI (RI, FI)
23. WILMA GOICH (RICORDI)
24. MARIO GUARNERA (ARISTON)
25. LIONEL HAMPTON (CDI)
26. ANNA IDENTICI (ARISTON)
27. UDO JURGENS (DURIUM)
28. YOKO KISHI (FONIT-CETRA)
29. ERTHA KITT (CDI)
30. FAUSTO LEALI (RI, FI)
31. LITTLE TONY (DURIUM)
32. MILVA (RICORDI)
33. DOMENICO MODUGNO (RCA ITALIANA)
34. GIANNI PETTENATI (FONIT-CETRA)
35. WILSON PICKETT (RI, FI)
36. PILADE (CLAN)
37. MASSIMO RANIERI (CGD)
38. DOMENICO MODUGNO (RCA ITALIANA)
39. THE ROKES (RCA ITALIANA)
40. GIUSY ROMEO (EMI ITALIANA)
41. LARA SAINT PAUL (CDI)
42. THE SANDPIPERS (CDI)
43. MARISA SANNIA (FONIT-CETRA)
44. ANNARITA SPINACI (PHONOGRAM)
45. GIULIANA VALCI (CBS ITALIANA)
46. ORNELLA VANONI (ARISTON)
47. DIONNE WARWICK (CGD)
48. YOKO KISHI (FONIT-CETRA)
49. IVA ZANICCHI (RI, FI)
In this editorial space, we normally try to present a concise, often opinionated report on a specific blessing or a pressing problem facing coin machine operators. Usually we do not address our remarks to include the few manufacturers and their distributors serving our business. Subjects dealt with, very often, are the obvious: a promising new machine idea—that's good; laws that tell a man he can't operate certain machines in certain places are bad; getting a signature on a location contract is good; spending an excess of money for that security is bad. It's pretty easy to take a stand on these issues. This time it's a little different. Let's talk about Brand X.

What's Brand X? First off, let's describe the traditional brand... the classical buy and sell pattern of the music and games industry. A factory builds an electrical unit... call it a coin machine. A distributor buys it, turns around and sells it to the operator. The operator "rents" space at a tavern or a restaurant or whatever and plows that machine onto it, earning his income and part of the storekeeper's from the money deposited into that machine by the public. It's a chain of buying and selling that's served our industry for several decades... has served other industries even longer. It has been, in fact, the best way. We've always thought so, anyway.

But whether the rank and file operator is aware of it or even cares about it, a certain percentage of equipment is sold directly to his colleagues by the factory, bypassing the distributor. Again, a certain percentage of equipment is sold directly to the location... and by all three factors in this business—the factory, the distributor and yes, the operator.

Brand X, direct selling, is a curious, pragmatic method of trading with whoever wants to buy... an almost clandestine dispensation of equipment to the top bidder. The phrase is repugnant to veterans in this business, but nevertheless accounts for a fair portion of the annual sales. With the price of equipment going up, the loans and the bonuses robbing the operator from sufficient capital money to adequately reinvest in updating the route and the constant temptation from location owners dropping into showrooms willing to pay to top list price, the possibility that increased direct selling just might be the unfortunate wave of the future. Surely, it's common knowledge that an overwhelming percentage of our distributors are also operators or have a financial stake in a route. Factories need distributors (just like the Ford Co. needs car dealers) to efficiently parcel out machines, but they also need sales. That is why quotas are normally enforced on distributors, that is why machine lines have been granted to large operators over the years, thereby making them distributors with a certain amount of sales guaranteed by their own interests.

Brand X can be any method of selling apart from the traditional three level pattern. In some cases, it can be more logical for new factories to go directly to operators to avoid the surcharge charged by the distributor. New machines, very often, are tested right in a location and afterward sold to the owner, partly out of gratitude, partly out of consideration for the dollars. Short and simple, the changing times and ever-increasing dollars might bring some radical changes in our classic sales picture. Should direct selling to locations ever become the vogue, everybody's dead but the factory. Even the factory, in the long run, would learn it sold less equipment per annum because storekeepers like to hold onto machines for abnormally long periods.

All this simply means that manufacturers, distributors and operators alike have a responsibility to the financial solvency of each other to improve profits all 'round and safeguard the traditions of coinbiz. This can be done by a more stringent pressure exerted to keep bonuses a minimum, by sound merchandising plans issued by factories and distributors to keep each operator a better deal on location, by factory furnishing a complete, periodic financial seminars with ops in addition to service sessions, by urging a higher price per-play, and by numerous other avenues of cooperation.

