

# Cash Box

September 10, 1966



Less than six months ago, an LP was put on sale that was to prove to be one of Capitol Records' biggest hits of the year and the greatest success for its performer. The package is "Lou Rawls 'Live,'" which recently earned a Top 10 spot on the LP charts. Now, the Chicago-born songster can boast of two album chart entries, his next effort, "Soulin'," having recently started a climb on the listings. These recording triumphs have come after six years of one-niters and less-than-startling disk success. 1966, however, has turned the tide, and, as a title from his new LP puts it, "It Was A Very Good Year." Lou's latest single, "Love Is A Hurtin' Thing," is also moving up the Top 100.

INTERNATIONAL SECTION BEGINS PAGE 51

Cash Box



Charity LP

# Variety is the spice of long chart life!

A good music single getting big play...

**"The Ballad of  
the Sad Young Men"** 4-43758  
**Steve Lawrence**



A favorite on most  
easy-listening stations...

**"I Hear a Different Drummer"**  
**Robert Goulet**



C & W goodie going Top 40...


**"The Goodie Wagon"** 4-43741  
**Billy Large**



Campy new R & B novelty...

**"The Shadow Knows"** 4-43771  
**Paul Peek**



The sounds of our times are on COLUMBIA RECORDS 



# Cash Box

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# Sunshine Hits

Summertime and the livin' is easy for a lot of labels that have cut disks with vernal themes. In recent weeks, a half a dozen or so chart items have carried season-in-the-sun storylines, ranging from the Gershwin favorite, "Summertime," to a revival of a more recent success, "See You In September," to a modern-day "Summer Samba."

These sides, several of which gained Top 10 acceptance, are interesting from a number of viewpoints. They are seasonal items without relying on "sound" concepts and/or fads that tie in with the vacation period, a marked departure from summer hits that can be recalled from yesteryear's summers. Then, it was the summer-sound records, those exciting romps about the pleasures of surfin' or revving-up that hot-rod. This year, there has been a return to more traditional formats, running the gamut of a summer-without-one's-true-love, to the simple joys of summer and, in at least one instance, to a realistic appraisal of a hard summer's day or night ("Summer In The City").

While recordings of the aforementioned types have gone to market even throughout the "sound" binge, their success has been limited of late. One theory we can offer as to their buoyant revival this season is that greater attention to lyrics in pop material has made

the kids more receptive to material that tells a story, social comment or otherwise.

All in all, it seems like a good break for the industry, as well as the so-called area of good-music. Seasonal music (e.g. wintertime and Christmas songs) has had a bad time of it in recent years, a shame considering that many of our most charming standards are based either on the weather or some holiday period.

The rash of summertime hits this year is, we hope, indicative of a strong comeback for this type of song, whether revivals in the literal sense or, more importantly, through the creation of new compositions. From a business standpoint, sizeable seasonal successes bless the industry with a certain intangible excitement that seems to put them on the lips of the entire population, making their appearances on LP product a sales aid in their own right.

Should this also lead to a better chance for the most dynamic seasonal song of all—the Christmas smash—it means that more customers will be drawn into record shops at the peak buying period.

The seasonal item that makes it is good to have around, and it would be reassuring to see a crop of them as we drift into the fall-winter season and strong holiday period ahead.

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# Cash Box TOP 100

SEPTEMBER 10, 1966

	9/3	8/27
1 YELLOW SUBMARINE	2	5
2 YOU CAN'T HURRY LOVE	3	6
3 SUNSHINE SUPERMAN	1	3
4 SEE YOU IN SEPTEMBER	4	4
5 SUNNY	5	1
6 SUMMER IN THE CITY	6	2
7 WOULDN'T IT BE NICE	7	10
8 BUS STOP	9	11
9 GUANTANAMERA	10	18
10 LAND OF 1,000 DANCES	12	16
11 BLOWIN' IN THE WIND	11	12
12 WORKING IN THE COAL MINE	14	22
13 SUMMERTIME	8	9
14 RESPECTABLE	19	21
15 THE DANGLING CONVERSATION	17	19
16 CHERISH	43	64
17 SUNNY AFTERNOON	32	48
18 SAY I AM	22	25
19 ELEANOR RIGBY	21	43
20 BEAUTY IS ONLY SKIN DEEP	27	45
21 BORN A WOMAN	23	27
22 TURN DOWN DAY	26	35
23 HOW SWEET IT IS	29	31
24 OPEN THE DOOR TO YOUR HEART	25	28
25 MY HEART'S SYMPHONY	15	15
26 MR. DIEINGLY SAD	33	46
27 ALMOST PERSUADED	28	30
28 I COULDN'T LIVE WITHOUT YOUR LOVE	13	8
29 WIPE OUT	46	63
30 GO AHEAD AND CRY	31	33
31 BLACK IS BLACK	45	75
32 WADE IN THE WATER	18	20
33 CHERRY, CHERRY	57	76
34 WARM & TENDER LOVE	16	17

	9/3	8/27
35 7 & 7 IS	40	52
36 THE JOKER WENT WILD	34	29
37 THERE WILL NEVER BE ANOTHER YOU	41	51
38 LIL' RED RIDING HOOD	20	7
39 GOD ONLY KNOWS	38	42
40 OVER UNDER SIDEWAYS DOWN	24	14
41 96 TEARS	70	84
42 SOMEWHERE MY LOVE	39	36
43 I'VE GOT YOU UNDER MY SKIN	71	—
44 PHILLY FREEZE	48	50
45 REACH OUT I'LL BE THERE	75	—
46 SUMMER WIND	58	—
47 WORLD OF FANTASY	51	56
48 FLAMINGO	61	—
49 WITH A GIRL LIKE YOU	56	59
50 WHAT BECOMES OF THE BROKEN-HEARTED	59	65
51 SATISFIED WITH YOU	54	60
52 LAST TRAIN TO CLARKSVILLE	68	—
53 SUSPICION	60	67
54 THAT'S ENOUGH	55	61
55 ALFIE	37	32
56 SWEET PEA	47	38
57 SWEET DREAMS	36	24
58 LITTLE DARLIN'	63	71
59 I CHOSE TO SING THE BLUES	66	77
60 SUGAR & SPICE	52	54
61 MONEY WON'T CHANGE YOU	62	41
62 MAKE ME BELONG TO YOU	49	55
63 SUMMER SAMBA	83	93
64 WILD THING	44	37
65 SEE SEE RIDER	—	—
66 SOMETIMES GOOD GUYS DON'T WEAR WHITE	69	80
67 ASHES TO ASHES	73	81
68 CAN'T SATISFY	74	83

	9/3	8/27
69 YOU'RE GONNA MISS ME	81	89
70 I WANT TO BE WITH YOU	77	88
71 AIN'T NOBODY HOME	78	82
72 KNOCK ON WOOD	79	85
73 CAST YOUR FATE TO THE WIND	76	79
74 MY UNCLE USED TO LOVE ME BUT SHE DIED	—	—
75 I REALLY DON'T WANT TO KNOW	88	—
76 B-A-B-Y	87	94
77 SHE DRIVES ME OUT OF MY MIND	85	—
78 PSYCHOTIC REACTION	—	—
79 BLUE SIDE OF LONESOME	86	—
80 MY SWEET POTATO	82	87
81 A CHANGE ON THE WAY	84	90
82 FIDDLE AROUND	89	—
83 LOVE IS A HURTIN' THING	98	—
84 BORN FREE	91	95
85 ALL STRUNG OUT	—	—
86 RUMORS	97	98
87 AIN'T GONNA LIE	94	100
88 GET AWAY	90	100
89 OFF TO DUBLIN ON THE GREEN	—	—
90 IN THE ARMS OF LOVE	92	—
91 FIFE PIPER	100	—
92 BABY TOYS	—	—
93 SHE AIN'T LOVING YOU	—	—
94 JUST LIKE A WOMAN	96	97
95 MIND EXCURSION	—	—
96 DIANE, DIANE	—	—
97 WALK AWAY RENE	—	—
98 CAMPFIRE GIRLS	99	100
99 JUST LIKE A WOMAN	—	—
100 WE CAN'T GO ON THIS WAY	—	—
100 ALL I SEE IS YOU	—	—
100 HE'LL BE BACK	—	—

## ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

A Change On The Way (Comeo/Porkway, Ann Arbor BMI)	81	Fiddle Around (Bourne ASCAP)	82	My Uncle Used To Love Me But She Died (Tree BMI)	74	Sunshine Superman (Southern ASCAP)	3
Ain't Gonna Lie (Screen Gems-Columbia BMI)	87	Flamingo (Tempo ASCAP)	48	96 Tears (Ed Arquello BMI)	41	Suspicion (Music & R&S)	53
Ain't Nobody Home (Writtenhouse BMI)	71	Get Away (Noma, Gunnell BMI)	88	Off To Dublin On The Green (Melody Trails BMI)	89	Sweet Dreams (Acuff-Rose BMI)	57
Alfie (Famous ASCAP)	55	Go Ahead And Cry (Righteous Bros. BMI)	30	Open The Door To Your Heart (TM-Parmalio BMI)	24	Sweet Pea (Low-Twi BMI)	56
Almost Persuaded (Al Gallico BMI)	27	I Really Don't Want To Know (Hill & Range BMI)	39	Over Under Sideways Down (Leo Feist ASCAP)	40	That's Enough (Kapa BMI)	54
All I See Is You (Anne-Rachel)	100	I Want To Be With You (Borley ASCAP)	9	Philly Freeze (Jones-Hayes BMI)	44	There Will Never Be Another You (E. H. Morris ASCAP)	37
All Strung Out (Daddy Sam, Jerell BMI)	85	In The Arms Of Love (Twin-Cris ASCAP)	23	Psychotic Reaction (Hot Shot BMI)	78	Turn Down Day (Northern ASCAP)	22
Ashes To Ashes (Screen Gems-Columbia BMI)	67	I've Got You Under My Skin (Chappell ASCAP)	59	Reach Out, I'll Be There (Jobete BMI)	45	Wade In The Water (Romsel BMI)	32
B-A-B-Y (East BMI)	76	The Joker Went Wild (Rising Sons BMI)	28	Respectable (Wemar BMI)	14	Walk Away Rene (Twin Tone BMI)	97
Baby Toys (My Songs, Saturday BMI)	92	Just Like A Woman (Dwarf ASCAP)	94	Rumors (Duone BMI)	86	Warm & Tender Love (Pronto-Bob-Dan-Quivy BMI)	34
Beauty Is Only Skin Deep (Jobete BMI)	20	Knock On Wood (East BMI)	72	Satisfied With You (Branston BMI)	51	We Can't Go On This Way (Metric BMI)	100
Black Is Black (Elmwin BMI)	31	Land Of 1,000 Dances (Kel-Anatole BMI)	10	Soy I Am (Dum Dee BMI)	18	What Becomes Of The Broken-Hearted (Jobete BMI)	50
Blowin' In The Wind (M. Witmark ASCAP)	11	Last Train To Clarksville (Screen Gems-Columbia)	52	See See Rider (Leeds ASCAP)	65	Wild Thing (Blackwood BMI)	64
Blue Side Of Lonesome (Glad BMI)	79	L'il Red Riding Hood (Fred Ross BMI)	38	See You In September (Vibar BMI)	4	Wipe Out (Miroleste, Robinhook BMI)	29
Born A Woman (Painted Desert BMI)	21	Little Darlin' (Jobete BMI)	58	See You In September (Vibar BMI)	4	With A Girl Like You (Dick James, Blackwood BMI)	49
Born Free (Screen Gems-Columbia BMI)	84	Love Is A Hurtin' Thing (Rawlou BMI)	83	7 & 7 Is (Gross Roots BMI)	35	Working In The Coal Mine (Marsaint BMI)	12
Bus Stop (Manken BMI)	8	Make Me Belong To You (Blackwood BMI)	62	She Ain't Loving You (Saturday BMI)	93	World Of Fantasy (Camad BMI)	47
Campfire Girls (Lowery BMI)	98	Mind Excursion (Tender Tunes BMI)	95	She Drives Me Out Of My Mind (Lowery BMI)	77	Wouldn't It Be Nice (Sea Of Tunes BMI)	7
Can't Satisfy (Impressions BMI)	68	Money Won't Change You (Fayntone BMI)	61	Sometimes Good Guys Don't Wear White (Equinine BMI)	66	Yellow Submarine (Maclen BMI)	1
Cast Your Fate To The Wind (Friendship BMI)	73	Mr. Dieingly Sad (Tender Tunes, Elmwin BMI)	26	Somewhere My Love (Robbins ASCAP)	42	You Can't Hurry Love (Jobete BMI)	2
Cherish (Beechwood BMI)	16	My Heart's Symphony (Gringo BMI)	25	Sugar & Spice (Duchess BMI)	60	You're Gonna Miss Me (Acquire, Kassen BMI)	69
Cherry, Cherry (Tollyrand BMI)	33	My Sweet Potato (East BMI)	80	Summer In The City (Faithful-Virtue BMI)	6		
Dangling Conversation (Charingcross BMI)	15			Summer Samba (Duchess BMI)	63		
Diane, Diane (Buchhorn BMI)	96			Summer Wind (M. Witmark ASCAP)	46		
Eleanor Rigby (Maclen BMI)	19			Summertime (Gershwin ASCAP)	13		
Fife Piper (U'es BMI)	91			Sunny (Portable BMI)	5		
				Sunny Afternoon (Noma BMI)	17		

# Tom Jones **WHAT A PARTY**

PARROT-40008



*What A Party-HIT!  
Hi-Lili-HIT! What A Party-HIT!  
Hi-Lili-HIT! What A Party-HIT!  
Hi-Lili-HIT! What A Party-HIT!  
Hi-Lili-HIT!*



# Alan Price Set **HI-LILI, HI-LO**

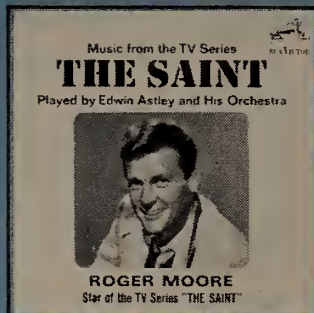
PARROT-3007

# NEW ALBUMS FOR SEPTEMBER

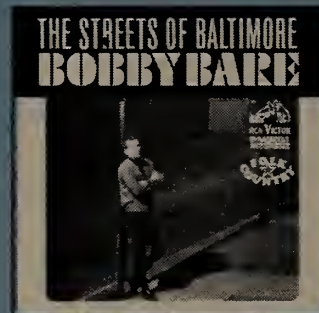
## EXCITING NEW POP RELEASES



Exciting sounds include 10 original works by him. Good jazz-pop flavor. "High Wire," "Vulgar Olga," "Drake and Ducks," "Secret Agent Man," "Cliff Hanger." LPM/LSP-3630



12 numbers include 5 songs from "Secret Agent Meets The Saint," "Chaise-Longue," "Olaf's Dance," "Slinky," "The Saint," "Swinging Simon," "Halo." LPM/LSP-3631



Sings songs of loneliness, cities and home. Should appeal to country and pop fans. "Houston," "Memphis, Tennessee," "The Streets of Baltimore," "Vincennes," 8 more. LPM/LSP-3618\*



Sings the big country hits, arranged by Anita Kerr. "Cold, Cold Heart," "Gone," "I Walk the Line," "Any Time," "He'll Have to Go," "Walking the Floor Over You," 6 more. LPM/LSP-3590\*



Standards and ballads in a soft and easy manner. Includes: "Make Believe," "Who Can I Turn To," "La Mer," "As Time Goes By," "The Song Is Ended," "The High and the Mighty." LPM/LSP-3611\*



His first Christmas album features 22 selections, some in medley form. "Silent Night," "O Holy Night," "The First Noel," "White Christmas," "Jingle Bells." LPM/LSP-3612\*



Fabulous mariachi sound features two alto saxophones. "King of the Road," "Dardanella," "St. James Infirmary," "Nightmare," "Bewitched," "Just Friends," 6 more. LPM/LSP-3640\*



Fine ballad singer includes three of his own selections, "Ask and You Will Receive," "Some of Me," "Another Day Has Gone." Also, "The Great El Tigre," "Bracero." LPM/LSP-3619\*



Outstanding jazz pianist plays selections from current Broadway shows. "On a Clear Day (You Can See Forever)," "People," "There's Gotta Be Something Better Than This." LPM/LSP-3604\*

## OUTSTANDING NEW RED SEAL RECORDINGS



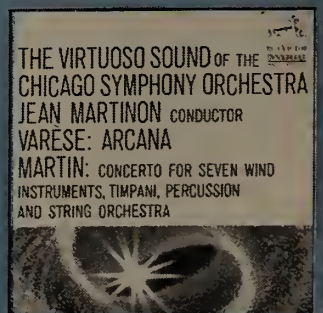
Big news for music lovers: Price sings great soprano arias from operas she has never sung on stage... a wide cross section of opera history from Purcell to Barber. LM/LSC-2898\*



Album of a lifetime. Limited Edition with legendary performances by 32 immortals. Includes an authentic keepsake swatch of Met's famous gold damask curtain. 3 L.P.s. LM-6171



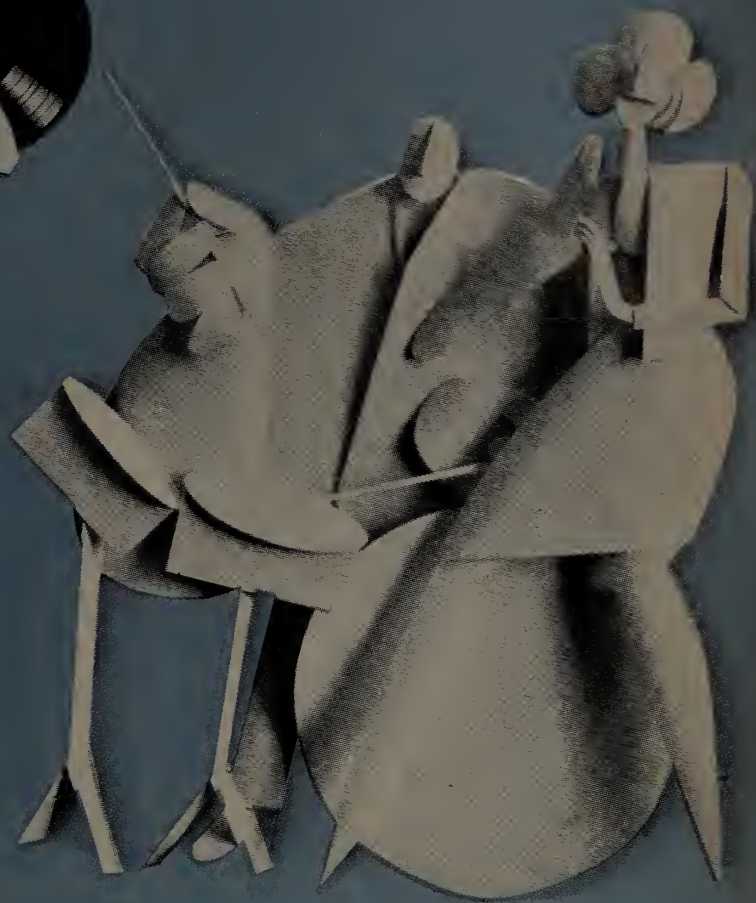
With this debut album comes a bonus 10" L.P. in which actor-dramatist Peter Ustinov discusses chamber music with Joseph Silverstein and Erich Leinsdorf. 3 L.P.s. LM/LSC-6167\*



Martinon repeats concert success of Arcana ("... the kind of performance that so much contemporary music needs" - N. Y. Times). Also stunning reading of Martin Concerto. LM/LSC-2914\*

# ON RCA VICTOR

 The most trusted name in sound



Folk rock group in their first RCA Victor album. "Ain't That Lovin' (You Baby)," "High Life," "Girl of the North Country," "Honor the Hearse," "Look Homeward Angel." LPM/LSP-3603



Highly creative inventiveness should delight jazz buffs everywhere as Gary plays "Childhood," "The Sunset Bell," "Six-Nix, Quix, Flix," "Interim I," "Deluge," "Norwegian Wood." LPM/LSP-3642\*



His first album of wholly Italian material, recorded in Rome. "Santa Lucia," "Arrivederci Roma," "Forget Oomari," "Un giorno dopo l'altro (One Day Is Like Another)." LPM/LSP-3608\*



Great collection of ballads will be released at the end of his TV show. "What Now My Love," "Till," "Fly Me to the Moon (In Other Words)," "Be My Love," "Yesterday." LPM/LSP-3666\*



A tongue-in-cheek ticket to a camp-jazz approach of 1930 movie melodies. "Forty-Second Street," "When Did You Leave Heaven?," "Twilight on the Trail," "Here Lies Love." LPM/LSP-3615\*



Her first album will appeal to pop and folk fans alike. 12 numbers include "Sounds of Silence," "You Were on My Mind," "Hard Lovin' Loser," "War Drums," "Time Will Tell." LPM/LSP-3633\*



Her first Christmas album should please her many fans. Kate sings "Silver Bells," "Joy to the World," "It Came Upon a Midnight Clear," "Silent Night," "Deck the Halls." LPM/LSP-3607\*



Original artists do past hits. "Shout" (Isley Brothers), "We'll Sing in the Sunshine" (Gale Garnett), "The Happy Organ" (Dave "Baby" Cortez), "Yakety Sax" (Boots Randolph). LPM/LSP-3641



Porter's new collection of sorrowful songs will surely please his fans. "Skid Row Joe," "I Just Came to Smell the Flowers," "My Tears Are Overdue," and 9 more. LPM/LSP-3593\*



A singing, swinging new rock group in their first RCA Victor album. The go-go generation will really dig "Blues from an Airplane," "Tobacco Road," "Come Up the Years." LPM/LSP-3584\*



Browning—"The Golden Boy in a Golden Age of Pianists"—Life—gives one of his most electric performances in the latest album in the Boston Symphony Prokofiev series. LM/LSC-2893\*



Two first recordings by Heifetz: Sonata by British composer, Ferguson, has tremendous impact. Also a work brought from Russia, a Sonata by Khachaturian's nephew, Karen. LM/LSC-2909\*

## NEW IN THE VINTAGE SERIES



This collection was recorded by two seven-man combos. 16 great numbers. "Passion Flower," "Linger Awhile," "Going Out the Back Way," "Mobile Bay," "Junior Hop." LPV-533



Great collectors' item. 16 rare recordings by The Carter Family, The Delmore Brothers, J. E. Mainer's Mountaineers and the Monroe Brothers. Done between 1926 and 1940. LPV-532

EVERYTHING ABOUT THIS  
RECORD IS CONTROVERSIAL—  
EXCEPT FOR THE GREAT  
SOUND AND ACTION!

**JANIS IAN**  
**SOCIETY'S**  
**CHILD** KF-5027

PRODUCED BY

*Shadow*

SHADOW MORTON

**Verve**  
**FOLKWAYS**

Verve/Folkways Records are distributed by MGM Records, a division of Metro-Goldwyn-Mayer Inc.



## CBS Records' Half-Year Sales Climb 27%

NEW YORK—CBS Records, now functioning as part of the CBS/Columbia Complex, turned in a 27% increase in sales for the first half of 1966 over a similar period last year.

Falling under the aegis of CBS Records are the Columbia, Date, Epic-Okeh and CBS Records Legacy Collection labels, April-Blackwood Music, Columbia Special Products (audio-visual & promo LP's) and Columbia Record Productions (pressing). Not included, as they were before the complex concept went into effect earlier this year, are the Columbia Record Club and the instrument and educational facilities. In a previous report, the Columbia Broadcasting System, parent company, showed a net profit of 30% in the six month period of this year as compared to 1965's first half. There is no CBS Records' profit breakdown available.

In a further breakdown of sales, Epic and Okeh reported a 23% increase, and Masterwork Audio Products, sellers of radios, tape recorders and phonos, etc., lifted sales 41%, with dealers handling its product

going up 47%.

All operating departments, in fact, contributed "significantly," an announcement said, to the division's sales growth.

Commenting on the division's showing, Clive Davis, vp and general manager, said: "... we are confident that 1966 will be the biggest year in our history and, in fact, will constitute the largest volume by any record company in the history of the record industry." Davis also noted that the entire record business was witnessing a "tremendous" year.

### Columbia Strength

Teen music sales contributed heavily to Columbia's sales volume, with successes by Simon & Garfunkel, Bob Dylan, the Cyrkle, the Byrds and Paul Revere & the Raiders leading the parade of hits. Last June set an all-time record as Columbia's top month for singles sales. Pop LP gains came largely from such artists as Andy Williams, Barbra Streisand (2 gold LPs in the six month period), Robert Goulet, Eydie Gorme, Jerry

(Continued on page 24)

## Decca & Lee Hazlewood Start Eden Label

NEW YORK—Decca Records has formed a new label in partnership with Lee Hazlewood, the hot west coast producer. Called Eden Records, it will be an exclusive outlet for all new Hazlewood talent discoveries.

The arrangement is a further move into large manufacturer arrangements—through either joint ownership or national distribution tie-ins—with strong indie producers and other music factors. In recent months, Dot started handling a new Snuff Garrett label, Viva, while RCA Victor worked out a distribution deal with Columbia Pictures' Colgems label.

All Eden product will be distributed in the U.S. and Canada by normal Decca channels of distribution. Foreign arrangements are in the works. Recording schedules are being designed to bring product to market in the near future. An artist roster will be announced shortly.

In addition to Hazlewood, other producers will be contracted to the label. Hazlewood will supervise their output.

The deal was worked out by Milton Rackmil, president of Decca, and representing Hazlewood were Kevin Eggers, his manager, and Marty Ma-

(Continued on page 24)

## NARM Mid-Year Meet Opens In Chi With Top Registration In History

NEW YORK—More than 250 members of the record and tape industry will be in attendance at the 1966 mid year meeting of the National Association of Record Merchandisers, Inc. (NARM), reports Jules Malamud, executive director. With 60 manufacturers participating in the person-to-person conferences and more than 50 rack jobber companies already scheduled, the meet, which convenes in the Continental Plaza Hotel in Chicago, Sept. 6 through 9, 1966, stacks up as the best attended since the Fall meeting was instituted by the rack trade association. A group of record and tape manufacturers who are not participating in person to person will be in attendance at the meeting, and will participate in the Tape Conference on Friday, September 9.

In addition to the Regular Member companies who have already been scheduled for the person to person meetings, applications of eight additional record merchandising companies will be presented to the NARM board of directors for ap-

proval, and upon the Board's approval, will be scheduled for person to person meetings with the manufacturers members. Applications will also be presented for three additional manufacturer (associate) members.

The NARM Board of directors will meet on Tuesday afternoon (6) to consider the new applications, and discuss several new NARM projects, including the products standardization committee reports, the scholarship committee reports, and plans for the 1967 NARM Convention in Los Angeles next March.

Following the board of directors meeting, the regular members of NARM will meet for a dinner-meeting on Tuesday evening (6). Reports by the various NARM Committees will be forthcoming, and the regular membership will meet for the first time with the association's general counsel, Earl W. Kintner.

Person to person Conferences will be held all day on Wednesday and Thursday, Sept. 7 and 8, with all

(Continued on page 24)

## Fach To Call New York His Home

NEW YORK—Charlie Fach, director of recorded product for Mercury Records and its affiliated companies, will make New York his business and household base starting Oct. 1. Fach told Cash Box that he was making the move to achieve closer contact with

producers and other recording entities. He added that he would travel a great deal and would attend various meets at Mercury's Chicago headquarters every other week. Fach will operate out of the label's New York offices at 745 Fifth Ave.

## Everest Pops Added To Sunset Line

HOLLYWOOD—Sunset Records, the economy division for the Liberty label, has purchased 225 Everest masters, several of which will be released within the next two months. Scheduled for October release are albums featuring Gloria Lynn, Woody Herman, Russ Morgan, Dick Hyman, Nelson Eddy and Gisele MacKenzie.

Also included in the package purchase are Raymond Scott, Dorothy Collins, Wild Bill Davis, Mitchell Ayres, Tony Pastor, Tutti Camarata and Gordon Jenkins.

Ed Barsky, general manager for Sunset, who recently announced the appointment of Mel Fuhman as national sales manager, reports that the label, introduced at the NARM convention last March, has enjoyed uninterrupted sales in spite of the traditional slow period (March-June) "which is a certain indication of great sales potential and outstanding line value for teenage and adult market alike." He stated that he is on a constant search for new product outside of the Liberty catalog.

## NARM Meet Schedule On Page 24

### Anger To Victor Ad Post

NEW YORK—Harry Anger has been appointed manager of pop advertising and display for RCA Victor Records, according to George Parkhill, the label's manager of advertising & promotion.

In his new position, Anger will be responsible to Parkhill for all phases of local and national advertising, as well as display material, for pop albums and single records.

Anger is assuming the post vacated recently by Hank Greer, who has been promoted to the position of manager of advertising and sales promotion services for the Radio Corporation of America.

Prior to joining Victor, Anger was creative director of Spencer Advertising Company, specialists in sports advertising and merchandising. He had worked previously with Warner Bros. Records, MGM Records and Victor.

### A&M Buys CBS-LaBrea Studios

HOLLYWOOD—Herb Alpert & Jerry Moss, representing their A&M label and Tijuana Brass Enterprises, have purchased the CBS-LaBrea Studios from the Columbia Broadcasting System for \$1 million. The studios, a Hollywood landmark, are comprised of three sound stages (completely modernized), two office buildings and four other edifices for multiple usage.

Alpert & Moss said that the growing A&M operations required this expansion. Within 18 months, A&M has become one of the top indie labels around.

Besides A&M and TJB Ent., two publishing companies, Almo & Irving, will be housed at the studios, with the complete move scheduled for Nov. 1.

Most recently, CBS-LaBrea Studios was used as the production facility for the Perry Mason TV show, no longer being made. Prior to CBS ownership, it was the property of Red Skelton, and years ago, it was the headquarters of Charlie Chaplin's various enterprises.

### Dave Pell Exits Liberty

HOLLYWOOD—Dave Pell has resigned his position as A&R administrator of Liberty Records. While at the company, he produced sessions with Vikki Carr, Gary Lewis, Mel Carter, Martin Denny, Gilbert Becaud, Red Skelton, the T-Bones, Bobby Vee, Trombones Unlimited, Johnny Mann and others. He said he was negotiating with several labels for a new affiliation.

### English Decca-Stones Finalize Pic Financing

NEW YORK—An agreement involving the financing of the first feature film starring the Rolling Stones by English Decca has been finalized. Sir Edward Lewis, chairman of the label, just signed agreements for Decca to enter a joint venture with the Stones' in making "Only Lovers Left Alive," which Allen Klein and Andrew Loog Oldham will produce for MGM Pictures. Decca will finance the production to the tune of nearly \$3 million. Decca in England will have the soundtrack LP, while London Records, Decca's U.S. affiliate, will release the track here.

Film is expected to get underway in Oct. in England. General release is scheduled for the summer of 1967.

Last summer, Decca and the Stones continued their association via a multi-million dollar pact. It's understood that Decca recouped the guarantees in six months in the U.S. and Canada and in 10 months throughout the rest of the world.

### Barry Leaves Peer-Southern

NEW YORK—Paul Barry has left the Peer-Southern publishing organization, where he served as professional manager. He did not divulge his future plans, but expects to do so shortly. Most recently at Peer-Southern, Barry headed the company's TV activities, including music from "Peyton Place" and "Long Hot Summer," in addition to regular responsibilities as professional manager. Barry once ran his own publishing firm, Weiss & Barry, which he sold to Gene Autry in 1961.

### New York Pirating Law Starts

NEW YORK—The first part of New York State's new laws against disk pirating went into effect last week (1). Under this law, it is a crime to dub unauthorized recordings. On Jan. 1, the second law goes on the books. It requires names and addresses of labels to be displayed on jackets.

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### Bernie Blake Named Ad Manager Of Cash Box

NEW YORK—Bernie Blake has assumed the post of director of advertising at Cash Box Magazine, according to an announcement by George Albert, president and pub-

lisher of the publication.

As advertising director, a newly-created post at Cash Box, Blake will direct an expansion of the advertising department, formulating new programs to exploit further areas now under his administration. He will report directly to Marty Ostrow, vp of Cash Box.

Blake has spent the past three years in the home entertainment field, where he had his own business dealing with radios, tape recorders, phonos and musical instruments. From 1955 to 1963, he was associated with a national photographic equipment distributor, most recently as eastern regional sales manager. Prior to this, Blake was one of the founders and officers of a company specializing in magnetic sound on film equipment for the consumer market.



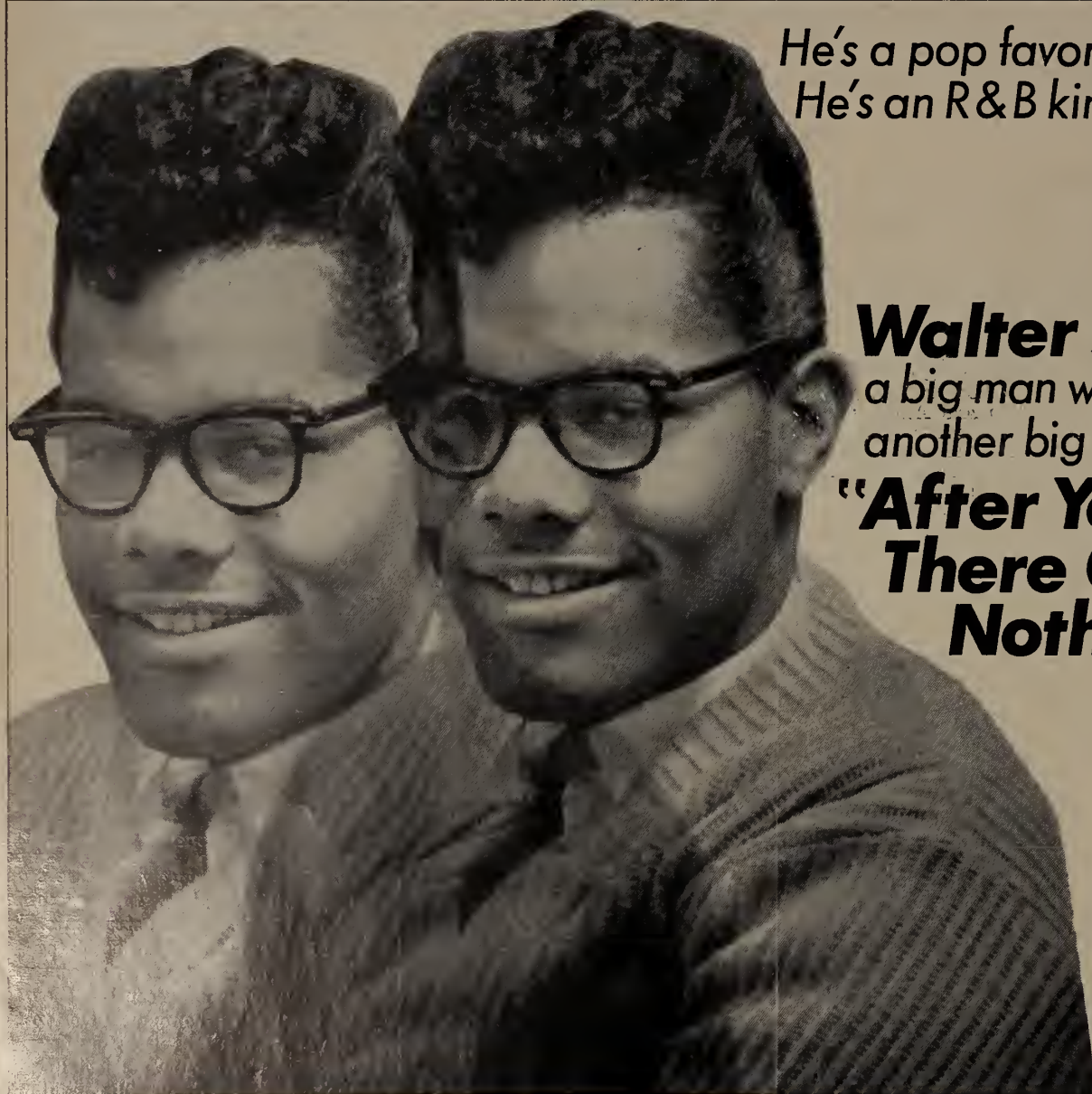
BERNIE BLAKE



# LOOKING AHEAD

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

- |    |  |    |  |    |   |    |  |
|----|--|----|--|----|---|----|--|
| 1  | <b>I CAN MAKE IT WITH YOU</b><br>(Picturelane—BMI)<br>Pojo Seco Singers (Columbia 43784) | 14 | <b>THE KIDS ARE ALRIGHT</b><br>(Devon—BMI)<br>The Who (Decca 31988)  | 26 | <b>IMPRESSIONS</b><br>(Screen Gems-Columbia—BMI)<br>Jones Boys (Atco 6426)                    | 39 | <b>COUNTING</b><br>(Metric—BMI)<br>Marianne Faithfull (London 20012)                                       |
| 2  | <b>I CAN MAKE IT WITH YOU</b><br>(Blackwood—BMI)<br>Jackie DeShannon (Liberty 66202)     | 15 | <b>OPEN UP YOUR DOOR</b><br>(Saturday—BMI)<br>Richard Young Lions (Philips 40381)                                | 27 | <b>CRY SOOFTLY</b><br>(Tree—BMI)<br>Nancy Ames (Epic 10056)                                   | 40 | <b>WHAT A PARTY</b><br>(Next Day—ASCAP)<br>Tom Jones (Parrot 4008)   |
| 3  | <b>ROSEANNA</b><br>Capreez (Sound 126)   | 16 | <b>MAN LOVE TWO</b><br>(Feb.—BMI)<br>Little Milton (Checker 1149)  | 28 | <b>BOA CONSTRICTOR</b><br>(Hallis—BMI)<br>Johnny Cosh (Columbia 43763)                        | 41 | <b>BALLAD OF THE GREEN HORNET</b><br>(Camsel & Julray—ASCAP)<br>Lee Merril & The Golden Horns (Boam 60013) |
| 4  | <b>JUG BAND MUSIC</b><br>(Nana—BMI)<br>MugWumps (Side Walk 900)                          | 17 | <b>DEVRI</b><br>(Vee Vee—BMI)<br>Platters (Musicor 1195)   | 29 | <b>GREEN HORNET</b><br>(Hastings—BMI)<br>Al Hirt (RCA Victor 8925)                            | 42 | <b>NOWADAYS CLANCY CAN'T EVEN SING</b><br>(Springala, Catillian—BMI)<br>Buffalo Springfield (Atco 6428)    |
| 5  | <b>IT HURTS ME</b><br>(Unart—BMI)<br>Bobby Goldsboro (United Artists 50056)              | 18 | <b>WE'LL MEET AGAIN</b><br>(Remick—ASCAP)<br><b>OUTSIDE CHANCE</b><br>(Ishmael—BMI)<br>Turtles (White Whale 234) | 30 | <b>SUMMER KISSES</b><br>(Pres a—BMI)<br>Floud & Jerry & Counterpoints (Presta 1006)           | 43 | <b>THE OTHER SIDE OF THIS LIFE</b><br>(Third Story—BMI)<br>Peter, Paul & Mary (Warner Bros. 5849)          |
| 6  | <b>ONLY WHEN YOU'RE LONELY</b><br>(Trausdale—BMI)<br>Gross Roots (Dunhill 4043)          | 19 | <b>A WOMAN OF THE WORLD</b><br>(Tree—BMI)<br>Gentry (MGM 13561)  | 31 | <b>IF YOU GOT THE LOVING I GOT THE TIME</b><br>(East, Catillian—BMI)<br>Sam & Dave (Stax 195) | 44 | <b>BABY DO THE PHILLY DOG</b><br>(Mirwood, Keymen—BMI)<br>Olympics (Mirwood 5523)                          |
| 7  | <b>SAN FRANCISCO WOMAN</b><br>(Metric—BMI)<br>Bob Lind (World Pacific 77839)             | 20 | <b>A TIME FOR LOVE</b><br>(M. Witmark & Sons—ASCAP)<br>Tony Bennett (Columbia 43768)                             | 32 | <b>DOMMAGE, DOMMAGE</b><br>(Leo Feist—ASCAP)<br>Paul Vonce (Scepter 12164)                    | 45 | <b>AFTER YOU THERE CAN BE NOTHING</b><br>(Picturelane & Painted Desert—BMI)<br>Walter Jackson (Okeh 7256)  |
| 8  | <b>NO GREATER LOVE</b><br>(Myto—BMI)<br>Holidays (Golden World 47)                       | 21 | <b>UNDER MY THUMB</b><br>(Gideon—BMI)<br>Del Shannon (Liberty 55904)   | 33 | <b>BEST OF LUCK TO YOU</b><br>(Cal., Maureen—BMI)<br>Eori Gaines (HBR 481)                    | 46 | <b>(WE'LL BE) UNITED</b><br>(Sharpe—BMI)<br>Intruders (Gamble 201)   |
| 9  | <b>KISSEN' MY LIFE AWAY</b><br>(Screen Gems-Columbia—BMI)<br>Handells (Mercury 72065)    | 22 | <b>MY BABY</b><br>(Rittenhaus-Rumbelero—BMI)<br>Gornett Mimms (Veep 1234)  | 34 | <b>MELODY FOR AN UNKNOWN GIRL</b><br>(Daywin—BMI)<br>Unknowns (Parrot 307)                    | 47 | <b>ALFIE</b><br>(Famous—ASCAP)<br>Cilla Black (Capitol 5674)   |
| 10 | <b>KEEP LOOKING</b><br>(Pronto-Defailh—BMI)<br>Solomon Burke (Atlantic 2349)             | 23 | <b>COME SHARE THE GOOD TIMES</b><br>(Jaey Braaks—ASCAP)<br>Julie Monday (Rainbow 500)                            | 35 | <b>GREEN HORNET THEME</b><br>(Hastings—BMI)<br>Ventures (Dolton 323)                          | 48 | <b>WHAT MAKES A MAN FEEL GOOD</b><br>(Cape Ann—BMI)<br>Joe Simon (Sound Stage 7 2569)                      |
| 11 | <b>THE BEAT</b><br>(Jalyne—BMI)<br>Major Lance (Okeh 7255)                               | 24 | <b>SAFE AND SOUND</b><br>(Chevis—BMI)<br>Fontella Bass (Checker 1147)  | 36 | <b>STICKY STICKY</b><br>(Web IV—BMI)<br>Bobby Harris (Shout 203)                              | 49 | <b>BUT IT'S ALRIGHT</b><br>(Tamelrosa—BMI)<br>J. J. Jackson (Callo 119)                                    |
| 12 | <b>A CHANGE IS GONNA COME</b><br>(Kags—BMI)<br>Jock McDuff (Atlantic 5069)               | 25 | <b>SO NICE (SUMMER SAMBA)</b><br>(Duchess—BMI)<br>Connie Francis (MGM 13578)                                     | 37 | <b>I'VE BEEN WRONG</b><br>Buckingham (Centour)  | 50 | <b>IT'S ONLY LOVE</b><br>(Paniper—BMI)<br>J-onnie Sealy (Monument 9651)                                    |
| 13 | <b>DAYTRIPPER</b><br>(Maclean—BMI)<br>Vontostics (St. Lawrence 1014)                     |    |  | 38 | <b>WISH YOU WERE HERE, BUDDY</b><br>(Spaone—ASCAP)<br>Pat Boone (Dca 16933)                   |    |  |



He's a pop favorite...  
He's an R&B king...

**Walter Jackson**  
a big man with  
another big single  
**"After You  
There Can Be  
Nothing"** 4-7256

Okeh

# A refreshing new album from Jane Morgan:



LN 24211/  
BN 26211\*

And her latest single from  
the album.. "Good Lovin'"<sup>c/w</sup>  
"Elusive Butterfly" 

5-10058

Also—catch Jane's dazzling send-off  
to the fall night life season,  
starting September 7th  
at the Persian Room of the Plaza Hotel!

\*Stereo

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Cash Box—September 10, 1966

## NEW YORK:

The contemporary folk composer is coming more and more into the musical spotlight in recent days. Where many country and western songs have over the period of year reached the position of being included in the repertoire of many a folk artist, the C&W field is increasingly making use of the compositions of such folk lights as Gordon Lightfoot, Phil Ochs and Tom Paxton. Flatt and Scruggs have done Lightfoot's "That's What You Get For Loving Me," and a pair of upcoming entries are Waylon Jennings version of this same song and George Hamilton IV's "Early Morning Rain" also by the Canadian artist. Tompall and the Glazer Brothers have added a Country Chart item to their record



FLATT & SCRUGGS



JOAN RIVERS



BITTER END SINGERS

with Paxton's "The Last Thing On My Mind." Not to be outdone the pop and R&B market's have seen Stevie Wonder get a smash out of Dylan's "Blowin' In The Wind" and Crispian St. Peter has followed up his recent "Pied Piper" click with Phil Ochs' lovely melody "Changes." The number of artists adding this contemporary folk material to their LP's is so vast as to be unlistable. It's a rare folk artist that goes to the top of the singles chart today, but we think that what would be their material if they did, will find the high spots via the talents and styles of a variety of other artists. . . . P.S., just at press time we received a copy of Bobby Darin's new single, "If I Was A Carpenter," a powerhouse of a tune penned by West Coast folk-blues sensation Tim Hardin.

Dick Corby having a hot week over at Merrec with Dusty Springfield's latest "All I See Is You." Adding to the furor is the Lollipops' "He's The Boy" (Smash) and "Music" by the Festivals on the same label. . . . The Uncalled for 3 doing the first of a series of Ed Sullivan spots on Sept. 25. . . . Sandy Baron has pacted with Capitol to do a comedy LP based on his club act.

Back from the Bahamas, Ronny Weisner sez that Metro is hard pressed to keep up with the orders on Eric Burdon and the Animals latest smash "See See Rider." And meanwhile, there's a deluge of order blanks pouring in on the latest Lou Christie effort "If My Car Could Only Talk." . . . Herschel Bernardi did a second talk spot on the Merv Griffin TV'er and also had his "Fiddler" LP released by Columbia last week. . . . The new Nancy Sinatra, "In Our Time" has Warner's Carl Deane legsores from filling the requests for copies that are springing up all over town. Carl is also emitting a strange yell upon approaching the Cash Box offices, me-thinks it has something to do with the Marketts' "Tarzan" outing.

Steve Lawrence and Eydie Gorme off to Baltimore (12) to do a benefit at the Painter's Mill Tent. The concert is already verging on a sellout.

Comedienne Joan Rivers opens a three week stint at the Downstairs at the Upstairs on Sept. 6. The funny girl just completed her first movie

role in a flick titled "The Swimmer." . . . Liberty's Gotham promo manager Tom Rogan has Jimmy Boyd coming into town to do a Merv Griffin spot. Boyd will have a new single in the not to distant future. . . . The Bit 'A Sweet, a funk-rock group that has been making the sounds at the Rolling Stone discotheque, for the last 15 weeks, has a fanclub following that has already exceeded the 500 point, and the group doesn't even have a debut record.

Merrec's Mercury drummer Jerry Ross dropped up with the label's Sonny Kirshen and a handful of potential-packed releases including Lesley Gore's "Treat Me Like a Lady" and Carl Hall's "Got You On My Mind." . . . The Bitter End Singers

made a command appearance at Defense Secretary Robert McNamara's party for a group of returned Viet Nam vets.

Quincy Jones has signed to compose and conduct the score for the James Mason, Simone Signoret, Maximilian Schell flick "The Deadly Affair." . . . Denny Belline and the Rich Kids are being held over at Ungano's.

## HOLLYWOOD:

The Beatles were "safe" at 2nd base last week—performing on a platform in the center of Dodger Stadium's field, protected by three rows of wooden barricades, hordes of helmeted police (one of them named Christ) and a six foot high chain link fence. It was fitting that this performance should be held in a sports arena since the show could hardly be classified as a concert.

It was a strange, new and elaborate contest combining the salient features of hurdling, baseball, catch-as-catch-can, lacrosse, tivoli and judjitsu. The principal objects, we gather, were for the audience to 1—drown out (by shrieking, whistling and squalling) the adversaries' attempts to be heard 2 — to reach the opponents' stage sometime during their 30 minute stint and 3 — to make sure that the fab four never got "home" from 2nd. Jumping from the bleachers onto the field was fun for starters. Throwing paper plates, jelly beans and oranges onto the field and at the guards was diverting. But (fortunately) marksmanship was not accomplished. Contenders were more proficient at letting air out of the Beatles' armored car tires and blocking their exit in a hastily arranged getaway car. A spray of water sport was added to the fray as guards hosed down the gamers. Putting a wet blanket on the carnival-like symposium. And throughout all this serenely seated just a few rows from us was Edward G. Robinson, the little Caesar of the thirties and the Dr. Erlich of the forties. While admiring his benign appearance and handsome gray beard we noticed that, in each ear, he had shrewdly placed a white ball of cotton. We also covered our ears and discovered that, for the first time, we were able to cut out the high shrieking sounds, catch

a lyric line or two and actually determine what songs the infield four were attacking. Parents, who had deposited their offspring earlier in the evening, came searching for them as midnight neared. But not until 3 A.M. had the last of the weary (and vanquished antagonists) been reunited with mom and dad. Donna Wells, age 15 fainted just outside the stadium. But luckily, not until after the performance. She was treated at Central Receiving Hospital and later released.

Beatles averaged just a little under \$5,000 per minute for their efforts on stage. A total of about \$60,000 more than for two concerts here last year. . . . West coast continues to dominate the pop album charts — 14 out of the top 14 albums listed in last week's



BEATLES



LOVED ONES



BUD DASHIELL

CB were either recorded on the coast or released by coast based labels.

Our "West Coast Girls of the Week" are the Loved Ones, newest discovery of publisher-manager Oliver Berliner, who are currently on a nine week tour of the orient with scheduled bookings in Honolulu and the Sahara-Tahoe.

Mel Carter set to headline concert dates this week in Albuquerque, N.M., Colorado Springs and Amarillo, Texas. . . . KHJ Boss jock, Don Steele, makes his acting debut on an ABC "Bewitched" which'll be aired in November. . . . You'll be hearing KRLA's Charlie O'Donnell on the Xmas LP by Simon and Garfunkel in the cut titled "Silent Night". . . . Johnny Ray set to cut his initial single for Reprise this week with Lee Hazelwood producing and Billy Strange arranging the date. . . . Warners-Reprise V.P. Joe Smith planning a huge Bill Cosby promotion month this fall — four out of four of the Cosby albums on the CB chart at the moment. . . . Joe Williams set for his first recording for U.A.'s Solid State label on Sept. 27 in N.Y. . . . Hanna Barbera's "Off To Dublin in the Green" by the Abbey Tavern Singers, a "pick" at KFVB, has, we hear, sold more than 100,000 in Canada — the biggest record there in the past five years. . . . Fran Powers, song writer and vocalist, has been signed to a recording contract by GWP Productions (Gerard Purcell, Eddy Arnold and Bill Walker). Stan Pat, General Manager of Purcell Assoc., expects release of her first single "shortly". . . . Eddie Albert's daughter Maria cutting with her dad on his new Columbia LP which'll be A&R'd by Ernie Freeman. . . . "The U.N.C.L.E.", a new treatment of "The Man From U.N.C.L.E." theme by Jerry Goldsmith, has been arranged by David Grusin to intro MGM-TV's "The Girl from U.N.C.L.E." series. . . . Tower Records releasing the soundtrack album from "The Wild Angels" this week—film stars Peter Fonda and Nancy Sinatra, a semi-documentary about outlaw motor cycle groups. . . . Bud Dashiell along with George McKelvey and Carol Hedin currently at the Ice House in Pasadena. . . . And Warners-Reprise saluted touring promo rep John Runge by inviting a host of local jocks to the Angels-Yankee game in Anaheim last

week — Runge also doubles as one of the more renowned American League umpires. Promo was arranged by So. Calif. Promo rep Mike Shepherd and National Promotion Manager Marvin Deane. . . . Nancy Wilson, currently at the Sahara-Tahoe, selecting the tunes for her next Capitol LP titled "With A Latin Flavor".

## CHICAGO:

The Serendipity Singers (Phillips), who'll be making appearances in Canton, Ohio (16), Youngstown (23) and Flint, Mich. (30), return to Chi 10/12 for a performance at the Sinai Congregation. . . . Oscar Brown Jr., whose hit show Joy '66 just wrapped up a 34 weeks run at the Happy Medium, held a press conference (26) during which

he unveiled plans for the formation of the "Alley Theater Workshop" to house the revue commencing 10/11. Theater, located "in the rear of" 4649 S. Cottage Grove here, will also serve as a springboard for talented young hopefuls from the area. . . . To celebrate its first anniversary, southside nitery The Club has booked an allstar cast of disk stars to headline the week's festivities (9/1-9). Lineup includes The Impressions, Gene Chandler and Jimmy Reed. . . . Spanky & Our Gang come to London House (13) for three weeks. . . . Kent Beauchamp (Royal Disc) items that the Shadows of Knight are running true to form with their latest effort "Bad Little Woman" (Dunwich). Deck's reportedly on a sales spree across the country! Also spreading fast at Royal are Neil Diamond's "Cherry Cherry" and "Project Blue" by The Banshees. . . . New spa in the Maryland Hotel basement is called the Downbeat Room. Current headliners are The Flamingos. . . . The Mad Show, acclaimed by Newsweek magazine as "the most entertaining musical of the year", begins a run at George Marienthal's Happy Medium Theater 10/5. . . . Frank D'Rone, a Chi favorite who's been off the local nitery scene for quite a spell, has been booked to follow Jackie Gayles into the Scotch Mist on Rush. . . . WIND's back-to-school parade, complete with celebs, colorful floats and the outlet's top deejays, took place along State Street (30). . . . Cathy Johnson, fresh from a stint in San Francisco's Play-boy Club, opened in Mangam's Chateau (29). . . . Among the sizzlers out at United Record Dist., according to Bill Leaner, are Paul Vance's reading of "Dommage Dommage" (Scepter), "But It's Alright" by J. J. Jackson (Calla) and "Daytripper" by The Vontastics (St. Lawrence). . . . Current bill at the Plugged Nickel spotlights the Wes Montgomery quartet. . . . Harry Belafonte comes to town 9/17 for a benefit performance in McCormick Place.

.....STEREO.....

DS-50010

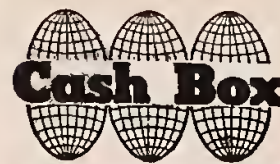
*Cass • John • Michelle • Dennie*

**T  
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H  
E** **PAPAS**



DUNHILL

D-50010



# PLATTER SPINNER PATTTER

Go fly a kite! Everyone who has ever been told to do so will have a chance to do just that on Sept. 21st at Sheep Meadow in Central Park when Dick Shepard, of WNEW-New York, holds his kite flying framus. Although the kite-fly is primarily for advertising agency people, the public is also invited to participate and Dick will provide kites for those choosing not to make their own. A high time is expected to be had by all.



