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Tries A 'Mini' 45 • • • NARM Meet: Talks On Mono

Vs. Stereo &
Cartridges •

Aretha Hits A

Femme First: 3 Gold Singles In A Row • •

Decca Sales Up 26% • Rocky Roberts Tops

With Italy's Ops • See Special Parts Section

September 16, 1967

Cash Box



CAPITOL RECORDS 25th ANNIVERSARY

Int'l Section Begins Pg. 89



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and Gone
Tomorrow"**

The Good-Music Bag:

**"No Sad
Songs
for Me"**



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Cash Box

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Down-To-Earth Enthusiasm

September has its uncertainties. Take a false hint from a cool day or two, and you can have a case of summer wear joining the mothball fleet quite prematurely. Summer, man's own timetables notwithstanding, has a happy non-conformist way of calling it quits in all its good time. But, the hints are here and that's something to think about.

For the record business, summer on the wane signals the eventual arrival of a seasonal coupling created by the world of business, the fall-winter selling season. This is the time of year, U.S. economic history tells us, when most entrepreneurs can count on their greatest volume of the year. Among this vast majority of goods-and-services is the record business. Depending on their status socially and economically, youngsters have returned from 10 weeks of vacationing or perhaps earned a modest bundle of cash to do with—as befits their S&E standing—as they please. The record industry counts heavily on the fact that many of them will have lots of catching up to do on their record libraries. It also wants the older folks to be true to form, and increase their record purchases, too. And, of course, it wants everybody to take special cognizance of the gift-buying season ahead. And in the category of “gifts-that-keep-on-giving,” records can fill the bill.

True, we'll be hearing the traditional crying of the blues, such as the

fortnight or less during which the World Series provides employer, employee and customer with reason to let things ride. And perhaps there won't be that seemingly spontaneous smash single product that brings 'em into the stores—although the chances of nothing at all are pretty slim.

Nevertheless, optimism has every reason to be the order of the day. In the album area, there is an unparalleled continuity of success by various pop acts, who, it seems, do not fall by the wayside as easily as their predecessors. The term for this remarkable direction of the pop (or singles) scene is “longevity.” And the albums-made-for-the-sake-of-albums productivity is, to judge from the product offered at recent and concluding sales conventions, exciting and primed to take advantage of the folks who are taking inventory on their home libraries. Hopefully, Broadway hit and/or film properties will come along and produce equally successful LP counterparts.

To be sure, the record business is not without problems that do their darndest to stunt the growth of the industry. But, problems can also be seen as the by-product of this growth. It would be asking for the impossible to be rid of them—or the ones that lie ahead. Happily, they are in great part overshadowed by a continuous growth pattern of disk sales. It's the time of year when enthusiasm has an element of being a down-to-earth reality.



Cash Box TOP 100

SEPTEMBER 16, 1967

		9/9	9/2
1	ODE TO BILLIE JOE		
	BOBBIE GENTRY-Capitol-5950	1	1
2	THE LETTER		
	THE BOX TOPS-Mala-565	4	15
3	REFLECTIONS		
	DIANA ROSS & SUPREMES-Motown-1111	2	4
4	COME BACK WHEN YOU GROW UP		
	BOBBY VEE-Liberty-55964	6	9
5	APPLES, PEACHES AND PUMPKIN PIE		
	JAY & THE TECHNIQUES-Smash-2086	7	10
6	BABY I LOVE YOU		
	ARETHA FRANKLIN-Atlantic-2427	3	3
7	YOU'RE MY EVERYTHING		
	THE TEMPTATIONS-Gordy-7063	8	11
8	SAN FRANCISCAN NIGHTS		
	ERIC BURTON & ANIMALS-MGM-13769	14	19
9	ALL YOU NEED IS LOVE		
	THE BEATLES-Capitol-5964	5	2
10	COLD SWEAT		
	JAMES BROWN-King-6110	10	12
11	NEVER MY LOVE		
	THE ASSOCIATION-Warner Bros.-7074	27	58
12	LIGHT MY FIRE		
	THE DOORS-Elektra-45615	9	6
13	FUNKY BROADWAY		
	WILSON PICKETT-Atlantic-2430	17	23
14	THERE IS A MOUNTAIN		
	DONOVAN-Epic-10212	16	25
15	YOU KNOW WHAT I MEAN		
	THE TURTLES-White Whale-W.W.-254	19	21
16	PLEASANT VALLEY SUNDAY		
	THE MONKEES-Colgems-1007	11	5
17	I HAD A DREAM		
	PAUL REVERE & THE RAIDERS-Columbia-4-44227	21	26
18	HIGHER & HIGHER		
	JACKIE WILSON-Brunswick-55336	22	28
19	12:30		
	MAMA'S & PAPA'S-Dunhill-4099	23	33
20	TESTIFY		
	THE PARLIAMENTS-Revilot-297	18	20
21	BROWN EYED GIRL		
	VAN MORRISON-Bang-545	26	30
22	I DIG ROCK & ROLL MUSIC		
	PETER, PAUL & MARY-Warner Bros.-1700	45	76
23	GETTIN' TOGETHER		
	TOMMY JAMES & SHONDELLES-Roulette-4762	34	50
24	MAKING EVERY MINUTE COUNT		
	SPANKY & OUR GANG-Mercury-72714	28	39
25	WORDS		
	THE MONKEES-Colgems-66-1007	12	7
26	THANK THE LORD FOR THE NIGHT TIME		
	NEIL DIAMOND-Bang-547	13	13
27	FAKIN' IT		
	SIMON & GARFUNKEL-Columbia-44232	15	16
28	SILENCE IS GOLDEN		
	THE TREMELOES-Epic-10184	20	17
29	I MAKE A FOOL OF MYSELF		
	FRANKIE VALLI-Philips-40484	39	53
30	MUSEUM		
	HERMAN'S HERMITS-MGM-13787	40	51
31	HAPPY		
	SUNSHINE COMPANY-Imperial-66247	32	36
32	GIMME LITTLE SIGN		
	BRENTON WOOD-Double Shot-116	41	59
33	GROOVIN'		
	BOOKER T & MG'S-Stax-224	35	38