Servomation, Inc. Has Taken On Music & Tables

LOS ANGELES—After a good deal of trade speculation about the number of music and games location which have passed into the control of the national vending companies, a little reportorial digging has narrowed it down to a West Coast phenomenon that is decided dominated by Servomation, Inc.

Russell Allerding, New York based public relations director of the giant complex of regional vending companies, advised that Servomation is first and foremost in the food and refreshment business with an 80% accent on commodity vending in institutional and in-plant locations. He revealed that selected locations, acquired through their regular purchase of vending routes about the country, have included several music and games spots; but in the broad national picture of Servomation, they account for a very small portion of the annual profit.

However, the day to day functioning of the firm's individual branches is fairly much an autonomous operation, directed by the branch manager, from acquisition of additional locations and purchase of machines and supplies. In this regard, the firm's Western Division, under the supervision of vice president and one of Servomation's founding members—Ted Nicolay—sdecidedly interested in music and games operation. Here the policy is active solicitation of potential street spots, which, over the past few years, has added up to a considerable number of phonograph and pool table locations covering roughly six Western states.

Nicolay, whose headquarters is located in San Bernadino, revealed that music and tables are operated by six companies out of the 19 under his direct supervision which cover California, Oregon, Washington, New Mexico, Texas and Colorado as well as Alaska. His present policy rules out pool, location and the other standard location amusement games.

Nicolay has found phonographs and tables as profitable, if not more so than vending machines in public places. "Years back, we were diseistered in this part of the business," he stated. "While it is obviously related to vending, our focus centered on cigarettes, candy, on up to full line installations in schools and factories. To say why we changed our thinking, I'd have to give a variety of reasons, one of which would be to protect one cigarette street spots from competitive music operators. Another, and perhaps the most important, was the recognition of consistent profits coming from those music and games which acquired through vending route purchases. We've found it immensely more effective for one of our location salesmen to call on a prospective storekeeper with the offer of a complete full package which would include everything he'd need... jukebox, cigarette machine and pool table. This is our present policy here and I'm happy.

(Continued on Page 68)
CHICAGO—Getting the jump on the coming baseball season last week, as Williams Electronics when they previewed the Williams “Ball Park” two-player baseball game to the trade. Illinois, a member of the Chicago-based Williams factory, said, “the new game will be available both as a regular and novelty model.”

“The game’s new cabinet design is in keeping with the graphic field, combined with the running animation base creates the real live atmosphere of being in the minor league ball park,” Delsem added.

Features

• The variety of pitches (fast ball, curve and knuckle ball), offered by “Ball Park” is sure to enlighten the hurling players and spectators of America’s favorite sporting event. With the new style home run ramp, players slamming batters to left, center or right field receives a Special or Extra inning and are carried over from game to game. Extra inning is obtained by striking the targets and special scores are offered for high scores.

Features of the cabinet and machine:

at its peak. When questioned on the 

Servomination, Inc.

at the banks of the industry’s so-called “black eye,” Nicolay replied: “You know,” years ago we thought pretty much like the rest of the public . . . that some undesirable element was involved in phonographs and amusement machines. Well, after spending several years in this business, I can truthfully tell you I’ve yet to see any sign of that ‘undesirable element.’

The Servomination executive discounted the possibility that a rush trend might be in the offing, bringing more national vendors into the music and amusement picture, principally because the majority of these organizations operate in the ‘captive’ locations such as hospitals and factories and have little experience in public places. He conceded the possibility that a continuing diversification of prejudice toward inciting only into phonographs and games is quite likely.

“A big company has a lot to offer, especially since an established publisher, company breeds its own good will,” he stated.

WURLITZER SATELLITE RESTYLED

North Tonawanda, N.Y.—Is it really a Box? Wurlitzer Satellite? Well, it’s all of these things. It is the Wurlitzer Satellite with a new display panel which holds five album covers behind a protective glass, framed with aluminum extrusions. The Satellite, as you may know, was introduced last year as a companion sound module to be used with the Americana Phonograph.

In actuality, the Satellite is a sound center which operates on the same theory as a wall box taking its music from a juke box in another part of the location and recreating the music in stereophonic, high-fidelity through six speaker cones. Music emanating from the Satellite has a response of from 50 to 16,000 hertz, same as the output of the Wurlitzer Americanas.

The Satellite has other similarities. Its styling and weight and height approximates that of the full size phonograph. The depth of this unit is 17” because it contains no record changing mechanism. Title strips display the complete musical program offered in either 100 or 200 selection models. Selection is made from numeral and letter buttons in the same manner as on any coin-op-erated phonograph. In addition, the Satellite has its own coin acceptance system for nickels, dimes, quarters and half-dollar.