**VALE AT THE SHOREHAM:** During a recent visit to Washington, D.C., Columbia songster Jerry Vale was feted with a cocktail party in the Shoreham Hotel. Among those attending the affair were (l. to r.): Rudy Runnels, program director at WOL-Washington; Don Richards of WTOP-Washington; Jerry Vale; Lou Bonelli, music director at WRC-Washington; and Da Carroll James, a deejay on WWDC-Washington. The artist was in town to promote his latest single, "I'll Take A Little Time," and his most recent LP, "Great Moments On Broadway." Vale's next LP, "Everybody Loves Somebody," is scheduled for release early in Sept.

Johnny Holliday of KYA-San Francisco will be the announcer for Roger Miller's upcoming NBC TV'er while retaining his own 3 to 6 p.m. air slot in the city by the bay. The spinner was the announcer for last season's "Hullabaloo" rock romp and is slated to announce the special "Class Of '67" TV'er on Sept. 10th.

Still on the Golden Gate scene, KSFO-San Francisco has won a California State Fair gold medal in the Radio Public Affairs category for a quarter-hour special report on the therapeutic abortion controversy. The in-depth report analyzed the question of whether Calif. may change its somewhat antiquated abortion laws as a result of the controversy centering around the charging of 2 San Francisco obstetricians with violation of these laws. Frank Johnstone, who wrote, produced, and narrated the report, has accepted the Media Awards honor for the outlet. Congratulations to KSFO for this fine example of the ability of the air-borne editorial and/or documentary to deal with highly controversial subjects.



**RALLY 'ROUND THE UNION JACK:** To counteract the defamation of the Beatles' Dave Charles of CJBQ-Belleville, Ontario, Norma Tanega (New Voice's folk lark), and Rod Roddy of WKBW-Buffalo, N.Y. (l. to r.), organized and held the first Canadian Pro-Beatles rally at the Belleville Arena. Two Canadian groups aided in the cause, they are: the Sleepers and the Kingbees. The Buffalo Rogues pitched in to help in entertaining the 2,300+ Beatles boosters.

WIP-Philadelphia has held a cinema party for James Bond fans. The outlet hosted its listeners to a special 6 a.m. showing of the "Dr. No" and "Goldfinger" flicks. Somehow Joe McCauley, Chuck Dougherty, Ken Garland, and Jim Tate managed to rise at the first light to welcome the audience. Ducats were issued on a first come/first served basis to listeners sending in stamped-self addressed envelopes. Ralph D'Amico, publicity topper for the Metromedia station, reports that 1,674 requests were received in 3-days.

Lohman and Barkley of KLAC-Los Angeles will judge the Clearwater, Fla. to Palm Springs, Calif. Air Race over the Labor Day weekend. The race revived the tradition of the once famed Bendix Air Races which were last held in 1962. Contestants in the 2,700-mile sprint vied for \$10,000 in prize money and the Paul Mantz Memorial Trophy (in memory of the well-known stunt flyer who was killed during the filming of the "Flight Of The Phoenix" flick).

Representative Walter Rogers (D-Tex.), who has long been known to many broadcasters as a bulwark against Federal regulation and one of the more dutiful guardians of legislative control over the FCC, has announced that he will not seek reelection this fall. The chairmanship of the House Subcommittee on Communications and Power will be left vacant as a result of Rogers' departure.



**A PEAR:** The Pair Extraordinaire is shown flanking Margaret Draper who is a deejay on WNEW-FM-New York. The occasion is the Liberty recording duo's "Have A Pear On The Pair" campaign to promote their current single, "Run For Your Life"/"Girl I Think I Love You" and album, "Incitement." Before becoming a spinner for the outlet, Margaret was a regular on the "Secret Storm" TV soap. Marcus Hemphill is on the left and Carl Craig is on the right.

Fred Fiske, morning personality on WWDC-Washington, D.C., has often been instrumental in finding lost dogs but seemingly had met his match when asked to locate a pet-skunk that had been afflicted with wanderlust. Fiske's air appeals were going unheeded until he announced that the misplaced polecat was de-odorized. . . Deejay, Carroll James, of the same outlet, has changed the "Washington—A Summer Festival" slogan to "Washington—A Summer Sauna Bath."

WJBK-Detroit is currently engaged in a "Swing Our Way" promotion. To this end, drawings of the outlet's air staff on a swing have been placed all over the Detroit area. This campaign is combined with a green-stamps giveaway drawing.

**SPUTTERS:** Bryce Bond, host at WTFM-Fresh Meadows, N.Y., has just returned with his wife from a two-week vacation in Aruba. Bryce is now readying a big promotion campaign for his latest album, which is scheduled to be released this fall.

**VITAL STATISTICS:** Brad Melton, who was most recently associated with KPCN-Dallas, has been added to the staff of WCLU-Cincinnati in the program director's slot. . . Frank Tomlinson has joined the staff of WXYZ-Detroit as news director. In the past the vet newsman has been with WOWO, Ft. Wayne, Ind.; and WEBC-Duluth, Minn. among others.

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# RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

## Pick of the Week

MR. SPACEMAN (2:08) [Tickson, BMI—McGuinn]

WHAT'S HAPPENING?!?! (2:30) [Tickson, BMI—Crosby]

THE BYRDS (Columbia 43766)

The Byrds will undoubtedly have a hit on their hands with this strong follow up to their 5D (Fifth Dimension) click tabbed "Mr. Spaceman." The outing is a quick moving, infectious, happy-go-lucky ditty with the UFO scene as its theme. "What's Happening?!?!!" is a funky, raga flecked haunter.

THE OTHER SIDE OF THIS LIFE (3:01) [Third Story, BMI—Neil]

SOMETIME LOVIN' (3:05) [Blackwood, BMI—Shearston]

PETER, PAUL & MARY (Warner Bros. 5849)

The great folk trio ventures into somewhat different sound territory with a Nashville-styled travelin' song, "The Other Side Of This Life." With immediate attention-getting appeal, the number's charm is not lost sight of by the group's infectious performance. Could be one of their biggest yet. P, P & M are in a more familiar groove on "Sometime Lovin'."

CHANGES (2:45) [Barricade, ASCAP—Ochs]

MY LITTLE BROWN EYES (2:45) [Nicolson, BMI—St. Peters]

CRISPIAN ST. PETERS (Jamie 1324)

The "Pied Piper" man should continue his following with a winning rendition of Phil Ochs' great folk number, "Changes." Part of the performance includes effective 2-part vocalizing. A disk that's going to give "Changes" the chart stand it so well deserves. The artist himself is the author of the interesting "My Little Brown Eyes" lovey-dovey.

HOORAY FOR HAZEL (2:28) [Low Twi, BMI—Roe]

NEED YOUR LOVE (2:19) [Low Twi, BMI—Roe]

TOMMY ROE (ABC 10852)

Roe is up to his usual (& successful) rock bag with "Hooray For Hazel," a jaunty, good-natured outing, sequel to his big "Sweet Pea." The kind of catchy cut that teeners latch on to. More serious business on "Need Your Love."

IN OUR TIME (2:32) [Criterion, ASCAP—Hazelwood]

LEAVE MY DOG ALONE (2:06) [Criterion, ASCAP—Hazelwood]

NANCY SINATRA (Reprise 0514)

Nancy's due for further chart action with "In Our Time," catchy folkish number. Loaded with sardonic references to the Jet-age, it's infectiously displayed by the artist and her backdrop, which includes effective guitar statements. Can really take-off. Whacky flip rocker.

POOR SIDE OF TOWN (3:03) [Johnny Rivers, BMI—Rivers, Adler]

A MAN CAN CRY (2:55) [Johnny Rivers, BMI—Gordon, Hutchison]

JOHNNY RIVERS (Imperial 66205)

The soft-rock approach for the songster is going to earn him another chart stand, his last one being involved with "Muddy Water." Side to attend to is "Poor Side Of Town," a fervent declaration handled with fine teen sensitivity by the artist and his lush ork-chorus backing. "A Man Can Cry" has an exotic feel.

PLEASE MR. SUN (2:20) [Weiss-Barry, BMI—Getzov, Frank]

DON'T BLAME THE RAIN  
[Sherman & DeVorzon, BMI—Addrisi, Addrisi]

THE VOGUES (Co & Ce 240)

From the fertile fields of evergreens, the hit songsters offer a touching teen-angled blend on the pretty oldtimer, "Please Mr. Sun." The boys have just come off the Top 100 with "The Land Of Milk & Honey"; "Please" should maintain their status as one of today's teen stars. Undercut is an appealing folkish item.

## Pick of the Week

I DON'T NEED ANYTHING (2:44)  
[Leo Feist, ASCAP—Vance, Pockriss]

IF YOU CAN'T SAY ANYTHING NICE (Don't Say Nothin' At All)  
(2:35) [Leo Feist, ASCAP—Vance, Pockriss]

VERDELLE SMITH (Capitol 5731)

The talented lark has given the charts two strong performances, "In My Room" and "Tar & Cement." Now add a third, a big-ballad affair, in a "You Don't Have To Say You Love Me" vein, called "I Don't Need Anything." Haunting, compelling offering. Coupler is a ballad with a Latinish rock beat.

STOP LOOK AND LISTEN (2:46)  
[Roznique, Elwin, BMI—Morris, Greenberg]

MARCH (2:17) [Bright Tunes, BMI—Margo, Margo, Medress, Siegel]

THE CHIFFONS (Laurie 3357)

The Chiffons should have no trouble in equalling their "Sweet Talking Guy" success with this solid side tabbed "Stop Look And Listen." The tune is a powerful, soulfilled, start to finish rocker with the girls adding lovely harmonies to the groovy sound. "March" has the girls in a sweet, swaying tale of a bad love affair.

FREE AGAIN (3:40)  
[Emanuel, Beaujolais, ASCAP—Colby, Jourdan, Canfora, Baselli]

I'VE BEEN HERE (2:31)  
[Emanuel, Beaujolais, ASCAP—Shuman, Vaucaire, Dumont]

BARBRA STREISAND (Columbia 43808)

The cash registers should start clicking in no time at all for this latest effort from golden voiced Barbra Streisand titled "Free Again." The tune is a powerful, sweeping English version of the lark's recent French language release. The undercut, "I've Been Here" is a haunting, husky ballad.

IF I WERE A CARPENTER (2:20) [Faithful Virtue, BMI—Hardin]

RAININ' (2:47) [T. M., BMI—Darin]

BOBBY DARIN (Atlantic 2350)

Bobby Darin can expect loads of chart and sales action from this highly different outing dubbed "If I Were A Carpenter." The side is a haunting, fascinatingly orchestrated, folk based emotion filled love story. "Rainin'" is a smooth, easy paced ballad.

AFTER YOU THERE CAN BE NOTHING (2:45)  
[Picturetone & Painted Desert, BMI—Cooper, Farrell]

MY FUNNY VALENTINE (4:04) [Chappell, ASCAP—Hart, Rodgers]

WALTER JACKSON (Okeh 7256)

The songster solidly sizes-up a dramatic affair called "After You There Can Be Nothing," a potent follow-up to his pop-R&B click, "It's an Uphill Climb To The Bottom." Ork backing is high-powered. "My Funny Valentine" is played for the good-music outlets.

COMING ON STRONG (2:00) [Moss, Rose, BMI—Wilkins]

YOU KEEP COMING BACK TO ME (2:28)  
[Forrest Hills, BMI—Crutchfield, Moss]

BRENDA LEE (Decca 32018)

After a short hiatus from hitsville Brenda Lee should quickly get back in her usual money making ways with this potent outing labeled "Coming On Strong." The tune is a medium-paced, country flavored thumper about a difficult romance. The backer "You Keep Coming Back To Me" is a soft, pretty ditty.

YOU CAN'T TAKE LOVE (2:55)  
[Arc & Cargvee, BMI—Higgins & Dollison]

LET'S GET A THING GOING ON (2:16)  
[Arc & Cargvee, BMI—Higgins & Dollison]

CASH McCALL (Thomas 310)

The blues songster is after his second chart stand, the first being "When You Wake Up" for the Chess-handled diskery. The end to eye is a heartily portrayed bit of philosophy called "You Can't Take Love" ("It Has To Be Given"). Tailor-made for the teen dance-floor, and it also packs a listening punch. Jumpy sound on the saucy flip.



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# ***Poor Side Of Town***

#66205



# **JOHNNY RIVERS**



PRODUCED BY LOU ADLER

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# RECORD REVIEWS

● best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

## Pick of the Week

ONE MORE TIME (2:37) [Al Gallico, BMI—Fairchild]

SO I'LL TRY (2:14) [Al Gallico, BMI—Fairchild]

CLEFS OF LAVENDER HILL (Date 1530)

Vocal-instrumentalists saw chart action with "Stop! Get A Ticket," their first assault on the listings. "One More Time" stacks-up as their second sound success. It's a romp with Beatles-type blending by the boys against hot guitar & handclap work. Speedy-beat stuff on "So I'll Cry."

DOIN' THE NAPOLEON (2:44) [Print, ASCAP—Lehner, Gosh]

I'M IN LOVE WITH MY LITTLE RED TRICYCLE (2:13)  
[XIV, SESAC—Lehner, Gosh]

NAPOLEON XIV (Warner Bros. 5853)

"Doin' The Napoleon" is a whacky teen-dance follow-up to the million-seller, "They're Coming To Take Me Away." Taking obvious advantage of the smash, it is, nevertheless, a musical take-off and a catchy one at that. Must be watched closely. Flip is a cute narrative laff date. Both dates stem from an LP.

WHAT NOW MY LOVE (2:35) [Remick, ASCAP—Becaud]

LIVING SOUL (4:30) [Prestige, BMI—Holmes]

"GROOVE" HOLMES (Prestige 427)

Richard "Groove" Holmes should be quick to follow-up the heavy action he stirred with his recent "Misty" click with this inimitable reading of the Becaud standard "What Now My Love." It's a swinging, husky, infectious outing based on a lilting theme. "Living Soul" is a funky exposition on solid jazz sounds.

## Newcomer Pick

OFF TO DUBLIN IN THE GREEN (2:49)

[Melody Trails, BMI—Bourke, Drew, McKenna, Sheehan, Lynch]

THE GALLANT FORTY TWA' (2:06)

[Tiparm, BMI—Hammond, P.T.&L. Clancy, Makem]

THE ABBEY TAVERN SINGERS (HBR 498)

The Abbey Tavern Singers have already broken into the Top 100 chart (89 with a red bullet) with this wild ditty titled "Off To Dublin In The Green," and should have little trouble keeping up their torrid pace. The tune is a free wheeling reading of an IRA song done in traditional style. "The Gallant Forty Twa'" is another ditty of Erin.

SPIN, SPIN (2:32) [Witmark & Sons, ASCAP—Lightfoot]

FOR LOVIN' ME (2:26) [Witmark & Sons, ASCAP—Lightfoot]

GORDON LIGHTFOOT (United Artists 50055)

After much success as a songwriter, Gordon Lightfoot should prove a strong singles seller with this self-penned ditty dubbed "Spin, Spin." The tune is a hard rocking, stomping, danceable with a groovy love story attached. "For Lovin' Me" is a lovely, infectious folk tune.

GET OUT OF MY LIFE (2:10)

[Fourth Landing/Marcus, BMI—Dempsey]

WE NEED A LOT MORE OF JESUS

(& A Lot Less Rock & Roll) (2:02)

[Oleta-Starday, BMI—Raney]

THE GAS COMPANY (Reprise 0512)

As colorful as their name is the group's strong English Sound-type romp on "Get Out Of My Life." A showing that can be the start of a big career of Top 100 hits. Flip portion seems a response to the recent John Lennon remark on "popularity." It's infectious.

IF YOU LOVED ME BABY (2:05) [Saturday, BMI—Camillo]

NOW THAT YOU LEFT ME (1:47) [Saturday, BMI—Camillo]

DUFF THURMOND (New Voice 816)

Duff Thurmond should have no difficulty in earning a nationally recognized name for himself with this potent debut titled "If You Loved Me Baby." The side's a groovy, rhythmic, soulfilled plea for the affection of a special girl. The flip "Now That You Left Me" is a hard driving funky ode.

## Newcomer Pick

SOCIETY'S CHILD (2:59) [Webatuck, BMI—Ian]

LETTER TO JON (2:38) [Webatuck, BMI—Ian]

JANIS IAN (Verve/Folkways 5027)

Janis Ian makes an impressive record debut with a striking, self-penned tune titled "Society's Child." A strong, driving folk-based sound with ear catching, lilting breaks back a provoking tale of an interracial love affair. "Letter To Jon" is a honky-tonkish tale of youth.

## Best Bets

RAVIN' BLUE (Monument 968)

● LOVE (2:00) [Jack, BMI—Christopher, Bernard, Nix] Here's a potent session that could launch Ravin' Blue into the Top 100 area very quickly. Lid features a steady, pounding beat and a funk-filled sound sure to hit with lots of teen buyers.

(B+) IT'S NOT REAL (2:26)  
[Jack, BMI—Bernard] Similar stuff on the flip.

LOLLIPOPS (Smash 2057)

● HE'S THE BOY (2:15) [Fingerlake, BMI—Carl, Venneri, Grasso] Watch out for the Lollipops to be back making lots of coin for themselves with this groovy stand. The side is a smooth, slick offering that should go over well with consumers and spinners.

(B+) GEE WHIZ BABY (2:30)  
[Fingerlake, BMI—Carl, Venneri, Grasso] Girls offer a similar item here.

BITTER END SINGERS (Atco 6433)

● EVERYBODY KNOWS MY NAME (2:45) [Seasons Four, Saturday, BMI—Gaudio] The Bitter End Singers debut on the Atco label with a new bag, a strong pop-folk-rock sound that could launch the ensemble into the big picture. Teens and deejays may go for this lively stand.

(B+) COME THE MORNIN' (2:56)  
[Seasons Four, BMI—Gaudio] Another rhythmic offering.

LIVELY SET (Capitol 5723)

● LET THE TRUMPETS SOUND (2:44) [Screen Gems-Columbia, BMI—Gates] Here's a stompin', effective item from the lively set which could very well make big noise for the group. The strong, steady beat could go real well with the dance set.

(B+) THE GREEN YEARS (2:35)  
[Shamley, ASCAP—Livingston, Evans, Addison] Soft, sweet theme from the film "Torn Curtain."

BOYZ (Destination 627)

● HARD TIMES ALL OVER (2:12) [Destination, Fab, BMI—Wilson] Watch out for the Boyz to garner a heap of reaction to this deck. Side is perkin', danceable session with a wild, teen-oriented sound. Could make it.

(B+) NEVER BE LONELY (2:52)  
[Destination, Fab, BMI—Buc-ciarelli] Pretty ballad for youngsters.

GLEN CAMPBELL (Capitol 5638)

● SATISFIED MIND (2:07)  
[Starday, BMI—Hayes, Rhodes] Glen Campbell may make twin-market noise as a result of this rockin' rendition of the country standard. Plenty of potential in both pop and C&W markets.

(B+) CAN'T YOU SEE I'M TRYIN' (2:20) [4-Star Sales, BMI—Fuller, Campbell] Walloping, rhythmic pounder.

JAMES & BOBBY PURIFY (Bell 648)

● I'M YOUR PUPPET (2:59)  
[Fame, BMI—Oldham, Penn] Look for James and Bobby Purify to stir up a solid reaction to this stanza in r&b areas. A soft, pulsing charmer, the lid could also make big noise in the pop field.

(B+) SO MANY REASONS (2:37)  
[Fame, BMI—Oldham, Penn] Soul-filled wailer on the flip.

RONNIE CARROLL (Philips 40388)

● WAIT FOR ME (2:04)  
[Duchess, BMI—Western, Forrest] Plenty of deejays in both good music and Top 40 formats may jump on this session by Ronnie Carroll. Chanter serves up a charming, attractive ballad with lots of poise. Could go.

(B+) TOMORROW (2:34) [MRC, BMI—Carroll] Another sweet ballad here.

HANDS OF TIME (Sidewalk 903)

● GOT TO GET YOU INTO MY LIFE (2:26) [MacLen, BMI—Lennon, McCartney] The Hands of Time stand a good chance to make good with this Beatles number. Group, featured in the new flick, "Hell's Angels," should get extra push as a result of the film's release. Nice job here.

(B+) MIDNIGHT RIDER (2:27)  
[Dijon, BMI—Curb] Walloping theme from the "Hell's Angels" film.

CHRISTOPHER ROBBINS (RCA Victor 8937)

● HERE, THERE AND EVERYWHERE (2:26) [MacLen, BMI—Lennon, McCartney] This pretty rendition of the Lennon-McCartney tune could be just the thing to break Christopher Robbins into the winner's circle. Chanter sings softly, but carries a big stick with this one.

(B+) THE STREET OF FORGOTTEN LOVERS (2:10) [Audobon, ASCAP—Starr, Twomey] Strong rocker here.

(GROW, BAJA, GROW)



BAJA MARIMBA BAND

PORTUGUESE

WASHERWOMAN

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TELEPHONE SONG

A&M 816



IT'S BAJA MARIMBA TIME



# RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

## Best Bets

### THE ARBORS (Date 1529)

● **A SYMPHONY FOR SUSAN** (2:30) [Kati Kris, ASCAP—Stegmeyer] True to its title, the cut is a lavish ork affair with a teen touch. The vocalists are sincere on a feelingful hymn to her. Could be a winner for the Columbia Records' affiliate.

(B) **LOVE IS THE LIGHT** (2:53) [Kati Kris, ASCAP—Carney, Stegmeyer] A good-music sentimental with a light triplet make-up.

### JACK JONES (Kapp 61)

● **ALFIE** (2:30) [Famous, ASCAP—Bacharach, David] A release from Kapp's Winners Circle Series, this is a fine version by the legit songster of the lovely flick theme, a certainty to be up for an Oscar next year. Lots of spins assured.

(B+) **ALL OR NOTHING AT ALL** (2:57) [ASCAP—Lawrence, Altman] Hip going-over for the ever-green.

### DIONNE WARWICK

(Scepter 12153)

● **ALFIE** (2:43) [Famous, ASCAP—Bacharach, David] Here, the great song is poignantly done. A rendition of the oft-cut number that does it complete good-music justice.

**TRAINS & BOATS & PLANES** (2:46) [U.S. Songs, ASCAP—Bacharach, David] The previously issued Bacharach-David chart success.

### THE SHIRELLES (Scepter 12162)

● **AFTER MIDNIGHT** (2:47) Hit larks offer a cozy reading of the oldie, worthy of a disk revival. This end could re-establish the opus on the charts.

(B+) **SHADES OF BLUE** (2:26) [Fine Line, BMI—Kaye, Wagon] Femmes are still sentimental, but their backing has a bouncy rock quality.

### RAY SHARPE (Atco 6437)

● **I CAN'T TAKE IT** (2:15) [Kilynn-Pronto, BMI—Sharpe] Hard driving, rhythmic sounds on this side back the groovy, soulfilled vocal of Ray Sharpe. Loads of potential both pop and R&B here.

(B+) **MARY JANE** (2:24) [Kilynn-Pronto, BMI—Sharpe] Funky outing back here.

### VINCE DONOFRIO

(World Pacific 77838)

● **WEATHER'S BETTER** (2:20) [Metric, BMI—Donofrio] Vince Donofrio makes a strong debut with this haunting, lyrical ditty. The infectious, poetic ditty could catch on with good exposure.

(B+) **WON'T BE THERE** (2:02) [Metric, BMI—Donofrio, Jackson] Pretty tune back here.

### NANCY WILSON (Capitol 5639)

● **THE POWER OF LOVE** (1:55) [Atlantic, BMI—Cooper, Bramlett] Vet songstress Nancy Wilson will turn on a good amount of buyers via this juicy stand. Middle-of-the-roaders should dig the lark's galloping version of the oft-cut tune.

(B+) **RAIN SOMETIMES** (2:15) [Edwin H. Morris, ASCAP—Hamilton] Sweet, building torch tune.

### RONNIE MILSAP (Scepter 12161)

● **AIN'T NO SOLE LEFT IN THESE OLE SHOES** (1:57) [TM, BMI—Resnick, Levine] Ronnie Milsap is a sure-shot to score big in r&b markets with this lid. The infectious sound and danceable rhythm could make it spill into pop areas as well.

(B+) **ANOTHER BRANCH FROM THE OLD TREE** (3:10) [Crazy Cajun, Flomar, BMI—Meaux] Lowdown, feelingful moaner.

### EPISODE SIX (Warner Bros. 5851)

● **HERE, THERE AND EVERYWHERE** (2:10) [McLennan, BMI—Lennon, McCartney] Expect Episode Six to cut itself a nice slice of the sales pie with this reading. A soft, but strong tune, the tune should attract heaps of young buyers.

(B+) **MIGHTY MORRIS TEN** (2:23) [Donna, BMI—Glover] Galloping item with a tinge of the "surf" sound.

### THE EXCELS (Carla 2529)

● **GONNA MAKE YOU MINE, GIRL** (2:14) [McLaughlin, BMI—Sullivan] The Excels could well do well with this thumping, happy go lucky teen romance rocker. The side's high degree of danceability adds to its chances.

(B+) **GOOD BYE POOR BOY** (2:33) [McLaughlin, BMI—Sullivan] Pretty tune for a backer.

## B+ REVIEWS

### VISITORS (Tower 268)

(B+) **THEME FROM WILD ANGELS** (1:53) [Dijon, BMI—M. Curb, H. Hatcher] Rhythmic rock venture on the outlaw motorcycle gang theme.

(B) **IS IT THEM OR ME** (2:24) [Little Darlin', Low-Twi, BMI—Marty Cooper, Ray Whitley] Rock ballad.

### RANDY SINCLAIR WITH DAVE BRUBECK (Columbia 43759)

(B+) **AUTUMN IN NEW YORK** (2:18) [Marks, Groton, BMI—Brubeck, Brubeck] Sweet voiced lark doing a haunting vocal with top notch backing.

(B) **SOMETHING TO SING ABOUT** (2:02) [Groton, Marks, BMI—Brubeck] Sweet swinger back here.

## B+ REVIEWS

### JEAN-PAUL VIGNON (MGM 13585)

(B+) **ONCE IN A WHILE** (2:02) Miller, ASCAP—Edwards, Greene] Up-beat ballad in the French yeh-yeh style.

(B) **A LITTLE LOVE FROM YOU (WILL DO)** (2:40) [Chardon, BMI—Duboff, Kornfeld] Another ballad from the same bag.

### EDDIE FISHER (Dot 16938)

(B+) **UNCHAINED MELODY** (2:52) [Frank, ASCAP—Alex North, Hy Zaret] Gentle treatment of this oft-cut theme.

(B) **OLD DEVIL MOON** (2:03) [DeSylva, Brown & Henderson ASCAP—E. Y. Harburg, Burton Lane] Swinging, medium paced ballad.

### TAMBOURINES (Epic 10065)

(B+) **I WANNA LIVE** (3:20) [Tree BMI—J. Matthews] Soft rock romp with a strong C&W flavor.

(B) **GIT IT!** (2:07) [Tree, BMI—B. Sherill, B. Killen] Instrumental outing.

### FRANK IFIELD (Hickory 1411)

(B+) **CALL HER YOUR SWEET-HEART** (1:53) [Fred Rose, BMI—Leon Payne] Old-time-like sing-along romp.

(B) **GIVE MYSELF A PARTY** (2:22) [Acuff-Rose, BMI—Don Gibson] Country-flavored ballad.

### MARILYN MAYE (RCA Victor 8936)

(B+) **CABARET** (2:14) [Sunbeam, BMI—J. Kander, F. Ebb] Bouncing, up-tempo, romp from the "Cabaret" mainstemmer.

(B+) **TWO LOVERS** (2:40) [Hastings, BMI—J. Williams, L. Bricusse] Gentle ballad for the romance minded from the "How To Steal A Million" flick.

### KEN & BEVERLY

(World Pacific 77837)

(B+) **WATCH WHAT HAPPENS** (2:30) [South Mountain, BMI—Michel LeGrande, Norman Gimbel] Easy going jazz venture with a late-night feeling.

(B) **ON THE TRAIL** (2:30) [Robbins, ASCAP—Ferde Grofe, Harold Adamson] Gentle, bouncing, romp.

### JIMMY PARKER

(20th Century Fox 6647)

(B+) **POSITIVE LOVE** (2:05) [Herb Rels, BMI—B. Wayne, M. Moore] Thumping, folk-flavored, blues-tinged, gospel-toned, rock outing.

(B) **DROWN IN MY OWN TEARS** (2:10) [Jay & Cee, BMI—H. Glover] Frenetic, chantlike, bluesy, R&B effort.

### FESTIVALS (Smash 2056)

(B+) **MUSIC** (2:01) [Dodie, BMI—Richards] Thumping, contagious danceable.

(B) **I'LL ALWAYS LOVE YOU** (2:09) [Dodie, BMI—Moss] Potent revamping of the while-back smash.

### BOBBY BYRD (Smash 2052)

(B+) **AIN'T NO USE** (2:41) [Toccoa, BMI—Jones] Throbbing r&b. Could be big.

(B) **LET ME KNOW** (2:53) [Toccoa, BMI—Jones] Soulful ballad reading.

### LANA CANTRELL

(RCA Victor 8912)

(B+) **I LOVE HIM** (2:45) [Regent, BMI—Reed, Mason] Powerful delivery on this appealing romancer.

(B) **STAY** (Reste) (2:21) [Batchelor, Aznavour] Same here.

### DEACON WITHERSPOON

(Inner-Soul 1001)

(B+) **MANDINGO** (1:55) [Jitters, BMI—Witherspoon] Wild, funky instrumental.

(B) **HARLEM, U.S.A.** (2:36) [Jitters, BMI—Witherspoon, Davis] More funk, but in a lowdown vein.

### ANTHONY & SOPHOMORES

(ABC Paramount 10844)

(B+) **HEARTBREAK** (2:04) [Damian, Galbraith, ASCAP—DeAngelis, Galbraith, Ricci] Thumpin' teen weeper.

(B) **I'LL GO THROUGH LIFE LOVING YOU** (2:45) [Damian, ASCAP—DeAngelis] Shuffling pledge of love.

### GARY STITES (Epic 10064)

(B+) **THINKING OF YOU** (1:55) [Al Gallico, BMI—B. Raleigh, R. Damon] Country flavored ballad.

(B) **HURTING** (2:18) [Legend, BMI—G. Stites] Slow Country-tinged ballad.

### JAMO THOMAS (Chess 14946)

(B+) **MUST I HOLLER** (2:50) [Arc, Cragvee, Jatho, BMI—J. Thomas] Pulsating, thumping, blues-drenched wailer.

(B) **I'LL BE YOUR FOOL** (2:31) [Arc, Cragvee, Jatho, BMI—J. Thomas] Rhythmic rock romp.

### LAWRENCE WELK (Dot 16943)

(B+) **TARZAN MARCH** (2:05) [Pin-Tar, BMI—Lee] Interesting reading of the oft cut theme from the upcoming TV'er.

(B) **FAMILY AFFAIR** (1:53) [Dana-Don, BMI—DeVol] Pretty tune back here.

### GUY MITCHELL (Reprise 0513)

(B+) **FOREIGN LOVE AFFAIR** (2:04) [Riverside, ASCAP—Wakely, Dant] Sweet, happy go lucky romance ditty for Guy Mitchell.

(B) **RUN TO THE DOOR** (2:31) [Smooth, Noma, BMI—Knight] Another cute tune.

**SOLID TRADE PICKS  
PLUS  
KEY STATION PLAY  
PLUS  
DAILY DISTRIBUTOR  
RE-ORDERS ALL ADD UP  
TO A NATURAL HAPPY  
SMASH!**

**SUNDAY, THE DAY BEFORE MONDAY**



**TOMMY BOYCE**

**A&M 809**

**WE'RE EXCITED**



NATIONAL ASSOCIATION OF RECORD MERCHANTS, INC.  
1966 MID YEAR MEETING

Person to Person Conferences—Tape Cartridge Seminar

September 6-September 9		Continental Plaza Hotel Chicago, Illinois
<b>TUESDAY, SEPTEMBER 6</b> 7:30 PM	DINNER-MEETING Regular Members Only	Buckingham Room
<b>WEDNESDAY, SEPTEMBER 7</b> 8:00 AM-9:00 AM	BREAKFAST Regular and Associate Members	Buckingham Room
9:00 AM-12:00 Noon	PERSON-TO-PERSON CONFERENCES Regular and Associate Members	Mezzanine
12:00 Noon-1:15 PM	LUNCHEON Regular and Associate Members	Buckingham Room
1:15 PM-6:31 PM	PERSON-TO-PERSON CONFERENCES Regular and Associate Members	Mezzanine
<b>THURSDAY, SEPTEMBER 8</b> 8:00 AM-9:00 AM	BREAKFAST Regular and Associate Members	Buckingham Room
9:00 AM-12:00 Noon	PERSON-TO-PERSON CONFERENCES Regular and Associate Members	Mezzanine
12:00 Noon-1:15 PM	LUNCHEON Regular and Associate Members	Buckingham Room
1:15 PM-6:31 PM	PERSON-TO-PERSON CONFERENCES Regular and Associate Members	Mezzanine
<b>FRIDAY, SEPTEMBER 9</b> 8:00 AM-9:00 AM	BREAKFAST Regular and Associate Members	Buckingham Room
9:00 AM-1 PM	TAPE CARTRIDGE SEMINAR Regular and Associate Members	Cotillion Room

**NARM MEET REGISTRATION: REGULAR MEMBERS**

ALL LABEL RECORD SERVICE Budín, Hess	L AND F RECORD SERVICE Geldbart, Jack J.
ALMOR PLAYTIME COMPANY Hyman, Albert A.	MAJOR RECORD CORPORATION Pockrandt, Robert Silverman, Jack M.
BEACON RECORD DISTRIBUTORS Israeloff, Milton	MERSHAW OF AMERICA, INC. Schlang, Charles H.
BILLINIS DISTRIBUTING COMPANY Billinis, John	MODERN RECORD SERVICE, INC. Berry, George A.
CAL RAKS—NOR CAL Ayers, Don Bartel, Ben	MONROE DISTRIBUTING COMPANY Rubin, Herman
CANFIELD SUPPLY SERVICE Canfield, Robert R. Shue, Jack	MUSICAL ISLE RECORD CORPORATION Faraci, Victor D. Shenafelt, Mel
D AND H DISTRIBUTING COMPANY Corsetti, Endo Press, David Pyle, Lester (Buck) Schwab, Issy Spector, Mort	MUSIC CITY RECORD RACKS Becker, Glen C. Burnat, Stuart A.
DISCERIES, INC. Glaser, Carl	MUSIC MERCHANTS OF DENVER Davis, S. William
DISCO, INC. Traub, Fred	NEW DEAL RECORD SERVICE Klayman, Louis Levine, Alfred
DISTRICT RECORDS Jacobs, Jay Schwartz, James	PIC-A-TUNE, INC. Edgerton, John Watson, David
DIXIE NEWS COMPANY Braswell, Tim McGinnis, Jim	PIONEER DISTRIBUTING COMPANY Brown, William Driscoll, Alvin M.
GATE CITY RECORD SERVICE Pousman, Ted	RAK SALES, INC. Chotin, Alfred Goldman, Sanford Ockel, Edward
GORDON SALES COMPANY Blacksmith, Charles	R AND R RECORD DISTRIBUTORS Kennedy, Robert Krutsinger, Larry Salpietro, Ron Sundling, Richard
HIT RECORDS Stephens, Charles	RAPID MERCHANTISING COMPANY Korengold, Noel
INTERSTATE RECORD DISTRIBUTORS DiScipio, Alfred Wells, Manny G.	RECORD CITY RECORD RACKS Mahl, Bob Rietz, Harold Wulfsohn, Dave
J. L. MARSH COMPANY Heilicher, Amos Swatez, Manuel E.	
KNOX RECORD RACK COMPANY Morrison, Sam N. Sigal, Phillip	

NARM REGULARS (Continued)  
RECORD DISTRIBUTING  
COMPANY  
Rosmarin, Larry M.  
RECORDLAND U.S.A.  
Rosen, Allan  
RECORD RACK SERVICE  
Shaw, Marty  
RECORDS OF HOUSTON  
Daily, H. W.  
RECORD SUPPLY COMPANY  
Stultz, Richard N.  
RECORDWAGON, INC.  
Dumont, Don  
Godlewski, Richard  
Levinson, Robert  
Steen, Cecil H.  
Steen, Lee

RICHMARK SALES COMPANY  
Ackerman, Alvin  
Walker, James  
SIEBERT NEWS AGENCY  
Siebert, David A.  
Siebert, Sieg A.  
STARK RECORD SERVICE  
Shannon, Phil  
Zeitz, Thomas A.  
Zukie, Robert  
TIP TOP MUSIC COMPANY—  
RECORD SERVICE COMPANY  
Hall, William A.  
Nunes, Larry  
WESTERN MERCHANTISERS  
Marmaduke, Sam N.  
Williamson, Richard N.  
WESTERN RACK SERVICES—  
KENSINGTON DISTRIBUTORS  
Macmillan, John D.

**NARM REGISTRATION: ASSOCIATE MEMBERS**

A.A. RECORDS (Table No. 1)  
Raiken, Shy  
Schwartz, Irwin  
ABC RECORDS (Table No. 34)  
Katzel, Bud  
Merenstein, Ron  
Saner, Chris  
AMBASSADOR RECORD CORP.  
(Table No. 12)  
Browdy, Marvin  
Kasen, Martin  
Merenstein, Lewis  
Rosenblatt, Abe  
Sparago, Bernard  
AMBERG FILE AND INDEX CO.  
(Table No. 22)  
Amberg, Peter W.  
Rosin, Ned  
A & M RECORDS (Table No. 21)  
Fead, Bob  
Mulhern, Bill  
ATLANTIC RECORDS  
(Table No. 25)  
Badonsky, George  
Kole, Herb  
Kornheiser, Robert  
Sachs, Leonard  
AURA SONIC CORPORATION  
(Table No. 46)  
Bott, Joseph  
Roy, Del  
CAMEO PARKWAY RECORDS  
(Table No. 31)  
Bogart, Neil  
Geartner, Clark  
Malis, Gene  
Rosenthal, Alfred  
Sikora, Larry  
CAPITOL RECORDS (Table No. 57)  
Goyak, Peter F.  
Tallant, William B.  
CHESS RECORDS (Table No. 8)  
Chess, Marshall  
Cooperstein, Max  
COLUMBIA RECORDS  
(Table No. 40)  
Durkin, Bill  
Farr, Bill  
Koppel, Lou  
Loetz, Jack  
Lyons, Joseph  
Lionetti, Rich  
Novak, George  
CONNOISSEUR RECORD CORP.  
(Table No. 37)  
Geller, Jerome  
Rosenberg, Henry  
Stein, Ralph  
CORTINA COMPANY  
(Table No. 60)  
Livesey, Robert D.  
CROWN RECORDS (Table No. 28)  
Bihari, Saul  
Herrington, Bob  
Panos, George  
Stout, Darwin  
DECCA RECORDS (Table No. 47)  
Brennan, Claude  
Sebok, Louis  
DISNEYLAND RECORDS  
(Table No. 35)  
Elliott, Robert  
Kadish, Marty  
DISPLAY FIXTURES COMPANY  
(Table No. 14)  
Van Tassel, Glenn  
DOT RECORDS (Table No. 10)  
Cooper, George  
Rosenberg, Ted  
ELEKTRA RECORDS (Table No. 30)  
Harris, Lawrence  
Holzman, Jac  
Posner, Mel  
EPIC RECORDS (Table No. 2)  
Albarano, Nick  
Hoffman, Mort  
Levy, Leonard  
Linn, Victor

FREEDMAN ARTCRAFT  
ENGINEERING CORP.  
(Table No. 54)  
Freedman, Gordon L.  
GNP CRESCENDO RECORDS  
(Table No. 5)  
Norman, Gene  
GRAND AWARD RECORD  
COMPANY (Table No. 19)  
Goodman, Gene  
Trepel, Charles  
HANNA BARBERA RECORDS  
(Table No. 32)  
Bohanan, Donald  
HEARTWARMING RECORDS  
(Table No. 23)  
Benson, Robert G.  
MacKenzie, Robert  
HICKORY RECORDS (Table No. 45)  
Kilpatrick, D. W.  
McCluskey, Robert  
Rose, Lester F.  
INTERNATIONAL TAPE  
CARTRIDGE CORP.  
(Table No. 24)  
Capone, Louis  
Finley, Larry  
Pillersdorf, Jerome  
KAPP RECORDS, INC.  
(Table No. 59)  
Berger, Joe  
Chirumbolo, Vic  
Leskiw, Norm  
Schaeffer, Sidney  
Zaleski, Joe  
KING RECORDS (Table No. 41)  
Miller, Johnnie  
Nathan, Sydney  
LE BO PRODUCTS COMPANY  
(Table No. 33)  
Dame, Leslie  
LIBERTY/SUNSET RECORDS  
(Table No. 44)  
Barsky, Edward  
Fuhrman, Mel  
LONDON RECORDS (Table No. 29)  
Goldfarb, Herb  
Kahn, Mel  
Livert, Paul  
MERCURY RECORDS (Table No. 6)  
Bonetti, Tom  
Kelly, Harry  
Mink, Alan  
(Continued on page 42)

**NARM Meets In Chicago**

(Continued from page 9)

mid year registrants meeting for breakfast and luncheon both days. A highlight and innovation for a NARM Mid Year Meeting, is the Tape Cartridge Meeting, which will be held on Friday morning, September 9, from 9:00 A.M. to 1:00 P.M. Breakfast will be served from 7:45 A.M. to 9:00 A.M., preceding the Tape Cartridge Meeting. Featured at the Tape Cartridge Seminar, the theme of which is "The Tape Cartridge Industry: A Rational Approach," will be Irwin J. Tarr, RCA Victor Records vice president of recorded tape marketing; Bill Gallagher, vp of Columbia Records, Amos Heilicher of Heilicher Bros. & J. L. Marsh and Oscar Kusisto, of the Motorola Automotive Products Co. In addition, the most knowledgeable merchandisers of tape product will participate in a panel discussion, along with a group of manufacturers, who will discuss the ramifications and effects of the new industry to the record merchandisers and wholesalers of NARM. All distributor members of NARM, in addition to the rack jobbers and manufacturers of the Association, have been invited to attend the tape cartridge seminar.

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Psychodelic and Exciting • Opening the Door to a New Dimension

# 3 NATURALS FROM MOTOWN

**BEAUTY  
IS ONLY  
SKIN  
DEEP**

*The Temptations* GORDY 7055

**REACH  
OUT  
'I'LL BE  
THERE**

*Four Tops* MOTOWN 1098

**WHAT  
BECOMES  
OF THE  
BROKEN  
HEARTED**

*Jimmy Ruffin* SOUL 35022

The Sound of Young America™



# FOCUS ON JAZZ

The FM radio outlets throughout the land have been, and continue to be, the prime source of support to the recording companies who endeavor to get their jazz product exposed on the air. Comparatively speaking, jazz receives only token exposure on the standard AM radio stations. Actually, the greater number of AM stations program no jazz at all, so that the people who do not own an FM radio rarely hear jazz recordings played on the air. This is a consequence of "format" programming, where a station decides to go with one particular type of presentation, and goes with it, ad infinitum. Obviously, "format" programming has proven commercially successful, but it has robbed the listener of the chance to hear a wide assortment of presentation, and suffered him to be satisfied with the "drone" sound, as it was so aptly put, recently.

From the beginning, FM radio has made an honest attempt to offer the listener an assortment of sounds. Not too long ago owning an FM receiver was the exception, rather than the rule; we are rapidly approaching the time when this is no longer true, if, indeed, that time has not already arrived. Recognizing the fact that FM listeners were more discerning, the powers chose to program with a greater degree of variety, to capture that audience that could not get what they wanted to hear on the standard AM radio. True, FM radio was, for the most part, conducted on a sustaining basis, without sponsors, and as such, did not feel the pinch of commercial pressure from the agencies who bought time for advertising. The fact that FM was relatively sponsorless was a result of the paucity of FM receivers, and unattractive to time buyers at ad agencies. Now, as we begin to hear sponsors participating on FM stations, the question arises, "Will the flavor of programming change?"

## Record Industry Debt?

By the end of this year, stations

licensed in a city with a population of 100,000 or more and who broadcast on AM and FM will be obliged to split their signals for at least half their broadcast day. In essence, this means that there will be many new outlets created in the field of broadcasting. No longer will it be possible for these stations to simulcast continuously; at least half the time will have to be devoted to independent program material on AM and FM. Obviously, the Federal Communications Commission feels that the licensees have not been fulfilling their responsibilities to the audience. At least, we like to think that such a grand attitude was the motivation for the FCC.

The creation of so many new areas for programming as will arise will only heighten the competition for sponsorship, that ingredient that keeps a radio station solvent and able to remain on the air. Now we come to the time when record companies can repay a debt of long standing. There is nothing in the rules of the Federal Communications Commission or the Federal Trade Commission that forbids a record company from buying time on a radio station to advertise its product, providing that it is clearly stated that such time is being bought for that purpose. The payola scandals of several years ago made everyone gun-shy about participating in radio advertising for their recordings, but such need not be the case. Through the long, lean years of survival of FM radio operators, jazz programming has been an integral part of their operation, no matter which part of the country you choose to select. The time is ripe for FM stations to call in their IOU's from the record companies whom they have supported over the many years.

The jazz recording industry should recognize the necessity of giving complete support to FM stations, the stations that represent the last oasis for jazz product exposure to the listener. Let's face it, as soon as Detroit de-

(Continued on page 28)

# BIOS FOR DEEJAYS

## Question Mark And Mysterians



This is a Mexican/American group out of Detroit via Acapulco that is comprised of Bobby Balderamma, lead guitar; Frank Rodriguez, organ; Eddie Serrato, drums; Frank Lugo, bass guitar; and Question Mark, lead vocal. Question Mark, as implied by his name, is just that. He never divulges his name, never removes his sun glasses, and is very much a loner although the acknowledged leader of the group. Question Mark joined the Mysterians one night when they were playing at Michigan's Mt. Holly Ski Lodge. He maintains his own apartment and refuses to reveal anything about his past.

Bob Dell, program director of WTAC-Flint, Michigan, is generally credited with having discovered the boys and getting them launched in the recording business. "96 Tears," their current Cameo outing, is No. 41 on this week's Top 100.

## Keith



James Barry Keefe was born, raised, and still lives in Philadelphia. His parents died when he was very young so he was raised by his grandmother, whom he says is very hip. As an outgrowth of a disdain for complicated matters, he has changed his name to "Keith." Very much in the Carnaby St. bag, Keith is usually found wearing wide belt, belled hip-huggers, pointed boots, and the rest . . . topped off with a shape-defying head of shoulder-length hair that is said to rise and fall with the whim of the wind.

He once attended the Kutztown State Teachers College with the intention of becoming a commercial art teacher. Although he still paints occasionally, Keith feels that music is his groove. Keith, who was born in the spring of 1945, now lives with his sister, Diane, 19, in an apartment shared with the members of his group. Keith and his group (consisting of bass, rhythm, lead, tambourine, and flute) have been keeping busy by playing area schools (Drexel, Princeton, Temple, etc.). The current Keith single on Mercury, "Ain't Gonna Lie," is No. 87 on this week's Top 100.

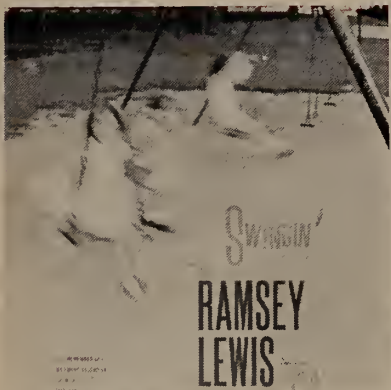


Kenny Burrell/The Tender Gender Cadet LP/LPS 772



Sonny Stitt & Bunky Green/Soul In The Night Cadet LP/LPS 770

**YOU  
BET!**



Ramsey Lewis/Swingin' Cadet LP/LPS 771



Ray Bryant/Gotta Travel On Cadet LP/LPS 767



## Blue Note Tells Racks, Ops 'Bout All That Jazz

NEW YORK—Blue Note Records plans to give its best-selling catalog a two-pronged promotional lift, one for rack attention, the other for juke box operators.

### Rack Drive

In a letter to rack jobbers, mailed to all members of NARM, their association, Bernie Block, national sales manager of the company, makes it plain that failure to stock Blue Note's perennial best-sellers is a matter of "losing money." The likes of Jimmy Smith, Horace Silver, Art Blakey, Miles Davis and Lee Morgan, among others, Block writes, "make up the greatest jazz catalogs in the business to date."

Block will continue the label's contact with rack firms through a monthly "Product Knowledge Bulletin," a compendium of new Blue Note releases and promotions.

### Ops Promo

On the ops end, a promotional mailer has gone out advising of new jazz singles being made available and items with particular strength for juke box plays. Also, in order to promote direct exposure of material to operators, the diskery will send them samplers so that they can listen to product at their own leisure.

### Fall Newcomers

Blue Note is offering six new releases for fall sales, including dates by Andrew Hill ("Smoke Stack"), Lee Morgan ("Search For The New Land"), Dexter Gordon ("Gettin' Around"), Hank Mobley ("Dippin'"), Larry Young ("Unity") and Big John Patton ("Got A Good Thing Goin'"). A thorough merchandising campaign will spotlight the newcomers as well as catalog product. There will be special displays for the new dates, a new illustrated catalog, plastic LP browser for major artists, national trade ads, stepped-up consumer

ads and co-op funds and ad components for simple makeup of ads.

Block notes that the label will benefit from its recent acquisition by Liberty Records with greater penetration of the jazz market, and the addition of new and well-established jazz names to the label. The label's new theme reads: "The Jazz Sound for Everyone"—"not just for the hardcore jazz buyer," as Block puts it.

## Columbia Pacts Art Farmer

NEW YORK—Art Farmer, has been signed by Columbia to an exclusive recording contract. The flugelhornist has worked extensively in Europe and has a number of recordings to his credit in the United States. He is known for his performances with the Horace Silver Quintet, the Gerry Mulligan Quartet, Charlie Mingus, Benny Golson, George Russell, and his own group.

Farmer's Columbia recordings will be produced under the supervision of Teo Macero, pop A&R producer.

## UA Inks Rosemary Clooney

NEW YORK—Rosemary Clooney has been signed to an exclusive, long-term recording pact by United Artists. In making the announcement, Mike Stewart president of the diskery, noted that the lark's initial product for UA will include singles and albums for immediate release. Jack Gold, A&R director, held the lark's initial studio sessions under the new pact in H'wood last week.



# Double Play!

## **1** Christopher Robbins sings **1** ● "Here There and Everywhere"

(a John Lennon—Paul McCartney penned tune)  
c/w "The Street of Forgotten Lovers" #8937

## **2** Tom & Ellen's first RCA Victor **2** ● release "Too Many Things"

c/w "My Up Is My Down" #8939. The "A" side features that strong-selling folk-rock sound with an original vocal approach.

They're both geared for action in today's market—you can bank on it!

**RCA VICTOR**   
TM & ©  
The most trusted name in sound

4 Great New Albums  
from  
**Blue Note**



SEARCH FOR THE NEW LAND  
**LEE MORGAN**  
WAYNE SHORTER (SAX) HERBIE HANCOCK (PIANO) BILLY HIGGINS (DRUMS)  
BLP 4169/BST 84169



GOT A GOOD THING GOIN'  
**BIG JOHN PATTON**  
BLP 4229/BST 84229



DIPPIN'  
**HANK MOBLEY**  
BLP 4209/BST 84209

GETTIN' AROUND  
DEXTER GORDON  
BOBBY HUTCHERSON  
BARRY HARRIS  
BOB CRANSHAW  
BILLY HIGGINS



GETTIN' AROUND  
**DEXTER GORDON**  
BLP 4204/BST 84204

THE FINEST IN JAZZ SINCE 1939

**BLUE NOTE**

A PRODUCT OF LIBERTY RECORDS

43 W. 61st ST., N.Y. 23, N.Y.

# FOCUS ON JAZZ

(Continued from page 26)

cides to make AM/FM radios the only kind you can order with your new car, FM will unquestionably supplant AM as the most listened to. Once that happens, FM operators will be obliged, in their endeavor to make profits, to approximate what has been the formula for AM radio. When that happens, and it will, where will jazz be heard on the air? It will be heard on the air that is purchased by jazz record producers who, like the producers of any other commodity, want the buying public to know what they have to offer. Unless the record companies choose to funnel some of their advertising budget toward that end, there will be less jazz heard on the air than there is now, and that is a pitifully small amount.

The percentage of jazz recordings purchased in relation to the total product of the recording industry is extremely favorable if you use as a denominator the amount of air play that is afforded jazz. That fact should only give impetus to the belief that record companies should exploit the advantage of having more of their jazz programmed wherever and whenever they can, even if it means spending money to make money, a basic economic principle that seems to have been proven quite sound.

Would the record companies that produce jazz have us believe that they can't afford to buy time to promote their product? Too often we hear the complaint from companies that the jazz market is soft and that jazz albums don't sell like they used to. Why should they sell like they used to? It comes down to the old story of supply and demand, or, if you prefer, killing the goose that lays the golden egg. How long can the public be expected to embrace mediocrity, the necessary by-product of too many releases by too many unqualified artists. If the record companies believe otherwise, let them promote all the albums they produce, and what better way than getting their recording art-

ists heard on the air. You know, one listen is worth a thousand words.

## Profit Factor Realized

We must assume that there is a profit to be enjoyed in the production of jazz recordings. Otherwise, why should a successful company like Liberty purchase Blue Note Records, the most prominent independent jazz label for the past twenty eight years. This acquisition by Liberty comes almost immediately on the heels of its having bought out Pacific Jazz, another formidable independent with a great catalogue of jazz recordings. Since it was bought by Liberty, the complexion of the Pacific Jazz label has changed considerably; its product is much more pop-oriented than it ever was when Pacific was helmed by Dick Bock, its founder. Blue note has always been, uncompromisingly, a jazz label, giving no quarter in its devotion to jazz and the jazz public. Alfred Lion and Francis Wolff, the founders of Blue Note in 1938, have been retained by Liberty to operate the Blue Note label. It will be interesting to see how far afield Blue Note will journey under its new aegis. Knowing Lion and Wolff, and their fierce dedication to jazz, it is hoped that they will hold the fort. If these two gentlemen can be romanced away from their lifetime of devotion, money notwithstanding, jazzdom is in some serious trouble.

To return to our original premise, let the record companies be made acutely aware of their responsibilities! The time has come when they must come to grips with themselves and realize that they must help share the load. Their share, aside from producing good albums, is to help see that they get played on the air. The stations that are disposed to playing jazz, and in this day of intimidated program directors who pander even that is a virtue, certainly deserve the complete support of the companies whose product they are promoting. Remember the old axiom about never missing the water till the well runs dry?

## NARAS Trustees Meet In New York This Weekend

NEW YORK—The annual meeting of the national trustees of NARAS, the disk academy, will be held this coming weekend, Sept. 10 and 11, in the New York Hilton Hotel.