		9/9	9/2
34	DANDELION		
	ROLLING STONES-London-905	51	—
35	HEROES AND VILLAINS		
	BEACH BOYS-Brother-1001	24	8
36	BALLAD OF YOU AND ME AND POONEIL		
	JEFFERSON AIRPLANE-RCA-47-9297	48	74
37	THE WORLD WE KNEW		
	FRANK SINATRA-Reprise-8610	25	22
38	LOVE BUG LEAVE MY HEART ALONE		
	MARTHA REEVES & THE VANDELLAS-Gordy-7062	43	57
39	BLUE'S THEME		
	DAVE ALLEN & THE ARROWS-Tower-295	33	37
40	THINGS I SHOULD HAVE SAID		
	GRASS ROOTS-Dunhill-4094	42	45
41	JILL		
	GARY LEWIS-Liberty-55985	31	32
42	CAT IN THE WINDOW		
	PETULA CLARK-Warner Bros.-7073	52	72
43	TO LOVE SOMEBODY		
	BEE GEES-Atco-6503	29	24
44	LITTLE OLE' MAN		
	BILL COSBY-Warner Bros.-7072	63	82
45	THERE'S ALWAYS ME		
	ELVIS PRESLEY-RCA-9287	49	56
46	A BANDA		
	HERB ALPERT & TIJUANA BRASS-A&M-870	58	—
47	PUT YOUR MIND AT EASE		
	EVERY MOTHER'S SON-MGM-13788	56	75
48	LITTLE OLE WINE DRINKER ME		
	DEAN MARTIN-Reprise-608	50	55
49	IN THE HEAT OF THE NIGHT		
	RAY CHARLES-ABC-10070	54	62
50	HOW CAN I BE SURE		
	YOUNG RASCALS-Atlantic-2438	69	—
51	WHAT NOW MY LOVE		
	MITCH RYDER-Dynovoice-901	70	—
52	YOU GOTTA PAY THE PRICE		
	AL KENT-Ric Tic-127	59	78
53	ANYTHING GOES		
	HARPER'S BIZARRE-Warner Bros.-7063	55	69
54	JUST OUT OF REACH		
	PERCY SLEDGE-Atlantic-2434	57	63
55	ZIP CODE		
	THE FIVE AMERICANS-Abnak-123	61	66
56	SOUL MAN		
	SAM & DAVE-Stax-231	68	—
57	GET ON UP		
	THE ESQUIRES-Bunky-7750	66	87
58	RUN, RUN, RUN		
	THIRD RAIL-Epic-10191	60	67
59	TO SIR WITH LOVE		
	LULU-Epic-40187	78	99
60	LITTLE THINGS		
	SONNY & CHER-Atco-6507	62	70
61	CASANOVA		
	RUBY ANDREWS-Zodiac-1004	72	80
62	HEY BABY		
	BUCKINGHAMS-Columbia-44254	73	—
63	WE LOVE YOU		
	ROLLING STONES-London-905	65	—
64	YOUR PRECIOUS LOVE		
	MARVIN GAYE & TAMMI FERRELL-Tamla-54156	—	—
65	IT MUST BE HIM		
	VIKKI CARR-Liberty-55986	77	93