With the Wurlitzer Playtrak, it can also be adjusted for a specific range of music which need not necessarily match the play-coin mechanism on the phonograph.

Why the Satellite? First, because it is a home run 24” in depth on the phonograph side, because having no mechanism, it posts no points. Second, because of the visual appeal as a juke box. Third, it can be installed in a section of a location as an enhancement to provide music for private parties, special events, etc., without requiring a complete record library. Fourth, it produces the same music which a juke box would produce and is not activated until selections from the Satellite are made and transmitted to the juke box in another portion of the location. From thereon, patrons playing the Satellite will hear the music until the juke box runs out of money and shuts off.

“Some people say the Wurlitzer Satellite is the world’s biggest wall-box. Well, maybe it is. But you never saw a wall-box on the floor give the tonal effect of a full size juke box and earned enough money to make its installation as valuable as the average phonograph,” according to Wurlitzer’s Bob Bearn.

Any Wurlitzer distributor will be happy to tell you how the Satellite fits into the top locations of your operation. Are you missing something?

Phila. Man ‘Of The Year Award’

Will Go To Joseph J. Levin

Joseph J. Levin

Philadelphia—On February 12, 1968, the Coin Operators & Vending Association of Philadelphia is going to present the “Man of The Year Award” to Joseph J. Levin, president of the Blue Ribbon Amusements Co., also chairman of the board of this association, board member of MOA of America and NAMA.

The award will be presented at the Locust Club by Joseph Silverman, executive director of A.M.A.O.P., a lifetime member of the board.

Joe Levin entered into the coin-operated vending music business in 1947, and from a humble beginning has built a business that has an annual gross income of over one million dollars a year.

Success has never gone to his head, and he has devoted most of his time in charitable and other fund raising drives, regardless of race, color or creed.

To say the least, he has been a shining example of a successful operator trying to do his utmost in helping everybody achieve success.

Levin moved into a new building at 7400 Oxford Ave., and is the first in our field to computerize his entire operation, so that he knows in minutes what it would take other operators weeks to find out just where they are going.

Merchandisers Handbook...No. 23

Hey, what’s news in Joe’s Bar? Bar talk is probably the most popular thing to do in a bar or tavern, except (we hope) to play the jukebox. People like to talk, especially about other people. So why not give them a hand. Go down to the local stationery store and pick up a few cheap Bulletin Boards. Get out the old paint can and a signboard—paint your firm name and the name of the thing (in which order you prefer) and hang the Bulletin Board and signs over the juke to the location’s customers to post notices and news items of interest to the regulars. You might want to call it “Joe’s Gossip Column,” or some other bloody name. You might be surprised how many times a crowd will gather ’round and its sure bet that at least one of the crowd will play his favorite tune. Give it some thought . . . THEN DO IT.
The American Biograph Company, (later to become the International Mutoscope, Inc. of Long Island City, New York), was founded by three partners in 1896, one of them being movie baron, Louis Mayer. The firm produced flip cards for the movies and are generally acknowledged as the 'founders of movies'.

Mayer, with a penchant for making movies, later went west with one of the three original partners to make Hollywood movies. Mayer and another film producer, Sam Goldwyn, merged with Metropolitan Producers to form what is now known today as Metro-Goldwyn-Mayer (MGM).

Time passed, and in 1939, a young follow by the name of Larry Galenti joined the firm as a tool room clerk. The firm was making its famous nickel play arcade movie machine, 'Peep Show'. Galenti was aggressive with good solid ideas and after spending three (3) years in the service 1941-1945, he came back to International Mutoscope working in the sales department with Al Blendow. Then, in 1951, took over sales management under William Roblin.

During the years before 1960, the firm experienced some financial problems, went into Federal Chapter 11 and out of Chapter 11 in 1960. Galenti took over Chapter 11 and took over as president. Since Larry Galenti took over the firm, they have continued to produce photo and film machines for the various markets, and have become internationally famous as an exporter, manufacturer of photo studios and, in some instances, an operating firm. We asked Galenti a variety of questions and if you want to hear some interesting answers... read on!

When was your Photo Studio first produced?

It all started back in 1928, when the first Photographic Studio was produced. It sold for $650.00. Instead of taking the usual photo print, the picture was developed on a button that was one and one-half inches in diameter. The picture took one minute to develop and cost 10¢ a picture.

What is your prime market for these machines?