Scheduled to attend the two-day confab, which will be devoted to a number of topics of national importance to the academy, will be its five national officers: president Francis Scott, 1st vice president Mickey Kapp, 2nd vice president Harold Bradley, secretary A. B. Clapper and treasurer Joel Friedman.

Representing the hosting New York Chapter will be trustees George Avakian, Milt Gabler, David Hall, John Hammond, Father Norman J. O'Connor and Steve Sholes, plus executive director George Simon.

Flying in from Los Angeles will be, in addition to Scott and Friedman, trustees Lou Busch, Ernest Gold, Dave Pell, Neely Plumb, Morris Stoloff and Executive Director Christine Farnon. Nashville is sending Bill Denny in addition to Bradley, who is also a Trustee, while accompanying Clapper from Chicago will be Johnny Pate and Bill Traut.

## Nasatir, Okun Governors

MGM-Verve president Mort Nasatir and folk arranger and conductor Milt Okun have been elected as governors of the New York Chapter of the academy. They will succeed Quincy Jones, who has moved permanently to the west coast, and Carolyn Leigh, who was forced to resign in order to devote full time to her upcoming Broadway musical.

## Motown Buys Golden World

DETROIT—Motown Records has bought the assets of Golden World Records, of Detroit, it was announced last week in a joint statement by Berry Gordy, Jr., president of Motown, and Mrs. Joanne Bratton, head of Golden World.

The purchase price, said to be in six figures, includes real estate, recording studio, and the company's catalog of master discs and tapes.

In addition, Motown's purchase covers the copyright catalog of Myto Music, Inc., a music publishing company, and the recording contracts for singers, Edwin Starr and J. J. Barnes.

Following the announcement, Gordy said:

"This is an important step in our long-range plans for expansion. I've been tremendously impressed with the quality and growth of the Golden World operation under the direction of Mrs. Bratton. I believe this will prove an important factor in adding further scope to the 'Motown Sound.'"

## Chess Gives Stewart LP A 'Summertime' Lift

CHICAGO—Thanks to a Top 10 hit, the Chess label is re-titling and re-packaging a previous Billy Stewart LP, "Unbelievable." It now carries the tag of Stewart's big hit, "Summertime." The number, 1499, remains the same. The company said that distributors have the option of returning the old version for the revised package.

## Prestige Releases 6 LP's

BERGENFIELD, N. J.—Included in the Sept. releases of Prestige are: "Funk Underneath," Roland Kirk with Jack McDuff; "Nuther Fu'thur," Sonny Stitt with Brother Jack McDuff; "The Soulman," Bobby Timmons; "Love And All That Jazz," Eric Kloss with Don Patterson and Groove Holmes; "Red Soul," Red Holloway; and "Laughing Soul," George Braith.

## Teddy Roy, Jazzman, Dies In New York At 61

NEW YORK—Teddy Roy, a pianist with jazz groups and jazz dance bands since the '20's, died of cancer, Aug. 30th at the Veterans Administration Hospital in New York. In the '50's, he was soloist at Eddie Condon's Club and had appeared occasionally with the Bobby Hackett group in recent years. The 61-year-old jazzman is survived by his wife, Helen; his mother, and a sister.

## Fingerprinting Ends For New York Nitery Talent

NEW YORK—Fingerprinting of performers as a prerequisite to appearing in a New York nitery has come to an end. This process, often seen as degrading to acts, has been used since the early 40's, and has kept some name talent, including Frank Sinatra, from keeping nitery dates here (since the late 50's). The move is also viewed as a first step leading to a dropping of the complete licensing procedure for acts coming to town for nitery appearances.

## Atco Sets Promo For Bitter End Singers

NEW YORK—Atco Records is setting up a major promotion campaign to push the first single by the Bitter End Singers for the label. The tune, "Everybody Knows My Name" was written by Bob Gaudio of the Four Seasons. The Atco campaign involves extensive advertising and promotional activity plus a contest for the distributor promotion men.

## Hammond Accepts Post With Symphony Of New World

NEW YORK—John H. Hammond, director of talent acquisition at Columbia Records, has accepted the post of vice president of the board of directors of the Symphony of the New World, regarded as the first and only integrated professional symphony orchestra in the United States. This association does not affect his Columbia post.

Most widely known for his contribution to the development of jazz as talent finder and taste maker, Hammond has also served the cause of classical music. He brought Walter Gieseking and the Budapest String Quartet to Columbia Records and David Oistrakh to Mercury Records of which he was then vice president. He is an accomplished viola player and appeared with Benny Goodman in the Mozart Clarinet Quintet.

Hammond brings to his new post a lifetime of commitment to accelerating the improvement of race relations, in large part through his pioneering in arranging interracial musical units for public appearances. He is an active participant in many civic organizations and is a member of the Board of the Newport Jazz Festival, the New York Urban League, and the National Academy of Recording Arts and Sciences.

When the Symphony of the New World, Benjamin Steinberg, Music Director, appears in Philharmonic Hall on October 24, Hammond will renew his friendship with guest conductor, Everett Lee, the American Negro conductor whom he first brought to New York about a generation ago.

# Seraphim *had* to happen.



<p><b>THE INIMITABLE SIR THOMAS</b> Soprano, Soprano, Contralto, Soprano &amp; Tenor Duet, Legend No. 3, Opera, Seraphim, Duet No. 2, Four Part <b>SIR THOMAS BEECHAM</b> Royal Philharmonic Orchestra, Royal National Radio Orchestra</p>	<p><b>MOZART</b> <b>THE MARRIAGE OF FIGARO</b> THESE COLORS THE LAUREL, SERAPHIM, THE LAUREL MUSIC FOR CONCERT BAND The Philadelphia Orchestra</p>	<p><b>DIETRICH FISCHER-DIESKAU</b> <b>VERDI ARIAS</b> Il Trovatore, Rigoletto, Falstaff Don Carlo, Un Ballo in maschera, I Vespri siciliani</p>	<p><b>SIR THOMAS BEECHAM</b> <b>PUCINI LA BOHEME</b> VICTORIA DE LOS ANGELES, ELSA BICKERING, EUCHE AMARA, ROBERT MERRILL, CONSOLO FERRI, JOAN MARCUS, VERA-ROSA CORONA</p>	<p><b>PAUL HINDEMITH</b> CONCERT MUSIC FOR STRINGS AND BRASS SYMPHONY IN B FLAT FOR CONCERT BAND The Philadelphia Orchestra</p>
<p><b>OTTO KLEMPERER</b> BRAHMS VARIATIONS ON A THEME BY HAYDN HINDEMITH NOBLISSIMA VISIONE The Philadelphia Orchestra</p>	<p><b>GERALD MOORE</b> <b>THE UNASHAMED ACCOMPANIST</b> The Philadelphia Orchestra</p>	<p><b>WILHELM FURTWÄNGLER</b> <b>KIRSTEN FLAGSTAD</b> WAGNER, GOTTERDAEMERUNG—THREE EXCERPTS Brahms, Wagner, Strauss The Philadelphia Orchestra</p>	<p><b>THE GERAINT JONES SINGERS</b> PURCELL MUSIC FOR THE FUNERAL OF QUEEN MARY BACH MAGNIFICAT BWV 243 The Philadelphia Orchestra</p>	<p><b>WILLIAM PRIMOSE</b> <b>RUDOLF FIRKUSNY</b> BRAHMS TWO SONATAS, OP 120 NO. 1 IN F MINOR, NO. 2 IN E FLAT The Philadelphia Orchestra</p>
<p><b>EMIL GILELS</b> CHOPIN SONATA NO. 2 IN B FLAT MINOR (FUNERAL MARCH) SIOSTAKOVICH THREE PRELUDES AND RIGUELS The Philadelphia Orchestra</p>	<p><b>DONIZETTI THE ELIXIR OF LOVE</b> THE PHILADELPHIA ORCHESTRA THE PHILADELPHIA ORCHESTRA THE PHILADELPHIA ORCHESTRA</p>	<p><b>BORIS CHRISTOFF</b> <b>MUSSORGSKY SONGS</b> SONG AND DANCE FROM THE RING, SONGS, SONGS THE PHILADELPHIA ORCHESTRA The Philadelphia Orchestra</p>	<p><b>SOLOMON</b> BEETHOVEN CONCERTO NO. 1 IN C MAJOR, OP. 15 SONATA NO. 27 IN E MINOR, OP. 90 THE PHILADELPHIA ORCHESTRA</p>	<p><b>RICHARD STRAUSS</b> ALPINE SYMPHONY The Philadelphia Orchestra</p>
<p><b>DINU LIPATTI</b> CHOPIN CONCERTO NO. 1 IN E MINOR The Philadelphia Orchestra</p>	<p><b>EDITH MATHIS</b> <b>HANDEL NINE GERMAN SONGS</b> ENSEMBLE OF BAROQUE INSTRUMENTS The Philadelphia Orchestra</p>	<p><b>GUIDO CANTELLI</b> SCHUBERT SYMPHONY NO. 8 IN B MINOR (UNFINISHED) MENDELSSOHN SYMPHONY NO. 4 IN A (ITALIAN) The Philadelphia Orchestra</p>	<p><b>DAME MYRA HESS</b> SCHUBERT CONCERTO IN A MINOR—ETUDES SYMPHONIQUES THE PHILHARMONIA ORCHESTRA, FLORENT SCHWARTZ CONDUCTOR</p>	<p><b>ELISABETH SCHWARZKOPF</b> MOZART EXULTATE, LIBERATE, MOTET K. 167 BACH JOHANN SEBASTIAN, GOTT IN ALLEN DINGEN THE PHILHARMONIA ORCHESTRA The Philadelphia Orchestra</p>

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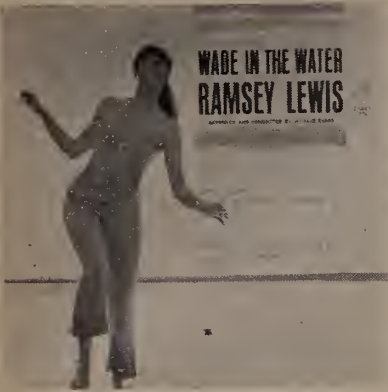
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City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_



# RADIO ACTIVE CHARTS

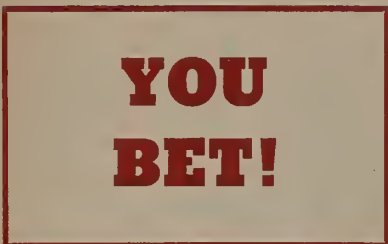
A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO AUGUST 31, 1966)



Ramsey Lewis/Wade in The Water  
Cadet LP/LPS 774



Billy Stewart/Sumertime  
Chess LP/LSP 1499



Bobby Moore/Searching For My Love  
Checker LP/LPS 3000



Various Artists/Sing A Song Of Soul  
Checker LP/LPS 2998



% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE	
50%	I've Got You Under My Skin—	Four Seasons—	Philips	86%	
43%	96 Tears—?	(Question Mark) & Mysterians—	Cameo	93%	
40%	My Uncle Used To Love Me But She Died—	Roger Miller—	Smash	40%	
38%	Last Train To Clarksville—	Monkees—	Colgems	67%	
37%	Summer Wind—	Frank Sinatra—	Reprise	94%	
35%	Reach Out I'll Be There—	4 Tops—	Motown	56%	
32%	All Strung Out—	Nino Tempo & April Stevens—	White Whale	71%	
31%	Flamingo—	Herb Alpert & Tijuana Brass—	A&M	84%	
30%	Cherish—	Association—	Valiant	97%	
29%	See See Rider—	Eric Burdon & Animals—	MGM	29%	
28%	I Really Don't Want To Know—	Ronnie Dove—	Diamond	50%	
27%	Sometimes Good Guys Don't Wear White—	Standells—	Tower	50%	
25%	I Can Make It With You—	Pozo Seco Singers—	Columbia	25%	
24%	Just Like A Woman—	Bob Dylan—	Columbia	56%	
23%	Psychotic Reaction—	Count Five—	Double Shot	23%	
22%	Only When You're Lonely—	Grass Roots—	Dunhill	22%	
21%	She Drives Me Out Of My Mind—	Swingin' Medallions—	Smash	42%	
20%	All I See Is You—	Dusty Springfield—	Philips	20%	
19%	I Chose To Sing The Blues—	Ray Charles—	ABC Paramount	74%	
18%	Ain't Gonna Lie—	Keith—	Mercury	27%	
17%	Love Is A Hurtin' Thing—	Lou Rawls—	Capitol	17%	
16%	She Ain't Loving You—	Distant Cousins—	Date	16%	
15%	Off To Dublin On The Green—	Abbey Tavern Singers—	HBR	15%	
14%	I Want To Be With You—	Dee Dee Warwick—	Mercury	30%	
13%	Sunday—	Day Before Monday—	Tommy Boyce—	A&M	13%
12%	In The Arms Of Love—	Andy Williams—	Columbia	38%	
12%	I Can Make It With You—	Jackie DeShannon—	Imperial	12%	
11%	Walk Away Rene—	Left Banke—	Smash	11%	
10%	Fiddle Around—	Jan & Dean—	Liberty	34%	

### LESS THAN 10% BUT MORE THAN 5%

TITLE	ARTIST	TOTAL % TO DATE	TITLE	ARTIST	TOTAL % TO DATE
Summer Samba	Walter Wanderley (Verve)	28%	Sticky, Sticky	Bobby Harris (Shout)	9%
Pallyanna Classics	(Copital)	9%	We Can't Ga On This Way	Teddy & Pendas (Musicar)	8%
Wish You Were Here, Buddy	Pat Boone (Dat)	9%	Torzon—(Tarzan's Dance)	Morketts (Warner Bros.)	8%
			I've Been Unfaithful	Alan Vallone Graup (ABC)	8%
			Barn Free	Rager Williams (Kapp)	24%

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# TOP 100 Albums

SEPTEMBER 10, 1966

Pos.	Last Week	Album	Pos.	Last Week	Album	Pos.	Last Week	Album	Pos.	Last Week	Album
1		REVOLVER Beatles (Capitol T/ST 2576)	1		SHADOW OF YOUR SMILE Andy Williams (Columbia CL 2499/CS 9299)	23		THE DAVE CLARK FIVE'S GREATEST HITS (Epic LN 24185/BN 26185)	51		76 SERGIO MENDEZ & BRAZIL '66 (A & M LP 116/SP 4116)
2		WHAT NOW MY LOVE Herb Alpert & Tijuana Brass (A & M LP 114/SP 4114)	2	●	KINK'S GREATEST HITS (Reprise R/RS 6217)	40	52	DON'T GO TO STRANGERS Eydie Gorme (Columbia CL 2476/CS 9276)	42	77	I'M YOUR HOOCHIE COOCHIE MAN Jimmy Smith (Verve V/V-6 8667)
3		SOMEWHERE MY LOVE Ray Conniff Singers (Col. CL 2519/CS 9319)	3	28	HANKY PANKY Tommy James & Shondells (Roulette R/SR 25336)	30	53	THE YOUNG RASCALS (Atlantic 8123/SD 8123)	37	78	I COULDN'T LIVE WITHOUT YOUR LOVE Petula Clark (Warner Bros. W/WS 1645)
4		DR. ZHIVAGO Soundtrack (MGM E/SE 6 ST)	4	29	THE MORE I SEE YOU/ CALL ME Chris Montez (A & M LP 115/SP 4115)	29	54	SPANISH EYES Al Martino (Capitol T/ST 2435)	55	79	THE HIT SOUND OF DEAN MARTIN (Reprise R/RS 6231)
5		AFTERMATH Rolling Stones (London LL 3476/PS 476)	5	30	PARADISE HAWAIIAN STYLE 21 Elvis Presley (RCA Victor LPM/LSP 3643)	21	55	A TOUCH OF TODAY Nancy Wilson (Capitol T/ST 2495)	47	80	JOHN GARY SINGS YOUR ALL-TIME COUNTRY FAVORITES (RCA Victor LPM/LSP 3570)
6		STRANGERS IN THE NIGHT Frank Sinatra (Reprise F/FS 1017)	6	●	FIFTH DIMENSION Byrds (Columbia CL 2549/CS 9349)	41	56	THE BEST OF HERMAN'S HERMITS (MGM E/SE 4315)	56	81	NANCY IN LONDON Nancy Sinatra (Reprise R/RS 6221)
7		YESTERDAY & TODAY Beatles (Capitol T/ST 2553)	7	32	RED RUBBER BALL Cyrkle (Columbia CL 2544/CS 9344)	39	57	GO WITH THE VENTURES (Dolton BLP 2045/BST 8045)	48	82	WHEN A MAN LOVES A WOMAN Percy Sledge (Atlantic 8125/SD 8125)
8		SOUND OF MUSIC Soundtrack (RCA Victor LOCD/LSOD 2005)	10	33	FIDDLER ON THE ROOF Original Cast (RCA Victor LCO/LSO 1093)	36	58	WHY IS THERE AIR? Bill Cosby (Warner Bros. W/WS 1606)	46	83	HOLD ON I'M COMIN' Sam & Dave (Stax 708)
9		BEST OF THE BEACH BOYS, VOL. 1 (Capitol D/DT 2545)	8	34	SOUTH OF THE BORDER Herb Alpert & Tijuana Brass (A & M LP/SP 108)	34	59	SHADOW OF YOUR SMILE Johnny Mathis (Mercury MG 21073/SR 61073)	59	84	FUGS FIRST ALBUM (ESP 1018)
10		GOING PLACES Herb Alpert & Tijuana Brass (A & M LP 112/SP 4112)	9	35	THE FUGS (ESP 1028)	35	60	HOLD ON Herman's Hermits (MGM E/SE 4342)	57	85	THE PIED PIPER Crispian St. Peters (Jamie JLP/JLPS 3027)
11		WHIPPED CREAM AND OTHER DELIGHTS Herb Alpert & Tijuana Brass (A & M LP/SP 110)	11	36	BILL COSBY IS A VERY FUNNY FELLOW, RIGHT! (Warner Bros. W/WS 1518)	32	●	GO AHEAD AND CRY Righteous Bros. (Verve V/V-6 5004)	79	86	SUNNY Bobby Hebb (Philips PHM 200-212/PHS 600-212)
12		WONDERFULNESS Bill Cosby (Warner Bros. W/WS 1634)	12	37	SOUL AND INSPIRATION Righteous Brothers (Verve V/V-6 5001)	38	62	THE LAST WORD IN LONESOME IS ME Eddy Arnold (RCA Victor LPM/LSP 3622)	68	87	GOLDEN HITS OF THE SMOTHERS BROTHERS VOL. 2 (Mercury MG 21089/SR 61089)
13		LOU RAWLS LIVE (Capitol T/ST 2459)	13	38	THE HAPPY TRUMPET Al Hirt (RCA Victor LPM/LSP 3579)	45	63	SOUNDS OF SILENCE Simon & Garfunkel (Columbia CL 2469/CS 9269)	58	88	ALMOST PERSUADED David Houston (Epic LN 24213/BN 26213)
14		IF YOU CAN BELIEVE YOUR EYES AND EARS Mama's & Papa's (Dunhill D/DS 50006)	14	●	PETER, PAUL & MARY ALBUM (Warner Bros. W/WS 1642)	49	64	CRYING TIME Ray Charles (ABC Paramount ABC/ABCS 544)	61	89	UP WITH THE PEOPLE Various Artists (Pace 1101/S 1101)
15		BLONDE ON BLONDE Bob Dylan (Columbia C2S 841)	15	40	LONELY BULL Herb Alpert & Tijuana Brass (A & M LP/SP 101)	43	●	LOU RAWLS SOULIN' (Capitol T/ST 2556)	98	90	WHAT'S SHAKIN' Various Artists (Elektra 4002)
16		SINATRA AT THE SANDS Frank Sinatra (Reprise F/FS 1019)	24	41	I'LL REMEMBER YOU Roger Williams (Kapp KL 1347/KS 3470)	28	66	COOL JERK Capitols (Atco 190/SD 190)	66	91	TIJUANA BRASS, VOL. II (A & M LP/SP 103)
17		GETTIN' READY Temptations (Gordy GM/GS 918)	16	42	TENDER LOVING CARE Nancy Wilson (Capitol T/TS 2555)	52	67	THE VERY BEST OF ROY ORBISON (Monument MLP 8045/SLP 18045)	73	92	THE EXCITING WILSON PICKETT (Atlantic 8129/SD 8129)
18		BIG HITS (HIGH TIDE AND GREEN GRASS) Rolling Stones (London NP-1)	19	43	DISTANT DRUMS Jim Reeves (RCA Victor LPM/LSP 3452)	44	68	DAYDREAM Lovin' Spoonful (Kama Sutra KLP/KLPS 80S1)	62	93	WIPEOUT Surfaris (Dot 3535/25535)
19		AND THEN . . . ALONG COMES THE ASSOCIATION (Valiant VLM 5002)	26	44	STRANGERS IN THE NIGHT Bert Kaempfert (Decca DL 4795/DL 74795)	33	69	YOU DON'T HAVE TO SAY YOU LOVE ME Dusty Springfield (Philips PHM 200-210/PHS 600-610)	70	94	SUMMERTIME Billy Stewart (Chess LP 1499)
20		ANIMALIZATION Animals (MGM E/SE 4384)	27	45	WADE IN THE WATER Ramsey Lewis (Cadet 774/S 774)	84	70	A NEW SONG FOR YOUNG LOVE Lettermen (Capitol T/ST 2496)	63	95	LITTLE GIRL Syndicate Of Sound (Bell 6001)
21		MAME Original Cast (Columbia KOL 6600/KOS 3000)	20	46	OVER UNDER SIDEWAYS DOWN Yardbirds (Epic LN 24210/BN 26210)	53	71	DIRTY WATER Standells (Tower T/ST 5027)	64	96	OUR WEDDING ALBUM OR THE GREAT SOCIETY AFFAIR (Jamie 3028)
22		MIDNIGHT RIDE Paul Revere & The Raiders (Columbia CL 2508/CS 9308)	17	47	COLOR ME BARBRA Barbra Streisand (Columbia CL 2478/CS 9278)	31	72	DOUBLE SHOT Swingin' Medallions (Smash MGS 27083/SRS 67083)	72	97	YOUNGER GIRL Critters (Kapp KL 1485/KS 3485)
23		THE IMPOSSIBLE DREAM Jack Jones (Kapp KL 1486/KS 3486)	25	48	WILD THING Troggs (Fontana MGF 27556/SRF 67556)	59	73	TEQUILA Wes Montgomery (Verve V/V-6 8653)	81	98	WILD IS THE WIND Nina Simone (Philips PHM 200-207/PHS 600-207)
24		THE BEST OF THE ANIMALS (MGM E/SE 4324)	18	49	MAN OF LA MANCHA Original Cast (Kapp KRL/KRS 4505)	50	74	LOVE (Elektra EKL 4001/EKS 74001)	65	99	THE OUTSIDERS ALBUM #2 (Capitol T/ST 2568)
25		PET SOUNDS Beach Boys (Capitol T/DT 2458)	22	●	BOTH SIDES OF HERMAN'S HERMITS (MGM E/SE 4386)	60	75	WHO'S AFRAID OF VIRGINIA WOOLF Orig. Movie Cast (Warner Bros. 2B 1657)	82	100	RAIN FOREST Walter Wanderly (Verve V/V-6 8658)

## LOOKING AHEAD ALBUMS

1	WHAT'S UP, TIGER LILY? Lovin' Spoonful (Kama Sutra KLP/KLPS 8053)	6	BORN FREE Soundtrack (MGM E/SE 4368)	11	SOUL SISTER Aretha Franklin (Columbia CL 2521/CS 932)	16	ALL TIME PIANO HITS Ronnie Alsrich (London SP 44081)
2	TIME IN Dave Brubeck (Columbia CL 2512/CS 9312)	7	ROAD RUNNER Jr. Walker & All Stars (Soul 703)	12	THE GREAT SONGS Nat King Cole (Capitol T/ST 2558)	17	BREAKOUT Mitch Ryder & Detroit Wheels (New Voice LP/S 2002)
3	JOHNNY RIVERS' GOLDEN HITS (Imperial LP 9324/LP 12324)	8	FREAKOUT Mothers of Invention (Verve V/V-6 50052)	13	LIVIN' ABOVE YOUR HEAD Jay & Americans (United Artists UAL 3534/UAS 6534)	18	LIVE Alan Sherman (Warner Bros. W/WS 1649)
4	LIL' RED RIDING HOOD Sam The Sham & Pharaohs (MGM E/SE 4407)	9	ARABESQUE Henry Mancini (RCA Victor LPM/LSP 3623)	14	ANNIE GET YOUR GUN Original Cast (RCA Victor LSO 1124)	19	THE SECOND LATIN ALBUM Trini Lopez (Reprise RS 6215)
5	CHER (Imperial LP 9320/LP 12330)	10	ON TOP Four Tops (Motown MM/MS 647)	15	CARNEGIE HALL CONCERT WITH BUCK OWENS AND HIS BUCKAROOS (Capitol T 2556)		

# BASIC ALBUM INVENTORY

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

## VERVE

Jimmy Smith	I Got My Mojo Workin'	V/V6/8641
Wes Montgomery	Goin' Out of My Head	V/V6/8642
Astrud Gilberto	Look to the Rainbow	V/V6/8643
Prysock/Basie	Arthur Prysock/Count Basie	V/V6/8646
Ella Fitzgerald	Mack The Knife-Ella In Berlin-La Fitzgerald	V/V6/4041
Stan Getz/Charlie Byrd	Bashin'-Jimmy Smith Plays "Walk On The Wild Side"	V/V6/8432
Stan Getz/Joao Gilberto	Getz/Gilberto	V/V6/8545
Antonio Carlos Jobim	Composer Of Desafinado Antonio Carlos Jobim, Plays	V/V6/8547
Johnny Hodges/Wild Bill Davis	Mess Of Blues	V/V6/8570
Cal Tjader	Breeze From The East	V/V6/8575
Jimmy Smith	Who's Afraid Of Virginia Woolf	V/V6/8583
Jimmy Smith	The Cat	V/V6/8587
Johnny Hodges/Wild Bill Davis	Blue Rabbit	V/V6/8599
Stan Getz With Astrud Gilberto	Getz Au Go Go	V/V6/8600
Gary MacFarland	Soft Samba	V/V6/8603
The Oscar Peterson Trio	We Get Requests	V/V6/8606
Astrud Gilberto	The Astrud Gilberto Album	V/V6/9608
Wes Montgomery	Movin' Wes	V/V6/8610
Kenny Burrell/Gil Evans	Guitar Forms	V/V6/8612
Cal Tjader	Soul Sauce	V/V6/8614
Jimmy Smith	The Monster	V/V6/8618
Wes Montgomery	Bumpin'	V/V6/8625
Astrud Gilberto	The Shadow Of Your Smile	V/V6/8629
Johnny Hodges/Wild Bill Davis	Wings & Things	V/V6/8630
Willie Bobo	Spanish Grease	V/V6/8631
Kai Winding	More!	V/V6/8551

## WARNER BROTHERS

Bill Cosby	Why Is There Air?	W 1606
Bill Cosby	Bill Cosby Is A Very Funny Fellow	W 1518
Bill Cosby	I started Out As A Child	W 1567
Petula Clark	My Love	W/WS 1630
Peter Paul & Mary	Peter, Paul And Mary	W/WS 1449
Everly Brothers	In Our Image	W/WS 1620
Mexicali Singers	The Mexicali Singers	W/WS 1641
Peter Paul & Mary	In The Wind	W/WS 1507
Peter Paul & Mary	See What Tomorrow Brings	W/WS 1615
The Marketts	The Batman Theme	W/WS 1642
Petula Clark	Downtown	W/WS 1590
Peter Paul & Mary	Peter Paul & Mary In Concert	2W/2WS 1555
Everly Brothers	Very Best Of The Everly Brothers	W/WS 1554
Peter Paul & Mary	Moving	W/WS 1473
Original Soundtrack	Music Man	W/WS 1459
Petula Clark	I Know A Place	W/WS 1598
Peter Paul & Mary	A Song Will Rise	W/WS 1589
Bonnie Prudden	Keep Fit And Be Happy	W 1358
Original Soundtrack	Rome Adventure	W/WS 1458
Freddy Cannon	Freddy Cannon's Greatest Hits	W/WS 1628

## WONDERLAND

Ian Carmichael and Dick Bentley	Winnie The Pooh And Christopher Robin	1442
Vivien Leigh	In The House At Pooh Corner	1434
Tom Glazer's	The Tale Of Peter Rabbit	1467
Tom Glazer's	Second Concert For And With Children	1452
	Concert For And With Children	1452

## WONDERLAND (Cont'd)

The Sinfonia of London	A Child's Introduction To The Instruments Of The Orchestra	1443
The Collegiate Chorale	A Child's Introduction To Patriotism: Selections From Alice In Wonderland	1445
Cyril Ritchard	Cinderella/Sleeping Beauty:	1406
Irene Wicker	Beauty And The Beast And Other Fairy Tales	1433
Irene Wicker		1427
Sir Ralph Richardson and Robert Morley	Jonah And The Whale/Noah's Ark:	1440
Vivien Leigh	The Tale Of Benjamin Bunny:	1457
Sir Donald Wolfitt and Noel Harrison	Treasure Island/King Arthur:	1446
Evelyn Lohoefer	Come And See The Peppermint Tree:	1453
Cyril Ritchard	Alice In Wonderland - Vol. 1:	1431
Irene Wicker	Snow White/Rumplestiltskin:	1437
Oscar Brand	Children's Concert:	1438
Alec Templeton	Children's Concert:	1403
Martyn Green	Arabian Night's Entertainment	1405
Irene Wicker	A Child's Introduction To The Alphabet And Numbers:	1448
Piute Pete	A Child's Introduction To Square Dancing:	1463
Moir Shearer	A Child's Introduction To The Ballet:	1439
Rex Graham	The Stories Of Peter Pan And Thumbelina:	1441
Margorie Bennett	First Songs For Children:	1413
Alec Templeton's	Mother Goose	1409
Famous Folk Singers	Songs From The Children's Zoo	1425

## WORLD PACIFIC/PACIFIC JAZZ

The Delegates	Hole In The Wall	WP-1837/WPS-21837
The Folksingers	12 String Guitar, Vol. 1	WP-1812/ST-1812
The Folksingers	Raga Rock	WP-1846/WPS-21846
Kimio Eto	Japanese Koto Music	WP-1423/ST-1423
Gil Fuller & The Monterey Jazz Festival Orchestra		PJ-93/ST-93
Gil Fuller & The Monterey Jazz Festival Orchestra		PJ-10101/ST-20101
Richard "Groove" Holmes	Tell It Like It Tis	PJ-10105/ST-20105
Jazz Crusaders	Lookin' Ahead	PJ-43/ST-43
Jazz Crusaders	The Thing	WP-1847/WPS-21847
Jazz Crusaders	Live At The Lighthouse '66	PJ-10098/ST-20098
Billy Larkin & The Delegates	Ain't That A Groove	WP-1843/WPS-21843
Bob Lind	Don't Be Concerned	WP-1841/WPS-21841
Mariachi Brass	A Taste Of Tequila	WP-1839/WPS-21839
Mariachi Brass	Hats Off	WP-1842/WPS-21842
Les McCann	Spanish Onions	PJ-10097/ST-20097
Les McCann	Les McCann Plays The Truth	PJ-2/ST-2
Les McCann	Les McCann Plays The Shampoo	PJ-63/ST-63
Les McCann/Jazz Crusaders	Jazz Waltz	PJ-81/ST-81
Les McCann/Gerald Wilson	McCann/Wilson	PJ-91/ST-91
Wes Montgomery	Easy Groove	PJ-10104/ST-20104
Gerry Mulligan	Paris Concert	PJ-10102/ST-20102
Joe Pass	A Sign Of The Times	WP-1844/WPS-21844
Bud Shank	Michelle	WP-1840/WPS-21840
Bud Shank	California Dreamin'	WP-1845/WPS-21845
Ravi Shankar	Sound Of The Sitar	WP-1434/WPS-21434
Gerald Wilson	Portraits	PJ-80/ST-80



TOTAL LOCATION INVENTORY

TLI

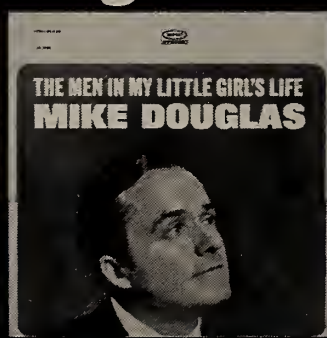
## Mike Douglas



LN 24169/BN 26169\*



LN 24179/BN 26179\*

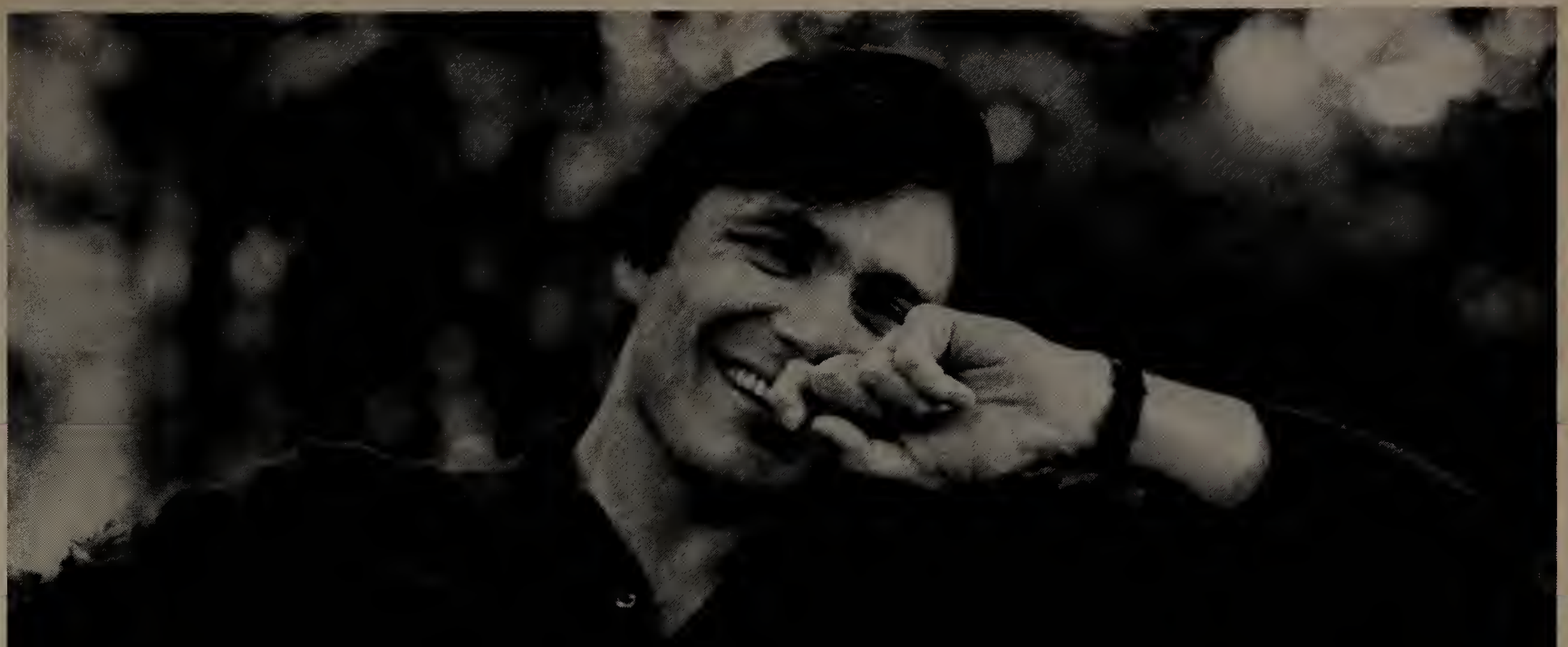


LN 24186/BN 26186\*



LN 24205/BN 26205\*





**Once in a while**

with

**Jean-Paul Vignon**

b/w A Little Love From You (Will Do) — K-13585

The sound of the great French star swings America

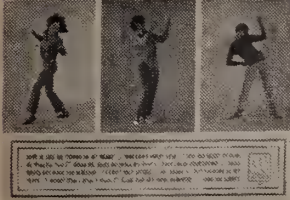
**RIGHT NOW!**



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## POP PICKS

### THE SUPREMES A' GO-GO



**THE SUPREMES A' GO-GO**—Motown 649  
The top girl group outdoes itself with this amazing package filled with goodies one after the other. Aside from such well remembered Supremes titles as "Love Is Like An Itching In My Heart" and current smash "You Can't Hurry Love" the threesome gives its own special touch to "These Boots Are Made For Walking," and "Hang On Sloopy" as well as eight other items. Pick a track, any track and you have instant enjoyment.



**CHER**—Imperial 9320/12320  
Cher should head up the LP chart in giant strides with this powerpacked album. In addition to her recent smash of "Alfie" the lark has included a wonderful reading of the recent chart-topper "Sunny" plus a number of other clicks, all of which have been tailored to the inimitable Cher style. Among the blue ribbon efforts are "Homeward Bound" and "Until It's Time For You To Go."



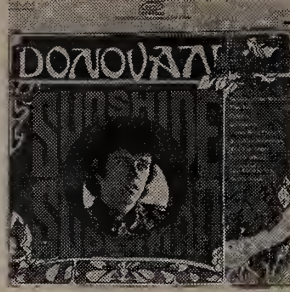
**THE BEST OF THE LETTERMEN**—Capitol T/ST—2554  
The Lettermen work their special variety of charm that has gathered and held their devoted followers, throughout this collection LP. The trio have such well remembered goodies as "Portrait Of My Love," "Secretly" and "Theme From A Summer Place" gracing this disk that should take off and climb the heights of the LP chart in no time flat.



**SATISFIED WITH YOU**—The Dave Clark Five—Epic LN 24212/BN 26212  
The Dave Clark Five should add to their impressive LP record with this swinging set titled after the group's latest chart item "Satisfied With You." The Britishers have added a host of top tracks to the click for a disk that should spur fans to their local retailers. Among the goodies are "I Still Need, You," "Good Lovin'" and "Do You Still Love Me."



**LI'L RED RIDING HOOD**—Sam The Sham & Pharaohs—MGM E/SE-4407  
Sam the Sham and the Pharaohs will quickly shoot up the LP chart with this powerhouse outing dubbed after and containing the aggregation's latest chart topper "Li'l Red Riding Hood." The group has not rested on this single laurel in making this LP, for among the tracks are such goodies as "Hanky Panky," "Deputy Dog" and a host of others.



**SUNSHINE SUPERMAN**—Donovan—Epic LN-24217/BN-26217  
This latest Donovan offering, his Epic LP debut, contains self-penned tunes that give insight into the mind of this English product of the recent folk boom. "Legend Of A Girl Child Linda," "Season Of The Witch," and "The Fat Angel" are all blue ribbon tracks as is the recent chart topping "Sunshine Superman." This one will go well with the teens and young adults.



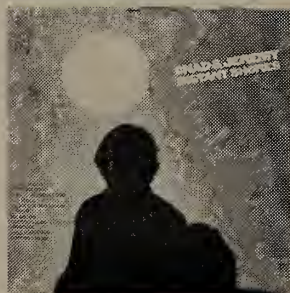
**RONNIE DOVE SINGS THE HITS FOR YOU**—Diamond 5006  
Ronnie Dove has strung out hit singles, one after the other, and has added to that success with a number of big selling LP's of which this latest effort should continue in that fine tradition. The chanter has packed his two most recent clicks "Happy Summer Days" and "Let's Start All Over Again" into the set along with some well known tunes the likes of "Mountain Of Love" and "On A Slow Boat To China." Watch this set move high on the charts.



**THE LOVIN' SPOONFUL in WOODY ALLEN'S 'WHAT'S UP, TIGER LILY?'**—Kama Sutra KLP/KLPS—8053  
This is the original soundtrack LP of the forthcoming Woody Allen flick "What's Up, Tiger Lily?" The sound is supplied by the Lovin' Spoonful which is its usual masterful self throughout the disk. The tracks, be they instrumental or with vocal are fine examples of the sound that has made the Spoonful the top group that it is today. Among the goodies are "Respoken," and "Gray Prison Blues."

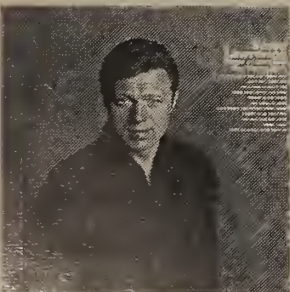


**WILD THINGS!**—Ventures—Dolton BLP—2047/BST—8047  
The Ventures are back with more of the hard driving, wailing instrumental rock that has for so long been associated with their name. This package is filled with such recent noisemakers as "Wild Thing," "Summer In The City," "Hanky Panky," "Sweet Pea," and "The Pied Piper." This should be a big item with the teens.

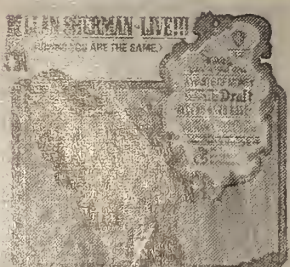


**DISTANT SHORES**—Chad and Jeremy—Columbia CL 2564/CS 9364  
Smooth sounding duo, Chad and Jeremy, should do quite well with this LP follow-up to their recent singles chart item "Distant Shores." The pair have selected a wide variety of tunes, ranging from the folk powerhouse "Early Mornin' Rain" to the haunting "Homeward Bound" and on to the evergreen "The Way You Look Tonight." Each item is gently and prettily handled by the boys and delight should shine in the faces of their many fans upon digging this disk.

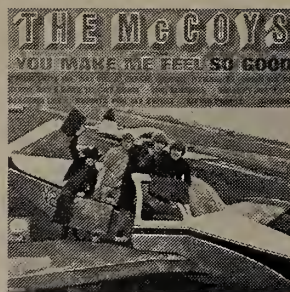
## POP BEST BETS



**STEVE LAWRENCE SINGS OF LOVE AND SAD YOUNG MEN**—Columbia CL2540/CS 9340  
Steve Lawrence had added a compelling collection of lovely tunes to his LP catalog, one that should prove to be a favorite spinning item for lovers of easy to listen to sounds. The chanter's choice of material is par excellence and his interpretations are up to his usual fine standards. Among the top tunes contained are "I'm A Fool To Want You," "Tender Is The Night" and the title track.



**ALLAN SHERMAN LIVE! (Hoping You Are The Same)**—Warner Bros. W-1649  
Another laugh filled offering from this vet funster. In this live performance he covers such subjects as "Mononucleosis," "Dodgin' The Draft," "Second Hand Nose," and "Sam You Made The Pants Too Long." All of the artist's many fans are likely to go for this exercise in laughter.



**YOU MAKE ME FEEL SO GOOD**—McCoys—Bang 213  
The feel good feeling obviously enjoyed by the McCoys as they cut this disk should be instantly communicated to rock devotees. The foursome set the pace for dance throughout the LP, never neglecting, however, the importance of well done and meaningful lyric content that today's market demands. Among the top items are the title track, "Stagger Lee," and "Say Those Magic Words." This set could establish the young group in the LP market.



**RIGHT FROM THE HEART**—Jimmy Roselli—United Artists UAL-6529/UAS-3529  
Up-tempo rousers and romantic ballads are combined into this package which is (as the title implies) "Right From The Heart." Among the blue ribbon tracks are such cleffings as "What Can I Say After I Say I'm Sorry," "Sleepy Time Gal," "Swingin' Down The Lane," and the title song. Pop fans and the romance minded should sit up and take notice of this one.

# Dot's RED HOT

## WITH BEST SELLING SINGLES

144

**WIPE OUT**  
**SURFER JOE**  
THE SURFARIS

16904

**CRY, CRY DARLING**  
**FALLING IN LOVE AGAIN**  
JO STAFFORD

16916

**MORNING MEANS TOMORROW**  
**YOUNG IDEAS**  
JIMMIE RODGERS

16933

**WISH YOU WERE HERE, BUDDY**  
**LOVE FOR LOVE**  
PAT BOONE

145

**PIPELINE**  
**MOVE IT**  
THE CHANTAYS

16872

**COME ON HOME**  
**WOULD YOU BELIEVE**  
BONNIE GUITAR

16919

**THE TALLEST TREE**  
**ARE YOU SINCERE**  
BONNIE GUITAR

16924

**ALFIE**  
**SOMEWHERE, MY LOVE**  
BILLY VAUGHN

VIVA 602

**MY WAY OF LIFE**  
**LAST CALL**  
SONNY CURTIS

**NEW  
RELEASE**

16943

**TARZAN (TARZAN'S MARCH) / FAMILY AFFAIR**  
**LAWRENCE WELK**

## & BEST SELLING ALBUMS



3535 WIPE OUT  
The Surfaris



3751 ALFIE  
Billy Vaughn



3737 MISS BONNIE  
GUITAR



3745 THIS IS  
JO STAFFORD



3748 MEMORIES  
Pat Boone



3750 THIS IS  
MIKE MINOR



3744 THAT COUNTRY  
FEELING / Mills Brothers



3735 HARRY JAMES &  
HIS WESTERN FRIENDS



3725 COUNTRY MUSIC'S  
GREAT HITS / L. Welk



3054 TEN COMMAND-  
MENTS / Elmer Bernstein  
(Sound Track)



3717 IT'S OVER  
Jimmie Rodgers



3698 GREAT COUNTRY  
HITS / Billy Vaughn



3696 TWO WORLDS  
Bonnie Guitar



3684 MYRON FLOREN -  
12 GREAT HITS



3682 LAWRENCE WELK  
& JOHNNY HODGES



3680 TWILIGHT TIME &  
OTHER GOLDEN HITS /  
Dick Contino



VIVA-6001 RHAPSODIES  
FOR YOUNG LOVERS  
Midnight String Quartet



VIVA-6002 JUAREZ  
WOODWINDS

## & BEST SELLING ALL-TIME HITS

101 CALCUTTA / BABY ELEPHANT WALK • Lawrence Welk

102 WHEELS / ORANGE BLOSSOM SPECIAL • Billy Vaughn

105 MELODY OF LOVE / SAIL ALONG SILV'RY MOON  
Billy Vaughn

107 MOODY RIVER / SPEEDY GONZALES • Pat Boone

110 LOVE LETTERS IN THE SAND  
A WONDERFUL TIME UP THERE • Pat Boone

133 COME GO WITH ME / WHISPERING BELLS  
Dell-Vikings

136 YOU CHEATED / NATURE BOY • The Shields

153 HOT PASTRAMI / DARTELL STOMP • Dartells

238 SUGAR SHACK / DAISY PETAL PICKIN'  
Jimmy Gilmer & The Fireballs

249 WONDERFUL SUMMER / DREAM BOY • Robin Ward



**THE GREATEST TALENT ON RECORDS**

## POP BEST BETS



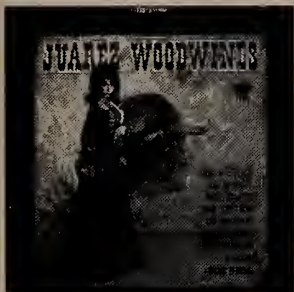
**INTRODUCING JAYE KENNEDY**—UAL 3542/UAS 6542

Jaye Kennedy's disk intro, via this thrill packed set, is certainly an impressive one. The young lark displays charm and talent in a degree that one does not usually expect in a newcomer, and these abilities should soon raise her to name artist status. Among the fine tracks are particularly pretty readings of "The Shadow Of Your Smile," "Ebb Tide" and "My Funny Valentine."



**THE MAN BEHIND THE BADGE**—Red Simpson—Capitol T/ST-2569

Red Simpson made quite a bit of noise in country markets via his "Highway Patrol" single, and aims to capitalize on that success with this package of tunes dedicated to the lawman. Featuring that hit sound, as well as his latest release, "I'm Turnin' In My Star," the collection touches almost all of the law enforcement bases from county to city to highway police, all done up in the winning Simpson style. Should go well in C&W markets.



**JUAREZ WOODWINDS**—Viva VS-6002

Take a host of well known tunes, set them to lovely Latinized arrangements played by entrancing woodwinds and you have this debut LP of the Juarez Woodwinds out of Viva Records. The many newly created fans of the Latin flavor in pop music should find this set a must item for inclusion in their collections. Among the fine listenables presented are "A Message To Michael," "Strangers In The Night" and the everpopular "La Bamba."



**NIGHT TIME IS LONELY TIME**—Van McCoy—Columbia CL 2497/CS 9297

Van McCoy's reputation, as a songwriter, will definitely be augmented when the word of his singing abilities is spread via this lovely debut disk. The young chanter's mellow voice caresses each tune and lends each of them a sweet, misty, entrancing depth. The fine tracks offered here include such blue ribbon efforts as the title track, "The House That Love Built" and "How High The Moon."



**JAMIE AND THE J. SILVA SINGERS**—ABC-Paramount—ABC-562

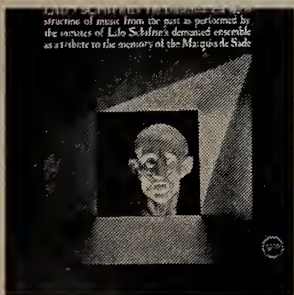
An offering of easy going pop tunes arranged and conducted by Don Costa. "The Shadow Of Your Smile" and "Yesterday," "Eight Days A Week," and "We Can Work It Out" are among the more outstanding tracks. Pop and mood music fans should go for this one.



**DUKE ELLINGTON'S CONCERT OF SACRED MUSIC**—RCA Victor LPM-3582/LSP-3582

This album was recorded live by Duke Ellington, his orchestra, Brock Peters, and others at the 5th Ave Presbyterian Church in New York. "Tell Me It's The Truth," "The Lord's Prayer," "Come Sunday," and "New World A-Coming" are outstanding tracks. This one should do equally well in the jazz and pop fields.

## JAZZ PICKS



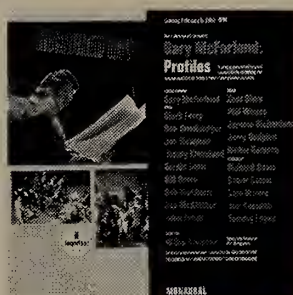
**MARQUIS DE SADE**—Lalo Schifrin—Verve V/V6-8654

An offering of "the dissection and reconstruction of music from the past as performed by the inmates of Lalo Schifrin's demented ensemble as a tribute to the memory of the Marquis de Sade." "The Blues For Johann Sebastian," "Versailles Promenade," and "Beneath A Weeping Willow Shade" are all blue ribbon efforts. This package is a must for jazzophiles of all ages.



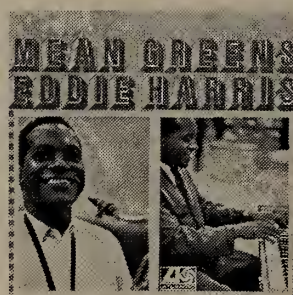
**TENDER GENDER**—Kenny Burrell Quartet—Cadet LP/LPS-772

An offering of good solid jazz featuring the guitar of Kenny Burrell as backed up by the Kenny Burrell Quartet, which includes Richard Wyands, piano; Martin Rivera, bass; and Oliver Jackson, drums. "Girl Talk," "Suzy," "Isabella," "Mother-In-Law," and the title song are among the more outstanding tracks. Jazz enthusiasts will go for this one.



**GARY MCFARLAND: PROFILES**—Impulse A-9112

This is an offering of original jazz compositions as played by Gary McFarland and an all-star retinue of jazz men that includes Bob Brookmeyer, Jimmy Cleveland, Gabor Szabo, Richard Davis, and Zoot Sims, to name just a few. "Winter Colors," "Mountain Heir," and "Milo's Other Samba" are blue ribbon tracks. Should be a fast moving item with the jazzophiles.



**MEAN GREENS**—Eddie Harris—Atlantic SD-1453

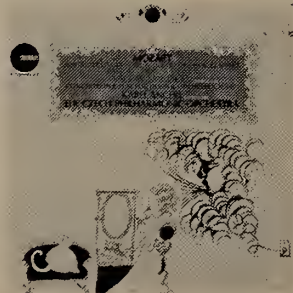
Jazz buffs will certainly sit up for this swinging jazz package featuring such penning as "It Was A Very Good Year," "Blues In The Basement," "Without You," and the title song. For this outing, the artist is backed up by jazz notables the like of Cedar Walton, Billy Higgins, Ray Codrington, and Sonny Phillips. Should be a fast moving item in the jazz bag.

## CLASSICAL PICKS



**TCHAIKOVSKY: MANFRED SYMPHONY**—London Symphony Orchestra/Markevitch—Philips PHM500-110/PHS900-110

The "Manfred Symphony" is considered by many to be the only "true" program symphony that Tchaikovsky ever wrote although the 4th and 5th symphonies leaned in this direction. The "Andante Con Moto" and the "Vivace Con Spirito" are outstanding tracks. A must for the collector of classical music.



**MOZART: SINFONIA CONCERTANTE IN E-FLAT/CONCERTO IN E-FLAT**—Czech Philharmonic Orchestra/Karel Ancerl—Crossroads 22-16-0035/22-16-0036

This offering is the first in Epic's budget line Crossroads series. The package is highlighted by the smooth flowing sound of the Czech Philharmonic Orchestra as conducted by Karel Ancerl. Enthusiasts of classical music the world over should go for this one.



**PIPED ABOARD**—Latest addition to the Epic roster is this group of 20 young people known as the Doodletown Pipers. The ten boys and ten girls handle material that swings between Bach and rock. Epic has a Pipers LP in the works with a release planned in about two weeks.

### Epic Acquires Musical Rights To 'King Kong' TV'er

**NEW YORK**—Epic Records has acquired the exclusive musical rights to the upcoming ABC television series "King Kong." A single featuring "The King Kong Theme," and "Tom Of T.H.U.M.B. Theme," both from the TV'er, is being rushed into release to coincide with the show's debut on Sept. 10th. Choreographer Sandra Devlin has developed a dance called the "King Kong." Epic plans to release, in Dec., an album designed for gift giving that will feature stories from the TV series.

### Scerbo Heads Int'l Dept. Of Musicor

**NEW YORK**—Bob Scerbo, head of production for Musicor Records, has been named to direct the international operations of the company as well.

Scerbo's promotion involves expansion of his duties, including maintaining close coordination of operations with the world-wide CBS Records affiliates as well as EMI in England, CGD in Italy and El Palacio de la Musica in Venezuela.

The move, according to Musicor president, Art Talmadge, was occasioned by the steadily increasing tempo of sales and release schedules of the firm's foreign-based product.

### TV Showing Sparks Victor's Revival Promo Of Presley's 'Blue Hawaii' Track, Single

**NEW YORK**—Anticipating vast viewer response, RCA Victor Records is having a strong promotional revival for its Elvis Presley "Blue Hawaii" soundtrack LP and single from the film, "Can't Help Falling In Love," with the movie scheduled to kick-off NBC-TV's new season of "Tuesday Night at the Movies" (Sept. 13, 9 pm).