		9/9	9/2
66	EXPRESSWAY TO YOUR HEART		
	SOUL SURVIVORS-Crimson-1010	79	—
67	I WAS MADE TO LOVE HER		
	STEVIE WONDER-Tamla-54151	38	29
68	YOU KEEP RUNNING AWAY		
	FOUR TOPS-Motown-1113	—	—
69	I FEEL GOOD, I FEEL BAD		
	LEWIS & CLARK EXPEDITION-Colgems-66-1006	67	73
70	TURN THE WORLD AROUND		
	EDDY ARNOLD-RCA-47-9265	75	81
71	IT COULD BE WE'RE IN LOVE		
	THE CRYAN SHAMES-Columbia-44191	71	79
72	PURPLE HAZE		
	JIMI HENDRIX EXPERIENCE-Reprise-0597	74	83
73	LET IT OUT		
	HOMBRES-Verve/Forecast-5058	83	—
74	KNOCK ON WOOD		
	OTIS REDDING & CARLA THOMAS-Stax-228	76	85
75	I'LL NEVER FALL IN LOVE AGAIN		
	TOM JONES-Parrot-40018	86	—
76	LAURA (WHAT'S HE GOT)		
	FRANKIE LAINE-ABC-10967	53	54
77	LET LOVE COME BETWEEN US		
	JAMES & BOBBY PURIFY-Bell-685	87	—
78	OUR SONG		
	JACK JONES-Kapp-847	80	84
79	MEMPHIS SOUL STEW		
	KING CURTIS-Atco-6511	90	97
80	SUNSHINE GAMES		
	MUSIC EXPLOSION-Laurie-3400	84	—
81	CHILD OF CLAY		
	JIMMIE RODGERS-871	93	—
82	MORE THAN THE EYE CAN SEE		
	AL MARTINO-Capitol-5989	—	—
83	FOR WHAT IT'S WORTH		
	STAPLE SINGERS-Epic-10220	85	—
84	HEAVY MUSIC (Part 1)		
	BOB SEGER-Cameo-494	89	—
85	TAKE A LOOK		
	ARETHA FRANKLIN-Columbia-44270	81	89
86	IT'S GOT TO BE MELLOW		
	LEON HAYWOOD-Decca-32164	88	100
87	THE LAST WALTZ		
	ENGELBERT HUMPERDINCK-Parrot-40019	—	—
88	GET TOGETHER		
	YOUNG BLOODS-RCA-47-9264	92	—
89	YOU'VE MADE ME SO VERY HAPPY		
	BRENDA HOLLOWAY-Tamla-54155	—	—
90	I CAN'T STAY AWAY FROM YOU		
	IMPRESSIONS-ABC-10964	95	—
91	SWEET SOUL MEDLEY (Part 1)		
	MAGNIFICENT MEN-Capitol-5976	97	—
92	FALL IN LOVE WITH ME		
	BETTYE SWANN-Money-129	—	—
93	LOOK OF LOVE		
	DUSTY SPRINGFIELD-Philips-40465	—	—
94	DIRTY MAN		
	LAURA LEE-Chess-2013	94	—
95	SPREADIN' HONEY		
	WATTS 103RD STREET RHYTHM BAND-Keymen-108	100	—
96	ON THE OTHER SIDE		
	THE SEEKERS-Capitol-5974	—	—
97	WAITING FOR CHARLIE TO COME HOME		
	MARLENA SHAW-Cadet-5571	98	—
98	I'LL RELEASE YOU		
	JOANN BON & COQUETTES-MTA-129	—	—
99	WHO COULD BE LOVIN' YOU		
	AL WILSON-Soul City-SCR759	99	—
100	FORGET IT		
	SANDBEBBLES-Calla-134	—	—