Nearly every arcade has one, they're very profitable for the arcade operator. You can also find them in department stores, all types of terminals, several state prisons have them as does the New York City department of correction.

We also supply the U.S. Government with photo studios for identification purposes... the ones sent to the government have the automatic push button system. We're the only manufacturer of this system. A lot of the photo machines are located in P.O.'s.

Mutoscope is famous for its nickel play arcade movie machines. When did they first come out and do you still produce them?

The first 'Peep Show' was made around 1920, and we discontinued them in 1956. Where did the film subjects come from and do you still make them? We, well we quit making the films about 1935, but we will make them on request only.

We have accumulated a tremendous amount of film footage over the years. Footage such as Tom Mix, Hoot Gibson, Laurel & Hardy, then in 1947, we obtained the exclusive rights to the Hans Christian Anderson and the Edgar Allan Poe movies. We have some excellent footage. Many times, we get requests from charitable organizations or hospitals asking us to loan them some old films and we're more than happy to.

What other types of coin equipment has the company manufactured over the years?

We've made amusement games, the Automatic Recording Studios, Lords Prayer Machine, K. O. Boxers, The Gypsy and Horoscope units (Grandmother Machines) and one of our greatest machines was the old Sit-down driving machine.

Ever produce non-coin machines?

The most was the photo machine for private institutions and government purposes... the only items. We made a machine for Readers Digest that would dispense the operators. We also made a punch card dispenser and we make a punch card dispenser. You can find them in motels. For the Holiday Inns and we even have them out at Kegels and in 1960, we brought them out in the U.S.

Do you ever export any equipment?

Yes, we just sent out an order to Saudi Arabia. We ship to Australia, Italy, Japan... all over the world. The most popular machine going overseas is the Recording Studio.

Would it still be possible for a beginner to establish a route of Photo Studios in this country?

Absolutely, there's a large field out there and anyone with the ability to go into business for himself could conduct a route of these machines. We offer you the types of locations that are suitable for the machines... what the communication structure is. Everything he needs to know, we're prepared to tell him and if we don't know, we'll find out. We also instruct him on all phases of servicing the machines from beginning to end. There is no problem with parts because we have all the components right here.

They're a lot of people who are actually afraid to go into this business because of the chemicals and photo paper involved. Actually, it's very simple... people think it's technical and a technical or photographic background is needed, but really... it's very simple. The paper comes on special rolls and the chemicals come in liquid form so there's no mixing in volatiles. They just plug in the machine and the customer looks into the lens and zip! That's it!

What potential customer can get your machines?

Direct from us or thru one of our distributors.

What other personnel at Mutoscope, today?

Well, we have our vice-president, Mr. Frank Swan, who is an engineer and has been with the firm since 1939. Then, there's our secretary-treasurer, Joe Bertolotti who has been with the firm for 17 years.

How long has Mutoscope been manufacturing out of the Long Island City plant?

We've been here since 1960. We're right down the street from where we used to be.

Do you find the coin machine business expanding, slowing, or like old, stagnant, growing or shrinking?

The arcades are not growing as much as we would like to see. We think our biggest problem is the short years ago. We've had reports from all over the country that city, state or local governmental agencies, etc., are discontinuing the old days. The passage of new bills are prohibiting the growth of the business.

Do you believe direct sales to certain locations is more preferable for your factory than through a distributor?

Primarily, we try to deal through the distributor. They serve a much needed requirement... they can serve the operator on the spot, giving them the benefit of long and qualified experience. A Distributor is much more preferable.

What is your opinion on the possibilities on the audio-visual machines which have been placed on the market during the last three or four years for earning money for the operator?

They definitely have a place in the industry, I think they will be the big thing from here on. The small one, the jukebox as we know it today, but the equipment being manufactured gives the operator the better product and a lot of quarters he's missing out on now. The equipment, the sound is there. The biggest problem with the audio-visual concept is the sex stigma that it's creating. That we believe there is no reason for that sexist attitude. It's time we had a more progressive mind to come up with a fresh new idea that would open up new locations.

Do you think the direction the music and games operating business is consolidating toward fewer operators with larger routes or should the business stay fairly much the same as we know it today?

Well this is sort of a talking situation, but the larger operators are slowly buying out the smaller ones. It's good for the larger guys, but not the business. The greater number of operators is better for the state of the business. You have to compete.

What is the future picture for Mutoscope?