The campaign, announced by Harry Jenkins, marketing vp, is based on the label's contention, Jenkins said, that the combination of the drive plus the "vast number of new viewers who will be seeing 'Blue Hawaii' for the first time under such ideal conditions will, for the first time, enable these viewers to become aware of the 'Blue Hawaii' soundtrack album, which has sold well over 2 million copies to date." Both the LP and single are RIAA gold record sellers. The "Blue Hawaii" track is also available in 8-track tape cartridge form.

In "Blue Hawaii," originally released by Paramount in 1961, Presley stars as a ukelele-strumming tourist guide who takes a group of teen schoolgirls on a tour of the 50th State. Angela Lansbury, currently starring in the Broadway hit musical show, "Mame," co-stars with Presley.

### Atlantic To Release Mireille Mathieu In U.S.

**NEW YORK**—Mireille Mathieu, 19-year-old French songster, will have her first album released in the United States on Atlantic this fall. The lark rapidly rose to popularity in France after one appearance on French TV last spring. She has been called the new "Sparrow" because of the resemblance of her sad, plaintive style to that of the late Edith Piaf. In just a few weeks she has become the top record seller in France and a smash hit throughout Europe. Her two EP's issued to date on Barclay, have done well in France. Her big one "Mon Credo" is on the charts all over Europe.

In the United States she has already appeared on the Ed Sullivan Show and is scheduled for the Andy Williams, Danny Kaye and Ed Sullivan TV'ers in the fall.

### Mercury Wraps Up Strongest Summer Sales

**NEW YORK**—With a total of thirteen records pinpointed on this week's Cash Box Top 100, Mercury Record Corporation president Irving B. Green stated that the company, along with its affiliate labels—Philips, Smash and Fontana—is experiencing the hottest Summer in its nearly twenty year history.

Green cited the heightened chart and sales activity as the result of both continuing hit product coming from established label artists and through the development of several new acts. His comments were made on the eve of his departure for Europe where he will hold a series of conferences with key execs in the world-wide Philips organization with whom Mercury is affiliated internationally.

Further elaboration on Mercury's currently hot status was provided by Charles Fach, vice president and director of recorded product. Fach attributed much of the success to the wide diversity of material, product and artists represented by the chart disks.

Chart listed records produced by staff A&R personnel include the recent number one waxing of "Sunny" by Bobby Hebb for Philips, Dee Dee Warwick's "I Want To Be With You" and "Ain't Gonna Lie" by Keith, both on Mercury and Roger Miller's latest release for Smash, "My Uncle Used To Love Me But She Died."

Fach further noted that five of the thirteen Top 100 records emanated

from England. They are: "Wild Thing" and "With A Girl Like You" by the Troggs on Fontana; "Ashes To Ashes" also on Fontana by the Mindbenders; Manfred Mann's initial release under his new pact with Mercury, "Just Like A Woman"; and as a follow-up to her recent number one record, Dusty Springfield's latest Philips outing "All I See Is You."

As a result of Mercury's heightened utilization of product provided via independent producers the chart listings are swelled by the presence of new artists. On Smash, The Left Banke with "Walk Away Renee" and the second release and second chart item for the Swingin' Medallions, "She Drives Me Out Of My Mind." "The Joker Went Wild" by Brian Hyland represents an artist contracted to the label but produced independently on assignment. The Hyland disc was a production for Philips by Snuff Garret and Leon Russell.

With the Summer drawing to a close at this pace, Green commented that the entire Mercury organization looks optimistically toward the Fall selling season with a flow of single and album product backstopping the currently accepted product presently in the marketplace. With the trend toward greater LP sales generated by the excitement of a hot single, he added, we expect heavy sales by these established and growing new artists.

### Vogues To Form Talent And Publishing Firms

**NEW YORK**—Elmer Willett, manager of the Vogues, has announced that steps are underway for Willett-Vogues Enterprises to launch its music publishing and talent management firms in the near future. Working closely with Herb Cohen and Nick Cenci, owners of the Co&Ce record label, the company plans not only help in the production of masters for the new talent they sign but to pick up potential "hit" masters for Co&Ce. The Vogues are currently on a one-nighter tour and have just released their 5th Co&Ce deck, "Please Mr. Sun." The group has just completed the filming of a Coca Cola commercial.

### Roselli A Sell-Out For Carnegie 2-Parter

**NEW YORK**—Jimmy Roselli's 2-part concert at Carnegie Hall next week (12) is a complete sell-out. The concert is the United Artists label's songster's first appearance outside of a nitery engagement. An 8:30 segment will be called "Saloon Songs At Carnegie Hall, No. 1," while his 12:30 stint is a part 2 affair. "Saloon Songs" is one of the performer's best-selling packages for UA. Ray Muscarella is producing the event.

### Liberty Expands Studio

**LOS ANGELES**—Construction on the enlarged Liberty recording studios, located at 8715 West 3rd St., L.A., has been completed and is now operating at a hectic pace. In addition to up-to-date innovations in miscellaneous recording equipment, a new room houses a consul with master lathe while the other is used for transfers. Engineer lineup includes Dino Lappas, Lanky Lindstrom, Rudy Hill, and Bert Agudelo. Kathy Keep is studio coordinator and is assisted by Karen Stuart.

### Larger Quarters For Merco

**GARDEN CITY, N.Y.**—Merco Enterprise, the rack outlet, has moved to new and larger quarters at 536 Broad Hollow Road, Route 110, in Melville, L.I. Formerly in Garden City since 1962, the company will occupy a modern, fully air conditioned building of 61,000 square feet, giving it three times more space than before. Merco racks about 100 disk departments and 40 "junior" sized departments in 24 states. It also has 34 leased departments.

During the first six months of 1966, Merco reported record sales of \$4,229,498 and income of \$140,136 or 40 cents per share. During the corresponding period in 1965, Merco's sales were \$3,563,776 with income of \$127,710 or 36 cents per share.

### MGM/Verve Moves

**NEW YORK**—MGM/Verve Records expects to be housed in its new quarters in the MGM Building at 1350 Avenue of the Americas (6th Ave.) this week. The operation will take over the entire 24th floor. New telephone number is: 212-262-3131.



**A CAPITOL MOVE**—Alan Livingston (right), president of Capitol Records, and A&R man, Al de Lory point to the dotted line for vocalist Dobie Gray. Gray, who will record with de Lory, comes to Capitol from Charger Records where he made a name for himself with the "In Crowd."

**"IT HURTS ME"**  
**BOBBY GOLDSBORO**  
 UA 50056  
 on the one to watch



# Capitol/Angel Debuts 23 Albums For Sept.

HOLLYWOOD—Capitol Records has announced the release of 21 new LP's (6), 16 under the Capitol logo and 7 Angel classical sets.

The Capitol items are headed by a Wayne Newton inspirational package tagged "The Old Rugged Cross" and George Shearing with his quintet, plus strings and woodwinds in an LP titled "That Fresh Feeling." Also included in the release are Gordon Macrae's "If She Walked Into My Life;" Norrie Paramor's "In Tokyo—In Love;" "The Best Of The Lettermen;" "The Best Of Bobby Darin;" "Best From The Beach At Waikiki;" "Alfred Apaka's Greatest Hits, Vol. 11;" "The Man Behind The Badge" by Red Simpson; Hank Tompson's "Breakin' the Rules;" a comedy set titled "Al Tijuana and His Jewish Brass" and "Tellin' It Like It Is" by the Art Reynolds Singers. Completing the pop release is "Gabriela" and "Mexico Lindo" by the Mariachi Oro y Plata, both of which appear in the Capitol of the World Series.

The new Angel items include Fal-

la's "La Vida Breve" with Victoria de los Angeles with Rafael Fruhbeck de Burgos conducting the Orquesta Nacional de Espan. Another two disk set is "The Genius of Puccini" with various artists. The balance of the new LP's include scenes from "Dr. Faustus;" Klemperer conducting the New Philharmonic in Haydn's "Symphonies Nos. 88 and 104;" Mozart's "Symphony No. 40" and "Schubert's "Symphony No. 5" by the Moscow Chamber Orchestra under Rudolf Barshai; Yehudi Menuhin is featured and conducts the Bath Festival Orchestra in Bach's "Triple Concerto and the Harpsichord Concerto in D Minor" and "Four Cycles by Francis Poulenc" is performed by Jean-Christophe with the Paris Conservatory Orchestra under Georges Pretre.

Capitol is also releasing two sets in its "Good Times Classics" series. The pair includes guitarist Laurindo Almeida in works by Villa-Lobos, Bach and Weiss and "Erich Leinsdorf Plays the Good-Time Classics."

## RIAA Certifies 2nd Dave Clark Five LP

NEW YORK—The Dave Clark Five has earned a Gold Record for its Epic LP, "The Dave Clark Five's Greatest Hits." The award symbolizes sales of over one Million dollars, as certified by the RIAA. The first Dave Clark Five LP to be certified was "Glad All Over."

The British rock group recently completed a cross-country concert tour of the U.S.A. This was their 5th American tour. They will return in early Oct. to perform once again on the "Ed Sullivan" TV'er.

## Nonesuch Bows 8 Fall LP's

NEW YORK—Nonesuch Records has announced the Fall release of 5 new classical sets, a three disk package plus a new entry in its International Series.

Among the LP's are "Stravinsky's Les Noces" plus four shorter works by the composer performed by L'Orchestre Du Theatre National De L'Opera, Paris conducted by Pierre Boulez; "Haydn's Mercury Symphony (No. 43) & Symphonies Nos. 35 and 80" by The Little Orchestra of London under the baton of Leslie Jones; a disk of music by Manuel de Falla featuring his "Concerto For Harpsichord and 5 Instruments" plus his entire output of piano works with Jean-Charles Richard as both harpsichordist and piano soloist along with the Valois Instrumental Ensemble conducted by Charles Ravier; a new baroque offering comprises Telemann's "Two Concertos in D Major and Overture in C" with the Chamber Orchestra of the Saar conducted by Karl Ristenpart and lastly choral works by Claudio Monteverdi and Heinrich Schutz directed by Helmut Kahlhofer.

The three-disk set "Baroque Masters of Venice, Naples and Tuscany" is another part of the release. The pieces are performed by instrumentalists of the Societa Cameristica Di Lugano.

The International Series package is "The Real Mexico—In Music and Song" recorded in the field in the Mexican State of Michoacan.

# ALBUM PLANS

Deals, discounts and programs being offered to dealers and distributors by record manufacturers.

## AMY-MALA-BELL

2 free for every 10 purchased on entire catalog. No expiration date.

## BLUE NOTE

Terms on entire back catalog as well as new releases available from distributors. Until Sept. 16, 1966.

## DECCA

Dealer incentive program on all new and catalog product through Decca branches. Also a special incentive plan on C and W product.

## DIAMOND

"Buy 5 Get 1 Free" on all Diamond albums. Expires Jan. 31, 1967.

## DOOTO

1 free for every five purchased on entire catalog. Expiration date to be announced.

## FORTUNE

1 free album when 6 are purchased in any combination. No time limit.

## GATEWAY

Two free for every 10 albums purchased on entire catalog. Expiration date indefinite.

## GNP CRESCENDO

15 albums free with purchase of 100 LP's \$3.79 and \$4.79 retail. Indefinitely.

## IMPERIAL-MINIT

Terms available on entire catalog thru distributors. Effective thru Sept. 16, 1966.

## JEWEL-PAULA-WHIT

One free for every five purchased on entire catalog. No expiration date.

## LIBERTY-DOLTON

Terms on the entire Liberty Premier Series and Dolton back catalogs available from distributors thru Sept. 16, 1966.

## LITTLE DARLIN'

Special 2 on 10 deal on all product. No expiration date has been set.

## MERCURY

Discount provisions and sales aids. Details available from distributors. Expires on Oct. 15.

## NASHBORO

Buy-7-get-one-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

## ORIGINAL SOUND

15% discount on all LP's—until further notice.

## PHILIPS

10% discount on all pop, Connoisseur and Maazel multiple-record sets. 20% discount on all classical product.

## PRESTIGE

15% discount on all LP product until further notice.

## REQUEST

LP catalog available on a buy-10-get-2-free basis. Described as a limited time offer.

## ROULETTE

15% discount in free merchandise. Expiration date indefinite.

## SCEPTER-WAND

2 Albums free with every ten purchased. No termination date announced.

## SIMS

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

## SMASH-FONTANA

Special discounts available through distributors. Expiration date not announced.

## STARDAY

20% discount on entire catalog including new releases, thru Oct. 8. Special Sweepstakes plan for distributors.

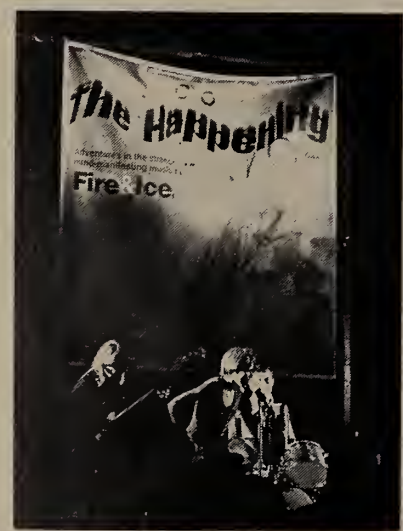
## TAMLA-MOTOWN-GORDY

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

## WORLD PACIFIC-PACIFIC JAZZ

Special program available thru Sept. 16, 1966.

COME WHAT MAY	RCA VICTOR
ELVIS PRESLEY	Tiger Music, Inc.
SHE'LL RETURN IT	MGM
ERIC BURDON & ANIMALS	Stamina Music, Inc.
SUNNY AFTERNOON	REPRISE
THE KINKS	Noma Music, Inc.
I'M NOT LIKE EVERYBODY ELSE	REPRISE
THE KINKS	Noma Music, Inc.
I REALLY DON'T WANT TO KNOW	DIAMOND
RONNIE DOVE	Hill & Range Songs, Inc.
CAST YOUR FATE TO THE WIND	VALIANT
SHELBY FLINT	Atzal Music, Inc.
GET AWAY	IMPERIAL
GEORGIE FAME & BLUE FLAMES	Noma Music, Inc./Gunnell Music, Inc.
THE MANY FACES OF LOVE	COLUMBIA
ANDY WILLIAMS	Valley Publishers, Inc.
PETTICOAT WHITE (SUMMER SKY BLUE)	EPIC
BOBBY VINTON	Noma Music, Inc./Feather Music, Inc./Hi-Count Music, Inc.
ALL THE KING'S HORSES (AND ALL THE KING'S MEN)	EPIC
BOBBY VINTON	Noma Music, Inc.
ALL THE LOVE IN THE WORLD	MGM
CONNIE FRANCIS	Anne-Rachel Music Corporation
LOOK OUT GIRLS (HERE WE COME)	REPRISE
DINO, DESI & BILLY	Noma Music, Inc.
SHE'S SO FAR OUT, SHE'S IN	REPRISE
DINO, DESI & BILLY	Noma Music, Inc.
SO GOOD	BANG
THE McCOYS	Rumbolero Music, Inc./Grand Canyon Music, Inc.
DISTANT SHORES	COLUMBIA
CHAD & JEREMY	Noma Music, Inc./Chad & Jeremy Music, Inc.
LAST NIGHT	COLUMBIA
CHAD & JEREMY	Noma Music, Inc./Chad & Jeremy Music, Inc.
ALL I SEE IS YOU	PHILIPS
DUSTY SPRINGFIELD	Anne-Rachel Music Corporation
AUSTIN PRISON	COLUMBIA
JOHNNY CASH	Southwind Music, Inc.
IT'S BEEN SUCH A LONG WAY HOME	UNITED ARTISTS
GARNET MIMMS	Rumbolero Music, Inc./Rittenhouse Music, Inc.
SOMETHING FOR NOTHING	RCA VICTOR
FRANCIE RANDALL	Alamo Music, Inc./Massey Music Co.
IT WAS A VERY GOOD YEAR	ABC PARAMOUNT
BELLA REESE	Dolfin Music, Inc.
THE ABERBACH GROUP	1615 Broadway, New York, N. Y.



ON THE STRIP—It was Fire and Ice in the spotlight on Sunset Strip when the Capitol group did several of the numbers from its debut disk "The Happening" at a free dance. A 10-foot square blow-up of the LP jacket hangs conspicuously in the background.



# SURE SHOTS

The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the nation indicate are already beginning to sell quantity or else give every indication of doing so

- SEE SEE RIDER**  
ERIC BURDON & ANIMALS ..... MGM 13582
- MY UNCLE USED TO LOVE ME BUT SHE DIED**  
ROGER MILLER ..... Smash 2055
- B-A-B-Y**  
CARLA THOMAS ..... Stax 195
- PSYCHOTIC REACTION**  
COUNT FIVE ..... Double Shot 104
- LOVE IS A HURTIN' THING**  
LOU RAWLS ..... Capitol 5709
- ALL STRUNG OUT**  
NINO TEMPO & APRIL STEVENS ..... White Whale 239
- RUMORS**  
SYNDICATE OF ..... Sound Bell 646
- OFF TO DUBLIN ON THE GREEN**  
ABBEY TAVERN SINGERS ..... HBR 498

## Roemer Is VP Of PX Marketing Co.

NEW YORK—Roemer, who bought more than 75 million records in the past 11 years as senior buyer of home entertainment products for the Army and Air Force Exchange service, has resigned this position to head a new marketing operation specializing in selling records, hi fi equipment, radio, television and audio components to military exchanges around the world.

He has joined Melco International, a leading military sales representation firm, as vice president, effective August 29.

He will be responsible for launching the only home entertainment products marketing operation of its kind in the military market and for developing special programs and products keyed to the unique merchandising problems faced by exchanges from Alaska to Vietnam.

As a market, Roemer estimates that records alone account for \$20 million in sales to military personnel and their families through the worldwide network of post and base exchanges.

"It's one of the most important moral items the PX sells," he says.

In addition to records, his new marketing division will assist exchanges in merchandising the complete audio and home entertainment products department including hi fi components, radios and television, tape recorders, accessories, etc.

Employed by the Army and Air Force Exchange headquarters in New York continuously since 1946, with time out for military service during the Korean War, Roemer has been one of the merchandising world's leading buyers of records and hi fi equipment for the past 11 years.

## Fred Raphael Dies

HOLLYWOOD — Fred Raphael, 55, music publisher for the Danny Kaye firms and former station manager for WHN in N.Y., died of undertermined causes at Cedars of Lebanon Hospital last week. He was personal manager for the Bob Crane, TV personality, and also had his own music publishing outlet, Fred Raphael Music Co.

Services were held at Hillside Memorial Cemetary. He is survived by his widow and two children.

Melco International has been one of the leading sales and marketing organizations to the military for the past 20 years and services military bases in more than 20 countries, as well as the United States.

The company has offices in Bangkok, Yokohama, Okinawa, Hong Kong, London and Nurnberg, Germany, as well as in New York.

Roemer expects his new division to fill a vacuum that has existed for many years in military exchanges. "There is a real need," he said, "for a specialized, concentrated sales and marketing service in home entertainment products. I hope to be able to bring to the market the kind of merchandise, buys and service I would have looked for when I was in the flip side of the business—the buyer's desk."

In his 20 years service with the PX system, he progressed through the ranks, from a traffic clerk, to procurement clerk, assistant buyer, senior buyer, and has also purchased institutional equipment, glassware and china, flatware, sporting goods and luggage.

## Original

Herb Alpert (left) A&M topper and the label's national promo director Don Graham (right) present the first copy of "Sunday, The Day Before Monday" to the deck's artist Tommy Boyce. In addition to singing, Boyce along with partner Bobby Hart have penned 26 original songs for the NBC-TV series "The Monkees."



# TALENT Incorporated

## BILL LOWERY

proudly represents these artists



BILLY JOE ROYAL

### "CAMPFIRE GIRLS"

COLUMBIA



TOMMY ROE

### "HOORAY FOR HAZEL"

ABC



SANDY POSEY

### "BORN A WOMAN"

MGM

### "SHE DRIVES ME OUT OF MY MIND"

SMASH



SWINGIN' MEDALLIONS



THE TAMS

### "IT'S BETTER TO HAVE LOVED A LITTLE"

ABC

### "THE SHADOW KNOWS"

COLUMBIA



PAUL PEEK

BILL LOWERY TALENT, INC.

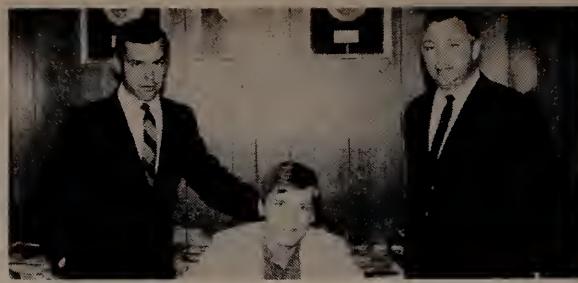
P.O. Box 9687, Atlanta Georgia 30319 (404) 233-3962

COTTON CARRIER, MGR.

# Beatles 'Score' Leads In Gold Rush

HOLLYWOOD—The Beatles became the top Gold Record act in RIAA history last week when Capitol prexy Alan W Livingston awarded the four-some its 20th goldie, this one for "Revolver" which is currently in possession of the No. 1 spot on the Cash

Box Top 100 Albums chart. The Beatles were awarded the Gold Disk in the Capitol Tower during their brief stay on the West Coast for concert dates on their highly successful U.S. tour.



## One More Time

Philips' Brian Hyland (center) renews his exclusive contract with the label while his personal manager Sam Gordon (left) and Charles Fach, v.p. and director of recorded product look on. "The Joker Went Wild" is Hyland's current chart item.

## TALENT ON STAGE

### TONY MARTIN

LOS ANGELES—Bouncing into the spotlight at the Century Plaza's Westside Room for his first L.A. appearance in more than five years, Tony Martin makes a few brief comments about the National League pennant race, offering several box scores for the evening. "Koufax lost to the Mets tonight," he informs, "must have had a bad piece of herring." Displaying wit, charm and exceeding warmth, Martin goes on to prove that he obviously had a good hunk of herring before his one hour standup stint.

A total performer, Tony wisely mixes his pitches, interweaving ballad and rhythm, old and new with a good deal of dugout chatter between. "I'm a note-holder," he says. "there aren't many of us left. This is the way people used to sing for a living."

And sing he does. Sings like "Begin the Beguine," "There's No Tomorrow" and "I Get Ideas," which nostalgically recall old blue label Deccas and 78 rpm Victors from the attics of memoria. He also unlooses several more current Broadway and feature titles ("Who's Afraid," "On a Clear Day," "Shadow of Your Smile" and "You Better Love Me") with almost equally compelling results.

Georgie Auld conducts the Frankie Ortega Orch., stepping down from the podium for a brief but expressive jazz sax solo on "Body and Soul," summoning up salad days past when he performed with Benny Goodman. Martin will be exhibiting his bright change of pace style at the Westside Room for the next two weeks and checking into the Americana in N.Y. later this month. In the meantime he's batting close to .1000 for this Century Plaza club.

### FARON TAYLOR

NEW YORK—The Living Room was the scene of a stellar performance by Columbia's Faron Taylor last week (30). She was preceded by Ted Brown, who sang his way through several Calypso-like numbers and then moved over into the folk field with "If I Had A Hammer" and a relatively long, very bluesy treatment of "Georgia."

Faron Taylor breezed onto the stage and opened her set with strong, up-beat versions of "He Loves Me" and the evergreen "Witchcraft." The lark then slowed down the pace with a sophisticated blues from the musical comedy bag in the form of George and Ira Gershwin's long-time standard, "How Long Has This Been Going On." A rollicking "Pollyanna" was next and she delivered it in a "little girl who knows where it's at" style. For an encore, the songstress wailed into a wild, thumping, almost frenetic, "Rescue Me" that rattled the far corners of the intimate room. The entire performance demonstrated Faron Taylor's ability to put just about any type of song across.

### JOE WILLIAMS

LOS ANGELES—Jumpin' Joe Williams, the man who put that extra bounce in the Basie bands of not so long ago, checked into the posh new Hong Kong Bar of the Century Plaza Hotel in Los Angeles for a three week engagement (through Sept. 12), and proved one thing—an old pro doesn't always fit into a new bag.

The veteran vocalist, who has made his living (and reputation) through the years as a purveyor of the Blues, abandoned his forte during his engagement and instead fed the audience a menu of mostly pop ballads ("Falling In Love," "Teach Me Tonight," "The Shadow Of Your Smile") and some chatter. While these ballads might fit perfectly into the Andy Williams or Tony Bennett repertoire, they were slightly uncomfortable for Joe. Consequently, the excitement Joe usually generates just wasn't there, although the big voice was during the 45-minute show.

On the other hand when the Blues man turned to the Blues he turned on the capacity audience. He wailed through a trio of numbers including his "Everyday I Have The Blues," "I Wonder Why" and "Bless My Soul" (from Newport '63).

Joe, who will be recording his first album for United Artists' Solid State label, was adequately backed by a trio consisting of drummer Robert Thompson, bassist Herb Brown and pianist Harold Mabern.

The performance ended with applause from the audience and doubts from the legion of Williams' fans.

### NARM Associates

(Continued from page 24)

#### MGM RECORDS (Table No. 50)

Greenberg, Sol  
Mancini, Frank  
Price, Morrie  
Scheer, Len  
Seidman, Dave

#### METRO RECORDS (Table No. 51)

Picone, Phil  
Price, Mel A.  
Schoenbaum, Jerry

#### MIRA PRODUCTIONS

(Table No. 15)  
Demain, Robert

#### MONUMENT RECORDS

(Table No. 27)  
Summers, Robert D.

#### MOTOWN RECORD CORP.

(Table No. 36)  
Jones, Philip  
Newman, Ron

#### MUSICOR RECORDS (Table No. 18)

Talmadge, Arthur

#### NATIONAL MERCANTILE CORP.

(Table No. 49)  
Friedberg, Maxwell  
Kline, Sam  
Post, Carl  
Selter, Jesse

#### ORIGINAL SOUND RECORDS

(Table No. 20)  
Laboe, Art  
Simmons, Gene

### CBS Sales Up 27%

(Continued from page 7)

Vale, the New Christy Minstrels, Ray Conniff, Johnny Cash, Marty Robbins, "Little" Jimmy Dickens, Carl Smith, Ray Price, Jimmy Dean, the Statler Brothers pace C&W sales.

Columbia also produced three original cast successes, "Mame" and "Sweet Charity" and "The Mad Show."

On the Masterworks scene, sales were aided by a "Sound of Genius" campaign, regarded as the first audio-visual classical catalog designed by a record company to aid customers in buying classical product.

#### Date, Epic-Okeh

The Date label came up with a hit side, "Stop! Get A Ticket" by the Clefs of Lavender Hill. At Epic-Okeh, sales winners included the Dave Clark Five, the Yardbirds, Bobby Vinton and, more recently, Donovan. In the country field, Epic scored with David Houston's "Almost Persuaded," which hit the number 1 spot. In classics, the label acquired the rights to the Czech Supraphon label

### Decca-Hazelwood Deal

(Continued from page 7)

chet, his attorney.

The label will operate out of the west coast at 9000 Sunset Boulevard in Hollywood and the Decca home offices in New York. A European office in London is forthcoming.

Hazelwood is credited with selling over \$45 million worth of disks on a wholesale level, starting as a producer-composer with Duane Eddy, an association that resulted in about 20 chart records. He has also produced hit sides by Dean Martin, Nancy Sinatra, Dino, Desi & Billy, among others. His self-penned items, giving him a top ranking at ASCAP, include "These Boots Are Made For Walking," a million-seller for Nancy Sinatra, "Houston," "How's That Grab You Darlin'," "Not The Lovin' Kind" and "Friday's Child." He recently undertook a number of composing and scoring assignments for feature films.

#### PATHWAY PRESS (Table No. 55)

Gentry, Joel E.  
Mickelson, Paul  
Smiddy, Norman G.

#### PHILIPS RECORDS (Table No. 53)

Simon, Lou

#### PICKWICK INTERNATIONAL

(Table No. 26)  
Berson, Ralph  
Leslie, Cy  
Linsky, Herb  
Moss, Ira L.

#### PREMIER ALBUMS, INC.

(Table No. 56)  
Kurtz, George  
Landwehr, Philip  
Pasin, Don  
Werth, Lou

#### RCA VICTOR RECORDS

(Table No. 17)  
Burgess, John Y.  
Clarkk, Allan  
Clark, H. Ray  
O'Dell, William H.  
Reifke, Henry  
Welker, Ed.  
Williams, Ralph  
Schapiro, Lee  
Tarr, Irwin  
Savage, David

#### RECOTON CORPORATION

(Table No. 9)  
Borchardt, Bob  
Wish, Peter

#### REQUEST RECORDS (Table No. 48)

Lengsfelder, Hans

#### ROULETTE RECORDS

(Table No. 58)  
Cousins, Gerry  
Levy, Morris  
Pelsman, Morrie

for releases on its new low-priced classical line, Crossroads. Okeh benefited from sellers by Walter Jackson, Major Lance, Ted Taylor, the Vibrations and Little Richard.

The CBS Legacy Collection release, "John Fitzgerald Kennedy . . . As We Remember Him," produced by Goddard Lieberson, president of the CBS/Columbia Group, is the label's best-selling offering yet.

#### April/Blackwood

Among April-Blackwood's hit songs for the six month period were "Wild Thing," "This Door Swings Both Ways," "I Love Onions," "Make Me Belong to You," "You Can't Grow Peaches On A Cherry Tree," "Memories Are Made Of This" and "I Can't Let Go."

In view of the growth pattern at CBS Records, expanded recording facilities were made available in Hollywood and Nashville, new engineering research & development facilities were dedicated in Milford, Conn. last June and Columbia Special Products, supplying audio-visual techniques and special promo disks, formed its own A&R staff.

### CBS Int'l Exec Weds

NEW YORK—Frank Calamita, who heads up the promo and publicity department of CBS International, expanded his domestic operations last week as he tied the matrimonial knot with Alyda Jansen of New Jersey. The bride, a graduate of the Katharine Gibbs School in Montclair, is the executive secretary of Harvey L. Schein, vp-general manager of the CBS global division.

### Snuff Garrett To Wed

NEW YORK—Rev. and Mrs. Eugenio Salas of Dallas, Texas have announced the marriage of their daughter to Snuff Garrett. The wedding will take place this Friday 9/9 at the Lovers Lane Methodist Church in Dallas, with a reception following the ceremony at The Chaparral Club in Southland Center. The bride was formerly secretary to Gordon McLendon, president of the McLendon Corp. The newly-weds will leave Dallas at midnight Friday for a month long honeymoon trip to Europe.

#### SCEPTER RECORDS (Table No. 11)

Goff, Sam  
Schlachter, Marvin

#### SMASH RECORDS (Table No. 43)

Dennis, Lou

#### SOMERSET STEREO FIDELITY

RECORDS (Table No. 3)  
Alperin, Howard  
Ceja, Dick  
Sherman, Al

#### STARDAY RECORDS (Table No. 7)

Neely, Hal G.  
Wilson, Jim

#### TELEPRO INDUSTRIES

(Table No. 42)  
Gross, Howard  
Kaminer, Arnold

#### TIME RECORDS (Table No. 16)

Woods, Chet

#### TRANSCRIBER COMPANY

(Table No. 4)  
Butterworth, Bruce  
Harmon, Vaughan

#### UNITED ARTISTS RECORDS

(Table No. 38)  
Lipton, Mike  
Mael, Si  
Miele, Andy

#### VERVE RECORDS (Table No. 52)

Denish, Art  
Frey, Jim

#### WARNER BROTHERS / REPRIS RECORDS

Hirsch, Marty  
Sherman, Dick

#### WORD RECORDS (Table No. 39)

Jelley, William



### LOVERS OF THE WORLD UNITE

David & Jonathan  
(Capitol)

### I CAN'T GIVE YOU ANYTHING BUT LOVE

Bert Kaempfert  
(Decca)



## Command Meets To Showcase New Product

NEW YORK—Command is kicking off the Fall season with a series of regional sales meetings to be held during Sept. in New York, Chicago and Los Angeles. The meetings will be attended by distributors, salesmen and promo men. The label is planning to introduce six new pop LP's and 2 classical disks at these meetings. These 8 albums comprise the balance of Command's new product for the balance of the year.

The LP's, which will be shipped during Sept. and Oct. include items

by regular Command artists Doc Severinsen and the Ray Charles Singers plus new artists as well as a movie soundtrack and an original cast LP.

Loren Becker, Command vp and general manager announced that label execs who will also be in attendance at the meetings include national sales manager Charles Trepel, A&R director Bobby Byrne, Grand Award Records' sales manager Gene Goodman and regional sales managers Bill Rogers and Sidney Hess.

## Warner Bros./Reprise Sets International Promo Meetings

BURBANK, CALIF.—In conjunction with the Pye Records International convention in London this week (7), J. K. Maitland, president of Warner Bros. Records, will present the Warner Bros./Reprise lineup of albums scheduled for fall release abroad. "Having received such an enthusiastic response from our domestic dealers," said Maitland, "we are most anxious to showcase our fall release to our English licensees, as well as to many of our mutual European affiliates in attendance." A film presentation, especially designed for showing in England, will be utilized to present the diskery's roster of fall LP's.

Similarly, Phil Rose, manager of the firm's international division, leaves in early Sept. for the Far East, covering New Zealand, Australia, Singapore, Hong Kong, and Japan. Rose will conduct meetings with the outfit's licensees in each of these areas. Rose said: "We believe that only through effective communication with our licensees at every level, can we accomplish continued growth. Further, 'carrying the home office story' directly to our licensees, their personnel, and trade is also of vital importance."

## Kama Sutra Expands Operations

NEW YORK—As a result of its continuous movement on almost all fronts of the music industry, Kama Sutra has announced a new expansion move. The firm has just taken additional office space along with its present offices, at 1650 Broadway, for use as the publicity and promo departments headed by Charlie Tuna and Ed Levine.

Among the firm's current activities is a new group, the Charltons, for Kama Sutra Productions for release on Kapp Records. Additional artist signings include Tony Bruno, who also produces for the organization, and TV-film actor Vince Edwards, whose debut KS single, produced by Artie Ripp, will be released very shortly.

A new KS production, "Just Let It Happen" by ChiChi, has been produced by Hi Mizrahi for Kapp and is set for release this week. Meanwhile, the firm has applied for an RIAA million-record certification for one of its recent productions, "Summer In The City" by the Lovin' Spoonful.

### KS Artists On Trail

A good deal of Kama Sutra artists are, like the firm itself, constantly on the move. The Critters, steamrolling up the charts with their latest single, "Mr. Dieingly Sad," and represented on the LP charts with "Younger Girl," returned to N.Y. from a 48-city tour where they immediately did a week stand at Ungano's, and lined up appearances at The World on Long Island. Plans are now in the works for the boys to make a Fall trip to Europe.

Another busy KS artist is Monti Rock III who has logged over 7500 miles of air travel in the last two weeks, with stops in Chicago, Dallas, Las Vegas and Hollywood, where he made screen tests for Universal Pictures. The performer soon returns to New York before winging to Chicago to open the new Cheetah discotheque. In the future, Rock will be recorded and released on the Kama Sutra label, according to an announcement from vp Frank Mell.

Meanwhile, the Goodtimes will have a new KS release to coincide with their nationwide exposure tour for the Dupont Fashion organization. The tour will cover 50 cities this month, with main appearances in department stores to promote the firm's new Fall fashions.



## JUKE BOX OPS' RECORD GUIDE

### ACTIVE with OPS

(Selections NOT on Cash Box Top 100 reported going strongly with ops.)

#### GO AWAY

Nancy Wilson (Capitol 5720)

#### OH MY WORD

David & Jonathan (Capitol)

#### SAFE & SOUND

Fontella Bass (Checker 1147)

#### ALMOST PERSUADED

Patti Page (Columbia 43794)

#### PASS ME BY

Glenn Miller (Epic 10028)

#### GOOD LOVIN'

Jane Morgan (Epic 10058)

#### JUST LET ME CRY

Jimmy McCracklin (Imperial 66180)

#### NON... C'EST RIEN

Barbra Streisand (Columbia 43739)

#### SOUL CARGO

Leon Haywood (Fat Fish 8005)

#### SO NICE

Johnny Mathis (Mercury 72610)

#### I NEED A GIRL

Righteous Brothers (Moonglow 245)

#### I LOVE YOUR LOVIN' WAYS

Nina Simone (Philips 40359)

#### MAYBE BABY

Serendipity Singers (Philips 40385)

#### GREEN HORNET THEME

Al Hirt (RCA Victor 8925)

#### SPANISH FLEA

Frankie Randall (RCA 8905)

#### LOVE ME LOVE

Jimmy Roselli (United Artists 50059)

#### MARGIE

Jimmy Durante (Warner Bros. 5843)

#### MORE SPANISH EYES

Ace Cannon (Hi 2111)

## NEW ADDITIONS to TOP 100

#### 65—SEE SEE RIDER

Eric Burdon & Animals (MGM 13582)

#### 74—MY UNCLE USED TO LOVE ME BUT SHE DIED

Roger Miller (Smash 2055)

#### 78—PSYCHOTIC REACTION

Caunt Five (Double Shot 104)

#### 85—ALL STRUNG OUT

Nino Tempa & April Stevens (White Whale 236)

#### 89—OFF TO DUBLIN ON THE GREEN

The Abbey Tavern Singers (HBR 498)

#### 92—BABBY TOYS

Toys (Dyno Voice 822)

#### 93—SHE AIN'T LOVING YOU

Distant Cousins (Date 1514)

#### 95—MIND EXCURSION

Trade Winds (Kama Sutra 212)

#### 96—DIANE, DIANE

Ronny & Daytonas (RCA Victor 8896)

#### 97—WALK AWAY RENE

The Left Banks (Smash S-2041)

#### 99—JUST LIKE A WOMAN

Bob Dylan (Columbia 43792)

#### 100—WE CAN'T GO ON THIS WAY

Teddy & Pandas (Muscor 1190)

#### 100—ALL I SEE IS YOU

Dusty Springfield (Philips 40396)

#### 100—HE'LL BE BACK

Players (Minit 32001)

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## Mira Intros Initial Movie Soundtracks

LOS ANGELES—Mira Records has just released the first two original movie soundtracks to appear on the label. One disk is the score from the Academy Award nominee short subject "Skaterdater" and the second is the original track from the "On Her Bed Of Roses" flick which was adapted from three case histories by Dr. Kraft-Ebing.

## Sherman To Rome

NEW YORK—Joe Sherman, the arranger-conductor-writer, flew to Rome last Friday (2) to arrange & conduct record dates by Nini Rosso, the Italian disk star. Also, he'll confer with Jolly Films for film score writing.



AID AND COMFORT—MGM topper Mort Nasatir was the recipient of an award from Capt. Jane Carson of the Army Nurses Corps for his "unselfish contribution to the efforts of the U. S. Army Nurses recruiting program." MGM is aiding in the Corps' enlistment drive and helping to publicize the same via a Connie Francis recording titled "A Nurse In The U. S. Army." The record has been shipped to 2500 stations and is being played as part of public service programs.

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## Decca Starts Series Of 4-Track Cartridges

NEW YORK—The Decca-Coral operation has entered the 4-track tape cartridge field with 11 initial packages, according to Sydney N. Goldberg, vp and general manager of Decca Distributing Corp. The label is already an 8-track factor, with some 71 releases available from Decca, Coral and Brunswick.

An "aggressive" merchandising program on the dealer and consumer level is promised to support the 4-track entries, which feature top disk names (see below).

The first Decca-Coral 4-track stereo tape cartridge release includes products by Brenda Lee, Pete Fountain, Bert Kaempfert, Earl Grant, Carmen Cavallaro, The Dukes Of Dixieland, Lenny Dee, Wayne King, The Surfariis, Guy Lombardo and a package titled "America's Greatest Music Makers," encompassing individual selections by various performers.

In making the announcement of the company's entry into the 4-track cartridge market, Goldberg stated: "The wonderful reception to our entry into the stereo tape cartridge field a short while back with the release of our 8-track product has been very gratifying, and has more than justified our faith in the dominant role that Decca will play in the growth and development of this new and exciting facet of our industry. We are proud of the fact that we were among the first in the release of 8-track product and continue to be among the leading companies with this type of merchandise. At the same time we also recognize the growing market potential for 4-track product, and feel certain that Decca, Coral and Brunswick will be a major supplier of these tapes with a regular schedule of releases."

## Aura Sonic Adds Cartridge Distributors

RUNNEMEDE, N.J.—Del Roy, western sales manager for Aura Sonic Corp. has announced the appointment of Pan American Distributors in Denver and Dulaney's in Oklahoma City as distributors for the Aura Sonic line of 4 and 8 track tape cartridges. Previously, Tape Tronics in Seattle had been added to supplement distribution in the Northwest.

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## London Material Kicks-Off Ampex 4, 8-Track Tapes

ELK GROVE VILLAGE, ILL.—Forty-eight album-length selections from the London catalog constitute the initial market release of cartridge tapes by Ampex Corp., largest producer of reel-to-reel tapes for home listening.

Donald V. Hall, general manager, Ampex Stereo Tapes, said the initial cartridge release, now being marketed, includes 32 eight-track selections for the Lear playback system and 10 four-track tapes for use in Fidelipac-type units.

Both single albums and double-play selections are included. Single album tapes, either four-track or eight-track, retail for \$6.95. Double-play tapes, combining two albums on a single cartridge, are available only in the eight-track configuration and sell for \$9.95.

Additional London titles, manufactured and marketed exclusively by Ampex, and selections from several other major labels will be included in the September release, Hall said.

A dust cap is provided with each eight-track cartridge to keep the tape dust-free when not in use. The tape box itself is shrink-wrapped in clear plastic until ready for use.

Eight-track cartridges feature color graphics and a list of the selections on the cartridge itself so that when the cartridge is removed from the box identification and selection are simplified for the user. A large end label provides easier stacking for the dealer and browsing by the customer.

"This first cartridge release is just the beginning of a major Ampex effort in the cartridge field," Hall said, "We expect to have more than 200 titles, representing nine different labels, on the market by November. This will be in addition to the continuing expansion of our reel-to-reel catalog, which presently contains some 1,600 selections representative of 44 different labels."

Initial London cartridge tape four-track releases are: Rolling Stones: 12 x 5; Themes from the James Bond Thrillers; The Rolling Stones Now; Marianne Faithfull; Rolling Stones: Out of Our Heads; More Themes from the James Bond Thrillers; Rolling Stones: December's Children; Marianne Faithfull: Go Away From My World; Rolling Stones: Big Hits: High Tide & Green Grass; The Rolling Stones.

Eight-track London releases are: Mantovani: Film Encores, Vol. 1 & 2 (Double-play); Mantovani: Music from "Exodus" & Other Great Themes; Mantovani: Strauss Waltzes/American Waltzes (Double-play); Mantovani: Latin Rendezvous; The Incomparable Mantovani; Roland Shaw: Themes From the James Bond Thrillers; The Mantovani Sound: Hits from Broadway, Hollywood; Marianne Faithfull; Rolling Stones: Out of Our Heads; Caterina Valente: Greatest Hits; Roland Shaw: More Themes from James Bond Thrillers; Rolling Stones: December's Children; Mantovani Magic; Rolling Stones: Big Hits: High Tide & Green Grass; Ronnie Aldrich: Melody & Percussion for 2 Pianos; Stanley Black: Spain; Werner Mueller On Broadway; Frank Chacksfield; New Ebb Tide; Edmundo Ros: New Rhythms of the South; Stanley Black: Music of a People; Ted Heath: The Sound of Music; Frank Chacksfield: The New Limelight; Werner Mueller: Germany; Will Glahe: The New Beer Barrel Polka; Ronnie Aldrich: The Aldrich Feeling; Stanley Black: Broadway Spectacular; Edmundo Ros: Latin Boss-Senor Ros; Ted Heath: Chartbusters; Roland Shaw: Themes for Secret Agents; Grofe: Grand Canyon Suite; Gershwin: Rhapsody in Blue/American in Paris.

## Tot Seymour Dead

NEW YORK—Tot Seymour, a writer of lyrics for popular songs, died Aug. 30th in her home at 215 W. 75th St. In the past she had written special material for Fannie Brice, Sophie Tucker, and Mae West as well as for the Ziegfeld Follies. She is survived by her daughter, Mrs. Genevive Wolf, and a grandson.



## TOP 50 IN R&B LOCATIONS

1	YOU CAN'T HURRY LOVE <i>Supremes (Motown 1097)</i>	4	26	CAN'T SATISFY <i>Impressions (ABC Paramount 10831)</i>	28
2	OPEN THE DOOR TO YOUR HEART <i>Darrell Banks (Revilott 204)</i>	1	27	I CHOSE TO SING THE BLUES <i>Roy Charles (ABC 10840)</i>	29
3	LAND OF 1,000 DANCES <i>Wilson Pickett (Atlantic 2348)</i>	2	28	REACH OUT, I'LL BE THERE <i>Four Tops (Motown 1098)</i>	40
4	HOW SWEET IT IS <i>Jr. Walker &amp; All Stars (Soul 35024)</i>	10	29	MR. SWEET POTATO <i>Boaker T &amp; MG's (Stax 196)</i>	30
5	BLOWIN' IN THE WIND <i>Stevie Wonder (Tamla 54136)</i>	5	30	KNOCK ON WOOD <i>Eddie Floyd (Stax 194)</i>	35
6	SUMMERTIME <i>Billy Stewart (Chess 1966)</i>	7	31	I WANT TO BE WITH YOU <i>Dee Dee Warwick (Mercury 72584)</i>	34
7	WARM AND TENDER LOVE <i>Percy Sledge (Atlantic 2342)</i>	3	32	NO GREATER LOVE <i>Holidays (Galden World 47)</i>	31
8	WADE IN THE WATER <i>Ramsey Lewis (Cadet 14814)</i>	6	33	WHO DUN IT <i>Mank Higgins (St. Lawrence 1013)</i>	21
9	BEAUTY IS ONLY SKIN DEEP <i>Temptations (Gardy 7055)</i>	16	34	DAY TRIPPER <i>Vontastics (St. Lawrence 1014)</i>	43
10	MONEY WON'T CHANGE YOU <i>James Brown (King 6048)</i>	9	35	WHEN YOU WAKE UP <i>Cash MC Call (Thamas)</i>	32
11	WORLD OF FANTASY <i>Five Stairsteps (Windy City 602)</i>	13	36	GO AHEAD AND CRY <i>Righteous Bros. (Verve 10430)</i>	22
12	WORKING IN THE COAL MINE <i>Lee Dorsey (Amy 958)</i>	14	37	IF YOU GOT THE LOVING I GOT THE TIME <i>Sam &amp; Dave (Stax 198)</i>	41
13	SUNNY <i>Bobby Hebb (Phillips 40365)</i>	8	38	I GOT TO LOVE SOMEBODY'S BABY <i>Johnny Taylor (Stax 193)</i>	46
14	WHAT BECOMES OF THE BROKEN HEARTED <i>Jimmy Ruffin (Soul 35022)</i>	15	39	POVERTY <i>Bobby Bland (Duke 407)</i>	44
15	PHILLY FREEZE <i>Alvin Cash (Mar-Vel-Ous 6012)</i>	11	40	KEEP LOOKING <i>Selomon Barke (Atlantic 2349)</i>	42
16	AIN'T NOBODY HOME <i>Howard Tate (Verve 10420)</i>	23	41	SUMMER SAMBA <i>Walter Wanderey (Verve 10421)</i>	47
17	THAT'S ENOUGH <i>Rascoe Robinsan (Wand 1125)</i>	12	42	BABY I LOVE YOU <i>Jimmy Holiday (Minit 32002)</i>	33
18	B-A-B-Y <i>Carla Thomas (Stax 195)</i>	27	43	BABY DO THE PHILLY DOG <i>Olympics (Mirwood 5523)</i>	48
19	MISTY <i>Richard 'Groove' Holmes (Prestige 401)</i>	17	44	BABY TOYS <i>Toys (Dyno Voice 222)</i>	45
20	LITTLE DARLING <i>Marvin Gaye (Tamla 54138)</i>	26	45	A CHANGE IS GONNA COME <i>Jack MC Duff (Atlantic 5069)</i>	—
21	UNITED <i>The Intruders (Gamble 201)</i>	18	46	MAN LOVES TOO <i>Little Milton (Checker 1149)</i>	36
22	LOVE IS A HURTIN' THING <i>Lou Rawls (Capitol 5709)</i>	39	47	PSYCHOTIC REACTION <i>Count Five (Double Shot 104)</i>	—
23	HE'LL BE BACK <i>Players (Mlnit 32001)</i>	25	48	IN THE BASEMENT <i>Etta James &amp; Sugarpie De Santo (Cadet 5539)</i>	38
24	THE RIGHT TRACK <i>Billy Butler (Okeh 7245)</i>	19	49	I'M GONNA LEAVE YOU <i>Bobby Powell (Whit 1716)</i>	—
25	DIRTY WORK GOING ON <i>Little Joe Blue (Checker 1141)</i>	24	50	BEST OF LUCK TO YOU <i>Earl Gaines (HBR 481)</i>	—



**SOUTHERN HOSPITALITY**—Commencing with the "official" welcome to Tennessee by the Governor's office through the closing night festivities climaxed by a catfish and hushpuppies feast, Starday distribs lived high on the hog during the label's recent Country Music Seminar in Nashville. Marking the first time that such a meeting was held in the Country Capital, and the first time Nashville has honored distribs, the confab boasted of genuine "southern hospitality," including tours of the city and recording studios (they had to squeeze in some business) and then some good livin'—golf, music, fishing, sailing and, of course, Saturday night at the Grand Ole Opry.

## Reeves LP Turns To Gold

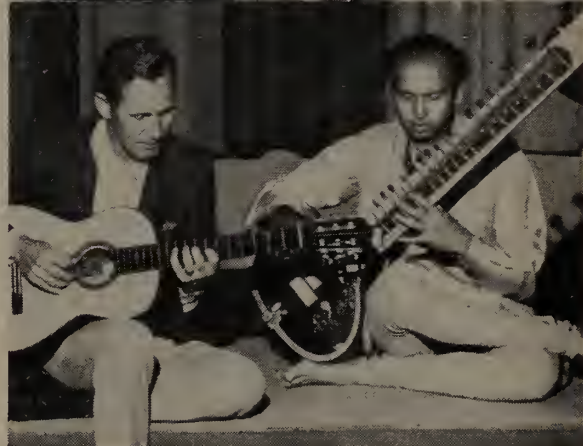
NEW YORK—RCA Victor Records announced last week that the "Best Of Jim Reeves" LP has received a Gold Record, being certified by the RIAA for exceeding one million dollars in sales. The album, one of a very few country albums in history to receive such an honor, was a best seller at the time of the songster's death in 1954.

Reeves, who has continued as one of the top-selling country artists, is currently riding high with his album, "Distant Drums," while his single, "Blue Side Of Lonesome," is scoring in both pop and country markets.

Since his death, every new single and album has become a best seller, with large pop action, an unprecedented record for any C&W artist.

## The Axeman Cometh

Chet Atkins, country-dom's most well-known ambassador, finds that ambassadorial honors call for ambassadorial duties, as evidenced by a few recent photos of the inveterate Victor axeman-producer making the rounds. Shown in the top photo, Atkins represents the label in presenting a Gold Record award to Mary Reeves for the recently RIAA-certified album, "The Best Of Jim Reeves," one of the few country albums achieving million-dollar status in the last few years. Another recent good-will function came with the arrival of former Columbia waxer Jimmy Dean to Victor country (center). Atkins, along with the company mascot, Nipper, greeted Dean at Nashville's Municipal Airport and immediately headed for Record Row in search of a hit to launch the songster's new career. When all the work is done, there's time to relax, and the axeman merges musical talents with Sri Harihar Rao, a Fulbright Scholar and East India Music lecturer at the University of Cal. Rao's musical specialty is the sitar, a 1300 year old Indian guitar now coming into popularity in the West.



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## CMA Plans Hollywood Spectacular

NASHVILLE — The CMA has announced plans to stage another gigantic country music show, this time before television, motion picture, and advertising executives in Hollywood on Sept. 13. The show, which will be co-sponsored by the CMA and over twenty Western broadcasters, will be staged at the famous Coconut Grove in the Ambassador Hotel, beginning at 12 Noon on Tuesday (13).

Dan McKinnon, a CMA director and president of KSON-San Diego, is chairman of the event, and has coordinated plans for the show. McKinnon has announced that Gene Nash, a top producer in the music business, will produce the star-studded event, which will feature several country acts, including Leroy Van Dyke, Min-

nie Pearl, Dottie West and Johnny Sea. The fast-paced production will follow a cocktail hour and luncheon sponsored by several C&W stations, including KSAY, KEEN, KEAP, KUIZZ, KIEV, KWOW, KGBS, KFOX, KSON, KCKC, KWJJ, KAYO, KHAT, KRDS, KHOS, KSOP, KLAK, KHEY, KMOP, KTOO. Plans call for over 500 top advertising, motion picture and television executives to attend, with a special charter flight from San Francisco bringing several Bay Area advertising executives to the presentation.

Door prizes for the spectacular include a Tennessee Walking Horse, Billy Grammer Guitar, Gibson Guitar, Fender Guitar and hundreds of C&W albums.



## Dollie's Perkin' Up

The brand new Music City label, Dollie Records, has added another name to its rapidly-growing talent roster—this time it's the former Decca hitmaker Carl Perkins. The pacting of Perkins (the fifth signee to the label) boosts the label's bid for big-time country action and brings beams of approval from company execs Jan Crutchfield and Bill Denry.



# COUNTRY ROUNDUP

Out at the DuQuoin State Fair in Illinois, another great All Star Country Music package brought down the house. With the expanded C&W policy providing the main stage show for the first two nights of the Fair, Aug. 27 & 28, a crowd of 10,000 was on hand for the opener (Sat.) while another 12,500 turned out for the second show (Sun.). The Saturday show featured Pete Drake & his band, Warner Mack, Loretta Lynn, the Stony Mountain Cloggers, Grandpa Jones, Hank Williams, Jr., Flatt & Scruggs, Carl Smith, Ferlin Husky and Roy Clark. The next day's lineup saw Pete Drake, the Cloggers, Sonny James & the Southern Gentleman, Dottie West, Marty Robbins, Ernest Tubb, Don Bowman and Roy Acuff. Both shows were produced by Bob Neal in cooperation with E. O. Stacey of G.A.C. in Chicago.

Roy Drusky proved recently that he's not only red-hot on the recording scene, but on wheels as well. Roy topped some talented competition at Music City's fairgrounds speedways on Aug. 23 to win a special 16-lap celebrity race. The competing stars drove late-model modified speedsters in a race which had been scheduled for only ten laps. Flag operator Marty Robbins became so engrossed with Drusky's driving skill that he forgot to wave the white "one-lap-to-go" flag on cue, and the race continued for an additional 6 circuits.