We have an excellent future. We're presently manufacturing two new games, due to be released in the spring, which we have in our counter games. The new games are, All I can tell you at the present time is that they are small counter games that can be operated in taverns, bars and clubs. Everyone is talking with the public. They're just small enough to be placed on the corner of the bar where the bulk of the traffic passes. They're being given through our distributors and sales representatives.
Walkers & All Stars, Foundations, Human Beinz on Phonovue

WHIPPANY, N. J.—George Klersey, director of the Rowe AM/FM Phonovue record pairings service for operators, has released pairings for the week ending February 3, 1968.

“Baby Now That I’ve Found You” by The Foundations, on Uni 55038 has been matched with “Ship Ahoy!” (L-2906U), “Wheel Of Fortune” (L-2908N) and “St. Peter’s Spa” (L-2908X).

“Nobody But Me” by the Human Beinz on Capitol 5600 has been matched with “Sextet In Black” (L-2907K) and “Wild Rikiti” (L-2911L).

“Come See About Me” by Jr. Walker and The All Stars is matched with “Cocktail Party” (L-2906B), “Sweet Shoppe” (L-2907C), “Dreamy Girl” (L-2908B) and “Fashion Model” (L-2908Y).

Jr. LP Selections

With Ray Charles, B. Black, W. Mitchell

CHICAGO — Bob Garmis, director of the little LP product for Chicago-based Garvin Sales has released five new Jr. LP’s to the nation’s operators.

Check the following list of programming info. “Ray Charles Invites You To Listen,” 7:50 of playing time as he presents on #1198, “Yesterday” and “People.” The flip side is 8:41 of playing time with “Here We Go Again” and “I’ll Be Seeing You.””


“Willie Mitchell Live” on #1210, grooves with “20-75,” “My Girl” and “Mastang Sally.” Flip: “Tequila,” “Honky-Tonk” and “Pin Head.”

Cash Box—February 3, 1968
Eastern Flashes

ON THE AVE., TENTH AVE.—Stroll- ing down New York's eastown early Monday morning, you'd expect to find the midday rush enjoying the Monday morning blues after a real fine week- end weather-wise. Not so! Stopped by Murray Kaye at Atlantic New York who says the new Seeburg 'Spectra' phone is making considerable inroads into the big city location, after excel- lent initial outbreak in the upstate and Conn. terrains. Murray says the twice plays for 25 cents pricing is boosting income for the ops. Very little agita- tion at this time but he sees the upturn at all from the storekeeper after he sees the upped earnings. "Just to give you an example," says the K, 'one music operator was grossing around $140 a week in one of his bars.— pretty good spot. Anyway, he put in a 'Spectra' and he was very pleased to have the book over $200—that's for each week. And it keeps up," he added. 

Down to Harold Kauem's new digs on the Avenue, ace road salesman Miltie Tucker trekked with Dave Freed. Miltie info's quite a number of new faces are entering the business up in Westchester and over in Rock- land, much more so than in the city. Musical Ditsubs enjoyed a superb year with 1961. Oddly, Miltie feels that record with the glamorous 'Americana II.' 

Abi Lipsky moving a goodly amount of used sets and box lots these days, looking forward to getting the 1968 UJA campaign underway at Feb. meet. . . Over at Runyon, headman from extensive world tour which took him to Europe, Japan and points in between.

Mondial Names Dists—Dick Muntam was at the Seeburg offices in the Empire State Bldg. is in the mood questions and answers these days with his Mondial Dist partners. He's creating an operator sensation up and down the Eastern Seeburds. Asked where the fellows may look a Quizz- er, Dick readily replied with an impressive list of distribs which in- cludes: Irving Morris, Inc., Suther- land Dist., Banner Specialty Co., Cleveland Coin, Miller-Newmark, and Blotta Enterprises.

From Philly—Genial Joe Ash of the eastown's entertainment forces. He put a guard over showroom sample of Gottlieb's 'Royal Guard' single- decker they have with Philly area games ops. Rock- ola's new 'Princess Deluxe' continues to be "the most popular lady on the street," Joe says, as the compact jukebox is off the trailer and on the route truck before you can blink an eye. He's got a fine window display facing N. Broad and guess what's the center of attraction? The Princess, Natch! Joe Ginsberg over in the Philadelphia area, especially awaiting shipment of United Flying Diste, observed his office bits with used shufflepans and pins. . . Dave Rosen, whose style is first, nothing less, runs a welcome home ad in the Inquirer for comedian-actor-singer Bill Cosby on the occasion of the entertainer's return to Philly, Dave's a distributor for Warner Bros., which produces Cosby's popular albums.

East Hartford Hoedown—

Charlie Brinkman's J & C. Corp. held well attended open house Jan. 11th & 12th to celebrate opening of branch in East Hartford. Planed with old friends and new customers from Conn. and W. Mass, Brinkin, who is 100% owner of the Wurlitzer distribs, and sales representative Johnny Col- gan said the comments of the open house guests indicated they were happy to have a Wurlitzer outlet and service center so conveniently located in E. Hartford and equally happy with J. & Co.'s fine lineup of games and pin games.

Ransom White, director of market- ing for the computer Quiz is busy these days rounding up interviews and is expected to release a list of them shortly . . . While Bill Nutting, president of the busy firm caries out executive duties, Nutting said, "to date, we've rounded up quite a list of impressive distribu- tors.

All Set for Spring Rush

Larry Galanti (see Profile) expects to deliver pinball and counter type games by next Spring, Galanti, president of International Multiscope, says, "our new counter games will be small enough to place on the end of a bar, but big enough to hold a lot of nickels."

Nate Feinstein, genial head of World Wide Distrib, plans a "special show- ing" of the newest line of vending equip, on Feb. 11th. On hand with Nate to greet visitors will be Jack Ovitz, who heads up the vending div. along with Frank Gamma, Jules Mill- man, Howard Free and W.W.'s com- plete sales staff and service person- nel. The multi's, and their technical staffs will be on hand to play and give informative data essential to the operators. This is a much needed refreshments will be served . . . Word comes from Morty Wax that the Serendipity Surgeon is set for a Florida State University en- gagement on February 12th in Tall-ahassee. Johnny Tillotson will tour military bases in Europe for two weeks to entertain our troops. He leaves March 1st. Neil Diamond will be at the Embassy Theatre, up in Tor- onto, Ont. to Feb. 26th with St. John-
Chicago Chatter

Something's brewing out at Chicago Dynamics. The only clue we could get out of Mort Secore is that there is a new bar system in the offing and he can't wait to start making deliveries. It will be ready in the next week or so, watch for it!... Bob Garavisa of Garvin Sales just issued a note on a new little LF product, 27" leases (see separate story) ... More good news from Goodwill Sales manager, Paul Calamara, on the heels of last week's announcement that "World Cup" Leagues are proved for the industry. Chicago, Paul informs us that New York has climbed aboard with license approval in that city and he's expecting other cities to follow suit. Singer's Oneonta justvizit their facilities at 1812 W. Chicago Avenue. We talked with Gus Tartol out there and got the big story on some hot jumpbox singles. Among them are: Paul McCartney & Wings "Bluebirds" (Philips).

"Until It's Time For You To Go," by Nick Noble (Date), "Redwires" by Ross Bagdasarian (Liberty), "Battle Of Wine," by the Fireballs on Atco, The Who: Use Of Know" by Eddy Arnold (RCA)....

Empire District Company reports "busy as usual last week." All route men are covering their respective territories while Eddie Ginsburg and crew are keeping customers happy and busy in the home front. At Williams Electronics all eyes are focusing on the "Ball Park" 2- player baseball game which is on its way to the firm's distributors throughout. At Conoco, Charlie Howard junior, general manager, meeting was confirmed for this month at the Plains Hotel. Hills Motel in Omaha, Neb. Featured speaker was the PAA, president Fred Granger, Howard anticipates a big turnout—weather permitting—since the meeting is scheduled for mid-day to be followed by a breakfast and tour of facilities. In the evening... Enjoyed a brief visit with Steve Polecyn of NAMA who is now working for the Chicago offices last week. Among operators visiting at National Coin Machines in the past week: Gene Smith, of Smith & Eligio in Peoria, Ill., John Kellison & Blazer in Kaneville, Ill., Larry Stover of Morton, Ill., and Ralph Winquist of Rockford, Ill. Let's not forget the Deluxe Distributing firm's Bob Lee, who was recruiting at the Hills Hotel to reign supreme at Rock-Ola Mfg, leaving behind his new one piece and George Blinder exceptionally busy... Had a nice chat with Frank Scherff of Midway Mfg, out Tipton, Miss., way. The firm's Lou Werners, Charlie Bales & Carol Speaker will be heading for Chicago Feb. 4 to participate in the Sporting Goods Show at Navy Pier. Fischer's non- coin display will be present, displayed, ex displays Ewald Fischer is making the rolling and flying double in Florida.

More than 11,200 high and grade schools in the United States are estimated to offer their students some type of refreshment, snack or food service with vending machines, according to a study recently completed by the National Association of Self-Service Food Vending (NAMA).