Jack Stapp, who holds down the top limb in the Tree pubbery, is beating the drum for one of his new writers, Bobby Braddock, who's been blazing along with an excellent track record thus far. Since signing his exclusive

writing pact with Tree shortly over a month ago, Braddock has had some seven songs recorded, an average of better than one a week. Among those who have just cut Braddock tunes are Bobby Lewis, Jack Barlow, Hank Williams, Jr. (one each) and Jim Edward Brown and Jack Scott (two each). Bobby Braddock looks like a writer to watch out for.

The WPLO-Atlanta policy of posting music sheets recently came in very handy, not for music listeners but for the DeKalb County Police Department. A DeKalb County policeman, James Puckett, was shot and killed on July 16, and a witness, hearing a shot in the vicinity, could not pinpoint the time it was heard. But she did remember that Loretta Lynn's latest hit, "You Ain't Woman Enough," was playing on WPLO at the time. The station requires each deejay to post the records played during the hour, and a quick check pinpointed the time of shooting within a five minute time period, providing the police with an important clue in the case. That's built-in public service.

Doc Whiting, president of CAPA Records, and wife Anne Whiting, president of LAW Publishing Co. were recently in Nashville on music business. While in Nashville, 4 new sides were cut on leading CAPA artist Johnny Foster whose current release is, "Turn Me Loose, 90 Proof" b/w "I Know What It Is". The CAPA office also reports the Kitty Hawkins new release is entitled "Water Under The Bridge" b/w "I've Only Myself To Blame".

In the broadcasting picture, KXLR-Little Rock is in the process of running a political campaign to select "Mr. Country Music DJ of Arkansas," coinciding with the current political race going on in that state. Station is broadcasting speeches by the four "candidates," Chuck Lowe, Cousin George Goan, Bill Summers and Bill Vandusen. Each announcer has his own platform and campaign manager. The votes will be tabulated this week and the winner will be presented with a \$25 bond and a plaque with his name and new title. . . . KATN-Boise has just received its c.p. for a new 29,000 watt FM station, and also received authorization to up its AM power to 5,000 watts. The outlet, which boasts of the No. 1 spot in the area, sends out the word that it needs records, especially albums. . . . Deni Lee, out at WLDY-Ladysmith, Wis., recently staged a special "Vernon Glen" day on the air, and turned the show over to the Sims songster, with additional time tacked on the schedule as an added honor. Next day, Vernon reciprocated, acting as a groomsman at Lee's wedding. Truly an "All-Country Music Wedding," the wedding party consisted of nothing but country artists and performers. . . . WWVA-Wheeling has just taken on George Bland as its new local-regional sales manager, according to general manager George Faulder. At the same time, Faulder announced the appointment of John (Monty) Monto to the station's sales staff. . . . Brad Melton has taken over as the new program director with WCLU-Cincinnati. Melton comes to the station from Texas where he has held down several p.d. and morning man slots, most recent of which was with KPCN. . . . After tremendous response to a special "Rodeo Week" gimmick, featuring all-country broadcasting for an entire week, KEAN-Brownwood, Tex. has upped its C&W programming to 12 hours a day. The outlet had formerly programmed only an hour a day. Needless to say, the station could use a good deal more records and station ID's. . . . WMGS-Bowling Green, O. has changed its address. New location is at 138 N. Main Street in Bowling Green. . . . A note to stations who don't have airplay lists and who get



# TOP COUNTRY ALBUMS

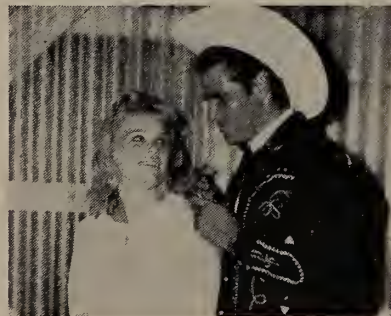
1	ALMOST PERSUADED David Houston (Epic LN 24213/BN 26213)	4	17	TILL THE LAST LEAF SHALL FALL Sonny James (Capitol T/ST 2561)	23
2	DISTANT DRUMS Jim Reeves (RCA Victor LPM 3542/LSP 3542)	1	18	PLEASE DON'T HURT ME Norma Jean (RCA Victor LPM/LSP 3541)	15
3	THE LAST WORD IN LONESOME Eddy Arnold (RCA Victor LPM/LSP 3622)	2	19	EVERYBODY LOVES A NUT 14 Johnny Cash (Columbia CL 2492/CS 9292)	14
4	CARNEGIE HALL CONCERT Buck Owens & Buckaroos (Capitol T/ST 2556)	5	20	DON GIBSON WITH SPANISH GUITARS (RCA Victor LPM/LSP 3594)	13
5	DON'T TOUCH ME Wilma Burgess (Decca DL 4788/74788)	3	21	ALONE WITH YOU Jimmy Edward Brown (RCA Victor LPM/LSP 3569)	22
6	SUFFER TIME Dottie West (RCA Victor LPM/LSP 3587)	10	22	LET'S GO COUNTRY Wilburn Bros. (Decca DL 4764/7464)	24
7	I'M A PEOPLE George Jones (Musicor MM 2099/MS 3099)	7	23	STEEL RAIL BLUES George Hamilton IV (RCA Victor LPM/LSP 3601)	—
8	EVIL ON YOUR MIND Jan Howard (Decca DL 4793/74793)	8	24	PUT IT OFF UNTIL TOMORROW Bill Phillips (Decca DL 4792/74792)	25
9	MANY HAPPY HANGOVERS Jean Shepard (Capitol T/ST 2547)	6	25	LONELYVILLE Davo Dudley (Mercury NG 21074/SR 61074)	18
10	DUST ON MOTHER'S BIBLE Buck Owens (Capitol T 2443/ST 2443)	9	26	JOHNNY PAYCHECK AT CARNEGIE HALL (Little Dorlin' LD 4001/SLD 8001)	28
11	I LIKE 'EM COUNTRY Loretta Lynn (Decca DL 4744/74744)	11	27	COUNTRY SHADOWS Hank Williams, Jr. (MGM E/SE 4391)	30
12	THE COUNTRY TOUCH Warner Mack (Decca DL 4766/74766)	16	28	GEORGE JONES GOLDEN HITS (United Artists PAL 3532/UAS 6532)	—
13	I WANT TO GO WITH YOU Eddy Arnold (RCA Victor LPM/LSP 3507)	12	29	THE DRIFTER Marty Robbins (Columbia CL 2527/CS 9327)	—
14	COUNTRY ALL THE WAY Kitty Wells (Decca DL 4776/74776)	17	30	DYNAMIC Tommy Collins (Columbia CL 2510/CS 9310)	—
15	I LOVE YOU DROPS Bill Anderson (Decca DL 4771/7 4771)	21			
16	MOVIN' ON/LUKE THE DRIFTER Hank Williams (MGM E/SE 4380)	19			

## Canadian Capers

World traveler Eddy Arnold, whose popularity is limited to the length of airwaves and radio beams (and in some cases he exceeds those bounds), stops during a visit to Canada to talk with CBC deejay-TV producer Chuck Davis. Davis, by the way, will have a hit-parade version of his "Country Jamboree" sent to our Armed Forces in Germany.



poor servicing. There's nothing like a station chart to help improve service.



MY HERO—Even a pretty N.Y. city-slicker like Veronica Shanley can be won over to the C&W side. The young lady, one of the town's many new converts to country sounds beams as handsome cowboy songster Sonny Campbell signs his autograph for her during his headlining stint at the Mountain Dew Country Review at Palisades Park in N.J.

Rameo Records out of Phoenix is in the midst of an expansion campaign, and is looking to develop new artists and also pick up new material for its current roster, which includes Sanford "The Fool" Clark, Donnie Owens and Al King. The firm is currently negotiating in Hollywood for two film tracks to be released on LPs in the fall. Al Natterman was in Los Angeles

last week repping the firm, contacting pubs, stations and film execs.

Little Richie Johnson has promo copies available on the new Caravan noisemaker, "It Makes You Happy" by Kenny Vernon. Deejays needing copies can contact Richie at Box 3, Belen, N.M.

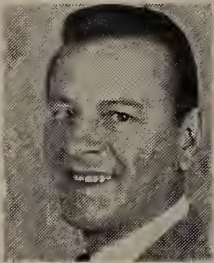
Ann Christine, who cuts the country music for Hanna-Barbera, makes her stage debut this week (5) on the Lee Erwin Show at the Hialeah Theatre. Her next release on HBR is scheduled for the latter part of the month.

Dick Heard tells us that he has just returned from sessions in Nashville with Johnny Dollar, Van Trevor and Penny Starr. Johnny's new sides include "Crazy Crying Eyes" and "Windburn," Van's include "He's Losing His Mind" and "When You've Lost Your Baby" and Penny has waxed "You've Taken All The Woman Out Of Me" and "A Thing Of Pleasure." The threesome also took time out to tape a segment for the Arthur Smith TVer, as well as spots for the Bobby Lord Show, the Ralph Emery Show, the Ernest Tubb Record Show and the Cooking With Cass radio show. Young Penny, just back from a morale boosting tour of Iceland, heads for Puerto Rico on Sept. 15, followed by another G.I. campaign, this time in Viet Nam.

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# COUNTRY REVIEWS

B good  
B+ very good  
C+ fair  
C mediocre

## THE CASH BOX BULLSEYE



TOUCH MY HEART (3:25) [Mayhew, BMI—Young, Mayhew]  
IT SHOULD BE EASIER NOW (2:58) [Pamper, BMI—Nelson]  
RAY PRICE (Columbia 43795)

Just coming off a two-sided winner, "A Way To Survive" and I'm Not Crazy Yet," Ray Price is ready to go the hitsville route once again with this item tabbed "Touch My Heart." A sure-fire choice, this one is a low-down, heartfelt blueser with lots of appeal. "It Should Be Easier Now" is another heart-rending weeper that could also go.

BAD SEEDS (2:53) [Stallion, BMI—Anderson]  
YOU GO YOUR WAY (I'll Go Crazy) (2:37)  
[Wilderness, BMI—Williams, Cordle]  
JAN HOWARD (Decca 32016)

Just coming off her "Evil On Your Mind" smasher, Jan Howard has an even bigger one on her hands with this blue ribbon outing called "Bad Seeds." The excellent sound on this rhythmic tale of a footloose woman should give the lid skyrocket potential. "You Go Your Way (I'll Go Crazy)" is also a superfine effort with loads of potential. Watch for strong pop reaction.

GOIN' DOWN THE ROAD (Feelin' Bad) (2:02)  
[Crestmoor, BMI—Arr: Davis]  
I CAN'T STAND THE SIGHT OF YOU (2:23)  
[Crestmoor, Novachaminjo, BMI—Mann]  
SKEETER DAVIS (RCA Victor 8932)

Always a chart threat, Skeeter Davis is bound to stir up plenty of reaction to this rendition of "Goin' Down The Road (Feelin' Bad)." Tune gets a rollickin', bluegrass-flavored arrangement from the bubbling songstress, making it an excellent programming choice. "I Can't Stand The Sight Of You" is a mid-tempo stand, also done up nicely.

THE PROOF IS IN THE KISSING (2:27) [Barmour, BMI—Lee, Louvin]  
SCARED OF THE BLUES (2:04) [Central Songs, BMI—C./I. Louvin]  
CHARLIE LOUVIN (Capitol 5729)

Here's another walloping item from Charlie Louvin, called "The Proof Is In The Kissing," which should soon be seeing healthy reaction. Lid is a fast-moving, downhearted stanza about a fella who finds that his gal's love is growing cooler. "Scared Of The Blues" is a slowed-down, shuffling stanza with a pretty sound.

ANCHORS AWEIGH (My Love) (2:30) [Tree, BMI—Wayne]  
TONIGHT'S THE NIGHT MY ANGEL'S HALO FELL (3:10)  
[Vanjo-Wright]  
SHEB WOOLEY (MGM 13556)

After recently re-entering the Top 50 circle with his "I'll Leave The Singing To The Bluebirds" outing, Sheb Wooley should continue in that vein with this goodie called "Anchors Aweigh (My Love)." Tune is a sweet, winning story of a man who can't find a permanent port. Also effective, "Tonight's The Night My Angel's Halo Fell," is a blues-laced ode of a guy who drives his woman to another man.

NOW TELL ME (2:40) [Glad, BMI—Hunter]  
AFRAID (2:08) [Milene, BMI—Rose]

GEORGE JONES & MELBA MONTGOMERY (United Artists 50015)

George Jones and Melba Montgomery have teamed up for what looks like another chart stand from the pair. Top side, "Now Tell Me," is a light, loping ditty about a couple who still dig marriage despite the problems. Flip, "Afraid," is a twangy, shuffling ballad that could also make noise.

ALMOST PERSUADED No. 2 (3:16) [Al Gallico, BMI—Sutton, Sherrill]  
PACKETS OF PENCILS (2:19) [Channel, ASCAP—Wooley]  
BEN COLDER (MGM 13590)

Under the alias of Ben Colder, Sheb Wooley has built up an engine full of steam with this stanza called "Almost Persuaded No. 2." A hilarious comedy followup to the David Houston giant, this Colder lid should soon be roaring on home. "Packets Of Pencils" is a cute double-talking singalong.



# COUNTRY REVIEWS

B+ very good  
B good  
C+ fair  
C mediocre

## THE CASH BOX BULLSEYE



SHE'S NEVER GONE THAT ROUTE BEFORE (2:18)  
[Central Songs, BMI—McDonald]

THERE SITS AN ANGEL (2:19) [Central Songs, BMI—McDonald]  
SKEETS McDONALD (Columbia 43791)

Although absent from the charts for a spell, Skeets McDonald could well do Top 50 business with this effort, dubbed "She's Never Gone That Route Before." She is a honky-tonk, barrelhouse walloper that tells of a gal who's getting a taste of high life. "There Sits An Angel" is a misery-laced, mid-tempo stomper.

## Newcomer Pick

THE BIGGER THE FOOL (The Harder The Fall) (2:41)  
[Seashell, BMI—Mize]  
YOU CAN'T STOP ME (2:26) [Seashell, BMI—Mize]  
BILLY MIZE (Columbia 43770)

Billy Mize may well break into the national spotlight as a result of this offering dubbed "The Bigger The Fool (The Harder The Fall)." Backed up by the Jordanaires, Mize serves up the easy-paced blueser in a warm, feelingful style. Deserves a listen. "You Can't Stop Me" is a perky, very listenable woeser. Nicely done.

WAITIN' FOR MY BABY (2:18) [Tree, BMI—Kemp]  
FEELIN' SINGLE, SEEMIN' DOUBLE (2:21)  
[Glad, Blackjack, BMI—Kemp]  
WAYNE KEMP (Dial 4041)

Wayne Kemp may very well create a big name for himself with this self-penned deck. Side to watch, "Waitin' For My Baby," is a low-key, haunting shuffler based on "Comin' 'Round The Mountain." Flip, "Feelin' Single, Seemin' Double," is a lively, fun-filled story of a man whose nightly doings gave him a lot of morning woes.

THE HURT'S PUT ME IN THE DRIVER'S SEAT (2:17)  
[Barmour, BMI—Lee, Moon]  
IF I PAID YOU BACK (2:18) [Barmour, BMI—Lee, Louvin]  
RONNIE BLACKWELL (Hilltop 3013)

Already making a good bit of noise with this lid, tabbed "The Hurt's Put Me In The Driver's Seat," Ronnie Blackwell could well zoom into the big picture. Side is a misery-laden, catchy weeper based on a very popular TV commercial. Watch out. "If I Paid You Back" is a real tear-pulling woeser.

LEO LEBLANC (Mosrite 240)  
(B+) ROLL STEEL ROLL (2:00)  
[Double-Neck, BMI—LeBlanc] Leo LeBlanc may stir up lots of action with this haunting, pop-flavored instrumental stand. Could get strong airplay.

(B) BOIL THEM CABBAGE DOWN (1:30) [Double-Neck, BMI—Arr: LeBlanc] Oldie gets a wallop, hard-driving workout on the flip.

SANFORD CLARK (Ramco 1972)  
(B+) THE FOOL (2:39) [Debra, Desert Palms, BMI—Hazelwood] Sanford Clark may see lightning strike with this potent revival of his own years-back, pop-country smash. Could go again.

(B) STEP ASIDE (2:09) [Renda, BMI—Jennings] Undercut is a lowdown, mid-tempo item with an infectious sound.

JO ANN REYNOLDS (Banner 111)  
(B) STRANGER IN MY HEART (2:56) [Heart of the Hills, BMI—Williamson] Here's a pretty item that could make some noise for Jo Ann Reynolds. Tune is a plaintive, tear-tugging tale of woe.

(B) RING A DING DONG DADDY (2:00) [Heart of the Hills, BMI—T./M. Williamson] Songstress offers a lively, thumpin' stanza here.

TOMMY JONES (Tornado 142)  
(B) COUNTRY D.J. (2:32) [B-W, Live-Wire, BMI—Perkins, Willis] Tommy Jones may do well with this rhythmic, easy-paced story of a spinner who hits paydirt as an artist.

(B) HE STARTED WITH A QUARTER (Years Ago) (2:31) [Live-Wire, WelDee, BMI—Perkins, Hitchcock] This one is a galloping ditty of the American dream.

FRANKIE MILLER (Starday 777)  
(B+) CHARLIE'S GOT A GOOD THING GOING (2:02) [Starday, BMI—Ward, McLain] Frankie Miller could break big with this happy-go-lucky, high-stepping takeoff on the well-known TV commercial.

(B) A TOUGH ROW TO HOE (2:22) [Starday, Bobe, West, BMI—Balthrop] This lid is a misery-filled, reminiscing tale of a man's troubles.

JOHN SILOVER (K-Ark 702)  
(B+) HOW'S MY EX TREATING YOU (2:10) [Tree, BMI—McAlpine] John Silover could make a big name for himself with this tear-stained, feelingful tale of a man who can't forget his old love.

(B) SHE AIN'T STARTED CRYING YET (2:20) [Stringtown, BMI—Silover] Flip is a perky, bouncing ode about a gal riding for a fall.



Another Big Hit By . . .

# JOHNNY WRIGHT

## "I'M DOING THIS FOR DADDY"

Published By Southtown Music Inc., Nashville, Tenn



#32002

Division of MCA

Moeller Talent Inc., Nashville, Tenn.

### Cash Box

## COUNTRY TOP 50

	Pos.	Last Week		Pos.	Last Week
1			ALMOST PERSUADED (Al Gallico—BMI) David Houston (Epic 10025)	1	
2			THE TIP OF MY FINGERS (Tree, Champion—BMI) Eddy Arnold (RCA Victor 8869)	3	
3			THE STREETS OF BALTIMORE (Glaser—BMI) Bobby Bare (RCA Victor 8851)	2	
4			A MILLION AND ONE (Silver Star—BMI) Billy Walker (Monument 943)	4	
5			THE SHOE GOES ON THE OTHER FOOT TONIGHT (Mariposa—BMI) Marty Robbins (Columbia 43680)	8	
6			YOU AIN'T WOMAN ENOUGH (Sure-Fire—BMI) Loretta Lynn (Decca 31966)	6	
7			BLUE SIDE OF LONESOME (Glad—BMI) Jim Reeves (RCA Victor 8902)	11	
8			THE LOVIN' MACHINE (Window, Mayhew—BMI) Johnny Paycheck (Little Darlin' 004)	7	
9			I CAN'T KEEP AWAY FROM YOU (Bronze—SESAC) Wilburn Bros. (Decca 31974)	9	
10			SWINGING DOORS (Bluebook—BMI) Merle Haggard (Capitol 5600)	5	
11			STANDING IN THE SHADOWS (Ly—Rann—BMI) Hank Williams, Jr. (MGM 13504)	10	
12			ROOM IN YOUR HEART (Marson—BMI) Sonny James (Capitol 5690)	16	
13			4033 (Glad—BMI) George Jones (Musicor 1181)	13	
14			LONELYVILLE (Four Star Sales—BMI) Dave Dudley (Mercury 7258)	12	
15			IT'S ALL OVER (Wilderness—BMI) Kitty Wells (Decca 31957)	14	
16			THINK OF ME (Bluebook—BMI) Buck Owens (Capitol 5647)	15	
17			I GET THE FEVER (Stallion—BMI) Bill Anderson (Decca 31999)	25	
18			IF TEARDROPS WERE SILVER (Tree—BMI) Jean Shepard (Capitol 5681)	19	
19			MOMMY, CAN I STILL CALL HIM DADDY? (Tree—BMI) Dottie West (RCA Victor 8900)	20	
20			THE WORLD IS ROUND (Four Star—BMI) Roy Drusky (Mercury 72586)	22	
21			BLUES PLUS BOOZE (Sure Fire—BMI) Stonewall Jackson (Columbia 43718)	23	
22			AIN'T HAD NO LOVIN' (Blue Crest—BMI) Connie Smith (RCA Victor 8842)	17	
23			THE BOTTLE LET ME DOWN (Blue Book—BMI) Merle Haggard (Capitol 5704)	30	
24			I'M A NUT (Sleepy Hollow, Vincent Youmans—ASCAP) Leroy Pullins (Kapp 758)	18	
25			A TASTE OF HEAVEN (Forest Hills—BMI) Jim Edward Brown (RCA Victor 8867)	26	
26			WALL PAPER ROSES (Melrose—ASCAP) Jerry Wallace (Mercury 72589)	21	
27			OPEN UP YOUR HEART (Blue Book—BMI) Buck Owens (Capitol 5705)	39	
28			AT EASE HEART (Acuff-Rose—BMI) Ernie Ashworth (Hickory 1400)	31	
29			I'D JUST BE FOOL ENOUGH (Acuff-Rose—BMI) Browns (RCA Victor 8838)	35	
30			PURSUING HAPPINESS (Wilderness—BMI) Norma Jean (RCA Victor 8887)	32	
31			LOVE'S SOMETHING I CAN'T UNDERSTAND (Cedarwood—BMI) Webb Pierce (Decca 31982)	33	
32			I HEAR LITTLE ROCK CALLING (Acclaim—BMI) Ferlin Husky (Capitol 5679)	36	
33			WALKIN' ON NEW GRASS (Pamper—BMI) Kenny Price (Boone 1042)	40	
34			BOTTLES (Barmour—BMI) Billy Grammer (Epic 10052)	43	
35			THIS GUN DON'T CARE (Barmour—BMI) Wanda Jackson (Capitol 5712)	46	
36			LOOK INTO MY TEARDROPS (Wilderness—BMI) Canway Twitty (Decca 31983)	29	
37			I'M WILD BILL TONITE (Saran—BMI) Janet McBride & Vern Stovall (Longhorn 571)	38	
38			THE JUGGLER (Al Gallico—BMI) Claude King (Columbia 43714)	34	
39			MY WAY OF LIFE (Gringo, Shol—BMI) Sonny Curtis (Viva 602)	41	
40			I REMEMBER YOU (Paramount—ASCAP) Slim Whitman (Imperial 66181)	28	
41			BOA CONSTRICTOR (Hollis—BMI) Johnny Cash (Columbia 43763)	44	
42			LITTLE PEDRO (Regent—BMI) Carl Butler & Pearl (Columbia 43685)	45	
43			THE COMPANY YOU KEEP (Combine—BMI) Bill Phillips (Decca 31996)	50	
44			NO ONE WILL EVER KNOW (Acuff-Rose—BMI) Frank Ifield (Hickory 1397)	—	
45			IT TAKES A LOT OF MONEY (Four Star—Sales—BMI) Warner Mack (Decca 32004)	—	
46			EL TIGRE (Delmore—ASCAP) Stu Philips (RCA Victor 8868)	47	
47			EARLY MORNING RAIN (Witmark & Son—ASCAP) George Hamilton IV (RCA Victor 8924)	—	
48			(THAT'S WHAT YOU GET) FOR LOVING ME (Witmark & Son—ASCAP) Waylon Jennings (RCA Victor 8917)	58	
49			SHOW ME THE WAY TO THE CIRCUS (Mimoso—BMI) Homesteaders (Little Darlin' 0010)	52	
50			WHAT'S IT GONNA COST ME (Shadetree Music—BMI) Bonnie Owens (Capitol 5688)	—	
51			SWEET THANG Nat Stuckey (Poulo 243)	—	
52			WACO Lorne Green (RCA Victor 8901)	—	
53			LAST THING ON MY MIND Tompall & Glaser Bros. (MGM 13531)	—	
54			HECK OF A FIX IN '66 Jim Nesbitt (Chort 1350)	—	
55			LITTLE BOY, WALK LIKE A MAN Hordin Trio (Columbia 43710)	—	
56			A MAN GOTTA DO WHAT A MAN GOTTA DO Tommy Collins (Columbia 43724)	—	
57			I'M GONNA LEAVE YOU Anito Corter (RCA Victor 8923)	—	
58			EVIL OFF MY MIND Burl Ives (Decca 31997)	—	
59			HOW'S THE WORLD TREATING YOU Molly Bee (MGM 13537)	—	
60			APARTMENT #9 Bobby Austin (Tolly)	—	

This is

# ALMOST

## Almost Persuaded #2

K-13590

Ben Colder's version of today's no. 1 Country & Western Hit!

b/w Packets of Pencils



MGM Records is a division of Metro-Goldwyn-Mayer Inc.



# SCANDINAVIA

## DENMARK

Latest sheet music from Francis, Day & Hunter Scandinavia A/S includes "Over Under Sideways Down," at the moment on international charts recorded by the Yardbirds, and "To Make A Big Man Cry" by Les Reed and Robin Conrad. Wilhelm Hansen, Musik-Forlag has released "I Am A Rock" by Paul Simon with Danish Lyrics ("Jeg Er En Klippe") by Thøger Olesen. Finally, Reg Connelly, Musik-Forlag A/S has released the sheet music for "Bus Stop" by Graham Gouldman. Recorded by the Hollies, this tune is or has been on the charts in all Scandinavia countries the last months. Swedish subpublisher of the tune is Ehrling & Löfvenholm AB in Stockholm while Norsk Musikforlag A/S in Oslo handles it for Norway.

Arne Lambeth, well known Danish musician (on trumpet) of Swedish origin, has signed a record contract with Dansk Grammophonpladeforlag where he will appear at the Sonet label.

## NORWAY

Late Jim Reeves continues keeping his position as one of the all-time best selling artists in Norway. Recently his "Four Walls" was given a Silver Disk after a 25,000 sale—this is more notable as the record never was released as a single, but as an LP only. This month, his "The Best Of Jim Reeves, Vol. II" holds the 9th spot on the LP charts here. The recent Silver award to the late Jim Reeves was his 16th award from Norway. The list includes one Platinum and one Diamond (for 100,000 and 75,000 respectively of "I Love You Because"), three Gold Disks and eleven Silver. It seems most dubious to say, the least that anyone will be able to hurt this record.

Dizzie Tunes on Troll label has recorded "Good Day Sunshine" and "Here, There And Everywhere," two titles from the recent Beatles LP album. Other news from Jørg-Fr. Ellertsen A/S, manufacturing the Troll label, includes local singles with Laila Granum, Jan Hørtun, Linn Arnold, Lars Bjune and Liz Baxter.

Latest releases from Arne Bendiksen A/S includes two LPs on Warner Bros., a new James Brown LP on Sonet and two LPs on Dot.

## SWEDEN

In town for biz talks last week was Harvey Schein and Peter de Rougemont of CBS. They visited their local representatives here, AB Philips-Sonora (handling CBS) and Sonet Grammofon AB (Handling Epic). As a result of the visit, local Swedish recording with international appeal will start to appear at the Epic label here.

Dag Häggqvist of Sonet Grammofon AB reports that Ray Adams, Norwegian singer on Swedish Sonet label, is just about to have his first German record released by Ariola. Main title will be "Ich Liebe Dich," which is "I Love You Because" in German. On September 25th, Sonet Concert Agency in cooperation with Stingproduktion and Aristtjänst arranges a pop gala in Stockholm with plenty of local brands plus, as highlights of the show, Lovin Spoonful and the Kinks.

Gert Lengstrand of Artisttjänt reports that the local group, the Streaplers are now to make a career in Germany. TV in Hannover and Frankfurt is on their schedule the next months. The group has just recorded "Get It," a tune penned by the members of the group themselves. Between Oct. 17 and Nov. 1, the Streaplers will probably be touring England, while the British group Koobas is touring Sweden at the same time, this is a result of negotiations between Artisttjänt and British promoter Arthur Housley.

## Norway's LP Best Sellers

This Week	Last Week	
1	1	Sound Of Music (Soundtrack/RCA Victor)
2	3	Aftermath (Rolling Stones/Decca)
3	—	Revolver (Beatles/Parlophone)
4	2	*Psst! (Pussycats/Polydor)
5	7	Animalisms (Animals/Decca)
6	4	Strangers In The Night (Frank Sinatra/Reprise)
7	6	Did You Ever Have To Be So Nice? (Lovin' Spoonful/Kama Sutra)
8	8	Rubber Soul (Beatles/Parlophone)
9	—	The Best Of Jim Reeves, II (RCA Victor)
10	9	Daydream (Lovin' Spoonful/Kama Sutra)

\*Local product.

## Denmark's Best Sellers

This Week	Last Week	Weeks On Charts	
1	1	10	Paperback Writer (Beatles/Parlophone) Multitone A/S, Denmark
2	2	13	Beautiful Brown Eyes (Sir Henry & His Butlers/Columbia) Imudico A/S, Denmark
3	4	4	Sunny Afternoon (Kinks/Pye) Belinda (Scandinavia) AB, Sweden
4	3	21	*Kapitalismen (Per Dich/Sonet) Musikproduktion Winkler, Denmark
5	5	4	Monday-Monday (Mama's & Papa's/RCA Victor) Sweden Musik AB, Sweden
6	9	4	Strangers In The Night (Frank Sinatra/Reprise) Sweden Music AB, Sweden
7	6	9	Pretty Flamingo (Manfred Mann/HMV) Multitone A/S, Denmark
8	8	13	Paint It Black (Rolling Stones/Decca) Musikförlaget Essex AB, Sweden
9	7	9	*Otte Dage (Bjørn Tidmand/Odeon) Imudico A/S, Denmark
10	10	9	Sherry (Red Squares/Columbia) Imudico A/S, Denmark

## Norway's Best Sellers

This Week	Last Week	Weeks On Charts	
1	1	3	Yellow Submarine (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
2	5	2	Summer In The City (Lovin' Spoonful/Kama Sutra) Reuter & Reuter AB, Sweden
3	7	2	With A Girl Like You (Troggs/Fontana) Sonora Musikförlags AB, Sweden
4	3	11	Strangers In The Night (Frank Sinatra/Reprise) Sweden Music AB, Sweden
5	6	6	Did You Ever Have To Make Up Your Mind? (Lovin' Spoonful/Kama Sutra) Reuter & Reuter AB, Sweden
6	2	7	Sunny Afternoon (Kinks/Pye) Belinda (Scandinavia) AB, Sweden
7	4	6	Bus Stop (Hollies/Parlophone) Norsk Musikförlag A/S, Norway
8	—	1	Black Is Black (Los Bravos/Decca) No publisher
9	—	1	I Saw Her Again (Mama's & Papa's/RCA Victor)
10	10	2	Very Last Day (Hollies/Parlophone) No Publisher

## Sweden's Best Sellers

This Week	Last Week	Weeks On Charts	
1	2	3	With A Girl Like You (Troggs/Fontana) Sonora Musikförlags AB, Sweden
2	1	5	*In My Dreams (Tages/Platina) Tagemusik Edition Odeon, Sweden
3	—	1	Yellow Submarine (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
4	5	3	*Det Tror Jag Inte På (Sven Ingvars/Svensk-American) Seven Brothers Musik Inc./Edition Odeon, Sweden
5	6	2	Summer In The City (Lovin' Spoonful/Kama Sutra) Reuter & Reuter AB, Sweden
6	—	1	They Are Coming To Take Me Away (Napoleon XIV/Warner Bros.) No publisher
7	3	7	Bus Stop (Hollies/Parlophone) Ehrling & Löfvenholm AB, Sweden
8	8	2	The End Of The World (Caretakers/Swe-Disc) Multitone AB, Sweden
9	4	8	Sunny Afternoon (Kinks/Pye) Belinda (Scandinavia) AB, Sweden
10	—	1	Hanky Panky (Tony James/Scan-Disc) Southern Music AB, Sweden

\*Local copyright.



RIGHT SIDE UP—Even though this photo was snapped way down under, Sydney, Australia, April Stevens and Nino Tempo were still autographing the right side of their latest Festival release "All Strung Out." The deck was rush released in connection with the duo's current Australian visit, to play at the Chevron Hotel in Sydney.



SPEECH MAKING—Larry Page had centre stage at the recent Philips London sales meeting. Page, who co-heads Page One Records with Dick James (seated right) flank Philips' managing director Leslie Gould. Page One will be getting its own label in England on Oct. 1, which will be distributed by Fontana.



# Cash Box



September 10, 1966

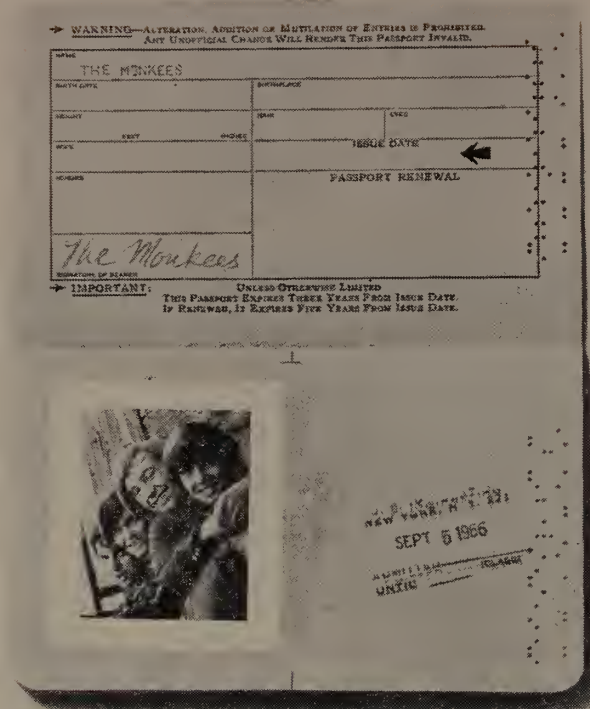


A record in aid of  
the Save the Children  
Fund.  
The following artistes  
have donated their  
services.

Andy Williams  
Dusty Springfield  
Cliff Richard  
Walker Brothers  
Johnny Dankworth  
Cleo Laine  
Roger Miller  
Spencer Davis Group  
Frankie Vaughan  
Sandie Shaw  
Val Doonican  
Swingle Singers  
Harry Secombe  
Kathy Kirby  
Ken Dodd

Photograph by  
Lord Snowdon  
by kind permission  
of The  
Sunday Times

The photo, taken by Lord Snowdon, tells its own story. The record sleeve houses "Stars Charity Fantasia," an LP in aid of the Save the Children Fund. This is a follow up to the United Nations LP, "All Star Festival" of 1963, which sold over one million copies in aid of UNICEF. Once again the record industry as a whole has contributed to the "Stars Charity Fantasia" album which has been pressed and distributed by Philips, retailing at £1 per copy. An all-out effort is called for to ensure maximum sales to help the 100,000 children throughout the world who are cared for daily by the SCF.



**Internationally bound with a hit sound!**

#1001



### **The Monkees...**

America's most exciting new group is creating a sales sensation with their first Colgems single.

It's available now, so get in on the action.

See the Screen Gems TV Show "The Monkees," produced by Bert Schneider and Robert Rafelson.

"Last Train to Clarksville" produced by Tommy Boyce and Bobby Hart.  
 "Take a Giant Step" produced by Tommy Boyce, Bobby Hart and Jack Keller.

Music Supervision, Don Kirshner.

## **COLGEMS**

Manufactured and Distributed by RCA

ORDER FROM YOUR RCA VICTOR DISTRIBUTOR TODAY!



## Tony Bennett To Top 'Grand Gala' Bill

AMSTERDAM — The world-famous CBS chanter Tony Bennett, accompanied by The Ralph Sharon Trio, will be top of the bill at this year's "Grand Gala Du Disque Populaire" to be held in Amsterdam, on October 1. The annual Grand Gala is organized by the Dutch companies (C.C.G.C.), and each year many artists from all parts of the world are invited to perform on one of the two Gala nights: a popular and classical one, which will be broadcast by radio and TV.

Other artists, appearing at the "Grand Gala" are, as Cash Box reported before: Al Hirt, Dionne Warwick, Astrud Gilberto, Leo Ferré, Richard Anthony, Spencer Davis Group, The Peanuts, Georgie Fame, Les Baroques, Paul van Vliet, Ramses Shaffy, Orchestra directed by Dolf van der Linden and announcer Jan Theys. There also will be 2 fashion flashes by Yves St. Laurent.

So far, CBS Holland released 12 Albums by Tony Bennett including

his "Carnegie Hall Concert" (June 9, 1962), and such albums entitled: "I Left My Heart in San Francisco," "I Wanna be Around," "The Many Moods of Tony," "This All I Ask," "When Lights are Low," his famous "In Person!" album with Count Basie & his Orchestra and, more recently, "Who Can I Turn To?" and "Songs for the Jet Set." CBS also released a 2-record set entitled "A String of Tony's Hits," featuring such famous items as "Boulevard of Broken Dreams," "I Left My Heart in San Francisco," "Because of You," "Just in Time" and many others. Almost simultaneously with Bennett's visit, the première-date of the Paramount Picture "The Oscar," in which Bennett plays a leading role, is scheduled for Amsterdam. CBS is going to tie-in with the release of the sound track LP recording containing the music by Percy Faith, who also conducts the orchestra as well as the theme-song on a single, sung by Bennett.

## Pye Renews So. Africa Deal With Teal

JOHANNESBURG — During a recent visit to London, Gerald McGrath, chairman and managing director of Teal Records of Johannesburg had meetings with Louis Benjamin of Pye Records and extended a long-term contract to represent Pye Records in

South Africa. Arrangements were also made for the reciprocal acquisition of third-party product. McGrath also had meetings with his British publishing associates, Robbins, Feldman, Francis Day & Hunter and Acuff Rose. In Portugal he acquired the Telectra label for South Africa.

## Musicassettes Success Cited By Klaassen

AMSTERDAM — Amsterdam-Phonogram's deputy manager Rein Klaassen has stressed the importance of the Musicassettes, as introduced by Philips in 1963. Since the start, the pre-recorded tapes in the attractive little pocket-cases (and to be played on a special portable recorder which is considered a small technical jewel in itself) have assumed very interesting proportions in both America and

Europe. Klaassen told Cash Box he is very determined to develop the repertoire—in close cooperation with his label-managers—to a highly differentiated scale with all sorts of modern popular music from Phonogram's recent LP-catalogs, the more so where the factory is giving the recorder various new possibilities for car, home and outdoor use. Sales-figures so far are much to his satisfaction.

## Middle East: Expansion Of Disk Market

BEIRUT (LEBANON) — Three years has seen a vast improvement for record sales in the Middle East. Back for a short visit, Cash Box has found in territories here a marked change and improvement for the music business in general.

Three years ago there was no local record industry. All disks were imported from the various countries of Europe and from the States. Even the original Arabic recordings were re-produced and pressed in Europe, principally in England, were EMI took care of the production and exportation of the Arabic disks.

Due to the low standard of living in these countries (with the only exception of Lebanon), record product is principally devoted to the high class, who, by the way, has an extraordinary purchase power.

These are all two/three-language people; together with Arabic, they can speak French and/or English. This trend reflects directly into musical taste and it's the principal reason why all European (principally English, Italian and French) and American production finds here a strong acceptance.

With buyers having the possibility to make a selection among the record production of the top "musical" countries of the world, the Middle East can be considered as a pilot market for "International Hits To Be".

This is a first point of interest for this market by part of the record producers who figure they can derive from the reaction of their disks in these countries the way to reach the worldwide market.

But apart from these considerations there is a direct interest in this market by record producers because of the fast increase in record sales registered in this part of the world.

Two years ago, the first pressing plant in the Middle East countries was opened in Beirut (Lebanon). This was an initiative of Mario & Michel Haddad, at that time top record importers of the Middle East. They created a company called Societe Libanaise Du Disque. The factory was provided with the most advanced injection machines imported from Italy. This kind of press assures a first-class product. Injection machines were preferred because of the lack of water in this territory.

Being the only existing pressing plant in the Middle East, it was automatic that the world record market started gravitating around the SLD. (They were recently appointed RCA licensee.) Having at their disposal top record material, together with a rapidly increasing market, SLD built up a dynamic organization.

In the period when records were imported, record promotion in these countries was limited. SLD started a promotion office, which should be con-

sidered directly connected with the increase in record sales registered in the past three years in the Middle East.

To offer an idea of how fast the market has increased in a short time, here is the total number of records sold in the various countries in 1963 and in 1965:

LEBANON:	1963—1,500,000 ( 7% LPs)
	1965—2,500,000 (10% LPs)
JORDAN:	1963— 200,000 (3% LPs)
	1965— 300,000 (2% LPs)
KUWAIT:	1963— 150,000 (5% LPs)
	1965— 200,000 (7% LPs)
SAUDI ARABIA:	1965— 350,000 (2% LPs)
SYRIA:	1963— 400,000 (2% LPs)
	1965— 300,000 (3% LPs)

Note that in 1963 records importation in Arabia was forbidden by the government. In 1965 record importation was permitted, and this market is rapidly expanding.

The percentage of increase in the total sales between 1963 and 1965 is extremely high and according to Mario Haddad, president and general manager of SLD, the market is still growing. It is probable that next year the Middle East will easily surpass 4 million disks sold.

Haddad added that SLD started with two injection machines and the factory was provided with enough room to locate twelve presses. They are planning to enlarge the factory again in view of future needs. The reason of this success is partially a consequence of the increasing standard of living in each country of the Middle East, but, principally, to the promotion started on record product by SLD. The SLD organization has all promotional media covered: TV, radio, cinemas, and press. (In these countries radio is the principal media of promotion for records.) For the success of a recording, personal appearances by the artists is not yet required.

Of course, this fast increase of the record business has brought about the creation of new initiatives in the field: other pressing plants have been or will be opened in the near future in the Middle East.

SLD will soon enter the music publishing field with the opening of a pubby which for the first time will control the publishing rights of global production for the Middle East. This will create a new point of interest in the market where a copyright law already exists, but was never taken into practical consideration.

This will also create a new point of interest for another intensive promotion of musical product and for the creation of new musical interests, which will further enlarge and increase this newly discovered market.

## Cash Box TOP 100 LABELS

ABC Paramount	56, 59, 68	Kama Sutra	6, 95
A & M	9, 37, 48	Kapp	26, 84
Amy	12	King	61
Atlantic	10, 34, 62	Liberty	25, 82
Atco	49, 64	London	31
B. T. Puppy	4	Lucky Eleven	81
Bang	33	Mar-Vel-Ous	44
Bell	86	Mercury	70, 87, 94
Cadet	32	Minit	100
Cameo	41	MGM	21, 38, 65
Capital	1, 7, 14, 19, 39, 83	Motown	2, 45
Chess	13	MSL	57
Colgems	52	Musicor	100
Columbia	15, 22, 42, 90, 98, 99	Philips	5, 36, 43, 100
Date	93	RCA Victor	53, 79, 96
Destination	60	Reprise	17, 46
Diamond	75	Revilot	24
Double Shot	78	Roulette	18
Dot	29	Smash	74, 77, 97
Elektra	35	Stax	72, 76, 80
Epic	3, 27, 40, 51	Soul	23, 50
Fontana	49, 64, 67	Tamla	11, 58
Gordy	20	Tower	66
HBR	89, 91	Valiant	16, 73
Imperial	8, 55, 88	Verve	30, 63, 71
International Artists	69	Wand	54
		Warner Bros.	28
		White Whale	85
		Windy City	47

## Earl's Court Show Strictly For Tradesters

LONDON — For the first time, this year's radio and TV show at Earl's Court was a strictly trade affair confined solely to buyers at home and abroad and to importers and exporters all over the world.

Overseas countries represented included Scandinavia, Germany, Poland, Hong Kong, Japan and the United States.

Although more international than in previous years, the show was less exciting than usual. Without the general public, there were no personal appearances by recording stars to add a touch of glamour to the event and the effects of the credit squeeze were apparent everywhere. Nevertheless, four important trends and developments were exploited to the fullest. Color television promised for late next year was demonstrated on several stands. The latest stereo radiograms and Hi-Fi systems underlined the rapid advances being made in this field, and small transistorized ampli-

fiers attracted much attention.

However, the biggest impact of all was made by tape cassettes. The two rival systems were demonstrated—the international DC adopted by Grundig and Telefunken, and the Philips Compact. The latter is at present well in the lead, backed by the current launching of Musicassettes carrying popular music from their own repertoire as well as that of EMI, with further additions from Pye and Polydor scheduled for 1967.

Another eye-catcher at the show was the world's smallest TV set—a pocket-size model of British design and manufacture—which will be launched by Sinclair Radionics in January 1967, priced at 49 guineas.

General Electric of America featured a high-quality radio-phono that hangs on a wall and folds up when not in use, and a transistorized record player which shows synchronized slides on a TV screen.



# BRAZIL

This week's news starts with diskery Musidisc, as given by São Paulo representative Ivo Oliveira, who is handling PR and promo in this area. We gave news that the company had acquired a record plant in Petrópolis, near Rio de Janeiro—now this is being re-adapted for full activity and soon it will rank among the best in the country. Prexy Nilo Sérgio is launching a new recording system through the sale of recorded tapes; each will contain music from two albums and will cost approximately Cr\$30,000.—(between \$13. and \$14.), they will be stereo and in speed 3¾. Four to five reels will be released monthly and all kinds of music will be included, from classic to teen. . . . MUSIDISC is now completely independent and its promo and distribution is no longer being taken care of by RCA, as was before. . . . Chanter-composer Orlan Divo is preparing his new album for the company and it will most likely have an impact with lovers of modern pop music, because of his personality. . . . The A&R department is now in the responsible hands of Primo and Durval Ferreira, and through new plans, they are trying to attend exigence of present market, pacting new names for its cast. . . . Breno Sauer Quartet makes its bow with the company, through an album of the best MPM music, presented with excellent arrangements and called "4 Na Bossa". . . . For the teen-music lovers, a new instrumental group, the Sunshines, after several successful presentations on TV, appear with a first "compact."

Sad news has again hit the musical scene of Brazil: popular composer of many hits, Orestes Barbosa, who is responsible for one of the most beautiful classic standards of Brazilian popular music, "Chão De Estrélas", died last week and all over Brazil homages were rendered. All radios and TV stations played his music and spoke about his music, his life and his bohemian days.

Miltinho Gama, efficient promo man of Discos Chantecler informs: celebrating another anniversary of activity (its 7th.) the company is making a special press promotion distributing the label's bio, from its first release (August 16, 1958)—10 discs 78rpm, featuring the Chantecler Band interpreting "Lampião De Gaz" b/w "Cabecinha No Ombro", passing by some of the big hits launched, such as Alberto Caçada, with his "Waltz Cascade" (over 30,000 copies sold) and the appearance of Luiz Bordón, who made popular the paraguayian harp; to celebrate the company's first anniversary, Chantecler launched the only complete recording of Carlos Gomes' opera "O Guarani". Later international activity took form and now Chantecler is distributing in this country Italian Ricordi, German Metronome, French Festival, Mexican Peerless and US Roulette and Decca. Among foreign artists launched through Chantecler are Bobby Solo, Shawn Elliot, Ornella Vanoni, Wilma Goich, Emilio Pericoli. The national cast includes some of the most expressive names, such as Giane, Joelma, the Jet Black's, Waldik Soriano, Teixeira, Jose Augusto, Carlos Cesar, Ely Camargo, Jose Lopes, Wanja Orico and pianist Eudoxia De Barros, whose album "Ouro Sobre Azul", released in 1963, won all awards of press, radio and TV, and many others. It was also through the Chantecler label that the new rhythm created by Mario Albanese and Ciro Pereira—"Jequibáu"—was launched, to become an important manifestation not only in this country but also in the USA and other countries.

From the promo dept of Discos Continental, we find out some news as follows: two names are receiving a special promo treatment from the company—Jose Leão, to whom we referred already in previous columns, and is now appearing with a single ("Vera" b/w "Eu Compro Essa Mulher", both by João Roberto Kelly and J. Rui), and a new chantress-composer Elizabeth, who is having an album being released, titled "A Canção Que Chegou" (The Song that Arrived) and in which she interprets in the best MPM style some of her own compositions together with "sambas" by some of the greatest composers, such as Jota Junior, Chico Buarque, Billy Blanco, Fernando Cesar, Britinho, Marcos Valle, Tito Madi and Gaya. . . . A first LP for Continental, introduces an instrumental group from provincial town of Ribeirão Preto, called "Newton Samba Bossa"; the album is called "Orgão Bossa & Balanco", and the varied selection of numbers are arranged by Siles (sax-baritone).

Eliane Pittman, daughter of US-Brazilian clarinetist, considered among one of the best in the world, Booker Pittman, returned recently from a two year tour to the United States, even better than when she left this country. The lively and good-looking lark was pacted by William Morris and appeared in some of the most famous US TV programs, while there (we had an occasion to mention her appearance with Jack Parr). Now she is back with TV Record (Channel 7 of São Paulo) where she started her career and is awaiting the release of a Decca original disk, which she cut in the US with Mitch Miller (here released through Chantecler). In the meantime, the chantress is appearing in several shows and gaining fast a great number of fans. And much more will be heard about the lark in the future . . . since she has what it takes!

It is still from the general manager of Companhia Brasileira De Discos (Philips), Alain Trossat's office in Rio that C. Pinto sends news of the company: first item refers to a new disk that will present a show that was a great hit in Rio and we had the occasion to talk about when we saw it in that city. The show was called "1º Tempo 5 x 0", starring chanter-composer Taiguara and tiny chantress Claudete Soares. The label will be Philips. . . . Talking about Claudete Soares, the company informs that the songstress has been exclusively pacted for that label. A new trial for a step ahead in the popular music comes with "Mutirão", which presents the most genuine roots of the Brazilian popular music, adapted in a popular and dynamic sense. The man who heads the movement is popular chanter-composer Sérgio Ricardo, who is presenting its themes in conferences in Universities and in a show at the Teatro Jovem of Rio de Janeiro. Philips is supporting this new movement and will cut a "live" disk soon. In order to prepare the release of the first Trini Lopez' Reprise record through the company, C.B.D. is launching a single of that artist with "Trini's Tune" b/w "Fly Me To The Moon". The same is being done with another famous Reprise artist, Nancy Sinatra with "How Does That Grab You" backed with "Call Me". . . . Sambista Jair Rodrigues, whose interpretation of hit number "Tristeza" led the charts for a long time lately, is preparing a new hit to face the last months of the year, through a Philips single with "Está Chegando A Madrugada" b/w "Rapaz De Bem", a satirical number aiming at teen-music, but popular twosome of composers Jair Amerim and Evaldo Gouveia. Two Philips disks are among the absolute best-sellers in Rio de Janeiro currently: the "single" by Frank Sinatra "Strangers In The Night" and the album "Dois Na Bossa Vol. 2", with Elis Regina and Jair Rodrigues.

Tango chanter Carlos Lombardi, who cut with the most famous "típicas argentinas" (such as Francisco Canaro's) and has more than 10 albums recorded, is now the owner of a restaurant in São Paulo, considered the Embassy of Argentine Music in Brazil, and where he is responsible for maintaining the traditional "tango" music in this country.

More releases news from Discos Odeon: albums "Espanha", with Stanley

## Brazil's Best Sellers

This Week	Last Week	Artist/Label
1	1	California Dreamin' (Vitale) Mama's & Papa's/RCA Victor (Dunhill)
2	2	*Coruja (Fermata) Deny & Dino/Odeon
3	4	Você Me Acende (Fermata) Erasmo Carlos/RGE
4	5	Theme From "Dollaro Bucato" (Fermata) Gianni Ferrio/Fermata
5	7	Suzie Q (Fermata) Jet Black's/Chantecler; Johnny Rivers/RCA Victor
6	6	*Mamãe Passou Açucar Ni Mim (Ed. Samba) Wilson Simonal/Odeon
7	3	*Tristeza (Fermata) Jair Rodrigues/Philips; Ary Cordovil/RGE; Maysa/RCA
8	8	Yesterday (Fermata) Matt Monro/Odeon; Jack Jones/Mocambo (FDR)
9	12	Aline (Vitale) Christophe/Mocambo (FDR)
10	11	Day Tripper (Fermata) The Beatles/Odeon
11	9	*O Bom (Ed. Samba) Eduardo Araujo/Odeon
12	10	*Ole Ola (Fermata) Chico Buarque/RGE; Nara Leão/Philips
13	15	*Veja Se Me Esquece (n.p.) Dori Edson/Continental
14	22	Pobre Menina (Fermata) Leno & Lilian/CBS
15	13	*Porta Estandarte (n.p.) Tuca & Geraldo Vandré/Chantecler
16	16	Sin Tu Amor (n.p.) Orlando Alvarado/Continental
17	18	*Longe, Tão Perto (n.p.) Os Vips/Continental
18	20	Perdimento Te Amarei (n.p.) Joelma/Chantecler
19	—	Hang On Sloopy (Fermata) Jan & Dean/RCA Victor
20	23	A Tua Voz (Ed. RCA) Agnaldo Rayol/Copacabana
21	17	*Quem Não Se Lembra (n.p.) Claudio de Barros/RCA Victor
22	—	Meu Bem (Girl) (Fermata) Ronnie Von/Polydor (CBD)
23	—	Strangers In The Night (Vitale) Frank Sinatra/Reprise
24	—	Theme From "Lara" (Fermata) Al Korvin/Fermata
25	—	Juanita Banana The Peels/Som Maior

## Brazil's TOP TWELVE LP'S

This Week	Last Week	Artist/Label
1	1	Rubber Soul—The Beatles/Odeon
2	2	Dois Na Bossa Vol. 2—Elis Regina & Jair Rodrigues/Philips
3	3	Help!—The Beatles/Odeon
4	4	Jovem Guarda—Roberto Carlos/CBS
5	5	Isto É Renato—Renato & Seus Blue Caps/CBS
6	8	Alguem Na Multidão—Golden Boys/Odeon
7	7	Quando O Amor Te Chama—Agnaldo Rayol/Copacabana
8	—	If You Can Believe Your Eyes And Ears—Mama's & Papa's/RCA (Dunhill)
9	—	Maysa—Maysa/RCA Victor
10	—	Você Me Acende—Erasmo Carlos/RGE
11	—	Os Vips Vol. 2—Os Vips/Continental
12	11	O Astro Do Sucesso—Agnaldo Timóteo/Odeon

## Top Six Double Compacts

This Week	Last Week	Artist/Label
1	4	California Dreamin'—Mama's & Papa's/RCA Victor (Dunhill)
2	1	El Presidente—Herb Alpert's Tijuana Brass/Fermata (A&M)
3	3	Satisfaction—Rolling Stones/Odeon (London)
4	—	Yesterday—The Beatles/Odeon
5	2	You Like Me Too Much—The Beatles/Odeon
6	6	Jovem Guarda Vol. 3—Roberto Carlos/CBS

### BRAZIL (Continued)

Black presents some typical rhythms of that country; "The Melodic Sound of Gaó's Piano", with the Ipanema Strings, is another disk of those requested by the London label. Double-compacts with Eduardo Araujo, with his teen-music hit "O Bom" and his version of the world hit "Les Cornichons" (Deixa De Banca); Matt Monro's "Yesterday," for long in the charts; Ray Anthony with four standards, "I'll Never Smile Again", "I Only Have Eyes For You", "Laura" and "September Song"; Tom Jones appears with "What's New Pussycat" and "Thunderball", which were also on the charts. The singles present: Trio Esperança, Wilson Simonal, the Fevers, Erlon Chaves, Claude Ciari, Adamo, Nat King Cole, the Outsiders, Matt Monro, the Rolling Stones.

Following its usual promo scheme, Discos CBS is making a special promotion this month for teen music vocal twosome Leno & Lilian, who have a number in the charts after few weeks of release ("Pobre Menina", a version of "Hang On, Sloopy"); and also romantic chanter Luiz Carlos Clay, who just started professionally. Back from his north and northeast tour, popular chanter Abdias is having success with his number "Amor De Cabaré". Alcides Gerardi left for Europe, where he will remain for six months, but before leaving, he cut an album to be released soon. Two new hits of "bolero" king Carlos Alberto. "Não Me Esqueças Nunca" and "Não Sei Não". . . . Another romantic chanter also with "Carlos" in his name (they seem to be all pacted by CBS) is Carlos José, who after the success of "Guarania Da Saudade" appears with "Poema Do Fim" and "Agora É Tarde". . . . Of the strong teen-music cast of CBS, chanter Ed Wilson is appearing well with "Se Você Quer" and "Sandra". . . . Bahia young chantress Thelma cut for an album of hit numbers of recently held competition "Dez Milhões Por Uma Canção" the number "Rio, Zé Pereira", a "marcha-rancho". Her album with compositions of Nelson Do Cavaquinho is doing well. . . . For the same disc Ellen De Lima cut the winning song "A Lei Do Mais Forte".

In our previous column we referred to the success of São Paulo's radio station "Jóvem Pan", which is becoming first in audience through a new scheme; now we hear that the same group acquired a Rio de Janeiro transmitter and will introduce there the same technique. Within this new scheme, a new program appeared daily and jumped to first place in audiences in a couple of weeks. It is presented by popular deejay-commentator, announcer-TV actor Randal Juliano and is related to a TV program of the same organization called "Astros do Disco" (Record Stars), a sort of Hit Parade, where the charming, and well-liked radio and TV man presents local and international hits, comparing the movement in all countries, based always in the Cash Box charts and making best references to the magazine.

WE PREDICT THAT . . . the two numbers recently cut by Brazil's Top teen Star Roberto Carlos (CBS) in his latest single, "Esqueça" (a portuguese version of Mark Anthony's "Forget Him", by Roberta Corte-Real), and "É Papo Firme", will soon be among the first spots in local charts. The first of the two numbers is having such air-play, that we wouldn't be surprised if it jumps soon to first spot . . . after three weeks of release.



# GREAT BRITAIN

As already reported EMI Records is to enter the new and revolutionary market of tape records. EMI's four-track stereo tape records in cassette form at 1 7/8ths i.p.s. are designed to play in the Philips range of 'Compact Cassette' recorders. EMI's first release scheduled for 7th October will consist of 20 Musicassettes taken from some of the company's best selling L.P.s which will be marketed under the appropriate EMI trade mark. The initial release will include tapes by artists such as Cliff Richard, Shirley Bassey, Acker Bilk, Eartha Kitt, the Shadows, the Black and White Minstrels, etc. EMI was the first company to introduce mono tape records to Britain back in 1954. In 1955 they issued the first stereo tapes followed by 3 3/4 i.p.s. 'open spool' tape records. Some 500 L.P. tapes are listed in the company's current tape catalogue.

The dynamic French singing star Charles Aznavour flew in to meet the British press at London's Savoy Hotel as a prelude to his first appearance in this country at the Royal Albert Hall, on September 4th. Having conquered Paris and New York, London is presenting no problems. The concert entitled "His Songs of Love and Other Sorrows" is already s.r.o. and looks like rivaling his now legendary American debut at the Carnegie Hall in 1963. A veteran actor of stage and screen Aznavour is also a talented writer and pens most of his own material which is published in Britain by Essex Music who has first option. They publish his current single "There Is a Time" as well as 11 of the 12 tracks from his album "Charles Aznavour Sings His Love Songs In English" both issued on the Reprise label. Aznavour albums are also released by Decca, Philips and Ember and in his own country he is contracted to Barclay Records.

Essex Music also publishes "I'm a Boy" the latest single by the Who released by Polydor on the Reaction label.

The 1966 British Musical Instruments Trade Fair took place at the Russell Hotel, London last week. The event which was opened by leading deejay Alan Freeman attracted 32 exhibitors. Although several firms exhibited imported instruments and equipment it was a predominantly British show with a wealth of new and exciting products on show for the first time. The estimated £1/2 million of merchandise on display ranged over drums, flutes, bag pipes, banjos, violins, brass and wind instruments etc. Considerable emphasis was also placed on education. Musical training in schools is rapidly increasing encouraged by the manufacturers and many of the instruments on show were designed for this market. However, it was the electric and electronic organs and guitars which attracted most attention. The growing popularity of these instruments together with musical education in schools has resulted in a resurgence of music in the home and increased sheet music sales a fact which encouraged the Boosey & Hawkes Publishing Company to exhibit at the show for the first time. Dallas Musical Instruments featured a comprehensive range of drums and equipment of their own manufacture alongside equipment by such brand names as Carlton, Buffet, Rudy Muck, Framus, Scandalli, Renown Dearman, Buisson, Formby etc. This year the Hammond Organ Company introduced some new models on to the market, a notable addition being the M102 Transportable, a compact piece of equipment of particular interest to touring pop groups. A major exhibit on the Hohner Concessionaires Ltd. stand was the 'Student Melodica' designed for use in primary schools together with a completely new range of accordions. As always the Henri Selmer stand featured the famous Selmer Paris Saxophones and woodwind instruments together with a comprehensive selection of dance band instruments, organs and amplifiers. One of the most impressive stands was that of Jennings Musical Instruments Ltd. makers of the world famous Vox range of musical instruments. Founded by Tom Jennings in 1946 the company, at that time, specialized in accordions. In 1950 they entered the electronic organ market and by 1951, having firmly established themselves in Britain, Jennings looked further afield and, today, over 75 per cent of the company's business is in the export market servicing more than 62 countries. In 1962 Jennings held their first exhibition in Chicago and a year later tackled the American market in earnest. Earlier this year Jennings exhibited at the Trade Fair in Moscow resulting in the first ever order for beat music equipment from the U.S.S.R. A feature of the British Show was the introduction of the Vox Solid State amplifier using the silicon transistor as an integral part of a large output amplifier. A new line in guitars was also on show together with the improved Two Manual Continental Organ, the Phantom Guitar Organ and the new range of Thomas Organs.

Following the success of his first London cabaret season at the Talk of the Town nightspot, Johnny Mathis is to make his first appearance in a London Theatre when he opens a 3 1/2 week season at Bernard Delfont's Prince of Wales Theatre. During his London stay Mathis has taken the opportunity of recording in British studios for Norman Newell. First single set for Setember release on HMV is "Impossible Dream" from the Broadway hit musical "Man of LaMancha". Another single "African Adio" penned by Norman Newell and Riz Ontolani will be released at a later date. Mathis also cut tracks for an L.P.

Pop, folk and jazz stars feature prominently in the autumn and winter programs announced this week by Tom Sloan, Head of BBC TV Light Entertainment. Two weekly stalwarts "Juke Box Jury" and "Top of the Pops" remain, Val Doonican will star in a series of weekly shows and "Tonight In Person" will present folk entertainers from all over the world. Already lined up are Pete Seeger, Julie Felix, the Spinners, Simon and Garfunkel, and the Ian Campbell Folk Group. "Jazz Goes to College" will take the world's top jazz performers to universities and colleges throughout Britain and stars to be featured include Thelonious Monk, Buck Clayton, Earl Hines, Rex Stewart, and Bud Freeman, Alex Welsh, Humphrey Lyttelton etc. Negotiations are under way for this series to be sold to U.S. TV.

With his transatlantic hit musical "Half a Sixpence" now being filmed and "Charlie Girl" still packing them in at London's Adelphi Theatre composer David Heneker hopes to complete the hat trick with a new musical "Jorlocks" based on the story by John Surtees adapted by Beverley Cross and starring Joss Ackland, Bernard Lloyd, Cheryl Kennedy and Thelma Ruby. The show opened out-of-town on August 13th and is all set for a West End opening September 14th. Score published by Britannia Music, subsidiary of the Chappell organisation.

Still with Chappells they have a new single by the Seekers "Walk With Me" a Tom Springfield composition released on Columbia and published by Springfield Music. The group is currently enjoying cabaret success at The Talk of the Town and are soon to make their first tour of South Africa. A new group calling themselves the Track recall "Why Do Fools Fall In Love" on Columbia published by Chappell who also has the new Henri Mancini film theme "In the Arms of Love" from the United Artists movie "What Did You Do In The War Daddy". As well as the Mancini single on RCA Andy Williams has recorded a vocal version on CBS.



# GERMANY

As we get in the fall season with full swing in production and no swing in promotion due to the radio blackout, let's check out the top hits once again for a quick analysis. Publisher Rudi Von Der Dovenmuhle has no reason to cry that the two trade listings that we have are headed up by different tunes as he has both of them in his publishing company. The best seller list contains 5 English tunes and 3 U.S. hits including "Strangers In The Night" listed both in German and English and written by German favorite Bert Kaempfert. The only German song in the list is by perennial favorite Peter Alexander who stays in the charts and stays and stays. The juke box, radio, sales listings has four German hits including the first 3 in the German Pop Music Festival held recently, a flip side of one of the tunes and of course, the same German hit by Peter Alexander. English hits and one U.S. goodie along with "Strangers In The Night" make up the balance. If the charts look loaded with U.S. and British hits, that's just the start, friends. With only Radio Luxemburg, AFN, BFN and other sundry hit stations from foreign shores beaming the platters into the country, beat bands blaring out the newest chart listings from Cash Box from both England and the U.S. and the many discotheques already specializing in English language product, the trend should look more foreign than ever in the months to come. A new best seller by Graham Bonny shows that you don't have to have a hit at home to make it here. Graham with his first release her, "Super Girl" has a smash hit produced in the discotheques and he'll be making his first tour here this week along with a package including the Walker Bros., Chris Andrews, and German stars Draf Deutscher & the Rainbows. The tour covers 31 cities in 19 days.

It looks like Frank Sinatra is in a German groove these days as "Strangers In The Night" from Bert Kaempfert helped him to his first smash here in years. His newest single is once again a German tune, "Summer Wind" written by German arranger-composer Henry Mayer and published by Rolf Budde here.

Electrola has started a new label for their low priced LP line. Kristall Records is putting out the Gloria line of "Volksplatten" (Records for the masses). The \$2.50 tag is set for top promotion and plenty of re-releases and new productions made especially for the label. 60 albums are set for the start promotion.

This week marked the start of the German TV lottery with the theme song this year sung by Philips star Vico Torriani. The record should get off to a good start after the many TV shots of the tune week for week. Proceeds from the lottery go to the children of Berlin for summer vacations.

## GERMANY—BEST SELLERS OVER THE PAST 8 WEEKS

(Courtesy "Music")

This Week	Last Week	Weeks On Chart	
1	10	2	Hideaway—Dave Dee, Dozy, Beaky, Mick & Tich—Star Club—Minerva Music/Rudi Von Der Dovenmuhle
2	3	7	Monday, Monday—The Mamas & The Papas—RCA Victor—Edition Intro/P. Meisel
3	5	5	Strangers In The Night—Frank Sinatra—Reprise—Hans Gerig Music
4	6	7	Paperback Writer—The Beatles—Odeon—Rolf Budde Music
5	7	10	Sloop John B—The Beach Boys—Capitol—Francis Day & Hunter
6	4	2	Fremde In Der Nacht (Stranger In The Night)—Peter Beil—CBS—Hans Gerig Music
7	—	1	Over Under Sideways Down—The Yardbirds—Epic—Francis Day & Hunter
8	8	2	Hold Tight—Dave Dee, Dozy, Beaky, Mick & Tich—Fontana—Minerva Music/R. Von Der Dovenmuhle
9	—	1	*Ich Liebe Das Leben (I Love This Life)—Peter Alexander—Ariola—Hans Gerig Music
10	—	1	Super Girl—Graham Bonny—Columbia—Morris Music

## GERMANY—JUKE BOX-RADIO-SALES FAVORITES

(Courtesy "Automaten-Markt")

This Week	Last Week	Weeks On Chart	
1	1	2	*Beiss Night Gleich In Jeden Apfel (Don't Bite Into Every Apple)—Wencke Myhre—Polydor—Minerva Music/R. Von Der Dovenmuhle
2	2	2	*Leg Dein Herz In Meine Haende (Put Your Heart In My Hands)—Roy Black—Polydor—August Seith Music
3	3	6	Monday, Monday—The Mamas & The Papas—RCA Victor—Edition Intro/P. Meisel
4	4	2	Strangers In The Night—Frank Sinatra—Reprise—Hans Gerig Music
5	5	2	Du Bist Mein Erster Gedanke (Yours)—Cliff Richard—Columbia—Ralph Maria Siegel Music
6	6	2	*Ich Liebe Das Leben (I Love Life)—Peter Alexander—Ariola—Hans Gerig Music
7	7	5	Paperback Writer—The Beatles—Odeon—Rolf Budde Music
8	8	2	*Nur Wenn Du Bei Mir Bist (Only When You Are With Me)—Elisa Gabbai—Hansa—Edition Tutti
9	9	2	*Irgendjemand Liebt Auch Dich (Someone Loves You Too)—Roy Black—Polydor—Edition Intro/P. Meisel
10	10	6	Paint It Black—The Rolling Stones—Decca—Hans Gerig Music

\*Original German Copyright

## GREAT BRITAIN (Continued)

Quickies: Wilson Pickett's new single "Land of a Thousand Dances" (Atlantic) to be used as signature tune to "Ready Steady Go" TVer for eight weeks. . . . Following on their American success with "Red Rubber Ball" the Cyrkle follows through with "Turn Down Day" now released in Britain on CBS. . . . the Beatles "Yellow Submarine" topping Best Selling Sheet Music Lists for Northern Songs. . . . Another Jackie Edwards-Steve Winwood composition for the Spencer Davis Group "When I Come Home" who hopes to make it three-in-a-row. . . . Following his American chart success Pye release James Brown's "Money Won't Change You" single. . . . Tom Jones' third L.P. titled "From the Heart" (Decca).



# ARGENTINA

Promo gal Celina Riviere gathered the whole show biz "in" crowd at the premiere of "Buenos Aires Canta Al Mundo," the new Mariano Mores musical show presented at the Presidente Alvear Theater. The show includes Mores' song Nito Mores, melodic and tango singer, folk group Los Arribeños, the Mac Ke Mac's quartet and well known lark, Violeta Rivas, and is expected to be one of the box office smashes of the year.

The previous week appeared in Argentina's Top Twenty lists the latest single by Juan Ramon, "Aline," and we reported at the same time that the record was being retired from sale because of the conflict held at the BIEM regarding the authorship of the song. Now we have received a call from RCA's new publicity chief Jorge Figoni, reporting that the record is back in the stores since the difficulties have been suppressed. The dealers have been continuing the sales reports of this single, and this week it reappears in the lists.

A letter received from Michael Goldsen of the Criterion Music Corp. states that "These Boots Are Made For Walkin'" is represented in Argentina by Melodias Populares Publishers and not by Fermata, as we incorrectly put it. As a matter of fact, it occurs in many cases that the affiliation of a song is being negotiated by several local publishing houses at the same time, and since there is no "clearing" of information between them, confusion may result. We regret the goofing.

The Phonogram Promotion department is working on the new single by Los Tucu Tucu, one of the best young folk groups in this country. Titles are "Mi Pequeño Amor" (also recorded by Cesar Isella) and "Serenata del Diablo" belonging to the record to the Polydor label. Other interesting items are "Remember When," by Bert Kaempfert, "Semillas" (Seeds) by folk singer Horacio Guarany and a Compact 33 by Brazilian artists Silvana and Marco Aurelio.

Odeon's Promo Department is working hard on the new single by folk artists Los Huanca Hua, who are back in the studios after many months and some changes. Titles are "Me Enamore Una Vez" (a "ranchera" written by Francisco Canaro and Ivo Pelay) and "Corazon," penned by Hamlet Lima Quintana, one of the composers of "Zamba Para No Morir." Also coming from Odeon is a Compact 33 by Requinto Gonzales, and there is a new one by Ramona Galarza, along with a single carrying two titles by the same songstress: "Cancion Para El Marinero" and "La Canoas."

The CBS Press office infos that Sandro's sales are fully satisfactory, and that this hard beat singer has a new Compact 33 in the market: "A Well Respected Man" is its main title. Los Buhos are back in the recording studios, and their new single is "Yo Said Me Goodbye" and "Better." The main promotional work is put on Los Cuatro and their record: "Who Helps God?"

Melograf Publishers informs that they continue working at "Margarita," winner of the 1966 Palma de Mallorca Song Festival, and the top song of the same contest in 1965, "Me Lo Dijo Perez." Besides, this pubbery has the rights to "Everybody Loves Saturday Nights," which has been released by CBS under the United Artists label, in the Morgana King version.

Ala Nicky infos that its promotion work is devoted currently to "Flowers On The Wall," recorded by local new songstress Cristina, who appears regularly on the Escala Musical TV program, on Channel 13. The diskery is preparing the launching of another lark, named Carla, in the near future.

Julio Korn Publishers are engaged in a campaign in behalf of the music coming from Mexico, which gave good results with "La Banda Borracha," "El Conductor" and "Los Borrachos son Ustedes." Now the pressure is on "Naufragar" and "El Diluvio," recorded by Los Panchos after the hit "La Mentira." Another strong bet, "Perdoneme Padre," has been recorded locally by Diana Diaz for RCA.

Disco Jockey Records are preparing a special launching for the first album released here of the Eddie Barclay Orchestra, with instrumental themes like "Paris Au Mois D'Aout" and "Passionata," among others. The diskery expects to sell it well since there is a good market for this type of music. Besides, it is preparing the first album by Mireille Mathieu, and is celebrating the 100,000th copy sold of Charles Aznavour's first Spanish album, really a record!

Dial Records reports the release of an album by the Manhattan Pops Orchestra, with film songs like "Climb Every Mountain," "Zorba The Greek," "The Hallelujah Trail" and others. There are also albums by George Siravo, Hal Mooney, and Al Caiola, apart from a very good album by Morgana King, available on mono and stereo.

Smart Publishers report that young Brazilian artist Marcio Ivens, recording for Ala-Nicky, is promoting thru his TV appearances the song "Garota Moderna," which has now Spanish lyrics written by Liliana Paz. Ivens appears at the Warren Club spot, on Channel 13, and also on Radio Splendid. The song is expected to follow the success of "Garota de Ipanema."

Trova appears among the most active companies in this country, and its news lists always carry interesting items. This time it is a fine album for Brazilian music fans, recorded by Vinicius de Moraes and Dorival Caimmi in Brazil with the Oscar Castro Neves group, with Aloysio de Oliveira as producer. There is also another volume by Chet Baker and the Mariachi Brass, and an album by Turk Murphy and his group: "San Francisco Jazz."

The production line at Music Hall is also working at full speed: there is a new locally produced album by teen group Los Gatos Salvajes, a CGD LP by Johnny Dorelli, another album from Italy, this time by Bruno Lauzi, and a Dino, Desi & Billy Reprise LP. Coincidentally with the premiere in Buenos Aires of the Sophia Loren film, MH is releasing a Compact 33 by Pat Boone: "Judith." On the singles side, the news are "The Silencers" by Dean Martin, and "Hanky Panky" by Tommy James and the Shandells. Dean Martin's show is being aired by Channel 2 on Sunday evenings, which means good promotion for this chanter.

Mario Kaminsky, Microfon's topper, reports the inking of singer Nestor Fabian, previously with Odeon. Several recordings are planned for the near future. Microfon is enjoying big success with "Los Borrachos son Ustedes," the Cinco del Ritmo single, and "Yo Soy Aquel," cut by Jose Antonio.

Surco reports the release of three new recordings originally cut by President of France: Geo Daly and his group, the Russian Ballet directed by Irina Grjebina, and a Compact 33 by Miguel Cordoba and his orchestra. There is also a local Calesita labeled kiddie record with two songs from "The Sound of Music," the top successful flick still running in Buenos Aires, after fourteen months of exposure.

Famous reports the release of "Te Esperando," new recording by the Acapulco Serenaders, containing a selection of guarania music. There is also the first row of Nilser recordings, cut in Brazil by Nilo Sergio: "Bolero, Amor y Romance," "Ardiente" and "Lover." These records are released simultaneously on mono and stereo.

Fermata Publishers report promotional work on "Flowers On The Wall," the Nancy Sinatra hit now recorded locally by Cristina (Ala-Nicky). For the same label Carla—already mentioned above—is waxing "Acariciame Amor."



# FRANCE

The new season which begins this week by the Philips French convention in Paris (we will give a report next week) will certainly be very important for French record industry. First important point is the discontent of musicians. Actually, for a recording session (3 hours) they are paid 70 Francs. They would like 90 Francs. Producers and manufacturers say that a such important raise in wages is impossible because the French government froze record prices. Musician Syndicate envisages possibility of a strike for the first days of September.

This new season may give us new facts concerning the important difference which exists between the French performing rights societies, SACEM, try to swallow up pervading mechanical rights S.D.R.M., but many publishers and authors prefer actual situation. Situation is so grave now that we will maybe see this year the birth of a second publishers syndicate.

Next month French TV will begin presenting each month its own "hit parade." It is the first time French TV will do its own chart. It will be included in a monthly TV song magazine (Ist Network) produced by Michel Arnaud.

We learned of a very depressing accident this month: Salvatore Adamo's father has been drowned in Italy. The Belgian singer who was on tour in France has been terribly affected by this accident. After a few days stop he still wanted to end his tour.

The new season will also be very important in a special sphere: Music Hall. Bruno Coquatrix who managed Olympia, told us he is very anxious for the next years. It is more and more difficult for him to find lead artists for his hall (2,000 seats). "We have to find two or three big new stars," he says. "If we can't, it will be, in two or three years, the death of Music Hall in France."

We just learned Serge Gainsbourg has not renewed his contract with Philips and is looking for another record firm.

## French EP TOP TEN

- 1 Strangers In The Night (Frank Sinatra) Reprise-Vogue
- 2 Love Me Please Love Me (Michel Polnareff) DiscAZ; Meridian
- 3 When A Man Loves A Woman (Percy Sledge) Atlantic-Barclay
- 4 Bang Bang (Sheila) Philips; Monica
- 5 Le Déserteur (The Sunlights) DiscAZ
- 6 Mon Credo (Mireille Mathieu) Barclay; Prosadis
- 7 Ton Nom (Adamo) Voix de son maitre; Pathé Marconi
- 8 Les Colonies de Vacances (Pierre Perret) Vogue; Nouvelles Editions Barclay
- 9 It's A Man Man World (James Brown) Polydor International
- 10 Qu'Elle Est Belle (Mireille Mathieu) Barclay

## Argentina's Best Sellers

This Week	Last Week	Title	Artist
1	1	Strangers In The Night	(Fermata) Frank Sinatra (Reprise); Luis Dimas, Marito Gonzalez (Music Hall); Hugo Santana (Ariel); Vicky (RCA); Elio Roco (Polydor); Andre (Philips); Sergio Mas (CBS)
2	2	*Solo/Se De Un Mundo Mejor	(Fermata) Palito Ortega (RCA)
3	6	*El Rey Del Rio	(Melograf) Cuarteto Imperial (CBS)
4	3	*Siempre Te Recordare	(Korn) Yaco Moni (Odeon Pops)
5	11	Los Borrachos Son Ustedes	(Korn) Los Cinco del Ritmo (Microfon); Los Wawanco (Odeon Pops); Tito Alberti (Music Hall); Henry Nelson (CBS)
6	5	These Boots Are Made For Walkin'	(Melodias Populares) Nancy Sinatra (Reprise); Los In (CBS); Mariachi Brass (Trova); Cinty Li (Odeon Pops)
7	4	La Banda Borracha	(Korn) Los Wawanco (Odeon Pops); Enrique Lynch (Disco Jockey); Tito Alberti (Music Hall); Cecilio Ruiz, Lucho Perez (RCA); Sonora Kalingo (Polydor); Alegres Cantores (CBS)
8	8	Libera	(Ricordi) Ornella Vanoni (CBS)
9	7	Monday, Monday	(Relay) Mama's & Papa's (RCA); Bobby Solo (CBS); Bud Shank (Trova)
10	9	California Dreamin'	(Relay) Mama's & Papa's, Barbara & Dick (RCA); Richard Anthony (Odeon Pops); Bud Shank (Trova)
11	12	El Conductor	(Korn) Henry Nelson (CBS); Enrique Lynch (Disco Jockey); Los Cauanos (Music Hall); Los Molineros (Diskorn); Chico Navarro (Philips)
12	13	Monsieur Cannibale	(Fermata) Sacha Distel (Fermata); Ronnie Montalban (CBS)
13	—	Aline	Juan Ramon (RCA); Victor Alfonso (Odeon Pops)
14	16	Vita Mia	(Korn) Tony del Monaco (Music Hall)
15	10	*Lagrimas De Un Recuerdo	(Odeon-Korn) Yaco Monti (Odeon Pops)
16	14	Paperback Writer	(Northern-Fermata) The Beatles (Odeon Pops)
17	19	Yo Soy Aquel	(Fermata) Jose Antonio (Microfon); Rosamel Araya (Disco Jockey); Roberto Yanes (CBS)
18	17	Paris Au Mois D'Aout	(Aznavour Music) Charles Aznavour (Barclay)
19	20	*Zamba Del Carpintero	(Korn) Cesar Isella (Philips); Chango Nieto (CBS)
19	18	*Zamba Para No Morir	(Lagos) Mercedes Sosa, Los Quilla Huasi, Cesar Isella (Philips); Herman Figueroa Reyes (Odeon Pops); Julio Molina Cabral (Music Hall); Nocheros de Anta (London)
20	20	Sin Fe	(Edami) Jose Feliciano
20	15	Juanita Banana	(Fermata) The Peels (Karate); Juan Montega (Mercury); Terry Scott (Pye); The Hills (Disco Jockey); J. R. Corvington (Odeon Pops)

\*Local

### ARGENTINA (Continued)

The Record Division of Fermata reports the release of "Sacha-Show," cut live by Sacha Distel at the Olympia, for Prosadis, and an RGE album tagged "Wanda Vagamente," coming from Brazil. An album with the music of "Seven Golden Men," recorded by CAM, is under way.



# HOLLAND



# CANADA

For many years, Philips' Phonographic Industries has enjoyed a most prolific cooperation with Dutch organ-player Feike Asma. Asma's LP-recordings of concerts and recitals on famous Dutch church-organs have been highly successful sellers all over the world, especially where Feike Asma usually gives his usually sold-out concerts (France, Canada). Otto Glastra van Loon, Phonogram's adviser for classical recordings, reports a new recording which includes an experiment: not only did Asma play several César Franck-works, but also a "Suite De Concert" by the Dutch contemporary composer and organ-player Paul Christiaan van Westering. In this Suite the composer has achieved a synthesis between romantic organ-tradition and modern composing techniques. Feike Asma played on the magnificent organ in the Grote Kerk of Dordrecht.

Karin Kent's "Dans Je De Hele Nacht Met Mij" (Bert Bacharach's Dance Mamma, Dance Pappa, dance) is still solidly in the top ten of the Dutch hit-parades. The Band of the Dutch Swing College (Philips) has recorded a swinging instrumental version, climbing fast to the top-twenty.

Following the American success of "They're Coming To Take Me Away, Ha-Ha," Phonogram has made a Dutch adaption with a young male singer who introduces himself as Floris VI. (In the 13th century, a Dutch Count Floris VI made history as the almost classical victim of a political intrigue that was sharpened by social contrasts between nobility and common people.) The song, recorded for Decca, is getting a lot of public attention. Flip-side is the reversed tape.

"Sunny" by Bobby Herb, new American hit-parade discovery, was released by Phonogram on the Philips label in early August and is climbing steadily. Dutch male-singer Rob de Nijs has recorded a very catchy Dutch version under the title "Fanny" also for Philips, a version with very good chances.

"With A Girl Like You" by English quartet the Troggs, successful new Fontana group, is in the lead of the Dutch hit-parade, after a three weeks top-position with their first release "Wild Thing." Simultaneously with England, Phonogram has released the first LP entitled "From Nowhere The Troggs," including a lot of self-written material by the four "troglodytes." The names of the successful foursome are: Reg Presley, Chris Britton, Peter Staples and Ronnie Bond. Their manager: Larry Page.

Impresario Paul Acket is planning a tour with the Pretty Things through Holland, for the dates October 8 and 9. It may be well remembered that Dutch teenagers have contributed a great deal to the success of the Pretty Things. It all exploded when "Don't Bring Me Down" was released in Holland on a Fontana-single in 1964; much to the happy astonishment of the five English rhythm & blues musicians, this single jumped to the top in Holland right away, causing England to release many more singles. After that, the Pretty Things gave a concert in Holland which was one of the wildest and happiest of their entire career. Fontana in Holland has planned a low budget LP including all the Pretty Things which have not been on LP yet. Latest Pretty Things hit: "A House In The Country."

Gerry Oord, president of Bovema-Gramophonehouse officially opened the company's new record season 1966-67 with an important staff-meeting. Climax of same was the delivery of the Oord-trophy and a unique treasure-chest to the best Gramophonehouse-salesman of the previous season, both in sales results and overall impression. Trophy and prize—a really valuable collection of household articles—were instituted last year to inspire all Bovema-reps to top-notch sales results. In his speech Gerry Oord reminded all prize fighters of his last year's promise that they would be able to increase their total yield by at least 10%. The Bovema-president then announced that this promise has been exceeded by a total progress of 20%. Another highlight was the picture & sound introduction of the new series of 1966, covering many musical areas, such as folklore, beatmusic, French chansons, and operettas. The meeting ended up with a festive dinner in Bouwes' beautiful seaside-hotel at Zandvoort.

Liberty-Holland welcomes star singer Cher LaPierre (of Sonny & Cher) in Holland last week. A press conference was held in Hilton-Amsterdam, preceding Cher's TV-appearance in VARA's fanclub-TV series, scheduled for airing on 16th September next.

Several Bovema-record series in popular price-ranges are now being released on the Dutch market. Bovema-labels HMV—and Columbia hit the stands last week with 4 great Louis Davids-LP's, bearing the brunt for no less than 8 attractive, different series. A complete survey of new Bovema-repertoire will follow in CBS's next issue.

Liberty rushed out new singles by Vic Dana (A million and one), Del Shannon (Under My Thumb) and the Ventures (Batman Theme). Parlophone reports big sales of the Beatles' "Yellow Submarine," and Bovema's Stateside-label started extensive plugging of Lee Dorsey "Working In The Coalmine" and the McCoys' latest "So Good" single hit.

Because of the current increase of interest caused by Richard Farina's death, Inelco-Holland has released an album by Richard & Mimi Farina, whose background is very interesting to many Dutch Joan Baez fans, since Mimi is her sister. All this gives sureness to the expectation that the album will be as consequent as other folk albums have done recently. Expectations are not that the boom will be as big as after the death of the great Jim Reeves, but more will be a very long term selling one.

What about other releases of Inelco-Holland? Well, the rumor went that possibly the calypso and ballad singer Harry Belafonte would come to Holland, also because he had prolonged his contract with RCA, and do the Dutch record festival, the Grand Gala Du Disque, as one of the two attractions—the other one being Al Hirt. It all turned out to be just what it was—a rumor. So Harry would not come, but already the public interest had been awakened and requests came in for a new release: the new Belafonte album "In My Quiet Room" just being here from America, this was an excellent chance to put it on the market. Sales request of retailers are promising already.

Coming back to the big item in Holland, as mentioned before, the Grand Gala, Al Hirt has been honored with two extra shows, one on TV and one on radio. The campaign is going well, everybody in Holland knows Al by now and there have already been requests for his records on the still-going-strong in-spite-of conventions, Radio Luxemburg, with Dutch programs and very well received in Holland.

Still more news about the Grand Gala: the album "Othello" with Sir Laurence Olivier in the title role has received the Grand Gala award, the Edison. Aims are to get the great artist to Holland for the classical part of the Gala. The awards will probably be presented by a member of the Dutch royal family.

Amadeo, the Austrian label, has been surprised by the recent good sales of the new "Amanda" series. A new field is being opened in the form of recorded plays since an institution for the non-commercial promotion and preservation of recordings of plays. Already a tendency towards the "Dreigroschenoper" has been noticed. All the released "Amanda" records show the same safe 'n' sound sells, retailers are happy with these beautiful items.

Artone, doing considerable business with "Sensations In Sound" latest LP by local top teenbeat group the Maskers, just released the popular combo's

"7 & 7 Is", on Elektra by Love is showing up on chart after chart across Canada. "Cherry Cherry" by Neil Diamond will keep the young singer at the top of the money maker sweepstakes on his good Bang side, while another smash from the gang at Bang has the McCoys riding high on the charts with "(You Make Me) Feel So Good."

Chuck Porter is convinced that the Carlton Showband's LP will follow the example of the group's monster-type debut single, "The Merry Ploughboy", and develop into a best selling set in nothing flat. Quality's man in Winnipeg is riding herd on a bunch of top drawer chart items these days. "Born A Woman" by Sandy Posy, which has to be the slow starter of all time is now confirmed as a top ten, air play and sales, item. "See See Rider" by Erik Burdon & the Animals, another MGM smash-in-the-making, is off to a flying start at CKPR in the Lakehead, and is coming on strong, says Chuck, with all the pop formatters in his area. Don Slade, morning man on Winnipeg's CKRC, was host for the various activities at the 45th. National Kinsmen "KINvention", just concluded at the Lakehead Cities of Fort William and Port Arthur. George Struth at Quality's Toronto H.Q. informs C.B. that a great deal of Canadian record product has been placed in foreign markets by Quality. Canadian-produced records are now on sale in Japan, The Philippines, Australia and Holland. Paul White is very enthusiastic about country-wide reaction to Georgie Fame's latest, "Get Away". Appears to be a hit for sure. The Ugly Ducklings and their York Town outing, "Nothin'" have been consistent battle winners on the Dick Wilson Show at the Canadian Lakehead. They are doing big business at Toronto's top pop station, CHUM, and Paul figures the radio action is spreading into a national hit for the good R&B sound out of Toronto. C-FUN in Vancouver has debuted a Canadian showcase-type show. They will play Canadian-produced records that, according to the station, "might not otherwise receive exposure."

One of Canada's most successful retailers, Alex "Mr. Records" Sherman has gone into the production and distribution of his own records on the Excellent label. First to release under the new Sherman banner are Ted Daigle and a group called the Skaliwags.

Ted and his Musicmen, one of the Ottawa area's top C&W attractions, have cut a pair of oldies for Alex's new label. "I Forgot To Remember To Forget" b/w "Walk On BY" are Ted's debut offerings on Excellent. Apparently the pairing has been lifted from a forthcoming album on the label. Promotion man for the new ventures of Sherman Productions is Russell Wheaton. He can be reached at 29 Bayswater Ave., Ottawa 3.

Al Mair figures the newest by the Marketts, "Tarzan" is going to sell a lot of records. Gordon Lightfoot appeared at Detroit's Living End through Sept. 3rd. Earl Grant appeared at Windsor's Elmwood Casino about the same time, so promo man Mair was extremely active on his visit to the border cities of Windsor and Detroit. Al says the Association's latest, "Cherish" is a sure thing for every chart's number one spot. Early air-action on the great Valiant single would seem to make his prediction look like a winner.

New voices reportedly heading for Toronto's CFRB are former News Director at Montreal's CKGM, Bob Holiday, and ex-P.D. at CFOX, Montreal, Stu Morrison.

London have a giant with their outing by Los Bravos, "Black Is Black". The side has debuted on chart after chart across Canada, and is picked on most of the other pop formatters. Sales are building in the western region reports Mark Anderson, while action has been noted in several important areas on the latest Manfred Mann, Mercury outing, "Just Like A Woman." Another biggie on the way for London is Roger Miller's latest Smash side, "My Uncle Used To Love Me".

It appears that the selling version of "I Can Make It With You Baby", will be the Columbia outing by the Pozo Seco Singers. Great commercial sound for the group that has captured most of the turntable time to date.

An interesting rumor floating around the trade has vet Detroit-Windsor spinner, ex-CKLW stalwart, Bud Davies, heading for Toronto's CHUM.

A Cameo outing by "?" and the Mysterions, "96 Tears" looks like a strong long shot for the Quality folks. The London people have another of those left field items, that seems to be shaping up well. It's "Walk Away Rene" by the Left Bank. Both are getting heavy mid-west air play.

## Holland's Best Sellers

This Week	Last Week	Title	Label
1	1	Yellow Submarine (Beatles/Parlophone)	(Leeds-Basart/Amsterdam)
2	2	With A Girl Like You (The Troggs/Fontana)	(Basart/Amsterdam)
3	6	Black Is Black (Los Bravos/Barclay)	(Ed. Robert Mellin/Brussels)
4	7	Lady Jane (David Garrick/Pye)	(Basart/Amsterdam)
5	—	Mothers' Little Helper (Rolling Stones/Decca)	(Basart/Amsterdam)
6	4	Dans Je De Hele Nacht Met Mij (Karin Kent/Decca)	U. A. Music-Altona/Amsterdam
7	5	Summer In The City (Lovin' Spoonful/Kama Sutra)	(Melodia/Amsterdam)
8	3	Sunny Afternoon (Kinks/Pye)	(Belinda/Amsterdam)
9	—	Oh What A Kiss (Will Andy/CNR, Micky Day/Omega)	(Basart/Amsterdam)
10	—	I Saw Her Again (Mama's And Papa's/RCA)	

### HOLLAND (Continued)

"Batman" delivery, being the very first local production of the TV-series' thunderous theme. Produced by Lion Swaab, who also is in charge as personal manager, the waxing is expected to arouse lots of attention as part of a promo setup organized by Swaab in close cooperation with Don Angel of 20th Century-Fox Film. The Batman series is set to tee-off over national KRO-TV this Fall.

Funckler's initial Benelux release from the newly acquired Hanna-Barbera Productions line include the following Single outings of interest: the Guillo-teens with "For My Own" and TV. and the Tribesmen with "Barefootin'".

Through Funckler, the Tamla-Motown catalogue has seen an important spreading in Benelux recently with the release of such current noise-makers as "You Can't Hurry Love" by the Supremes, "Blowin' In The Wind" by Stevie Wonder, "What Am I Going To Do Without Your Love" by Martha & the Vandellas, "Whole Lot Of Shakin' In My Heart" by the Miracles and "Road Runner" by Jr. Walker and the All Stars. New albums issued comprise "At The Copa" by the Supremes, "Dancin' Party" by Martha & the Vandellas as well as a package by various artists entitled "16 Big Hits."



# AUSTRALIA

By the time you get to read this Australia's hottest pop music property Normie Rowe will have arrived in London, England, (Sept. 5th) to begin what could well prove to be the most vital three-month period in his career. Ritchie Yorke, international manager of Sunshine Records, who is based in London, advises that Normie will go into the recording studio almost immediately as he arrives to cut his first single under the terms of an agreement between Polydor and Sunshine records; the latter company is owned by Australian promoter/manager Ivan Dayman. We understand that plans are well in hand for Normie to receive a big welcome in London; there are just about enough Australians in England to ensure this! Eddie Jarrett, from the Grade Organization, is looking after concert bookings for Normie Rowe. On behalf of his countless friends in the trade throughout Australia, Cash Box extends every best wish for success to Normie Rowe.

In this column of August 27th we drew the attention of Ray Bull, of Australian Record Company, to a Canadian master "Toodle—oo—Kangaroo" by Larry Lee. We suggested Ray may like to consider it for release. We goofed, because the record had already been issued by CBS throughout Australia on July 8th. We missed the release due to the fact that it was made during a period of illness for your reporter. Our thanks to Australian Record Company for bringing this to our attention.

Had an interesting letter recently from Noel Miller, program director of the English off-shore broadcasting station Radio-270. Noel is an Australian who had worked previously with stations 3SH, 2WG and 2UE. Noel's wife Carole was with 2WG and 2CH. Carole is now program assistant at Radio-270. Noel says the battle for survival by the many off-shore stations around England is starting to build up now. Radio-270 reaches an estimated audience of 20 million, and the station has started a campaign urging their listeners to write to the House of Commons demanding free radio which would enable the "pirates" to broadcast legally from on-shore. Noel and Carole Miller are both keenly interested in developments in the radio scene in England, and they intend staying there until the battle is decided one way or the other. They will then return to Australia via the United States.

Latest singles from the Astor group includes "Here There And Everywhere" by Episode Six from England. Local girl Judy Jacques is out with "You're Messin' Up My Mind" and "Since You're Gone". From "The Flintstones" television series are Pebbles & Bam Bam with "Daddy", which is a revised version of the big hit "Mama".

New albums from Australian Record Company include "Allan Sherman—Live!! (Hoping You Are The Same)"; "Somewhere My Love" by Ray Conniff and the Singers; the soundtrack package from "Who's Afraid Of Virginia Woolf?"; "The Beatles' Songbook" by the Brothers Four; and a locally recorded album by the Groop entitled "I'm Satisfied", which was a recent single for the boys.

Barry Kimberley of Essex Music is delighted with the action on "Guantanamo" by the Sandpipers which is showing up strongly on the Cash Box Top 100. Air-play on the record has been quite substantial and it should soon begin appearing on dealer lists.

Four new locally produced singles released through Festival records are Steve & the Board with "Now I'm Older" c/w "So Why Pretend" (Spin label); Bip Anderson is on the Down Under label with "Hey!" c/w "Young Man's Fancy"; Blue Rags 'n' Hollers are featured on the Leedon label with "I Just Want To Make Love To You" and "Got Love If You Want It"; and Sandy Summers with "Messin' Around" c/w "A Girl Needs To Be Loved". Whilst in the packaged field are two local albums on the Festival label, "The Country & Western Greats" by Jimmy Little; and a set entitled "The Billy Burton Brass" featuring trumpet player Billy Burton. There is an E.P. on the Leedon label, "The Sound Of The Purple Hearts", featuring that group with four tracks.

Phil Matthews, manager of EMI's publishing subsidiary here, Castle Music, has advised Cash Box that the agreement between Saturday Music of the United States and Castle Music has been renewed for another four years. Saturday tunes that are currently active are "(Baby) You Don't Have To Tell Me"; "Opus 17"; "My Name Is Mud" and "You Get Your Kicks".

Ron Gillespie of W & G Records is on cloud nine over the success of "Ever Lovin' Man" by local group the Loved Ones. Ron says the record is building strongly with solid air-play in both Sydney & Melbourne.

Publishing house of Boosey & Hawkes are busy plugging away at "The Work Song" (Herb Alpert); "Friday's Child" (Nancy Sinatra); "Searching For My Love" (Bobby Moore); and "Shades" by Dean Martin.

Philips is out with "House In The Country" by the Pretty Things; "(Baby) You Don't Have To Tell Me" by the Walker Brothers; "Goin' Back" by Dusty Springfield; "Just Like A Woman" with Manfred Mann.

Great to see local boy Merv Benton out with a new single for W & G Records. It's Merv's first release for several months and it carries "I'll Go Crazy" c/w "It Hurts Me". Also rushed into immediate release a new album "The Best Of Merv Benton", which carries fourteen tracks by the popular young singer.

Local lad Col Buckley has a single out with RCA, "Itty Bitty Love" and "Take These Chains From My Heart" are the titles. Also from RCA comes the album "The Mama's And The Papas", which of course features the group that is so hot throughout Australia with "I Saw Her Again".

Publishers J. Albert & Son Pty. Ltd., have recently acquired the publishing rights to all future Bob Dylan compositions. Already they have published the sheet copies of "Rainy Day Women No's 12 & 35" and "I Want You". The same Company has also secured the local rights to "Summer In The City".

## Australia's Best Sellers

- 1 Somewhere My Love (Ray Conniff—CBS) J. Albert & Son.
- 2 They're Coming To Take Me Away (Napoleon XIV—Warner Bros)
- 3 \*Easy Fever (E.P.) (The Easybeats—Parlophone) J. Albert & Son.
- 4 Mama (B. J. Thomas—Scepter) J. Albert & Son.
- 5 Summer In The City (Lovin' Spoonful—Astor) J. Albert & Son.
- 6 Yellow Submarine (The Beatles—Parlophone) Northern Songs.
- 7 Born Free (Matt Monro—Capitol) Tu-Con Music.
- 8 Lil' Red Riding Hood (Sam The Sham—MGM)
- 9 Tar And Cement (Verdelle Smith—Capitol) J. Albert & Son.
- 10 \*Step Back Johnny Young—Clarion)

\*Indicates locally produced record.



# JAPAN

Among the new releases of September by Teichiku Records, SCEPTER records new label is seen in the market for the first time here in Japan, including two LPs and five SPs in which "Hello The Kingsmen", "Make New Way For Dionne Warwick" in LP and "Shaking All Over/Guess Who" and other SPs are seen. "Hello The Kings Men" gathers "Jolly Green Giant", "Shout", "Coming Home The Baby" and others, and LP "Make for - - -" includes "A House Is Not A Home", "People" and ten others.

Besides the new label ones, "The Girl From Ipanema/Carmen Cavallaro" on Decca, "Ebb Tide/Robert Maxwell", "Satchmo At Symphony Hall Vol. 2" are strongly recommended by the firm in which the first one receives all of the paper critics as reported before including "All Or Nothing At All", "Quand, Quand, Quand" and ten others.

Nippon Columbia's September new releases are "The Brothers Four Sing Lennon, McCartney", "Sound Of Silence/Simon and Garfunkel", "Monk", "Latin Flute Highlight/Hidehiko Matsumoto" are seen in which "Brothers Four - - -", "Pete Seeger Carnegie Hall Concert" are recommended by most music critics, as reported before.

Philips Records advertises LP "Quincy Jones Delux", "Artistry Of Julian Cannonball Adderley", "Golden Trumpet In Continental Tango" among new releases. Nippon Victor rises in favor of "Golden Pat Boone Vol. 2" "Golden Trini Lopez", "Melachrino Golden Mood Collection" and "Los Indios Tabajaras" in which the firm recommends the last one best. Besides these above, the paper critics recommend "In My Quiet Room", (Belafonte) as the best.

World department of Nippon Victor releases "Pat Boone In Tokyo" on September 1 which is the real recording from the performance held at Tokyo Kosei Nenkin Hall on June 9, including "Wonderful Day Like Today" and 12 others.

Nippon Columbia released on September 10 "Miko In Concert" which is a real recording from Mieko Hirota's recital show held at City Center Hall this past March, including "Mack The Knife", "Swanee", "When The Saints Go Marching In", and others. Nippon Columbia released a new commodity, the stereo two-track car tapes, on Aug. 20. This is the cartridge style and has 30 minutes of play-length, the first release of which includes 16 of Japanese locals and popular, and the firm plans to put on the market continuously four or five tapes under a contract with the player maker. Though prevailing percentage of this is only counted 20 thousand at present, it will increase with a tie-up of auto makers and player makers which is to be executed from this Autumn next Spring, namely, with the scheme that it much be attached to especially delux cars. This first release includes "Tango In Continental", "Piano Screen Mood" and others.

Wada Hiroshi and Mahina Stars held an anniversary party at Tokyo Price Hotel on Aug. 18 in honor of their great hit with "Ginza Blues" with a great many fans.

King Records will release two of Japanese locals with mariachi rhythm soon which are "Watahiwa Majoliena" and "Konomichi Ippon", while mariachi tunes are doing things this summer, these tunes are expected to hit as well.

Reflecting recent hit tunes of popular SP's Philips achievement is quite noteworthy, having produced a few of will-be million sellers in the Japanese record market. In detail, Mike Maki's "Baraga Saita" shows a wonderful selling, counted more than 700,000 copies since it was released two months ago, and The Savage's "Itsumademo, Itsumademo" has sold more than 400,000 copies in two months, while new star the Broadside Four's "Wakamonotachi" has been making a smash hit in the wake of those above tunes. Nobuya Itoh, section manager of Philips Records, said that they have prepared six new folk songs to be released during the term Sept.-Oct., in which the Spider's "Yuhigi Naite Iru", and Mike Maki's "Tenohirani Aio Nosete", "Kazeni Utaoh" and some others are seen. While these records have been sold overseas through the sales network of the firm, especially in Europe, the firm is said to be quite busy, receiving many orders (or inquiries) from Holland, Spain, Italy, France, and other countries of Europe.

King Records had an anniversary performance at Nippon Theatre on Aug. 26 to honor the 35th year anniversary of the firm's establishment where more than 80 artists of the firm are scheduled to participate in with emcee Hiroshi Tamaoki.

King Records will put "Love Letter" on the market this October with a lark, Chieko Baisho, who made a smash hit with "Sayenarawa Danceno Antoni" in the latter half of the last year. After this successful hit, the lark sang love songs continually as a series of "Love," including "Watahidakeo Aishite," "Watahide Yokkatara," "Silvery Rain" and others. And the "Love Letter" is advertised as a definitive disk of a love series, the firm said.



PLEASING HIS FANS—During his recent cabaret season at London's Talk of the Town, Johnny Mathis took time out to visit the Soho Record Centre to sign LP's for his fans. This pic shows Mathis arriving at the outlet where he was greeted by proprietor Alex Strickland.



# Japan's Best Sellers

## INTERNATIONAL

This Week	Last Week	Title	Label
1	4	Itsumademo, Itsumademo—The Savages (Philips) Publisher/TOP	
2	1	Paperback Writer—The Beatles (Odeon) Sub-Publisher/Toshiba	
3	3	Bara Ga Saita—Mike Maki (Philips) Johnny Tillotson (MGM) Publisher/Shinko	
4	2	Blue Eyes—The Blue Comets (CBS) Publisher/Seven Seas	
5	6	Wakamono-Tachi—The Broadside Four (Philips) Publisher/Shinko	
6	5	Paint It Black—The Rolling Stones (London) Sub-Publisher/Shinko	
7	11	Sippin' 'N' Chippin'—The T-Bones (Liberty) Sub-Publisher/Friendship	
8	9	Ginza Lights—The Ventures (Liberty) Sub-Publisher/Toshiba	
9	7	Bang Bang—Cher (Atco) Sub-Publisher/	
10	10	Monday, Monday—Mamas & Papas (Dunhill) Sub-Publisher/Victor	
11	8	Dreaming Guitar—The Spotniks (Polydor) Publisher/Grammophon	
12	12	Michelle—The Beatles (Odeon) Sub-Publisher/Toshiba	
13	14	Up Up and Away—The Ventures (Liberty) Sub-Publisher/Toshiba	
14	13	Don't Bring Me Down—The Animals (London) Sub-Publisher/Taiyo	
15	—	Doctor Zhivago—Sound Track (MGM) Sub-Publisher/EMP	

## LOCAL

This Week	Last Week	Title	Label
1	1	Hoshi No Flamenko—Teruhiko Saigo (Crown)	
2	2	Oyome Ni Oide—Yuzo Kayama (Toshiba)	
3	3	Koi To Namida No Taiyo—Yukio Hashi (Victor)	
4	5	Nandemonai-Wa—Mari Sono (Polydor)	
5	7	Yogiri No Bojo—Yujiro Ishihara (Teichiku)	
6	4	Taiyo Ni Yah!—Kazuo Funaki (Columbia)	
7	8	Kohkotsu No Blues—Mina Aoye (Victor)	
8	6	Aoi Hoshi-Kuzu—Yuzo Kayama (Toshiba)	
9	10	On-Na No Tameiki—Shinichi Mori (Victor)	
10	9	Yuhi Wa Akaku—Yuzo Kayama (Toshiba)	

## ALBUMS

This Week	Last Week	Title	Label
1	1	Best Of Peter, Paul & Mary—Peter, Paul & Mary (Warner Bros.)	
2	2	Sil Austin In Blues—Sil Austin (Philips)	
3	3	Andy Williams Delux—Andy Williams (CBS)	
4	4	With The Beatles—The Beatles (Odeon)	
5	—	The Brothers Four Sing Lennon, McCartney—The Brothers Four (CBS)	

# Mexico's Best Sellers

1	Sin Final (The Phoenix Theme)—The Brass Ring (RCA)—Los Dominic (Polydor)—Los Aragón (Musart)
2	El Ultimo Beso (Last Kiss)—Polo (Peerless)
3	El Despertar—Marco Antonio Muñoz (RCA)—Lola Beltrán (Peerless)—Flor Silvestre (Musart)—Irma Dorantes (Orfeon)
4	El Baile Del Hanky Panky—Tommy James (Gamma)—Los Hitters (Orfeon)—Los Hanky Pankys (Cisne)
5	Mi Razon—Sonora Santanera (CBS)
6	Extraños En La Noche (Strangers In The Night)—Frank Sinatra (Reprise)—Alberto Vázquez (Musart)—Marco Antonio Muñoz (RCA)—Los Dominic (Orfeon)—Perry Salinas (Capitol)—Irma Dorantes (Orfeon)—Hnas. Aguila (Orfeon)
7	Fuiste A Acapulco—Los Apson Boys (Peerless)
8	Tiempo De Llorar (Time To Cry)—Ray Charles (Gamma)—Los Rockin Devils (Orfeon)—Carlos Guzmán (Musart)
9	Gorda—Javier Solís (CBS)—Duetto Miseria (RCA)—Hnas. Zaldívar (Capitol)—Juan José Ramos (Musart)—Pablo Castellón (Peerless)
10	Capri C'est Fini—Herve Vilard (Philips)—Gloria Lasso (Musart)



**GUESTS IN TOWN**—Deutsche Grammophon recently invited a group of Belgium record dealers lead by Walter Holzappel, director of Belgium Polydor, to visit the D.G.G. productions department in Hannover, and Hamburg. The group were greeted in the Hamburger central office by distribution chief Kurt Kinkele and Hans Rutz, press chief of the firm, who also told the dealers about the new Fall product being offered.



# MEXICO

Capitol Records has introduced a new singer under the name of Eva María, a beautiful teenager who has a very nice voice with a peculiar style and (beside that) she is a wonderful composer. Her first song is "La Chica Buena" (The Nice Girl). Eva María will receive a big promotion in several radio stations and perhaps will be introduced in TV shows immediately.