Based on a nationwide survey of its members, the vending industry trade association said that 54 percent of the respondents have operated vending machines in schools in recent years. Projected for the whole vending industry, some 3,500 of the more than 11,000 high school and grade school accounts.

A large portion of the schools now offer a competitive food or beverage program from vending machines installed in the past. Although student products offered in schools range from beverages to concerts to cigarettes, in vending cafeterias, the majority of vending machine installations feature only cold beverages and snacks, the association said.

Milwaukee Mentions

Bob and Bev Bondeau (Empire in Menominee) were Chicago visitors last week. Bob wanted a look at the new "Shangri-La" recently installed at Empire's Chicago headquarters. Very impressed he said, "It's the biggest one we've seen here!" Jim(headed up the huge Stansfield Novelty operation in LaCrosse. Let's hear from ya, Jim! ... Gordon Polhek of Record City spotlights the following singles among his recently active stores: "Here Comes The Rain Baby" by Eddy Arnold, "Sail On" by the Fireballs and "Don't Monkey With Another Monkey's Monkey" by Johnny Paycheck.

The Milwaukee group, Tony's Tygers, are reportedly making some noise with their current single titled "Little By Little" on the Teen Town label. We hear Ruben Jenker is designing a new all-well game antique shop, located adjacent to hubb'y Jenner Coin establishment in Vesper. Customers will get kick out of browsing and BUYING!

California Clippings

WEEK LONG SERVICE SCHOOL HELD LAST WEEK — Wurlitzer held a week long western regional factory service seminar at the Holiday Hotel in Western Wisconsin. The servicemen that attended were all put through a week long program. The week's classes were instructed by C. B. Ross, Harry Greg and Leonard Dicks. For forms of the top service in the western part of the United States. The classes, which were for both the "American II" phonographs, culminated with a graduation banquet on Thursday. We hear that it was a tremendous success and much of the credit goes to John Norris and Clayton Ballard. Speaking of Clayton, he reports that everyone is getting ready for inventory.

NEW MIDWAY'S TO ARRIVE AT C.A.R. AND CO. — Hank Tronis tells us that after much much anxiety, the new good news finally came thru from Midway Manufacturing Company. They announced the shipment of two new vintage machines which are "Basketball" which, according to Hank, should prove to be the novelty game of the year. The other Company, the "Regulation" shuffle alley, a standard Rock-Ola type of location, is up to their promise, Midway has priced both games very realistically, to beat the rising costs of operating in our inflationary market. "For this Midway is deserving of praise from operators and distributors alike," Hank said. "If 1968 is supposed to be an indiscrinate year, in so far as business is concerned, it certainly hasn't affected the January sales. Scrutiny of the months sales discloses that January was one of the top months in the long history of C. A. Robinson. We certainly hope that this is beginning of a trend that will continue throughout the whole year." Mike Hall, service manager back home after flying back to his home in West Virginia on personal business.

FROM THE RECORD RACKS — According to Jerry Barish of California Music Elvis may have a big one with his latest single, entitled, "Guitar Man." Tommy James and the Shondells are very heavy with "Get Out Now" on Roulette. Looks like big things are again on the horizon for the 5th "Carpet Man" on Soul City. The two biggest records happening on the West Coast continue to be those that "Touches You" by the Association and "Singles Bar" by the Warner Brothers and "Singin' in the Dock of the Bay" by Otis Redding on Volt. As record to watch for is the 1968 song from "Valley of the Dolls," the waxed by Dionne Warwick for Scepter. It has really started to happen in San Francisco.


cash Box—February 3, 1968

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It's a happy 'business is good' look on the faces of Michael Green (left) and Gordon Marks (right) pictured on their elaborate Phonograph Equipment stand.

Gordon Walker of Ruffler and Walker is pictured here with his 1ld play machine andottie as some of his customers inspect his machines.

Tony White (left) Managing Director of Matronic Sales Ltd. demonstrates a point to his Chairman Maurice Sykes who flew in from the States specially for the A.T.E. show.

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Cash Box—February 3, 1968
Alexandra Palace, London; Brisk Trading; New Game Ideas

The Taito Trading Co. of Japan exhibited at the ATE for the first time and the personnel pictured from left to right are Philip Lee, Tony Thompson and (seated) Sioux Lyon (of the London office) with Mr. H. Yamada of Tokyo.