Cisne Records offered a big party to the press and deejays with the motive of introducing its new label "Cisne" (etiqueta roja y oro) (red and golden etiquette). At the same time, Cisne introduced some of the new artists signed by this company, as they are las Colegialas, Lorenza Lori, Gustavo Pimentel, Enrique Acosta and some others. People of the record stores also assisted in this event.

Capitol records released the latest Beatles album, the strangest ever done by them. Among the songs are "Yellow Submarine," "Got To Get You Into My Life," "Taxman," "Good Day Sunshine," "She Said, She Said" and others. It seems that in México, the Beatles problem about John Lennon's alleged declarations has been forgotten.

"Mátame De Amor" (Kill Me Of Love) is a new soap opera TV theme which was written by Roberto Cantoral and immediately recorded at RCA by Alejandro Algara and at Orfeon Records by Al Suarez and Las Hermanas Aguila. Las Aguilas changed their style to the modern ballad type and now with an orchestra accompaniment they recorded the American top hit "Strangers In The Night."

It is probable that very soon we will see the performance of French singer and composer Charles Aznavour, who actually has two big hits in town: "Venecia Sin Ti" and "Y Por Tanto." And talking about night life, there is Sonia, la única, performing at the "Derby's" place.

Los Hermanos Carrión, the most popular romantic go-go group of México, who are performing at the Camichín night club, told to Cash Box that people of NBC are very interested in them to take the group on a long tour through the United States, performing in Spanish language and doing some special performances. Independently of this, Los Carrión will perform in Los Angeles the first days of the next year, giving an audition at the Hollywood Palladium.

Among the latest releases of Musart Records, there are "Silvia" and "La Vaca Guapa" with Chicken y sus Comandos del 36, "Batman" and "Robin" with Los Batman, "Hilo De Seda" and "Strangers In The Night" with Los Aragón, "Tres Palomitas" and "En Donde Estás Corazón" with Los Hermanos Arellano, "Capri C'est Fini" and "Venecia Sin Ti" with Torrebruno and "Mar" and "Tampico" with Mike Laure.

Here are the new recordings in 45 rpm made by RCA: "Que No Te Cuenten Cuentos" and "Mal Hombre" with Sagrario Baena, "Cloudburst" and "Cry Girl" with the Kan Dells, "Twine Time" and "The Bump" with Alvin Cash & the Crawlers, "Pobre De Mi" and "Orgullo" with Pepe Jara, "Egoismo" and "Summertime" with Joselito, "Lara's Theme" and "Secret Love" with Los Anillos de Bronce, "Chicotito Si" and "Ain't That Just Like You" with Los Dug Dug's, "The End" and "The Cheater" with Los Moonlights, "Besos De Muerto" and "Voy A Comprar Tu Retrato" with Miguelito Puventud, "No Debo Estar Triste" and "Linda Nena" with Los Loud Jets and "Mátame De Amor" with "Los Hombres Lloran Tambien" with Alejandro Algara.

CBS cut lately: George Maharis new route singing an EP with "Teach Me Tonight," "The Girl From Ipanema," "If She Should Come To You" and "Amore, Scusami"; "Crying Time" and "El Bracero" with Las Hermans Huerta; "El Día Que Me Quieras" and "The Shadow Of Your Smile" with Nancy Ames and with Enrique Guzmán, the songs "The Shadow Of Your Smile" and "Our World."

At Orfeon Records we can announce as latest recordings "Lonely Letters" and "Green Grass" with Los Hitters; "Just Like Me" and "Slow Down" with Los Sparks; "125 Freckles" and "Al Lado" with the Toño Quirazco combo.

Last week, Constantin TH. Metaxas, who was general manager of DUSA Record Company, left the country for Europe where he will have an important executive job at the Philips organization.



**ALL FOR ONE**—This shot of execs from around the world was taken at the recent Philips organization annual sales conference held in London. Pictured here are: (back row, left to right) H. Johanson (AB Philips Sonora, Stockholm, Sweden) E. Landqvist (AB Philips Sonora, Sweden) H. Buen (NorskPhonogram A/S Oslo, Norway) S. T. Stahl (AB Philips Sonora, Sweden) G. Augustin (N. V. Phonogram Amsterdam, Holland) B. Spits (Phonographische Industries, Baarn, Holland) C. Voute (London) Mr. F. Damste (Baarn, Holland); (Center rows) P. Sberrow (Societe Phonographique Philips, Paris) G. De Noaillet (Societe Phonographique Philips, Paris) T. Van de Haar (Philips Baarn) H. Cats (Philips Baarn) L. Hazen (Philips France) O. Wiisholm (Nordisk Polyphon A/S, Copenhagen, Denmark) W. Arming (Polyphon Schallplatten GmbH, Vienna, Austria) T. L. Dongen (Philips Baarn); (Front row) D. Glover (marketing manager, Philips Records, London) L. Gould (managing director), Philips Records, London).

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**Editorial**

## The Big Five at MOA

# Fair Warning

For the first time in many years, all the major record companies will be exhibiting at the MOA convention in October. They will be there and they are going to promote that neglected operator's tool, the Little LP.

It is an added expense for any businessman to pack his bags and catch a plane to another city for three or four days. He is leaving behind several appointments, some of which are important to his business, and the only reason for putting them off is that something else important to his business waits in the convention hall.

With all the cramped schedules and heavy demands on record company executives, delegates from five giant manufacturers—Columbia, Victor, Epic, MGM and Decca—will be at the convention. Hospitality suites, sample records and display booths all cost money, all cost time. Time, in the record business, is the most expensive item. Yet the delegates from the five companies are going to spend quite a lot of time in Chicago. Why?

Obviously they believe in the little LP, obviously they have invested in it and obviously they believe the jukebox operator is an important man.

Why important? Because the jukebox—believe it or not—is the only answer to radio, especially in the case of the Little LP. Radio stations playing the top tunes do not heavily program cuts from albums, nor do they heavily program records just under the “top tune line.” What other means is there of getting these records to the public? Answer: the jukebox. And who benefits from these little LPs being played? Answer: the operator.

At an explosive seminar held at last year's convention, representatives of the record manufacturers told the operators that little LPs would not be continued unless the operators bought them and tried them. They were referring to a hesitancy about trying something new.

The problem was also one of bad timing, but that is past history. The operator now has the chance of getting all the major record companies in one room, investigating their products and buying what he wants. He also has the chance of telling them what he wants—more LPs by certain artists, accents on promotion, whatever he feels he needs that he isn't getting.

The wise operator will be seeing these companies; he will go after them and he won't be satisfied until he has all the information he wants—and he will be the operator who takes and keeps more money out of his phonographs.

Fair warning has been given the operator that if he doesn't respond to the little LP programs of the record manufacturers, they will be discontinued. At the risk of sounding like a broken record, we say again that little LPs are a profit item, one of the few left on jukeboxes that aren't taxed to death.

For operators to ignore the little LP and pass by the handsome overture made by the record companies would be to insult their source of supply—and it would be a de facto admission that operators don't understand their power and importance.

There are five men waiting to see the operator in October with a special message and a big chance for making more money. The chance is too good for the operator to miss.

# New Phono, New Film Unit—Rowe Enters Music Merchant Era

NEW YORK—During the next few weeks, a new phrase and a new program will be introduced to music operators by Rowe AMI distributors all across the country. This new program features an all-embracing equipment-promotion-sales concept geared toward one specific goal—earning higher per-location revenue for the music operator. Everything in Rowe's new operating concept, according to its marketing vice president Fred Pollak, is aimed at provoking the location customer to spend more of his money on juke box music, at the operator actively selling music on the location without being actually there—at the operator becoming a "Music Merchant".

The "Music Merchant" concept, as introduced by Rowe's executive echelon at an international distributor gathering held in New York during the week ending Aug. 26th, includes a brand new "Music Merchant" phonograph (model MM1), an auxiliary audio-visual companion unit called the "Phono-Vue", a Rowe dollar bill acceptor for the phonograph, the "Play-Me" on-location play-promoting record and a travel incentive plan to further encourage operators to become music merchants.

(Shipment of the units to distributor showrooms has begun and should be available throughout the country by October 1st.)

"We consider this Music Merchant program a momentous milestone," stated Rowe president Jack Harper to his distributors. "It sounds the death knell of the old passive juke box and the beginning of a new era in the merchandising of popular music."

As Pollak expressed it: "It has been our thought that the music operator can appreciably improve his profits if he spends more of his efforts 'competing' with the location customer for his dimes, quarters and dollars instead of passively placing a juke box on a location for the service and convenience of these customers. We now encourage him to actively sell his wares to these customers, bring their attention to the phonograph, provoke them to put more of their 'bar money' into the machine if you will. This is the

whole idea of a music merchant and the very foundation of our new marketing concept," Pollak advised.

Rowe's general sales manager Joe Barton spelled out the chief points of interest in the "Music Merchant" program to the Cash Box reporter. "Our first step is for our distributors to discuss the very nature of merchandising with their operators," Barton said. "Show them the necessity of actively selling music on location without them being actually at that location—then show them how our new equipment can effectively accomplish this.

"Obviously, someone or something has to draw the attention of a location customer to the phonograph for this is an impulse purchase," Barton continued. In many spots, waiters or waitresses would ask customers for change to play the machine. This, however, can't always be the case so Rowe has produced the "Play-Me" record.

(The "play-me's" are 45rpm records featuring the speaking voices of many prominent record performers inviting customers to play their numbers. The records are "triggered" in the machine after a specified dead-time interval lasting anywhere from one to thirty minutes. Among those who already have cut "play-me's" are Tony Bennett, Al Martino, Jerry Vale and Herb Alpert and his Tijuana Brass. The Rowe program calls for a continuing series of "play-me's" to support hit records and well-known performers, Pollak stated.)

Barton continued, saying: "Then there is the bill acceptor. Years ago, Rowe introduced the very first dollar bill changer. Back in October, Fred Pollak predicted we'd be the first to utilize one on a juke box and now it's come true. Rowe's long experience assures the acceptance of only real U.S. dollars and the rejection of all other paper.

"This new instrument spans a long-standing dollar gap in the utilization of coin operated phonographs. By accepting the dollars, it spares the player and proprietor a money-changing chore and also makes it easier for the music lover to purchase his prod-



Saluting the new dollar bill-accepting Rowe-AMI "Music Merchant" with dollar bills are (left to right) Fred Pollak, Rowe vice president, marketing; Ed Ginsburg, Atlas Music, Chicago; Ed Shaffer, president of Shaffer Music Co., Columbus Ohio; John Moyer, plant manager, Rowe-AMI in Grand Rapids, Mich.; and Joe Barton, Rowe general sales manager.

uct in volume at a bargain rate (i.e. 15 plays for a dollar)," the sales manager advised. "This is not a bill changer, mind you, but a bill acceptor," he stated, adding, "no change will be given."

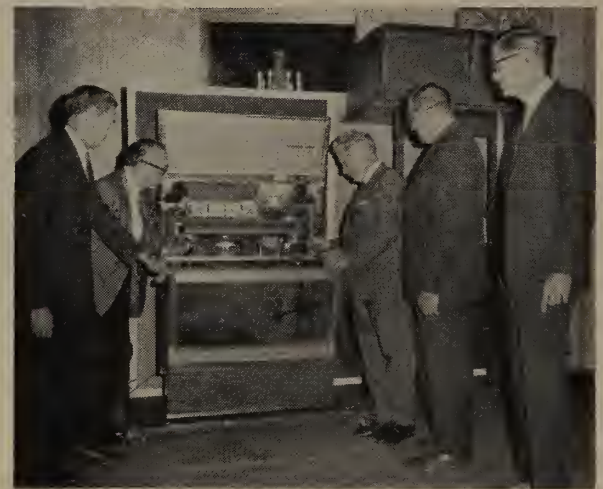
Naturally enough, the star of the Music Merchant program is the phonograph of the same name. "This magnificent machine offers 100% solid-state patented stereo-round sound," Barton said. "Every surface area of the machine is covered by highly damage-resistant material, from dual nickle chrome to catalytic hardened paint to scuff resistant vinyl. One extra special feature of our 'Music Merchant' is our 'Change-A-Scene' front panels. These are distinctive, illustrated panels, back lit to make them a source of eye appeal, are replaceable in minutes and can be changed to fit the decor of the location or the theme of the season. Three

cessory unit. This 20-selection, large screen auxiliary piece, can be installed anywhere in the location, regardless of the position of its companion phonograph. The films, processed in "Super-8D" color, are "paired" mechanically with 20 tunes selected by the operator. When a customer selects one of the audio-visual numbers, an appropriate dance sequence plays on the Phono-Vue while the popular tune spins on the juke. Based upon their belief that "just so many tempos exist in popular music," Rowe executives are banking on the Phono-Vue's "compatible tempo system" to boost collections for operators and offer them an "inexpensive" way of supplying a film juke box.

Films run approximately two and one-half minutes and samples are expected to be at all Rowe distributor showrooms by Oct. 1st. An average film change of one to two per week



Rowe AMI MUSIC MERCHANT



Interested in the "guts" of the new "Music Merchant" are (left to right) Mel Shone, Shaffer Music Co., Cleveland, Ohio; Joe Kline, Atlas Music Co., Chicago; Willfred Massey, Shaffer Music Co., Detroit, Mich.; Charles Wiersma, Rowe AMI, Grand Rapids, Mich.; and John Hickman, Rowe Field Engineer.

scenes are now available with more to come, like our Christmas panel," Barton revealed.

"The main idea with these panels," Barton continued, "is to offer the operator a chance to easily change the appearance of his phonograph, for, as everybody knows, each time a new unit is installed into a location collections go up. This new feature is a whole lot more practical than changing the whole unit. People like to play new things and the Change-A-Scene makes it easy for the operator to fulfill this need.

One of the biggest innovations in the Music Merchant program is Rowe's "Phono-Vue" audio-visual ac-

is seen probable by Barton for Phono-Vue operators.

"This whole campaign is vastly different than anything ever seen in this music business," Barton stated. "Our distributors will now keep the ball rolling . . . the ball we started in New York . . . by inviting in their operators and spelling out the Music Merchant program for them from top to bottom. We'll all benefit from this concept," he stated. "Field tests we've conducted with this equipment show a more than 40% increase in plays in some locations, appreciable gains in all. This is a new era and I'm glad Rowe's on top of it," Barton concluded.

## Midway Mfg. Bows "Captain Kid" Rifle With New Time Feature and Black Light Targets

■ First Machine Produced in New Factory



MIDWAY 'CAPTAIN KID'

CHICAGO—A harbinger of the approaching fall season has been ushered in with the introduction of a rifle-target coin-operated amusement game from the suburban confines of Midway Manufacturing Company. The new entry is Midway's "Captain Kid" gun game with several innovations, including black light glowing targets, and a new time feature which appreciably speeds up the time in play, and adds considerably to the player's skill shooting.

Furthermore, Hank Ross advised that there are four independent target motors in the expertly engineered mechanism "for greater action and reliability."

As an added feature "Captain Kid" is the first Midway amusement game with production commencing in the spacious, modern new plant located at 3750 River Road, in Schiller Park, Illinois. Midway's "Premier" puck shuffle alley bowler is also in production in the new building.

"Captain Kid" rifle-target amusement game offers the player 20 shots for 10¢. Extra shots are available when the player shoots out until the time on the indicator reaches 60 on the light box.

Sample shipments of this newest Midway coin-operated amusement game have been rush shipped to the company's distributors for display and demonstration on their showroom floors.

Presently, Mark Wolverton, president of Midway Mfg. Co., and Hank Ross, vice president, are utilizing the facilities at both plants—the old building in Franklin Park, and the new building—until the big move is completed sometime in September.

## Subcommittee Royalty Proposal — A Digest

NEW YORK—As reported in Cash Box last week, the subcommittee of the House Judiciary Committee has offered a royalty proposal to the Music Operators of America and the performance rights societies. Both MOA and the performance rights societies found the proposal unacceptable, and have since held meetings between themselves to see if an equitable solution could be worked out.

Basically, the subcommittee proposal would require an operator to pay royalties on the basis of how many records each of his machines will accept. With a suggested royalty of 3 cents per record, and given that the machine has 160 selections, this would require an operator to pay 12 cents per record a year (the royalties would be paid every three months), or \$19.20 per machine. If an operator had five machines on his route, he would then be required to pay \$96.00 a year to copyright owners of the songs, through a collection agency as yet undetermined.

Fred Granger, speaking for MOA, said, "We found this proposal unprac-

tical and far in excess of what the average operator could afford to pay. As a result, we held meetings with the other side to see if a more palatable plan could be arrived at. It's too early for me to announce anything definite, but the spirit at the meetings was congenial. I think both sides came out of it realizing that a lot could be accomplished between us. I should add that the subcommittee's proposal, although unacceptable to both sides, was made in good faith with a sincere desire to resolve the problem, a recurring problem that involves much of their time and effort as it does ours."

The subcommittee proposal, in section 114 (subclause b, paragraph 1, subsection A) would require an operator to register his name and address, the manufacturer of the phonograph and its serial number, the number of selections on the phonograph, the name and address of the location where the phonograph is placed, and a complete list of the records on the machine during a given three month period with the Registrar of Copyright. (Cont'd. on page 65)

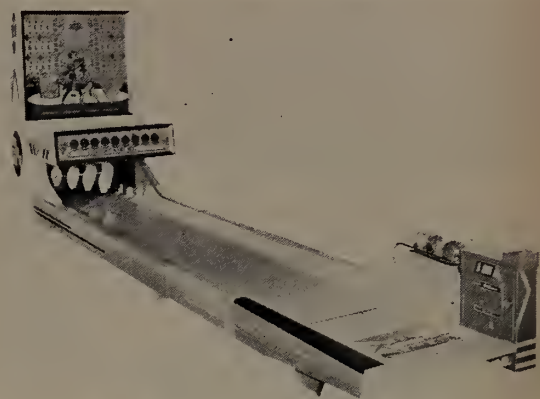
## United Introduces "Aztec" Big Ball Bowler with Adjustable Levels

CHICAGO — With the rapid approach of what promises to be a very active and productive fall season at Williams Electronic Manufacturing Corporation on Williams flipper amusement games and United puck shuffle alleys and big ball bowlers the emphasis this week is on the exciting, new United

ward additional play; therefore, offering added profits in locations in this country and in the foreign markets.

"Aztec" bowler also provides the exciting, new "Diamonds" bowling and scoring features, in which strikes score 800 points and spares chalk up a score of 500 points. Furthermore,

Players have a choice of two heights for bowling lane levels on the United "Aztec", plus the "Diamonds" scoring feature. United sources said reactions on test locations have been high.



"Aztec" six-player big-ball bowling alley, which reportedly offers the player five distinct ways to play and score.

Sam Stern, president and general manager of Williams Electronic Mfg. Corp., last week asserted during an interview with the roving Cash Box reporter that the "Aztec" ball bowler, which is making its initial appearance in all of the international coin machine markets, is actively spearheading a potential line of Williams-United profit makers leading up to the forthcoming MOA Convention and Trade Show, October 28-30, in the Pick-Congress Hotel, located in Chicago's downtown area.

The Chicago-based amusement game manufacturer will as usual have a huge area on the conveniently located amusement games exhibition floor during the three-day convention, featuring the complete line of Williams-United coin-operated equipment for the convenience of conventioners.

United's "Aztec" ball bowler features a surprising adjustment that offers the players a choice of two heights for bowling lane levels. This added convenience feature has been pretested, according to Buddy Lurie, Williams' national sales director, and is already a proven inducement to-

the left and right 'Diamonds' score 100 each, and the front 'Diamond' earns 300 (plus the count) on a blow or miss.

Lurie explained that this new United scoring feature has most assuredly proven out as a heavy-play inducer (especially for continuing play) in pre-test locations.

Other play and scoring games offered in "Aztec" big ball bowling alley include the tried and proven "Dual Flash", "Regulation" (standard bowling scoring), "Flash" bowling and "Bonus Lane".

There is a backbox adjustment for 'Easy' or 'Normal' strike, and completely new style, heavy-duty pin hangers. Double nickel or dime play is standard in United's "Aztec" ball bowler. A multiple coin (5-5¢, 10¢, or 25¢) mechanism is optional.

Standard sizes are the 13-foot and 16-foot models. Four-foot extension sections are available to increase the size of the playfield.

Other Williams-United coin-operated amusement games currently on display at all Williams distributors are: "A-Go-Go" four-player flipper and "Blazer" puck shuffle alley, which also features the "Diamonds" scoring game.

CHICAGO—Bud Lurie, national director of sales for Williams Electronic Manufacturing Corporation, in this city, announced this past week that Lou Rubin's L & R Distributing Com-

pany, located at 1901 Delmar Boulevard, in St. Louis, Missouri, was appointed distributor for all Williams and United coin-operated amusement games in the St. Louis area.

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Len Levy, vice president and general manager of Epic Records, is one of the most knowledgeable men on the subject of the little LP. His company was one of the first to release them and has been a constant delegate to the MOA conventions, even during the lean years when record manufacturers and operators seemed too far apart to ever get together. Levy has been in music most of his life, from his boyhood, when his family owned a music store in Rochester, New York, to his association with Coral Records and his ownership, with, among others, Steve Allen, of Hanover/Signature Records. He has been all through the music business, from retailing to manufacture. In October of 1961 he joined Epic. Since that time he has come to be one of the prominent men among the record manufacturers who understands and takes an active interest in the coin machine business. Levy, interviewed in New York, talked at length about his belief in the little LP, and about what he wants to find in Chicago this October.

Q. When did Epic begin its little LP releases?

A. Almost immediately after the first jukeboxes appeared that could play them. It looked to me like there was going to be a growing market for them and we released a series of eight stereo little LPs and have continued to do so regularly three or four



LEN LEVY

"The operator must show good faith."

times a year ever since.

Q. What about the content of the albums? Did you send out a little of everything or was it more specific?

A. At the beginning we didn't know precisely what was going to go, but we decided to give the operator artists he knew and repertoires that were familiar to him, so there wouldn't be a question mark in his mind. Our first releases—in fact, all of them, all the way through—have

been by artists and with repertoires of acceptance and name value. We also programmed for different locations, to give the operator a broad spectrum of music. Some locations wanted polkas, some blues, some soft music. We have artists and a catalogue that fills all these requests. The Glenn Miller Orchestra, for instance, on singles or albums, is an automatically accepted commodity. Then we'd go to the MOA conventions to talk to the operators personally and get the feel of what they needed. That's the way we've done it and the way we'll continue to do it.

Q. There was a time when it looked like the little LP would die. What caused it and what did you do about it?

A. It was a case of putting the cart before the horse. The machines that would accept little LPs did not appear all at once and the albums themselves did not appear all at once. There was a strong promotion on the machine and I know in many cases operators invested heavily in equipment and then found they had no product to put on it. By the time the total industry got into it, interest had waned. The whole thing left a bad taste in the operator's mouth. He had the machine but the product repertoire was limited. The record companies sat back and waited to see if the product was going to be accepted. It looked to us as though there was a terrible lull. In the meantime, the operator had bought this new equipment and was left up in the air. It was a problem of distribution.

Q. What did you do about it?

A. We felt there was a market for the little LPs and that it was a case of cooperation between the operator, the distributor, the one-stop and the record manufacturer to work in concert to push something new and different. That's why last year at MOA I appeared at the seminar they held on the albums and I told them that the manufacturers will do what the operator wants but the operator must show good faith. I said that some of them were not progressive, not aggressive and missing out on a good buy. They were content to sit back and say, "Oh, this'll never work so I'm not going to try it." That's where they stood and I made sure they knew where we stood. I complained bitterly about the lack of communication. Frankly—I mean it—I look to the operator to take a chance with new product. Without the cooperation of the operator a lot of new product would never reach its audience. I'm talking about the "good music" or "easy listening" type—something other than rock and roll. Programming on radio today is very tight; there's very little room for new product. And if an operator had to depend on what he hears on the radio to program his jukebox, he'd have about forty records in a box that takes a hundred or two hundred.

Q. Bill Cannon wrote an open letter to operators last October about the little LP, and he formed a liaison committee to re-establish contact with the record manufacturers. Has that contact been re-established?

A. Our director of sales, Mort Hoffman, has talked many times with Bill Cannon, and asked him to convey the company's thoughts to the operators. We have regular mailings to operators on new singles and little LPs. We send them a single, for instance, and ask them to try it at our expense. We are trying desperately to build up the relationship between us and the operator. We have put out programming guides, re-released location proven singles—and we will continue to do so. I believe in the power of the operator. He is capable—if he wants to—of creating a hit. The American public—the people that are buying music—want to hear something other than rock and roll. I specifically look

(Continued on page 71)

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## Subcommittee Royalty Proposal — A Digest

(Continued from page 63)  
rights. Once submitted, this information would be filed and a certificate of registration would be sent to the operator, to be affixed to the phonograph.

The copyright owner, in the meantime, would be required to send the operator a list of records on which he is due royalties in any three month period. The collection agency to distribute the various royalties to the various composers or copyright owners has not yet been determined.

Whoever would be designated as the collection agency would have a lot of paperwork to do, as would the Federal Government. During the many years that the royalty question has been debated in Washington, several organizations have been nominated for the role of collection agency, among them the performance rights societies, MOA, and the Federal Government.

## Seeburg's Woodhull Urges Ops to Return Applications For Fall Factory Training

CHICAGO — Freeman E. Woodhull, manager of the technical training division, department of field engineering & Training, The Seeburg Corporation, last week alerted Seeburg regional vice presidents and distributors, underlining the absolute need for urgency among the nation's coin machine and vending operators to turn in their applications for the late fall factory training school program "as far in advance of the actual school dates as possible" to avoid disappointments in enrolling their mechanics into the Chicago factory service school scheduled for October, November and December, 1966. In fact, he explained that some of the operators' service personnel will be unable to attend the September session because of delays in enrollment.

All of the training school classes are conducted at the Seeburg factory school building, located at 1010 West Weed Street, in the vicinity of the large complex section near the main plant.

In the late fall program the 98th school term—commencing Monday, October 10, through Friday, October 14—will cover a complete discussion of the mechanical and electrical operation, with strong emphasis placed on trouble shooting techniques, in Seeburg's cold drink vender and coffee machine.

This very same procedure will be somewhat adhered to during the 100th (November 7 thru 11), and 102nd

(Monday, December 5 thru Friday, December 9) service school terms.

The late fall school program which will be devoted to Seeburg coin-operated phonographs is scheduled as follows: The 99th, 101st and 103rd school terms will amply cover all servicing phases of the phonograph and "Consolette," with emphasis on a com-

plete discussion of the mechanical and electrical operation of these units, again concentrating heavily on vitally important trouble shooting techniques.

Dates of these fall phonograph schools are: (99th) From Monday, October 17, through Friday, October 21; (101st) Monday, November 14, thru Friday, November 18; and,

(103rd) Monday, December 12, thru Friday, December 16.

This then concludes what Woodhull refers to as "by far the best attended and appreciated" year of factory service schools ever conducted at Seeburg. He will release information leading into the first quarter period in 1967 well in advance of the new year.

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## Milwaukee Coinvet Jim Stecher Passes Away at 59

MILWAUKEE—James (Jim) Stecher, age 59, a veteran in the coin machine business in Wisconsin since 1931 died after a heart attack Monday evening, August 29. He was the owner of Novelty Service Company in this city.

Stecher was very active for many years in the Milwaukee Coin Machine Operators' Association and the state-wide Wisconsin Music Merchants. At the time of his demise he was an officer and director of the Milwaukee association.

Stecher is survived by the widow, Ann Stecher; and two sons, Michael and Frederick Stecher. Michael was in Oregon at the time of Stecher's death, therefore funeral arrangements were temporarily held up pending his return.

Funeral services were to be held Friday, September 2, in the Becker Funeral Home in Milwaukee.



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## Eastern Flashes



MUSIC MERCHANTS MEET AT ROWE SUMMIT—With a new phonograph, a new audio-visual component and a totally new sales theme, the entire domestic Rowe AMI distributor network plus many foreign distrib reps gathered in New York Aug. 24, 25 and 26 to proclaim the era of the "Music Merchant". The Music Merchant sales concept, according to Rowe's marketing veep Fred Pollak, is aimed simply at earning more weekly revenue for the music operator by coaxing more spending by location customers. At the center of the program is the totally new Music Merchant phonograph, conceived and designed, says Pollak, to literally "sell more music". On location promotional aids included in the Music Merchant program are the Rowe "Play-Me" talking record which actually "invites" customers to play the juke, the Rowe dollar bill acceptor, now adapted for the phonograph and the Phono-Vue audio-visual unit, an auxiliary 20-selection film color theater designed to accompany the musical tempo on the record with varied dance sequences. (See complete details on news page). Pollak and company presented the program once again in the grand style, summoning the Jam Handy Organization to stage a lavish presentation in New York's regal Lambs Club. The show, as every Rowe distributor will agree, was a hit in both the industrial and the artistic sense (thanks largely to writer-director Bob Mansfield). Fred, sales manager Joe Barton, prexy Jack Harper and chairman Pat O'Malley each fired up the assembled distributors with the Music Merchant concept with optimistic forecasts and congrats for past success. Jim Newlander (never so emulsified in all his life) went beyond the call of duty with the ice water bit. Even more startling was the announcement that Irv Sandler (Sandler Dist. Minneapolis) and Frank Thompson (Thompson Dist. Salt Lake) were appointed for the Rowe AMI line. It was a heady week. We saw many friends but perhaps the keynote throughout was expressed by Roanoke Vending's Harry Moseley when he said, "the factory has created an exceptional opportunity for the distributors with this program . . . I for one will make sure we use it to maximum advantage."

THE DAYS DWINDLE DOWN—As MOA showtime draws nearer, anticipation grows with many coinmen expecting one of biggest conventions in history—easily the best represented and attended in the past decade. With virtually every major and minor coin machine factory to be represented as well as a generous host of record firms to be displaying their wares, there'll be more reason than ever for the conscientious op to make the trip. From our desk, we're aware of at least four startling new amusement games to be premiered at the show—all coming from factories you wouldn't expect to be in this particular line. We know of one of the nation's major recreation equipment manufacturers planning to display their first entry into the coin field. Plenty of audio-visual activity also in store. See them first, see them in person, come out to Chicago and add your face and the prestige of your operating firm to our industry's summit meeting. . . . Howie Kaye, reserving his usual line-up of exhibit booths for his full table revue, will also have a brand new line of cue sticks and accessories at the MOA. Kaye table demand continues high and the plant in Brooklyn is extending every effort to fill distributor orders, the sales exec revealed. . . . Dave Rosen, off to Milan to inspect the new Cinejuke's comin' off the Innocenti assembly line, due back shortly to finalize plans for his MOA display. Dave's to be accompanied by his top sales and promotion force during the Chi show including good buddy Mauri Oredenker. . . . U.S. Billiards' Harry Doyle saving a prominent spot at that firm's exhibit for their Electro-Pool game—a real honey for the factory since its release. . . . Bert Betti to offer the pleasant refuge of his hospitality suite to friends and customers during the convention.

HERE AND THERE—Mondial Commercial's globetrotting Aspet Varten sends up a postcard from the Baalbeck ruins in Lebanon where he stopped off recently during his Near-East and European sales junket. Other stops on the route included Milan and Athens. . . .

TALES OF TENTH AVENUE—Mike Munves underwent minor surgery last week and is now relaxing and getting back into his usual good shape; meanwhile brother Joe and "the man with the books", Dick Greenberg are not only holding down the fort but making sure that sales keep at the peak they've been going at during the summer season. . . . Abe Lipsky happy and proud over the marriage of his son Bert August the 28th. . . . RRRRRip! went the old floor and Slap! went the new tiles as Runyon Sales swung into a redecorating of its Tenth Avenue offices. Painters and carpenters all busily at work while Irv Kempner and Louis Wolburg kept the sales action up and the blonde of our dreams, Sandy Rasnitzky, kept the coffee pot boiling. . . . Atlantic New York's Murray Kaye is the most excited we've seen him in a long time over the new Seeburg phonograph—which officially bows next week in Cash Box. "How long have I been in this business?", he said. "Don't answer that—it'll make you feel even younger. Put it this way: for as long as I've been in the business I never heard anything like this new machine. We sat and listened to it for pure enjoyment till eight in the evening last week. What sound it's got!". . . . Over at Musical Distributors, they're all excited about Chi Coin's new single player "Kicker" and the forthcoming "Flair" bowler—which promises to be quite a machine. . . . Lou "the Redhead" Druckman of United East Coast looking forward to hefty sales with United's new "Aztec" big ball bowler. . . . Al Simon movin' and groovin' with the Rock-Ola line of phonos. . . .

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## Upper Mid-West Musings

Mr. & Mrs. M. Berger, Duluth, in town over the week end attending a wedding . . . Mr. & Mrs. Robert Addington and family from Bismarck, in the cities for a few days vacation . . . Ritchie Hawkins in town for the day picking up parts and records . . . Mr. & Mrs. Les Bruns in town for the day and returning to Fargo the next morning . . . Mr. & Mrs. Ike Sundem in the cities to do a little shopping . . . Junie Kangas who heads up the games repair service department at Lieberman Music Co. just returned from a two week vacation at Yellowstone Park and the Black Hills . . . Ted Fischer in town and says that the crappies are biting just great at Waconia . . . Phil Hertz, Wadena, drove into town with his son and stayed long enough to get records and parts . . . Doc Keintz, Tomahawk, in the cities for the day making the rounds . . . Ed Petek in town for a few days to keep his son company. His son is learning the barber trade in Minneapolis . . . Hildegard at the Manor House at St. Paul . . . The Four Lads at Coleman's . . . Dick Schroeder in the cities for the day making the rounds . . . Art Skram, Mason City, in town for the day, passing through . . . John Czerniak, in town picking up parts and records and visiting his children living in town . . . Our deepest sympathy to Harold and Ray Awe and their families on the passing away of their brother Robert last week.





# Chicago Chatter

A very interesting precedent was set August 24 in the Library of Congress in Washington, D. C. when members of MOA's Legislative Committee and representatives of the performance rights societies met in a harmonious atmosphere to attempt to solve the ever pressing royalty question. Although there was nothing conclusive in the discussions the fact that these two factions are trying to amicably resolve this problem is more than was previously hoped for. All parties, including the Subcommittee of the House Judiciary Committee, are to be commended for this harmony and effort. Among the MOA members present at the session were: Lou Casola (chairman), Clint Pierce, MOA prexy John A. Wallace, Fred Granger, J. Harry Snodgrass, Bill Cannon, Jim Tolisano, and Harry Leyser. George A. Miller was unable to attend. Legal counsellors were Nicholas E. Allen and Merrill Armour for MOA, and Perry Patterson and Raymond Larroca for the phonograph manufacturers.

Cashbox Congrats to Bill Adair who was upped to the new post of president of Seeburg Sales Corp.; and George L. H. Gilbert, president of Seeburg International Corp. Both of these new heads report to Seeburg Prexy Louis J. Nicastro and Board Chairman Delbert Coleman. . . . A visitor in Windy City last week was genial Sol Tabb. He jetted back to his headquarters in Florida at midweek. . . . Sincere good wishes have been pouring into the offices of Gil Kitt and Joe Robbins at Empire Distribs this past week congratulating them on their 25th anniversary of Empire's founding. Among the congratulatory messages received included several of the executives at Rock-Ola Mfg. Corp. President and founder David C. Rockola, Edward G. Doris, Dr. David R. Rockola, George Hincker, Art Ehlert, Les Rieck, Hugh Gorman, Art Janacek, et al.

Bally engineer Terry Reedy is beaming with pride, because his youngsters, Terry Reedy, Jr. and Nancy, were among the students of St. Peters School in Skokie, Illinois who were honored with the National Fitness Award. . . . When we chatted with Sam Stern, prexy of Williams Electronic Mfg. Corp., and sales chief Buddy Lurie last week we were advised that Lou Rubin's L & R Distributing Co., in St. Louis, Mo., was appointed distributor for all Williams and United coin-operated amusement games in the St. Louis area. . . . The Northwestern Ohio Music Operators' Assn. held its annual summer picnic at Cedar Point on Lake Erie, August 25. 64 members and their wives turned out for this, one of NOMA's most successful outings. President of the association is Maynard Hopkins, of Galion, Ohio. Secretary-treasurer is William (Bill) Hullinger, of Delphos, Ohio.

Fred Granger advises that the Montana Music Operators' Assn. (MMOA) has been recently reactivated and will send a large delegation to the coming MOA Convention and Trade Show, October 28-30, in the Pick-Congress Hotel in Windy City. . . . An interesting sidelight: Bonnie York, MOA's "gal Friday" was pleasantly surprised when famed Windy City deejay Eddie Hubbard read her letter in which she lauded MOA handily over the air Saturday a.m., August 27. Eddie is no stranger to MOA and to Cash Box.

We inadvertently gave Color-Sonic's Ron Kaghan an "alias" in last week's column when we referred to him as "Jerry." At any rate, Larry and Ron Kaghan enjoyed a fine turnout at their showing of the new Color-Sonic Theatre coin-operated audio-visual machine, August 30, in the Continental Plaza Hotel. Color-Sonic prexy Stanley Green jetted in to be on hand for the bash. He then explained to Los Angeles (31) for the regional showing in the Century Plaza Hotel. We enjoyed chatting with Madge Kaghan, Larry's wife, an old and dear friend. . . . After attending the Color-Sonics showing Herb Perkins, of Purveyor Distribs, explained for the West Coast on business. Herb info'd that collections have been steadily increasing during the past few weeks. He looks forward to a healthy, profitable fall season. The whole gang at World Wide Distribs played hosts last Tuesday, August 30, when the Seeburg distrib held its showing of the Seeburg coin-operated phonograph. More on this next week. . . . During our trek into coinrow last week we had a chance meeting with music operator John Jansen, of Avondale Music Corp., who was making the rounds also.

We know the fall season's upon us already now that Midway Mfg. Co. is shipping the new "Captain Kid" coin-operated gun game to the firm's distributors in this country. Mark Wolverton and Hank Ross are mighty enthused over the initial reaction in sales.

All the excitement at Chicago Dynamic Industries these days is caused by the introduction of ChiCoin's "Flair" big ball bowler which actually features a thumb ball so that the player can actually hook the ball. The ball is much larger but only a few ounces heavier than the old, conventional ball used in coin-operated bowlers. Sam Wolberg, Sam Gensburg, Avron Gensburg, Harry Glick and Mort Seore consider this newest Chicago Coin entry an important milestone in the coin machine business.

# Midway's CAPTAIN KID GUN

**4 INDEPENDENT TARGET MOTORS FOR GREATER ACTION AND RELIABILITY**

**TOP SCORE FEATURE**

**BLACK LITE GLOWING TARGETS**

**20 SHOTS 10c**

**FOR EXTRA SHOTS SHOOT until time reaches 60**

**TIME FEATURE**

SIZE 24" WIDE 33" DEEP 67" HIGH

**MIDWAY MANUFACTURING CO.**  
 3750 RIVER ROAD • SCHILLER PARK, ILL.  
 OUR NEW HOME (A SUBURB OF CHICAGO)

**Take in the big DOUGH with ROWE!**

**What's round, red and says "Play-Me" on cue?**

**American Tobacco's Robert B. Walker Replies to Roswell "Nicotine" Report**

NEW YORK—In response to inquiries about "tar" and nicotine in filter cigarettes, Robert B. Walker, president and chairman of the board of The American Tobacco Company, said that the recently released report from Roswell Park Memorial Institute was a misleading one.

Walker noted that "the report omitted any mention whatsoever of Carlton Cigarettes, which were introduced early in 1964, and the first cigarettes to carry 'tar' and nicotine information on the label, as measured by a recognized independent laboratory. Carlton has been in national distribution and advertised for more than two years and yields far less 'tar' and nicotine than any of the cigarette brands reported on by Roswell Park." Walker said, "it is difficult to understand how an objective and scientific report such as this purports to be can ignore a cigarette that pioneered 'tar' and nicotine information on the label.

Walker added the Roswell Park attack on filter cigarettes appears to assume that low 'tar' and nicotine constitute what they call a 'protection'. "Carlton Cigarettes are not sold on the basis of any such premise. On every pack of Carlton we state: 'No

health claim is intended or implied by this listing, referring to the 'tar' and nicotine figures given. No component of cigarette smoke or of 'tar' or of nicotine has been proved to cause any of the human ailments mentioned by Roswell Park."

"The report makes misleading and unscientific comparisons between certain filter and non filter brands. 'Tar' and nicotine content of Pall Mall Filters is compared with that of Pall Mall Nonfilter despite the fact that the filter cigarette is 18% longer. Clearly, a longer length of tobacco will yield more 'tar' and nicotine in the smoke, just as an 18-ounce steak will yield more calories than a 14-ounce one. The report admits that cigarettes were smoked to a 23 mm. butt length. This means that the figures for Pall Mall Filters represent 77 mm. of cigarette smoked, while those for Pall Mall Non-filters represent only 62 mm."

"If the cigarettes are compared on a fair and scientific basis, that is, puff for puff, Pall Mall Filter Tipped yields a lower concentration of 'tar' and nicotine in each puff than the smoke from the non-filter cigarette."

**NAMA Ask Ops to Return Ratio Reports**

CHICAGO — Operator member firms were urged last week to return the reporting forms for the 1965 Operating Ratio Report to Price Waterhouse & Co. by September 30, 1966, according to Charles Glueck, chairman of the National Automatic Merchandising Association's accounting and statistics committee.

To reflect changes which have occurred in the vending industry, the 1965 Operating Ratio Report will for the first time be tabulated in separate sections for national-regional companies and for independent operating companies, Glueck said.

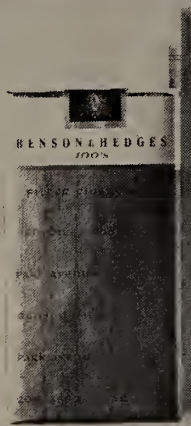
Based on confidential information supplied directly to Price Waterhouse by NAMA operator member firms, the report is the only statistical analysis of its kind in the vending industry. It provides statistics on operating costs, profits and commissions, and enables companies to better evaluate their own data against industry averages.

"The report serves as a factual guide for local and state legislative bodies who might be uninformed about the industry's profit position," Glueck said. He also called the report an "important tool for use in dealing with bankers and financial institutions."

The new report covering 1965 is expected to be issued in the fall months.

Copies of the operating ratio study are available to NAMA members at the price of \$10 for the first copy and \$1.00 for each additional copy. Participating companies will receive the first copy free, with additional copies priced at \$1.00.

**Heavy Promotion On Benson & Hedges 100's**

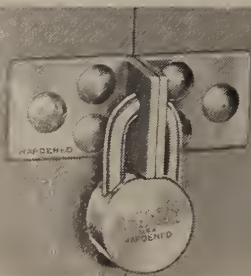


NEW YORK—A national advertising campaign for Benson & Hedges 100's has been launched by Philip Morris Incorporated.

The television, newspaper and magazine segments of the campaign all dramatize the longer-than-king-size length of the product by calling attention to the "extra puffs" provided by Benson & Hedges 100's.

According to John T. Landry, of Philip Morris Incorporated, "Benson & Hedges 100's is an unusual brand, requiring an unusual advertising campaign. The product characteristics of the cigarette—Benson & Hedges 100's are 18% longer than king-size and 40% longer than regular—necessitated a dramatic approach, particularly since the brand now sells at a popular price."

**American Lock Co. Bows Vending Machine Lock**



Designed to curb "bolt-cutter" bandits, a new high security hasp and padlock set has been developed by the American Lock Co. of Crete, Ill. to fit cigarette machines especially and virtually any other type of vendor. Vending operators have found that an auxiliary hasp and padlock of all hardened steel construction offers an effective deterrent to cash box thieves. Shown here is the American Model 525 Hasp Set included the widely distributed H-10 Padlock.



CHICAGO COIN APPOINTS ADVANCE AUTOMATIC SALES AS THEIR L.A. REP. . . . We're told that Advance Automatic is now the exclusive distributor for all Chicago Coin products. Bob Portale reports that he has just received his first shipment of the new Chicago Coin game, "Flair." The most revolutionary feature with this new bowling game is the over-sized bowling ball and the thumb hole for easier delivery. Bob also says that he's expecting the new single player "Kicker" to arrive at any moment. . . .

PUTTIN' ON THE RITZ. . . . Marvin Miller of Coin Machine Service was ecstatic about the progress in his campaign to beautify his showroom as well as outside of the building. As we mentioned, he just recently finished paneling the showroom. Right now is still working on the exterior, which will even include a brand new sign. After he completes this project, he will start putting in a whole new floor. Marvin says that this is all part of the new "Coin Machine look." He also mentioned that another shipment of All-Tech pool tables just arrived. . . .

FROM THE RECORD RACKS. . . . Buddy Robinson of California Music tells us that he had a visitor from south of the border. Lola Beltran, a popular singer in Mexico, stopped in to say hello to everyone. Buddy reports that "Cherish," cut from the Association's album "Along Comes The Association," is really going great guns. Walter Wanderly is in pretty much the same bag. His top selling "Summer Samba" is a track from his smash L.P. "Rain Forest" on the Verve label. . . . From Luenhagen, the Solle sisters tell us that John Maham, west coast manager for Epic, was in to say thanks to the girls for all their help in the past and to tell them about the new Nancy Ames single "Cry Softly." Ted Ponseti and Dick Carpenter, both of Dot Records, were in to check on the progress of Pat Boone's newest "Wish You Were Here, Buddy." . . .

HERE AND THERE. . . . From Badger Sales we're given the news that Lillian Schreuder, their head bookkeeper, just returned from her vacation. . . . From Duarte International we hear that Philip Duarte has been helping his dad, Joe, finish up some extra work over at the office. Joe also tells us that he just sent a couple of shipments of phonographs to Japan last week. . . . From Circle International we get the news that Dean McMurdie and Don Edwards have just returned from their New York business trip. . . . Talked to Britt Adelman of Paul A. Laymon, who, gave us the sad news that her daughter, Stacy, broke her leg last week. But Britt adds that she is on the mend now. Visiting ops this week include the following: Fred Anderson-Solvang, Thomas Baird-La Puente, Val Prater-Needles, Ira Patton-El Monte, Herman Stauffacher-San Bernardino, Tex Nowka-San Bernardino, Wynn Edling-Ojai.



**Milwaukee Mentions**

Cream City's coinrow was shocked early last week (29) when coinvet Jim Stecher, age, 59, died suddenly after a fatal heart attack. Sam Hastings who served with Jim for many years in the Milwaukee Coin Machine Operators' Association was visibly shaken when the untimely news reached him in his office at Hastings Distribs. It was a tragic blow to MILWAUKEE MENTIONS since we've known Jim Stecher for many years. Sincerest heartfelt condolences to the widow, Ann; and Jim's sons, Michael and Frederick . . . Now that the Labor Day weekend is upon us Wisconsin operators are geared for the hefty indoors action on all equipment in locations . . . Empire's Bob Rondeau celebrating the firm's 25th anniversary by making his rounds of the area calling on his customer friends . . . Can't imagine what's happening to Harry Jacobs' golf game. Recently he shot an amazing 76—and lost four strokes down to a "villain" who managed an almost unbelievable 72. Then to compound Harry's golfin' miseries his son, Paul Jacobs, surprised him later with a neat 74. Paul is a student at Northwestern University. Last time Harry was seen he was busy bustin' his clubs (not really) . . . Sam Cooper is still minding the store at Pioneer Sales & Services while Joel Kleiman is vacationing in the east with his family. Operators in Wisconsin will shortly be treated to a preview of the new Rowe-AMI phono and ChiCoin's "Flair" big ball bowler at Pioneer . . . Nate Victor, of S. L. London Music Co., is busy as blazes now that the new Seeburg phono is being readied for showing. Recently Nate huddled with Sam and Perry London when they were in Windy City to get the first view of the Seeburg coin-operated phonograph. Nate will announce his showing date in MILWAUKEE MENTIONS . . . When we chatted with Arnold Jost, of Arnold's Coin Machine Service, he was almost speechless with grief over the death of his old friend, Jim Stecher.



**Happy Birthday This Week To:**

Irving Kempner, Fairlawn, N. J. . . . Irving Fenichel, Brooklyn, N. Y. . . . E. L. Certain, Jr., Dallas, Texas . . . W. L. Groover, Atlanta, Georgia . . . Jerry Kertman, Rochester, N. Y. . . . Marie Louise Pierce, Brodhead, Wisconsin . . . William C. Miller, Plant City, Fla. . . . Joseph D. Abraham, Altoona, Pennsylvania . . . Jack Maloney, Ft. Worth, Texas . . . John Merritt Porter, West Asheville, N. C. . . . Joseph Weinberger, Cincinnati, Ohio . . . Charles H. Williams, Jackson, Tenn. . . . Orval F. Donley, Russell, Kansas . . . George Hoblak, Edwardsville, Pennsylvania . . . Ellen M. Brown, Chicago, Illinois . . . Frank Coubal, Bloomer, Wisconsin . . . Doris Shapiro, Miami, Florida . . . Bernard W. Luchman, Omaha, Nebraska . . . Joe Noto, San Francisco, California . . . Edwin Thos. Heath, Macon, Georgia . . . Rose N. Guillaume, Jefferson, S. D. . . . Mont Z. Elkins, Charleston, W. Va. . . . Marcel Lucca, Geneva, Switzerland . . . Clitus E. Lowry, Lexington, Kentucky . . . Maurice De Olive, Brenhan, Texas . . . John Ostrander, Baltimore, Maryland . . . Earl P. Gore, New Orleans, Louisiana . . . Johnny Casola, Chicago, Illinois . . . P. A. Thurkettle, Toledo, Ohio . . . Luther S. White, York, Pennsylvania . . . Wm. K. Rodstein, Philadelphia, Pa. . . . Samuel J. Morrison, Bronx, New York.

## Seeburg Calls National Distributors Meeting to Show New Phonograph

CHICAGO—The Seeburg Corporation opened its new sales theater for the first time to its distributors and unveiled a new phonograph to them that is currently being shown by them at a series of National Premieres. (Complete details in next week's issue.)



At the recent unveiling of a new phonograph to its distributors in Chicago, chartered buses were used to bring Seeburg distributors to the new \$6 million plant, where the sales meeting was held.

The new sales theater seats 250 comfortably; is completely air conditioned; has two separate sound systems, one each for music and voice; has complete stage lighting equipment and has movable partitions so that smaller, simultaneous meetings may be held without conflict.



At its recent distributor meeting in Chicago, Seeburg drew on its own cast of pretty girls to greet and register those attending the phonograph unveiling.

Seeburg's advertising manager, Frank Luppino, Jr., pointed out that the new theater will contain changing displays of products made by the many divisions of The Seeburg Corporation. "These products will be ideally showcased in our new sales theater and will be of interest to visitors and to stockholders. We will have 100 or more members of the English Amusement Trades Association here next month, and they will be the second large group to use the theater facility. In addition, great savings can be made by utilizing the theater for annual stockholder meetings," Luppino noted.

Gottlieb's

# CROSS TOWN



## Note These Big Traffic-Producing Features!

- 1 Animated Subway Car Doors Open to Reveal Comical Characters
- 2 4 Top Rollovers Light Corresponding Pop Bumpers for High Score
- 3 Making 4 Top Rollovers Lights Side Rollovers for Mystery Special Score.
- 4 Center Target Scores Special When Red and Yellow Lights are Paired in Special Section.
- 5 Target scores mystery special when other red and yellow lights are paired.
- 6 3 or 5 Ball Play. Match Feature

That Extra Touch of Quality and ORIGINALITY

*D. Gottlieb & Co.*

1140-50 N. Kostner Avenue • Chicago, Illinois 60651



An international display is the backdrop in the new reception room at Seeburg as George Gilbert, extreme left, welcomes some of the firm's international distributors and affiliates at the recent unveiling of the new Seeburg coin phonograph.



Seeburg distributors are shown converging on the new Seeburg Sales Theater for the unveiling of the new Seeburg phonograph. In the forefront are H. A. Franz, Meyer Parkoff, "Pres Struve," and Sam London. Seeburg distributors will soon be holding open houses for operators to see the new phonograph.

(The following tax table listing the state-by-state breakdown on excise and sales taxes was compiled by the National Automatic Merchandisers Association (based on figures as of Nov. 1, 1965. Cash Box presents it as a handy reference for the use of members of the cigarette vending industry.)

## □□□ CIGARETTE TAX SUMMARY □□□

STATE	PER-PACKAGE EXCISE TAX RATE IN CENTS	EXCISE TAX DISCOUNT RATE PERCENTAGE	EXCISE TAX DISCOUNT RATE IN DOLLARS	STATE SALES AND USE TAX RATE ON CIGARETTES
Alabama	7	7½	\$3.15	4%
Alaska	8	1	.48	—
Arizona	6.5	1½	.585	3%
Arkansas	8	6	2.88	—
California	3	2	.36	3% (1%)*
Colorado	5	6	1.80	—
Connecticut	8	2¼	1.08	—
Delaware	7	3½	1.47	—
Florida	8	(a)	2.40-1.68	3%
Georgia	8	3	1.44	3%
Hawaii	40% of whole- sale price	no discount		4%
Idaho	7	5	2.10	3%
Illinois	7	(a)	1.1214-.4914	3½% (½%)*
Indiana	6	4	1.44	2%
Iowa	8	3½	1.68	2%
Kansas	8	3¾	1.80	3%
Kentucky	2.5	6	.90	3%
Louisiana	8	9	4.32	2%
Maine	8	2½	1.20	—
Maryland	6	5	1.80	3%
Massachusetts	10	(a)	1.50-.75	—
Michigan	7	1	.42	4%
Minnesota	8	(a)	1.56-1.20	—
Mississippi	9	8	4.32	3½%
Missouri	4	3	.72	3%
Montana	8	5	2.40	—
Nebraska	8	5	2.40	—
Nevada	7	4	1.68	2%
New Hampshire	21% of usual selling price	4		—
New Jersey	11	2.5	1.65	—
New Mexico	8	(a)	1.92-.96	3%
New York	10	(a)	.84-.66	2%
North Dakota	8	(a)	2.40-1.92	—
Ohio	5	2⅔	.80	—
Oklahoma	8	4	1.92	—
Oregon	4	(a)	1.002	—
Pennsylvania	8	3	1.44	—
Rhode Island	8	3	1.44	—
South Carolina	5	5	1.50	3%
South Dakota	8	4	1.92	—
Tennessee	7	4.15	1.74	—
Texas	11	2¼	1.485	2%
Utah	8	4	1.92	3% (½%)*
Vermont	10	3½	1.92	—
Virginia	3	5	.90	2% (½%)*
Washington	11	1.682	1.11	4½%
West Virginia	6	4	1.44	3%
Wisconsin	10	2⅔	1.44	—
Wyoming	4	6	1.44	—
D.C.	2	6	.72	—

\*Local sales tax levied by most localities in the State.

(a) Variable Discount

Florida	5% on purchases up to \$160,000 3¼% on purchases over \$160,000
Illinois	2.67% on purchases up to \$700,000 2.27% on purchases on the second \$700,000 1.57% on purchases on the third \$700,000 1.17% on purchases over \$2,100,000
Massachusetts	2½% for wholesalers ⅝% for chain store operators 1¼% for vending machine operators
Minnesota	3¼% on purchases up to \$150,000 2½% on purchases over \$150,000
New Mexico	4% on purchases up to \$24,000 3% on purchases on the second \$24,000 2% on purchases over \$48,000
New York	1.4% on purchases up to \$600,000 1.1% on purchases over \$600,000
North Dakota	5% on purchases up to \$100,000 4% on purchases over \$100,000
Oregon	\$.00167 per package of 20 cigarettes.

NOTE: North Carolina levies a 3% sales tax applicable to the sale of cigarettes, and on August 31, the state tax study commission recommended a 2¢ per pack state excise tax.

## A Profile on Len Levy & The Little LP

(Continued from page 64)

to the operator and the one-stop to come to our aid. We're trying to get the operator to pick up the good music and bring it to the public. There has to be an element of suggested selling. The little LP is the marginal item that creates the pure profit in the long run. I feel very strongly about it.

**Q.** All the major record companies have signed to display at this year's MOA convention? What do you, as a record manufacturer, want out of that convention?

**A.** We have signed and other companies have signed and it's all very nice—but it's a waste of time if the operator doesn't come to us. For many years they didn't come to us and they lost us. If they are really interested they've got to show us a distinct and sincere effort. Otherwise it's just a waste of time and money. I told them last year and I say it again: get the routeman to the convention, get the man who does the buying to the convention. I see the owners of companies at these affairs, but some of them don't do the buying. It's pointless to set up a booth and product displays if the man doesn't understand what we're saying. The route man has got to be there. I want to see the young guy who's on the route and doing the buying.

**Q.** In your attempt to reach the operator you've had success, though?

**A.** Oh, yes. We've received many written replies to our mailings and sample singles. Some of them offer suggestions or tell us what the records have done for them and that's very gratifying. We use every available tool to reach the operator, from sample records to telegrams, and many operators have given us excellent cooperation.

**Q.** What about the operators who aren't convinced? Why aren't they?

**A.** That's a difficult question—why does anyone change his mind or refuse to change it? I don't know. I remember when forty-five r.p.m. records first appeared there were people who didn't like them and wanted to stay with the seventy-eights. But the little LP is different, it's new, and its real power hasn't been realized yet. The modern operators know what it can do and they're the ones making the money. I believe in it; It's a heck of a buy. So there you are. That's our story.

### Ellis of Nebraska Recalls Courtesy of Senators in D.C. During MOA Board Meeting

OMAHA—Howard N. Ellis, secretary and treasurer of Coin Operated Industries of Nebraska, in a letter to Cash Box, recalled a pleasant incident during the MOA board of directors meeting in Washington, D.C. last March.

"Each Tuesday morning the Nebraska Senators and Congressmen are present at a private breakfast in a room next to the Senate Chambers, and anyone from Nebraska who happens to be in Washington is invited to attend. However, he must first call on a Congressman and go as his invited guest. Each Congressman introduces his own guest, who is then given the opportunity to explain his presence in Washington. Of course, Ted Nichols and I reported on the Copyright Legislation. After the breakfast we went out with our two Senators and had our pictures taken, and we were then given a tour of the Senate Chamber.

"I think all this proves that the Senators and Representatives we send to Washington are always more than ready to go out of their way to welcome us.

"After the tour of the Senate Chamber, each Senator took us and our wives to his own private office and visited with us for about thirty minutes. We feel that it was a very successful trip."

# Triple FREE BALL Gates

## insure top play appeal, top profits in new

# Bally CAMPUS QUEEN

**TOP GATE**  
 opens when Targets 4 and 5 are hit when lit. Gate can also be opened by hitting tricky Target 6 alone when lit. Free Ball rings up 300

**MIDDLE GATE**  
 opens when Targets 1, 2, 3, 4 and 5 are hit when lit. Player then has a choice of shooting through Top or Middle Gate scoring 300 either way

**BOTTOM GATE**  
 swings open when Targets 1, 2, 3 are hit when lit, and Free Ball adds 100 points to score

*Plus 2 dozen score-building targets*

1, 2, 3 OR  
4  
 CAN PLAY

CAMPUS QUEEN not only gives players the biggest free-balls bargain ever built into a 4-players game, but also popular, profit-proved off-center playfield to insure dynamic ball action.

And 24 different score-building targets insure the slam-bang scoring symphony that stimulates repeat-play, guarantees top earnings. Get your share. Get the sensational Bally CAMPUS QUEEN today.

See your distributor or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.

## Harry Snodgrass First MOA Drive Chairman to Fill Quota

### ■ Granger Offers Congratulations, Cites Special Circumstances

CHICAGO — Fred Granger, executive vice president and managing director of Music Operators of America, announced this past week that J. Harry Snodgrass is the first MOA District Membership Drive Chairman to reach his quota of new members. This feat reportedly assures him of "a high place on the honors list" at the national convention and trade show, October 28-30, in the Pick-Congress Hotel in this city.

District Eight's quota was originally 15 new members. This district comprises a vast region including Montana, Idaho, Utah, Wyoming and Colorado. "Simply because operators

are so far and few in this land of 'wide open spaces', Harry Snodgrass had to put in a tremendous amount of work and effort to reach his quota," Granger said.

However, Snodgrass indicates that he has no intention of stopping there. He asserts that he will continue to sign up new members "right up to convention time".

Asked why he was working so hard on this all important project, Harry had this to say: "Because 'Red' Wallace is my buddy and a great MOA president. And, I'm going to do everything in my power to get this quota of new members for him."

The national quota is currently 250 new members by convention time. As of now, MOA has more than 170 new members in the fold. Another 80 new members are needed to put the drive over the top by the time the MOA Convention and Trade Show opens, October 28, in Windy City, according to Granger.

Snodgrass, a past president and board chairman of MOA, "has always given more than 100% effort to organization activities ever since he and many other dedicated music operators founded MOA many years ago," said Granger. He headquarters in Albuquerque, New Mexico.

# COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

A Compilation of Phonographs and Amusement Machines Actively Traded On Used Coin Machine Markets—New Machines Are Listed Elsewhere in This Section

## ROWE AMI MUSIC MACHINES

D-40, '51, 40 Sel.  
D-80, '51, 80 Sel.  
E-40, '53, 40 Sel.  
E-80, '53, 80 Sel.  
E-120, '53, 120 Sel.  
F-40, '54, 40 Sel.  
F-80, '54, 80 Sel.  
F-120, '54, 120 Sel.  
G-80, '55, 120 Sel.  
G-120, '55, 120 Sel.  
G-200, '56, 200 Sel.  
H-120, '57, 120 Sel.  
H-200, '57, 200 Sel.  
I-100M, '58, 100 Sel.  
I-200M, '58, 200 Sel.  
I-200E, '58, 200 Sel.  
J-200K, '59, 200 Sel.  
J-200M, '59, 200 Sel.  
J-120, '59, 120 Sel.  
K-200, '60, 200 Sel.  
K-120, '60, 120 Sel.  
Continental '60, 200 Sel.  
Lyric, '60, 100 Sel.  
Continental 2, '61, 200 Sel.  
Continental 2, '61, 100 Sel.  
L-200, '60, 100 Sel. '62-63  
M-200 Tropicana '63-64  
N-200 Diplomat '65

## ROCK-OLA

1436, '52, Fireball, 120 Sel.  
1436A, '53, Fireball, 120 Sel.  
1438, '54, Comet, 120 Sel.  
1446, '54, HiFi, 120 Sel.  
1488, '55, HiFi, 120 Sel.  
1452, '55, 50 Sel.  
1454, '56, 120 Sel.  
1455, '57, 200 Sel.  
1458, '58, 120 Sel.  
1465, '58, 200 Sel.  
1475, '59, 200 Sel. Tempo I  
1468, '59, 120 Sel. Tempo I  
1485, '60, 200 Sel. Tempo II  
1478, '60, 120 Sel. Tempo II  
1495, '61, 200 Sel. Regis  
1488, '61, 120 Sel. Regis  
1496, '62, 120 Sel. Empress  
1497, '62, 200 Sel. Empress  
1493, '62, 100 Sel. Princess  
408, '63, 160 Sel. Rhapsody I  
404, '63, 100 Sel. Capri I  
418-SA '64, 160-Sel.  
Rhapsody II  
414 '64, 100 Sel. Capri II  
425 '64, Grand Prix 160 Sel

## SEEBURG

M100A, '51, 100 Sel.  
M100B, '51, 100 Sel.  
M100BL, '51, 100 Sel.  
Light Cab  
M100C, '52, 100 Sel.  
HF100G, '53, 100 Sel.  
HF100R, '54, 100 Sel.  
V200, '55, 200 Sel.  
VL200, '56, 200 Sel.  
KD200H, '57, 200 Sel.  
L100, '57, 100 Sel.  
201, '58, 200 Sel.  
161, '58, 160 Sel.  
222, '59, 160 Sel.  
220, '59, 100 Sel.  
Q-160, '60, 160 Sel.  
Q-100, '60, 100 Sel.  
AY100S, '61, 160 Sel.  
AY100S, '61, 100 Sel.  
DS 160, '62, 160 Sel.  
DS 100, '62, 100 Sel.  
LPC-1, '63, 160 Sel.

## WURLITZER

1250, '50, 48 Sel., 45 or 78 RPM  
1400, '51, 48 Sel., 45 or 78 RPM  
1450, '51, 48 Sel., 45 or 78 RPM  
1500, '52, 104 Sel., 45 or 78 Intermix  
1500 A, '53, 104 Sel., 45 & 78 Intermix  
1600, '53, 48 Sel., 45 & 78 Intermix  
1650, '53, 48 Sel.  
1650A, '54, 48 Sel.  
1700, '54, 104 Sel.  
1800, '55, 104 Sel.  
1900, '56, 200 Sel.  
2000, '56, 200 Sel.  
2100, '57, 200 Sel.  
2104, '57, 104 Sel.  
2150, '57, 200 Sel.  
2200, '58, 200 Sel.  
2204, '58, 104 Sel.  
2250, '58, 200 Sel.  
2300, '59, 200 Sel.  
2304, '59, 104 Sel.  
2310, '59, 100 Sel.  
2400, '60, 200 Sel.  
2404, '60, 104 Sel.  
2410, '60, 100 Sel.  
2500, '61, 200 Sel.  
2504, '61, 104 Sel.  
2510, '61, 100 Sel.  
2600, '62, 200 Sel.  
2610, '62, 100 Sel.  
2700, '63, 200 Sel.  
2710, '63, 100 Sel.  
2810 Stereo-Mono., 100 Sel.  
2800 Stereo-Mono., 200 Sel.

## PINGAME3 BALLY

Acapulco (5/61)  
Barrel-O-Fun (9/60)  
Barrel-O-Fun '61 (4/61)  
Barrel-O-Fun '62 (11/61)  
Ballerina (6/59)

Beach Beauty (11/56)  
Beach Time (9/58)  
Beauty Contest (1/60)  
Big Show (9/56)  
Bongo 2P (3/64)  
Bounty (Bingo) (10/63)  
Bus Stop 2P (1/65)  
Can-Can (10/61)  
Carnival (11/57)  
Carnival Queen (11/58)  
Circus (8/57)  
Circus Queen (2/61)  
County Fair (10/59)  
Crossroads (1/56)  
Cue-Tease 2P (7/63)  
Cypress Gardens (6/58)  
Double Header (7/56)  
Funspot '62 (11/62)  
Flying Circus 2P (6/61)  
Grand Tour 1P (7/64)  
Happy Tour 1P (7/64)  
(Add-A-Ball Model)  
Golden Gate (6/62)  
Harvest 1P Pin (10/64)  
Hoy Ride 1P Pin (10/64)  
(Add-A-Ball Model)  
Hootenanny (Pin) 1P (11/63)

Key West (12/56)  
Laguna Beach (3/60)  
Lido (2/62)  
Lite-A-Line (2/61)  
Lotta-Fun (9/59)  
Mad World 2P (5/64)  
Miami Beach (9/54)  
Miss America (2/58)  
Monte Carlo 1P (Pin) (2/64)

Moonshot (3/63)  
Night Club (4/56)  
Parade (6/56)  
Queens (Bch., Is.) (3/60)  
Roller Derby (6/60)  
Sea Island (2/59)  
Ship-Mates 4P (2/64)  
Shoot-A-Line (6/62)  
Show Time (3/57)  
Silver Sails (11/62)  
Sky Diver 1P (4/64)  
Star Jet (Pin) 2P (12/63)  
Sun Valley (7/57)  
Target Roll (1/58)  
3-In-Line 4P (8/63)  
Touchdown (11/60)  
Twist (11/62)  
2 in 1 2P (8/64)  
U.S.A. (8/58)  
Trio 1P (11/65)  
Band Wagon 4P (5/65)  
Sheba 2P (3/65)  
Border Beauty Bingo (2/65)  
Bullfight 1P (1/65)  
Magic Circle 1P (6/65)  
50/50 2P (8/65)  
Beauty Beach Bingo (5/65)  
Aces High 4P (9/65)  
DiscoTek 2P (10/65)  
Big Chief 4P (10/65)

**CHICAGO COIN**  
Par Golf (9/65)  
Gold Star Shuffle (7/65)  
Big League Baseball 2P (4/65)  
Preview Bowler (9/65)  
Sun Valley (8/63)  
Firecracker 2P (12/63)  
Bronco 2P (5/64)  
Royal Flash 2P (8/64)  
Mustang 2P

**GOTTLIEB**  
Mayfair 2P (6/66)  
Central Park 1P (4/66)  
Masquerade 4P (2/66)  
Ice Review (12/65)  
Ice Show (Add-A-Ball-Model)  
Aloha 2P (11/61)  
Around Wid. 2P (7/59)  
Atlas 2P (5/59)  
Bank-A-Ball 1P (9/65)  
Big Casino 1P (7/61)  
Big Top 1P (1/64)  
Bonanza 2P (6/64)  
Bowling Queen 1P (8/64)  
Brile Star 2P (4/58)  
Buckaroo 1P (6/65)  
Captain Kidd 2P (7/60)  
Contest 4P (10/58)  
Contl. Cafe 2P (7/57)  
Corral (9/61)  
Cover Girl 1-Plyr. (7/62)  
Cow-Poke 1P (5/65)  
Criss Cross 1P (3/58)  
Dneg. Dolls 1P (6/60)  
Dodge City (4P) 7/65  
Dbl. Action 2P (1/59)  
Egg Head 1P (12/61)  
Fair Lady (12/56)  
Falstaff 4P (11/57)  
Fashion Show 2P (6/62)  
Flaship (1/57)  
Flipper 1P (11/60)  
Flipper Clown (4/62)  
Flipper Cowboy 1-P (10/62)  
Flipper Fair 1P (11/61)  
Flpr. Parade (5/61)  
Flipper Pool 1P (11/65)  
Flying Circus (6/61)  
Foto Finish 1P (1/61)  
Flying Charlots 2P (10/63)  
Gaucho 4P (1/63)  
Gigi 1P (12/63)  
Gondolier 2P (8/58)  
Happy Clown 4P (11/64)  
Hi-Diver 1P (4/59)  
Hi Dolly 2P (5/65)  
Kewpie Doll 1P (10/60)  
Sky Line 1P (1/65)  
Lancer 2P (8/61)  
Liberty Belle 4P (3/62)  
Ltng. Ball 1P (12/59)  
Lite-A-Card 2P (3/60)  
Mademoiselle 2P (11/59)  
Majestic (4/57)  
Majorettes 1P (8/64)  
Melody Lane 2P (9/60)  
Mry-Go-Round 2P (12/60)  
Miss Annabelle 1P (8/59)  
North Star 1P (10/64)  
Oklahoma 4P (2/61)  
Olympics 1-P (9/62)  
Paradise 2P (11/65)  
Picnic 2P (10/58)  
Preview 2-P (8/62)  
Qun. of Diam. (6/59)  
Race Time 2P (3/59)  
Rack-A-Ball 1P (12/62)

Rocket Ship 1P (5/58)  
Roto Pool 1P (7/58)  
Royal Flush (5/57)  
Sea Shore 2P (9/64)  
Seven Seas 2P (1/60)  
Showboat 1P (4/61)  
Silver 1P (10/57)  
Sittin' Pretty 1P (11/58)  
Kings & Queens 1P (3/65)  
Slick Chick 1P (4/63)  
Spot-A-Card 1P (3/60)  
Str. Flush 1P (12/57)  
Straight Shooter (2/59)  
Sunset 2-player (11/62)  
Sunshine 1P (10/58)  
Spr. Circus 2P (10/57)  
Sweet Hearts 1P (9/63)  
Sweet Sioux 4P (9/59)  
Swing Along 2P (7/63)  
Texan 4P (4/60)  
Thoro-Bred 2PL (2/65)  
Tropic Isle 1P (5/62)  
Universe 1P (10/59)  
Wagon Train 1P (4/60)  
Whirlwind 2P (2/58)  
Wild Beauties 1P (2/60)  
World Champ 1P (8/57)  
World Fair 1P (5/64)

## KEENEY

Old Plantation (2/61)  
Black Dragon  
El Rancho Hacienda  
Rainbow (6/62)  
Go-Cart 1P (5/63)  
Poker Face 2P (9/63)

## MIDWAY

Rodeo 2P (10/64)

## WILLIAMS

Alpine Club 1P (3/65)  
Beat The Clock (12/63)  
Big Chief 4P (10/65)  
Big Daddy 1P (9/63)  
Big Deal 1P (2/63)  
Black Jack 1P (1/60)  
Bowl-A-Strike 1P (12/65)  
Casino 1P (10/58)  
Club House 1P (10/59)  
Coquette (4/62)  
Crossword 1P (4/59)  
Darts 1P (6/60)  
Eager Beaver 2P (5/65)  
El Toro 2P (8/63)  
Fiesta 2P (12/59)  
Four Roses 1P (12/62)  
Four Star 1P (7/58)  
Full House 1P (3/66)  
Gay Paree (6/57)  
Gldn. Bells 1P (9/59)  
Gldn. Gloves 1P (1/60)  
Gusher 1P (9/58)  
Heat Wave 1P (7/64)  
Jig Saw 1P (12/57)  
Jumpin' Jacks 2P (4/63)  
Jungle 1P (9/60)  
Kingpin (9/62)  
Kings 1P (8/57)  
Lucky Strike 1P (8/65)  
Mardi Gras 4P (11/62)  
Merry Widow 4P (10/63)  
Moulin Rouge 1P (6/65)  
Music Man 4P (8/60)  
Naples 2P (9/57)  
Nags 1P (3/60)  
Oh, Boy 2P (2/64)  
Palooka 1P (5/64)  
Pot O Gold 2P  
Reno 1P (10/59)  
Riverboat 1P (9/64)  
Rocket 1P (11/59)  
San Francisco 2P (5/64)  
Satellite 1P (7/58)  
Soccer 1P (3/64)  
Sea Wolf 1P (7/59)  
Serenade 2P (5/60)  
Skill Pool 1P (6/63)  
Space Ship 2P (12/61)  
Starfire (1/57)  
Bonanza 2P (6/64)  
Swing Time 1P (5/53)  
Teacher's Pet 1PL (12/65)  
10 Strike 2P (1/58)  
3-D 1P (11/58)  
Tic Tac-Toe 1P (1/59)  
Tom-Tom 2P (1/63)  
Top Hand 1P (5/66)  
Top Hat (10/58)  
Trade Winds (6/62)  
Turf Champ (8/58)  
Twenty-One 1P (2/60)  
Valent 2P (8/62)  
Vagabond (10/62)  
Viking 2P (10/61)  
Whoopee 4P (10/64)  
Wing-Dag 1P (12/64)  
Zig-Zag 1P (12/64)

## SHUFFLES—BOWLERS BALLY Shuffles

ABC Bowler (7/55)  
Jumbo Bowler (9/55)  
King Pin Bowler (9/53)  
ABC Spr. Del. (9/57)  
All-Star Bowling (12/57)  
All-Star Deluxe (2/58)  
Lucky Shuffle (9/58)  
Star Shuffle (10/58)  
Speed Bowler (11/58)  
Club Bowler (2/59)  
Club Deluxe (5/59)  
Monarch Bowler (11/59)  
Official Jumbo (9/60)  
Jumbo Deluxe (9/60)  
1965 Bally Bowler  
All The Way (10/65)

## Ball Bowlers

ABC Bowl, Lane (1/57)  
ABC Tournament (6/57)  
ABC Champion (10/57)  
Strike Bowler (11/57)  
Trophy Bowler (4/58)  
Lucky Alley (8/58)  
Pan American (6/59)  
Challenger (9/59)  
Super Shuffle (12/61)  
Bin 7 Shuffle (9/62)  
Super 8 (4/63)  
Deluxe Bally Bowler (1/64)

## CHICAGO COIN Shuffles

Top Brass Shuffle (4/65)  
Triple Strike (2/55)  
Arrow (2/55)

Cr. Cross Targette (1/55)  
Bonus Score (4/55)  
Hollywood (5/55)  
Blinker (8/55)  
Score-A-Line (9/55)  
Bowling Team (10/55)  
Rocket Shuffle (3/58)  
Explorer Shuffle (6/58)  
Rebound Shuffle (12/58)  
Championship (11/58)  
Double Feature (12/58)  
Red Pin (2/59)  
Bowl Master (8/59)  
4-Game Shuffle (11/59)  
Bull's Eye Drop Ball (12/59)  
6-Game Shuffle (6/60)  
Triple Gold Pin Pro (2/61)  
Starlite (5/62)  
Citation (10/62)  
Strike Ball (5/63)  
Spotlite (11/63)  
DeVille (8/64)  
Triumph (1/65)  
Bel Air Puck Bwlr.

## Ball Bowlers

Super-Sonic Bowler (3/65)  
Bowling League (2/57)  
Ski Bowl 6 Plyr (11/57)  
Classic (7/57)  
TV Bowling Lg. (11/57)  
Lucky Strike (1/58)  
TV (with rollovers)  
Player's Choice (9/58)  
Twin Bowler (10/58)  
King Bowler (3/59)  
Queen Bowler (9/59)  
Duke Bowler (8/60)  
Duchess Bowler (8/60)  
Princess (4/61)  
Gold Crown (3/62)  
Royal Crown (8/62)  
Grand Prize (3/63)  
Official Spare Lite (9/63)  
Cadillac Bwlr (1/64)  
Majestic Bowler (8/64)  
Tournament (12/64)

## SHUFFLES—BOWLERS UNITED Shuffles

Tango Shuffle (2/66)  
Clipper (5/55)  
5th Inning (6/55)  
Capitol (6/55)  
Super Bonus (9/55)  
Deluxe model  
Top Notch (10/55)  
Regulation (11/55)  
6-Star (10/57)  
Midget Bowling (3/58)  
Shooting Stars (4/58)  
Eagle (5/58)  
Atlas (8/58)  
Cyclone (10/58)  
Niagara (11/58)  
Dual (1/59)  
Zenith (6/59)  
Flash (6/59)  
3-Way (9/59)  
4-Way (12/59)  
Big Bonus (2/60)  
Sunny (5/60)  
Sure Fire (10/60)  
Line-Up (1/61)  
5-Way (5/61)  
Avalon (4/62)  
Silver (6/62)  
Shuffle Baseball (6/62)  
Action (7/62)  
Embassy (9/62)  
Soccer 1P (3/64)  
Lancer (11/62)  
Sparky (12/62)  
Caravelle (2/63)  
Crest (4/63)  
Rumpus Targette (5/63)  
Astro (6/63)  
Ultra (8/63)  
Skippy (11/63)  
Jill-Jill (11/63)  
Bank Pool (11/63)  
Topper (2/64)  
Tempest (2/64)  
Pacer (4/64)  
Tiger (7/64)  
Orbit (8/64)  
Mambo (12/64)  
Cheetah Shuffle (3/65)  
Pyramid (6/65)  
Corral Shuffle (10/65)

## Ball Bowlers

Bowling Alley (11/56)  
Jumbo Bowling (9/57)  
Royal Bowler (12/57)  
Pixie Bowler (8/58)  
Duplex (11/58)  
Simplex (5/59)  
Advance (5/59)  
League (10/59)  
Handicap (11/59)  
Teammate (12/59)  
Falcon (4/60)  
Savoy (5/60)  
Bowl-A-Rama (9/60)  
Tip Top (10/60)  
Dixie (1/61)  
Cameo 5-Star Bowling (5/61)  
Classic (6/61)  
Alamo (4/62)  
Sahara (7/62)  
Tropic Bowler (5/62)  
Lucky (11/62)  
Cypress (12/62)  
Sabre (2/63)  
Regal (4/63)  
Fury (8/63)  
Futura (12/63)  
Tornado (3/64)  
Thunder (6/64)  
Polaris (8/64)  
Galleon (3/65)  
Bowl-A-Rama (7/65)

## WILLIAMS Ball Bowlers

Maverick Bowler (11/65)  
Oasis Bowler (6/65)  
Roll-A-Ball 6P (12/66)  
Matador Bowler (12/64)

## UPRIGHTS

AB Circus (5/56)  
AB County Fair (3/57)  
AB Circus Wagon  
Wheels (12/58)  
AB Galloping Dominos  
AB Circus Play Ball (4/59)  
AB Magic Mirror  
Horoscope (11/59)  
AB Mermald (3/60)  
Aquatit Prod. Squoits (11/57)  
B Jumbo (5/59)  
B Sportsman (6/59)  
B Jamboree (10/60)  
B Super Jumbo (11/60)  
CC Star Rocket (5/59)  
GA Skeeet Shoot (1/57)  
GA Super Hunter (6/57)  
GA Double Shot (4/58)  
GA Wild Cat (12/58)  
GA Spr. Wild Cat  
GA Twin Wild Cat (7/59)  
GA Super Wild Cat  
Trail Blazer (12/60)  
Twin Trail Blazer (2/61)  
K Big Tent  
K Spr. Big Tent (6/57)  
K Shawnee (1/59)  
K Big Roundup (3/59)  
K Little Buckaroo (6/59)  
K Del. Big Tent (5/59)  
K Big 3 (5/59)  
K Touchdown (9/59)  
K Big Dipper (10/59)  
K Twin Big Tent  
Criss Cross Diamond (1/60)  
K Red Arrow (4/60)  
Sweet Shawnee '60  
Black Dragon '60  
K Twin Red Arrow (5/60)  
K Flashback (6/61)

## ARCADE

ABT 6 Gun Rifle Range  
Air Football  
Air Hockey  
Auto Photo Model 9  
Amer. Shuffle Situation (5/61)  
B Undersea Raider  
B Derby Gun (2/60)  
B Bulls Eye Shooting Gallery (9/55)  
B Big Inning (5/58)  
B Heavy Hitter (4/59)  
B Ball Park (4/60)  
B Sharpshooter (2/61)  
B Golf Champ (8/58)  
B Bat Practice (8/59)  
B Skill Roll (B 3/58)  
B Moon Raider (7/59)  
B Target (10/59)  
B Spook Gun (9/58)  
B Skill Parade (1/59)  
B Skill Score (6/60)  
B Skill Derby (10/60)  
B Del Skill Parade (4/59)  
B Table Hockey (2/63)  
B Spinner (2/63) Novelty  
B Bank Ball (1/63)  
B Fun Phone (3/63)  
Capitol Midget Movies  
CC Bullseye Baseball  
CC Basketball Champ  
CC 4-Player Derby  
CC Goalee  
CC Midget Skee Super model  
CC Big League (5/55)  
CC Twin Hockey (5/56)  
CC Shoot The Clown  
CC Strm. Shovel (5/56)  
CC Batter Up (4/58)  
CC Criss Cross Hockey (10/58)  
CC Croquet (8/58)  
CC Playland Rifle Gallery (8/59)  
CC Pony Express (4/60)  
CC Ray Gun (10/60)  
CC Wild West (5/61)  
CC Long Range Rifle Gallery (1/62)  
CC All-Star Baseball (1/63)  
CC Big Hit (10/62)  
CC Pro Basketball (6/61)  
CC Riot Gun (6/63)  
CC Champion Rifle Range (1/64)  
CC PopUp (10/64)  
Ex Gun Patrol  
Ex Jet Gun  
Ex Space Gun  
Ex Pony Express  
Ex Six Shooter (6/54)  
Ex Star Shrg. Gal. (9/54)  
Ex Sportland Shooting Gallery (11/54)  
Ex "500" Shooting Gallery (3/55)  
Ex Treasure Cove Shooting Gal. (6/55)  
Ex Jungle Hunt (3/57)  
Ex Ringer Ball (11/56)  
Ex Pop Gun (9/57)  
Ex Lucky Seven  
Ex Sky Gunner  
Ex Night Fighter  
Ex 2-Player Basketball  
Ex Rifle Gal. (6/54)  
Ex Big Top Rifle Gallery (6/54)  
Super model (12/55)  
Ex Gun Club  
Ex Wild West Gun (2/55)  
Ex Sky Rocket Rifle Gallery (5/55)  
Ex Championship Baseball (9/55)  
Ex Quarterback (10/55)  
Ex Hi Fly Baseball (5/56)  
Ex State Fair Rifle Gal. (6/56)

Ge Davy Crockett (10/56)  
Ge Circus Rifle (3/57)  
Ge Motarama (10/57)  
Ge Gypsy Grandma (5/57)  
Ge Gun Fair (5/58)  
Ge Space Age Gun (6/58)  
Jungle Joe  
Ke Air Raider  
Ke Sub Gun  
Ke Sportland DeLuxe model  
Ke Ranger (3/58)  
Deluxe Model (3/55)  
Grand Slam Baseball (2/64)  
Ke League Leader (4/56)  
Ke Sportland  
Ke Two-Gun Fun (3/62)  
Mid Red Ball (5/59)  
Mid Joker Ball (11/59)  
Midway Bazooka (10/60)  
Midway Shooting Gallery (2/60)  
Mid. Del. Baseball (5/62)  
Mid. Flying Turns (9/64) 2P  
Play Ball 1P  
Mid. Target Gallery (7/62)  
Mid. Carn. Tat. Gtry. (2/63)  
Mid. Slugger BB (3/63)  
Mid. Rifle Range (6/63)  
Mid. Raceway (10/63)  
Mid. Winner 2P (12/63)  
Mid. Top Hit BB (3/64)  
Mid. Trophy Gun BB (6/64)  
Mills Panorama Peek (11/54)  
Munves Bike Race (3/58)  
Munv. Sat. Trkr. (5/59)  
Mu Atomic Bomber  
Mu Ace Bomber  
Mu Dr. Mobile  
Mu Fly Saucers  
Muto Lard's Prayer  
Mu Photo (Pre-War)  
Mu Photo (DeLuxe)  
Mu Silver Gloves  
Mu Sky Fighter  
Muto Voice-O-Graph  
Pre-War Model  
Post-War Model  
Mu K. O. Champ  
Mu Drive Yourself  
Mu Bang-O-Rama (4/57)  
Philadelphia Toboggan  
Skee Alley  
Scientific Pitch 'Em  
Seeburg Bear Gun  
Seeburg Coon Hunt  
Set Shot Basketball  
Southland's Speedway (6/63)  
Southland Fast Draw '63  
Southland Time Trials (9/63)  
Telequiz  
Un Jungle Gun  
Un Carn. Gun (10/54)  
Un Bonus Baseball (3/62)  
Un Bonus Gun (1/55)  
Un Star Slugger (7/55)  
Un Spr. Slugger (4/56)  
Un Pirate Gun (10/56)  
Un Yankee BB (3/59)  
Un Sky Raider (10/58)  
Wm. Del. BB (4/53)  
Wm. Major Leaguer  
Wm. Big Lg. BB (2/54)  
Wm. Jet Fighter (10/54)  
Wm. Safari (2/54)  
Wm. Polar Hunt (3/55)  
Wm. Sidewalk Eng (4/55)  
Wm. King of Swat (5/55)  
Wm. 4-Bagger (4/56)  
Wm. Crane (10/56)  
Wm. Penny Clown (12/56)  
Wm. 1957 Baseball  
Wm. 10-Strike (12/57)  
Wm. Ten Pins (12/57)  
Wm. Shortstop (4/58)  
Wm. Pinchhitter (4/59)  
Wm. Vanguard (10/58)  
Wm. Hercules (2/59)  
Wm. Crusader (6/59)  
Wm. Titan (8/59)  
Wm. Del. Bat. Champ (5/61)  
Wm. Extra Inning (5/62)  
Wm. World Series (5/62)  
Wm. Road Racer (5/62)  
Bally Champion Horse  
Bally Moon Ride  
Bally Moon Ride  
Bally Space Ship  
Bally Speed Boat  
Bally Trnvie. Trolley  
Bert Lane Lancer Horse  
Bert Lane Merry-Go-Round  
B.L. Miss America Boat  
Bert Lane Fire Engine  
B.L. Whirlybird (3/61)  
B.L. Moon Rocket (3/61)  
Capital Donald Duck  
Capital Elsie  
Capital Palomino Horse  
Capital See Saw  
Chicago Coin Super Jet  
Chicago Round The World Trainer  
Deco Merry-Go-Round  
Deco Space Ranger  
Exhibit Big Broncho  
Exhibit Mustang  
Exhibit Sea Skates  
Exhibit Space Patrol  
Scientific Television  
Scientific Boat Ride  
Texas Merry-Go-Round  
Exhibit Rudolph The Reindeer

**Indiana Vending Operators Win Sales Exemption Case; NAMA's Funk Cites Concert**

CHICAGO—Richard W. Funk, legislative counsel for NAMA, has reported a sales tax exemption victory in a special legislative bulletin to the membership.

On August 18, 1966, a number of vending operating companies and machine manufacturers met informally with the Deputy Tax Commissioner and the Deputy Attorney General of the State of Indiana to explore taxability on the sale of coffee and post-mix, cup beverage machines. The Department of Revenue had previously declared that the sale of such equipment was exempt from the sales tax but a recent opinion by the Attorney General denied this exemption.

After full discussion the Deputy Tax Commissioner held that the sale of such equipment was exempt under the provisions of the revised tax Circular ST-7 issued by the State of Indiana on April 25th. This exemption includes post-mix cold cup beverage machines and coffee machines, plus food preparation equipment such as a micro-wave oven.

Funk reports in his bulletin: "For those of you who have purchased such equipment and have paid the sales tax, you may obtain a refund from the State Department of Revenue by using Form GA110L Claim for Refund. This should be filled out by specifically describing the equipment and filed with the Department of Revenue directed to Mr. James Browning, Supervisor of Compliance. Refunds in excess of \$500 will require a field audit."

The Deputy Tax Commissioner stated that Circular ST-7 will be amended to clearly state that the sale of such equipment is tax exempt.

"This result," Funk said, "was the work of an informal committee of Indiana vending operators and machine manufacturers and distributors. It is a classic example of how cooperative efforts within the industry can meet industry-wide problems and effectively solve them."

**Roseland to Chair NAMA Western Convention; New Rules for Non-Member Ops**

CHICAGO—Gerald L. Roseland of Phoenix, Ariz., has been appointed general chairman of the 1966 Western Conference and Exhibit of Automatic Merchandising, W. J. Manning, Jr., president of the National Automatic Merchandising Association, announced last week.

Manning also revealed new rules which will govern the registration of operators and their personnel, following action earlier this year by the NAMA board of directors.

The annual Western show will be held at the Ambassador Hotel in Los Angeles, Calif., December 2 to 4 and is designed to serve vending operators in the states west of the Rocky Mountains.

Under the new Western show rules, vending operators who are not members of NAMA will be charged a \$10 registration fee per person registering. No fee will be required of wives of registered nonmembers. All NAMA operator members and their employees will continue to register free of charge.

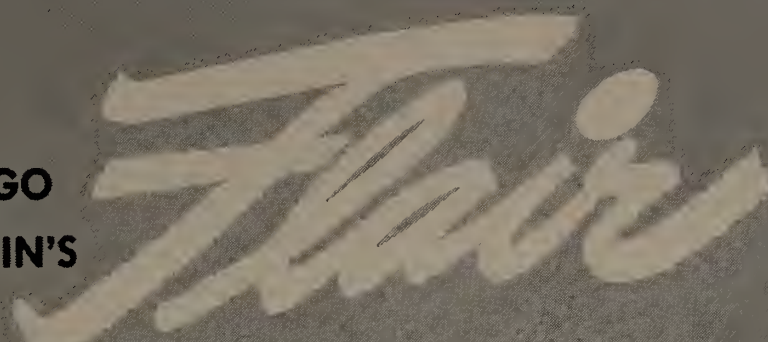
Until this year there was no registration fee for operators. The new Western show policy is similar to the exhibit registration fee at the national NAMA Show.

"Ever since NAMA undertook the management of the Los Angeles Show in 1960, it has increased in importance as a service to vending firms in the West," Manning stated. "Offering this fine industry service free of charge to nonmembers while others have to pay at the national Show is not fair, especially since the dues paid by NAMA members make this service possible."

"The NAMA board of directors concluded that the \$10-per-person fee for operators is reasonable in relation to the value the Show offers to a non-member," Manning said. "Also, the

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registration fee will be credited to the operator's NAMA dues if he applies for membership on or before January 31, 1967."

"I am confident that we will have a better Show as a result of this rule change, both from the exhibitors' and the operators' point of view," he stated.

Registration fees for machine manufacturers and suppliers who are neither

exhibitors nor NAMA members will continue to be set at \$50 for the first person and \$25 for each additional person from the company.

Roseland, who is president of Watkins Cigarette Service Inc., also is president of the recently organized Arizona Automatic Merchandising Council.

The Western Conference will also feature management business sessions,

meetings of the NAMA State Councils of the Western states and a closing banquet on December 4.

Other conference chairmen announced by Manning are: program, Barney C. Thomson, Kitsap Vending, Inc., Bremerton, Wash.; promotion and arrangements, Marlon W. Foote, The Vendo Company, Los Angeles, Calif.; and ladies' hospitality, Mrs. Ted R. Nicolay, San Bernardino, Calif.

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### D. GOTTLIER CO.

- Cross Town 1P (8/66)

### PAUL W. HAWKINS MFG.

- Roule Wony ..... \$ 845.00
- Mustang ..... 695.00
- Pony Cart ..... 610.00
- Ben Hur Chariot ..... 595.00
- Twin Quarterhorse ..... 575.00
- Derby Pony Jr. .... 550.00
- Leo The Lion ..... 550.00
- Sam The Clown ..... 495.00
- Donny Duck ..... 475.00

### INTERNATIONAL MUTOSCOPE

- Photomatic 60's
- Plasti-Matic
- Balloon-O-Matic
- Snack Bar
- Pony Cart

### IRVING KAYE CO., INC.

- NON-COIN MODELS
- Deluxe Continental (4 1/4"x9')
- Ambassador 70 (85"x47")
- Ambassador 75 (92"x52")
- Ambassador 80 (105"x58")
- Ambassador 90 (114"x64")
- COIN-OP MODELS
- Deluxe Eldorado '66' 6 Pkt. Series
- Mark I, 77x45
- Mark II, 86x48
- Mark III, 92x52
- Mark IV, 106x58
- Mark V, 114x64
- Deluxe Satellite, 77x45
- Deluxe Klub Pool
- Regular 56x40
- Jumbo 75x48
- El Dorado Shuffleboard
- Ring-O Round
- Pool Table (56" diameter)

### MARVEL MFG. CO.

- Side-Rail Elect. Scoreboard
- Coin Box

### MIDWAY MFG. CO.

- Captain Kid Rifle (9/66)
- Premier Puck Shuffle (4/66)
- Little League Baseball
- Rifle Champ 2P (1/65)
- Mystery Score (8/65) (Novelty Game)
- Monster Gun (9/65)

### NATIONAL SHUFFLEBOARD & BILLIARD CO.

- COIN-OP MODELS
- Coronet I 46x78
- Coronet II 52x92
- Coronet III 59x105
- Coronet IV 63x113

### PATTERSON INT'L CORP.

- Foosball Match
- Flip Match
- Drag Strip
- Emadis Post Card Vendor

### PROTECISION ENGINEERING, INC.

- V-Shape Shuffle

### ROCK-OLA MFG. CO.

- Caravelle (20 Col. 800 Packs) Model 3002
- Cigarette Machine
- Model 433 GP/Imperial phonograph, 160 selections, 45-33rpm stereo-monaural intermix. Console size.
- Model 432 GP/160 phonograph, 160 selections, 45-33rpm stereo-monaural intermix. Compact size.
- Model 431 Coronado phonograph, 100 selections, 45-33rpm stereo-monaural intermix. Compact size.
- Model 430 100-Sel. Wall Phono (33 1/3 Optional).
- 1628 Deluxe "Stereo Twins" Speakers
- 1631 "Stereo Twins Jr" Speakers
- 1984 Remote Volume Control Unit
- Model 500 160-Sel. Stereo Speaker Wallbox
- 3 level personal pushbutton volume control
- Model 501 100-Sel. Wallbox
- 500F 160-Sel. Wallbox (50¢ chute)
- 501F 160-Sel. Wallbox (50¢ chute)
- 502 Universal Wall Box Bar Bracket
- 1989 Money Counter for Model 418-SA, 424, 425, 426
- Model TRLB-M—Coffee, Hot Chocolate, Soup Vendor—Batch fresh brew, modulator door and light, 600 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, liquid sugar, liquid soup, fresh cream, with changer. Everpure filter.
- Model 3402—Coffee, Hot Chocolate, Soup and Tea—(Compact Model). Single cup, fresh brew, serves coffee and tea 4 ways.
- Model 3403—as above, without 4 way tea feature.
- Model 1404-S, single cup, fresh brew coffee & hot drink vendor. "Ever-Pure" water filtering system. Serves coffee 4 ways, 450 cup capacity, extra cream & sugar. Hot whipped chocolate & hot soup.

### DAVID ROSEN, INC.

- Filmtheque-Diskotheque
- Phono-Voice Recorder

### ROWE MANUFACTURING

- PHONOGRAPH
- Rowe AMI "Band Stand" Model JAO—
- "Stereo Round" Musiconsole—200 selections—personalized panel. Album and single record pricing accepts half dollars, quarters, dimes, and nickels. Plays 33-1/3 and 45 R.P.M. records intermixed, stereo or monaural. "Pull out" components, money meter, steppers, power supply units, amplifiers.

### MUSIC EQUIPMENT

- Wallbox—"Wall-ETTE" #WRA and #WRB
- remote 200 selection "Stereo Round" speaker wallbox. Height 13 3/4". Width 16 1/2". Depth 6 1/4". Push-button volume control. Exclusive waitress call light button. Twelve album display merchandisers. Personalization panel. Half dollar chute. Twin 30° angle stereo speakers. Unitized selector and speaker assembly. Flip-out title page unit. Swing-out, lift-off door. Can be serviced from rear or front. Plug-in components.
- HJG—Hideaway—selective stereo—200 sel.
- HGG—Hideaway—selective stereo—160 sel.
- HGH—Hideaway—selective stereo—100 sel.
- R-2092-A—Discotheque Speakers—Console Cabinets.
- EX-401—Wall Speakers.

- BACKGROUND MUSIC SYSTEMS
- Customusic Programmer—background tape music system—60 hours of continuous music. Exclusive feature avoids repeating selections in same sequence. Three exclusive libraries—commercial, atmosphere, and production. Available in tape or 9" records.
- CMR-1 Message Repeater—self-contained record playback device for automatically making in-store announcements.

- VENDING EQUIPMENT (FULL LINE)
- 270—Celebrity First In—First Out; 440 candy, 200 gum and mint capacity. Also pastry columns; changemaker.
- 277—Celebrity—11 columns, 340 items capacity.
- 77—Candy Merchandiser—11 columns, 340 items—changemaker. Small cabinet model.

- CIGARETTE VENDORS
- 160—Rowe Riviera Cigarette Console—20 columns, 800-pack capacity. Electric coin mechanism with mechanical totalizer—personalization panel. Save-a-match feature.
- 260—Celebrity Cigarette—20 columns—800 packs. Same features as Riviera in Celebrity cabinet.
- 286—Celebrity Cigarette—14 columns, 510 packs. Manual coin mechanism with mechanical totalizer.
- 86—Cigarette Vendor—14 columns, 510 packs. Manual coin mechanism with mechanical totalizer. Small cabinet model.

- COFFEE VENDORS
- AK-8—Celebrity Batch Brew Coffee, whipped chocolate, and soup. Brews fresh coffee 9 ways for high-volume locations. Fast delivery cycle-time with changemaker.
- SK-8—Celebrity single cup coffee. Brews fresh coffee one cup at a time 9 ways; also whipped chocolate and soup. For low-volume locations. With changemaker. Exclusive 20 more cups per pound extra-brew chamber.

### COLD DRINK VENDORS

- 1020 A—Celebrity Cold Drink Vendor. Four and six selections, with or without ice. Changemaker. Carbonated and non-carbonated flavors. Large ice bank and water bath system for heavy draw locations.

### COLD CANNED DRINK VENDOR

- 5290—Celebrity Cold Canned Drink Vendor; 5 selections, 290-can capacity.
- 4200—Celebrity Cold Canned Drink Vendor; 4 selections, 200-can capacity.

### GENERAL MERCHANDISER VENDOR

- 147—Celebrity All-Purpose—variety or food items. Capacity 130 items. Displays 52 products through thermopane showcase front. Vends 5¢ to 50¢ or 5¢ to \$1.50 at ten different prices. Available with refrigeration, hot or room temperature. Also back-loading option.

### HOT CANNED FOOD VENDOR

- 237—Celebrity Hot Canned Food Vendor—140-can capacity plus optional 120-can pre-heat storage cabinet—7 selections. Manual with mechanical totalizer—5¢ to 50¢ at three different prices.

### OVENS

- Microwave Ovens—Celebrity styled—110 volt operation.

### ICE CREAM VENDOR

- 207—Celebrity Ice Cream Vendor—105 to 210 item capacity. Changemaker.

### CARTON MILK VENDOR

- 206—Celebrity Carton Milk Vendor—162 to 237 cartons. Half pints, one-third quart, pints, all at 34°F. Changemaker.

### PASTRY VENDORS

- 251—Celebrity Pastry—pies and cakes. 75 to 100 items. Manual with mechanical totalizer. Vends 5¢ to 50¢ at two different prices.
- 151—Pastry Vendor. Same as #251 in small cabinet.

### DOLLAR BILL CHANGERS

- 6—Dollar Bill Changer. World's first dollar bill changer. \$150 and \$300 capacity. Heavy duty floor model.

### RUDD-MELIKIAN, INC.

- COFFEE VENDORS
- BAC 800 PB (600 cups) ..... \$1,195
- BAC 800 LG (600 cups) ..... \$1,295
- BAC 880 PB (820 cups) ..... \$1,370
- BAC 880 LG (820 cups) ..... \$1,470

### THE SEEBURG CORP.

- PHONOGRAPHS
- Electra—8-speaker stereo console; 160 selections.
- Fleetwood—Includes features of Electra plus income totalizer and album pricing unit.
- LPC-480 & LPC-480R (Remote Control) stereo LP Console—160 Selections (Up to 480 Selections with all album programming). Spotlit Album Award. 3-way audio. Income totalizer. Personalized panel. Plays 33-1/3 and 45 RPM records intermixed, stereo or monaural. Album and Universal Pricing, Half Dollar. Transistorized and unitized "pull out" components. Test point front servicing Blue or tangerine speaker grilles.
- HLPC-1—Stereo LP Hideaway. 160 selections (Up to 480 selections with all album programming). Income Totalizer. Plays 33-1/3 and 45 RPM records intermixed. Album and universal pricing.
- SC-1—Stereo Console. 160 selections. Used for remote selection of any record on LP Console or Hideaway. Personalized panel. Album display panel. Album pricing. Push-button volume control. Twin stereo speakers. Remote Income Totalizer. Polished chrome or copper finish.
- ERCS-1—Extended Bass Console Speaker. Provides full range stereo response in conjunction with Consolelet speakers.
- SC-11—Stereo Communication Consolelet. Consolelet serves as Intercom.
- CIM-1—Consolelet Intercom Master Unit. Used with Stereo Communication Consolelet.

- BACKGROUND MUSIC
- ICK-1—Intercommunication Consolelet Kit. Converts Stereo Consolelet to Stereo Communication Consolelet.
- BMS-2—Background Music System 1000 Selections.
- BMC-1—Background Music Compact, 1,000 Selections.
- BMCA-1—Background Music Companion Audio. Used with Background Music Compact (BMC-1)
- MPE-1—Electronic Memory Programmer. Used with the Background Music Compact (BMC-1) to insert special announcements and commercials into the background music program.
- SABMC-1—Seeburg Automatic Background Music Center. For use with FM Multiplex Telephone Lines and On-Premise Locations. Total of 112 1/2 hours of music.
- SEP-1—Seeburg Encore Phonograph. 760 Selections of Foreground Music

- CANDY VENDORS
- W10CN1—Mechanical. 10 Selections. 220 bar capacity.
- W8TIG—Mechanical 8 Selections. 152 bar capacity.

- CIGAR VENDOR
- W6CR1—Mechanical. 6 Selections. 114 package capacity.

- CIGARETTE VENDORS
- 4E5—Electric. 22 Selections. 825 pack capacity.
- W20T1—Mechanical. 20 Selections. 672 pack capacity.
- W14T1—Mechanical. 14 Selections. 510 pack capacity.
- MCC-20—Mechanical. 20 Selections. 720 pack capacity.

- CIGARILLO VENDOR
- W8C01—Mechanical. 8 Selections. 200 Package Capacity.

- COFFEE VENDORS
- MC4—Marquee Coffee Vendor, 5, 6 or 7

- Selections. Brews fresh ground coffee one cup at a time. Hot coffee, hot chocolate, hot soup and hot tea. 605 cup capacity. Income Totalizing System.

- 764—Modular Coffee Vendor, 5 or 6 selections. Brews fresh ground coffee one cup at a time. Hot coffee, hot chocolate, hot soup and hot tea. 650 cup capacity. Income Totalizing System

- W6C4D—Williamsburg Fresh Brew Coffee Vendor. 5 Selections. Brews one cup at a time. Hot coffee and hot chocolate. 428 cup capacity. Income Totalizing System.

- W6HB1—Williamsburg Coffee Vendor. 6 Selections. Soluble hot coffee, hot chocolate and hot soup. 500 cup capacity.

- 772—Marquette Coffee Vendor. 5 selections. Brews fresh ground coffee one cup at a time. Hot coffee and hot chocolate. 320 cup capacity.

- COLD DRINK VENDORS
- MS4—Marquee Cold Drink Vendor. 4 or 7 selections with or without crushed ice. Carbonated and non-carbonated flavors. 7-selection model offers 2 selections of iced tea. 1,500 cup capacity. Income Totalizing System.

- S94—Modular Cold Drink Vendor. 4 or 7 selections with or without crushed ice. Carbonated and non-carbonated flavors. 7-selection model offers 2 selections of iced tea. 1,500 cup capacity. Income Totalizing System

- COLD CANNED DRINK VENDOR
- W3CV1—Williamsburg Cold Canned Drink Vendor. 3 selections. 189 can capacity. Automatic Can Opener.

- GENERAL MERCHANDISER VENDOR
- 15G1—Pick-A-Pac 15 Selections. 315 item capacity.

- LAUNDRY SUPPLY VENDOR
- W8L1—Mechanical. 8 selections. 152 item capacity.

- MILK VENDOR
- MV-2—Modula Milk Vendor. 3 selections 360 carton capacity.

- PASTRY VENDORS
- W6P1—Mechanical. 6 selections 72 package capacity.
- W6P2—Mechanical. 6 selections. 114 package capacity.

- TEL-A-SIGN
- Scopitone audio-visual machine.

- U.S. BILLIARDS INC.
- Electro-Pool, Electric Pocket Billiard Game. 6 Pkt. Series:
- Pro 1—78x46
- Pro 2—88x51
- Pro 3—93x53
- Pro 4—103x58
- Pro 5—114x64
- Club Pool
- 56x40
- 75x43

- URBAN INDUSTRIES
- Movie Theaters
- Model AP-10
- Panoram

- VALLEY SALES CO.
- Bumper Pool
- Model 522S/W Reg. Size
- Model 785A—78x45
- Model 875A—88x50
- Model 935A—93x53
- Model 1035—100x57

- El Magnifico Series
- Model 884—88x50
- Model 934—93x53
- Model 1014—101x57

- WESTINGHOUSE ELECTRIC CO.
- 6-Selection Cup/Drink Vendor
- Fresh Brew Coffee Vendor
- Candy Vendor
- Cigarette Vendor

- WILLIAMS MFG. CO.
- Aztec Bowler (9/66)
- A-Go-Go 4P (5/66)
- Amazon Bowler (3/66)
- Blazer Shuffle (6/66)

- THE WURLITZER COMPANY
- Phonographs
- 3000-1 200 Selection
- 3000-3 200 Selection with Top Tunes Golden Bar
- 3000-4 200 Selection with Little L.P.
- 3000-7 200 Selection with Top Tunes
- 3010-4 100 Selection with Little L.P. Golden Bar and L.L.P.
- 3000-8 200 Selection Discotheque Model with Remote Switch
- 3010-1 100 Selection
- 3010-3 100 Selection with Top Tunes Golden Bar
- 3010-7 100 Selection with Top Tunes Golden Bar and L.L.P.
- Hideaway Phonographs
- 3017-4 200 Selection with Little L.P.
- 3017-7 200 Selection with Top Tunes and Little L.P.
- 3011-4 100 Selection with Little L.P.
- 3011-7 100 Selection with Top Tunes and Little L.P.
- Remote Control Equipment
- 6220 Wall Box 200 Selection-10¢-25¢-50¢ with Speakers, Top Tunes Golden Bar and L.L.P.
- 6220A Wall Box 200 Selection-10¢-25¢-50¢ with L.L.P.
- 6225 Wall Box 100 Selection-10¢-25¢-50¢ with Speakers, Top Tunes Golden Bar and L.L.P.
- 6225A Wall Box 100 Selection-10¢-25¢-50¢ with L.L.P.
- 6010 Wall Box Ten Top Tunes-50¢ coin Only
- 259B Stepper 100 Selection for Model 3010
- 261B Stepper 200 Selection for Model 3000
- 5121 Speaker—Private—Wurlitzer Wall Box Mounting
- 5121A Speaker—Private—Wall Mounting
- 5123 Speaker—Wall 12" Coaxial
- 5125B Speaker—Extender (Packed in Pairs)
- Speaker—Directional (Packed in Pairs)



# WURLITZER MUSIC Sharpens the Appetite and Your Profits

• It's a well proven fact wherever people gather to eat and drink, they enjoy their refreshments more, stay longer, spend more while listening to Wurlitzer Music. Why? Because Wurlitzer 3000 Music IS better. Better stereophonic sound. More lifelike reproduction of the recording artists of the day. More sheer fun for the listeners. And, we repeat, MORE MONEY FOR THE WURLITZER OPERATOR. Your Wurlitzer Distributor can prove it — ask him — TODAY.



*Wurlitzer*  
 MODEL *3000* STEREO CONSOLE

THE WURLITZER COMPANY • NORTH TONAWANDA, NEW YORK