R. W. Masinger (right) of Lowen Automaten chats to visitor Mr. Foster.

Mills Bell-O-Matic Ltd. preferred a half dozen quality lines including "Club Kine", "The Merry Monarch" and "Merrymaker" slots. And in the rides field Robinson Partners (London) Ltd. impressed with the full score of lines including the Space Ship, Circus, Speedboat, Fire Chief, Racing Car, Submarine and others. Philip Siefras attractively presented a wide variety of wall and floor amusements and was making a determined pitch for the arcade, tavern and club trade with items like the Casino Master, a club slot machine coming in three different styles.

In the mobile sectors, Symplay's successful novelty "Baby Karts" introduced last year, were augmented with a duex with elaborate seats and shock absorbers. These provided a big hook for visiting coinmen who were then introduced to Symplay's range of slots and phonographs including in the latter category the transistorized Harding M140.

Foreign exhibitors, who tend to acknowledge that London is becoming the center of the amusement trade industry, comprised Establishments Bally from France, in for the third year, with updated versions of the "Piliput," the large novelty "Loewen-Automaten," a familiar visitor with a range of NSM-Sereno-Discothek" machines line up for NSM's "World Strike," a new amusement machine without a pay-out which can be utilized without a license and Taito Trading Company from Japan, where it is the largest manufacturers of amusement machines. Taito's move in the British scene finds the company keen to establish a good image and create goodwill. Japanese technicians were imported for the trade fair in order to answer questions on the range of Taito games. But of all the foreign layouts, Establishments Bally scored most heavily with visitors.

The impactful stand was under the personal surveillance of Madame Erich who flew in specially for the occasion—her first visit to the ATE. "Famous visitor," later, was Lara Skriver from Germany who, as usual, was most impressed by the ATE, commenting that this year he noticed the development of a lot of new amusement games. Reaction to the exhibition among visitors was good and forwordiments of a new Gambling Act and further cuts in personal spending being demanded by the Exchequer, did not daunt business from either domestic or foreign sources. The event has found a sound home here at Alexandra Palace and word is "appears to be the most appropriate."

Keeney & Co., was over from the States and hosted the stand with Mar- Matic Chairman Maurice Sykes. Baker opined the trip here was worthwhile because Britain was a fast growing market in spite of the fact that the club trade has leveled off. "More towns are opening up amusement arcades and the tavern trade is still wide open," he said.

Cash Box—February 3, 1968


WANTED—AUDIO-VIDEO MACHINES, SHUFFLE- boxes, Coin-op Video Machines, Radio, Transistor, Personal music equipment. Writs, making stock machines. For sale or trade. Contact: THOMAS EDINUS, 606 Talbo St., c/o Bally, Chicago, IL 60613.

WANTED TO BUY: KICKER AND Catcher games, other penny games, can use duplicates. Our company. Conclave, 1433 W. Sheerin Ave., Chicago, IL 60622.

RECORDS, 45's and LP'S. SURPLUS RETURN for your old records. If your old records are in good condition, we'll pay you up to 75% of the new price. Call: LOWELL WARINER, KINKIDJOHNNIE MUSIC CO, 4048 S. Wabash Ave., Chicago, IL 60609.

WANTED—YOUR USED 45 RPM RECORDS, 78 RPM RECORDS, 45's, 78's, and-old records, send to: USED RECORDS, 293 BRANCH AVENUE, PROVIDENCE, R.I. 02904. PHONE: UN-1-7500 or JA-1-2121.

45 RPM RECORDS, NEW, NO QUANTITY too low. Payment with record. My new and 45's (2000 a lot). Cash,
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FOR SALE: Bally Kenney and Games Upstairs. Cash payout or free plays. Many models. Low cost. Call or write: LOWELL WARINER, KINKIDJOHNNIE MUSIC CO, 4048 S. Wabash Ave., Chicago, IL 60609.

FOR SALE: Mutoscope, 2500.00, Bally, La Crosse, Wisc. For Sale, 2500.00. Call 715-221-3100.

FOR SALE: Bar billiards. Bally, Mid-America. Come to 101 Wabash, 6th Floor, Chicago, IL 60601.


FOR SALE: Aristocraft and Bally Slot Machines. All in excellent condition. Can be used for amusement parks, arcades, museums, or hotels. Call: DAVYDOW ELECTROMEC. 1432 N. 27th, Kansas City, MO 64107.


FOR SALE: 3000.00. All models, Bally, Williams, etc. Can be used in amusement parks, arcades, museums. Pay cash. Call: 708-876-5000.

FOR SALE: Slot Machines and Pinball games. All models, American, Eureka, Gottlieb, Williams, Williams, etc. Pay cash. Call: 708-876-5000.

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