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

A Banda (Fermata Int'l)	46	Gimme Little Sign (Big Shot, ASCAP)	32	Let It Out (Crazy Cajun, BMI)	73	Sweet Soul Medley Part 1 (Jobete, BMI)	91
Anything Goes (Harms, ASCAP)	53	Groovin' (Slasor, BMI)	33	Letter (Earl Borton, BMI)	2	Take A Look (Eden, BMI)	25
All You Need Is Love (Macleon, BMI)	9	Happy (Unart, BMI)	31	Light My Fire	12	Testify (Groavesville, BMI)	80
Apples, Peaches & Pumpkin Pie (Akbestal/Act Three, BMI)	5	Heavy Music (Part 1, Geor, ASCAP)	84	Little Ole Man (Jobete, BMI)	44	Thank The Lord For The Night Time (Tally Rand, BMI)	26
Baby, I Love You (14th Hour, BMI)	6	Heroes & Villains (Sea Of Tunes, BMI)	35	Little Ole Wine Drinker, Me (Moss-Rose, BMI)	48	There Is A Mountain (Peer Int'l, Hi Count, BMI)	14
Ballad Of You And Me And Pooneil (Jefferson Airplane, BMI)	36	Hey Baby (Pragens, BMI)	62	Little Things (Chris Marc, Catillion)	60	There's Always Me (Glady's, ASCAP)	45
Blue's Theme (Dijon, BMI)	39	How Can I Be Sure (Slasor, BMI)	50	Look Of Love (Colgems, ASCAP)	93	Things I Should Have Said (Trousdale, BMI)	40
Brown Eyed Girl (Web IV, BMI)	21	I Can't Stay Away From You (Chi Sound, BMI)	90	Love Bug Leave My Heart Alone (Jobete, BMI)	38	To Love Somebody (Nemperor, BMI)	43
Casanova (Ric Will, BMI)	61	I Dig Rock & Roll Music (Pepomar, ASCAP)	22	Making Every Minute Count (Akbestal, BMI)	24	Turn The World Around (Finger Lake, BMI)	70
Cat In The Window (Chardon, BMI)	42	I Feel Good, I Feel Bad (Screen Gems, Columbia, BMI)	69	Memphis Soul Stew (Pranto & Kilynn, BMI)	79	12:30 (Wingate, ASCAP)	19
Child Of Clay (Ernie Moresca, ASCAP)	81	I Had A Dream (Doywin, BMI)	17	More Than The Eye Can See (Saturday, BMI)	82	Waiting For Charlie To Come Home (Hill & Range, BMI)	97
Cold Sweat (Dyotone, BMI)	10	I Make A Fool Of Myself (Saturday & Seasons, BMI)	29	Museum (Peer Int'l, BMI)	30	We Love You (Gideon, BMI)	63
Come Back When You Grow Up (Pointed Desert, BMI)	4	I Was Made To Love Her (Jobete, BMI)	67	Never My Love (Tamerlane, BMI)	11	What Now, My Love (Remick, ASCAP)	51
Dandelion (Gideon, BMI)	34	I'll Never Fall In Love Again (Hallis, BMI)	75	Ode To Billie Jean (Larry Shayne, ASCAP)	1	Who Could Be Lovin' You (Johnny Rivers, BMI)	99
Dirty Man (Chevis, BMI)	94	I'll Release You (Four Star, BMI)	98	On The Other Side (Choppell, ASCAP)	96	Wards (Screen Gems, Columbia, BMI)	25
Expressway To Your Heart (Double Diamond, Downstairs, BMI)	66	In The Heat Of The Night (United Artists, ASCAP)	49	Our Song (Santo Cecilia, BMI)	78	World We Knew (Roasevelt, BMI)	37
Fakin' It (Choring Cross, BMI)	27	It Could Be We're In Love (Destination, BMI)	71	Pleasant Valley Sunday (Screen Gems, Columbia, BMI)	16	You Gotta Pay The Price (Myto, BMI)	52
Fall In Love With Me (Maney, BMI)	92	It's Got To Be Mellow (Jim-Edd, BMI)	86	Purple Haze (Sea Lark, BMI)	72	You Keep Running Away (Jobete, BMI)	68
For What It's Worth (Springola Taones, Ten East, Catillion, BMI)	83	It Must Be Him (Asa, ASCAP)	65	Put Your Mind At Ease (Pocket Full Of Tunes, BMI)	47	You Know What I Mean (Chardon, BMI)	15
Forget It (Unbelievable, BMI)	100	Jill (Chardon, BMI)	51	Reflections (Jobete, BMI)	3	You're My Everything (Jobete, BMI)	7
Funky Broadway (Rautene, Drive In, BMI)	13	Just Out Of Reach (Four Star, BMI)	41	San Franciscan Nights (Sealark, BMI)	58	(Your Love Keeps Lifting Me) Higher & Higher (Jalyne, BMI)	18
Get On Up (Hi-Mi, BMI)	57	Knock On Wood (East, BMI)	74	Silence Is Golden (Dialogue, BMI)	28	Your Precious Love (Jobete, BMI)	64
Get Together (F.S.O., BMI)	88	Last Waltz (Donna)	87	Soul Man (East, BMI)	56	You've Made Me So Happy (Jobete, BMI)	89
Gettin' Together (Patricio, BMI)	23	Louise (What's He Got) (Al Gallica, BMI)	76	Spreadin' Honey (Keyman, BMI)	95	Zip Code (Jetstar, BMI)	55
		Let Love Come Between Us (Al Gallica, BMI)	77	Sunshine Games (Southern, ASCAP)	80		

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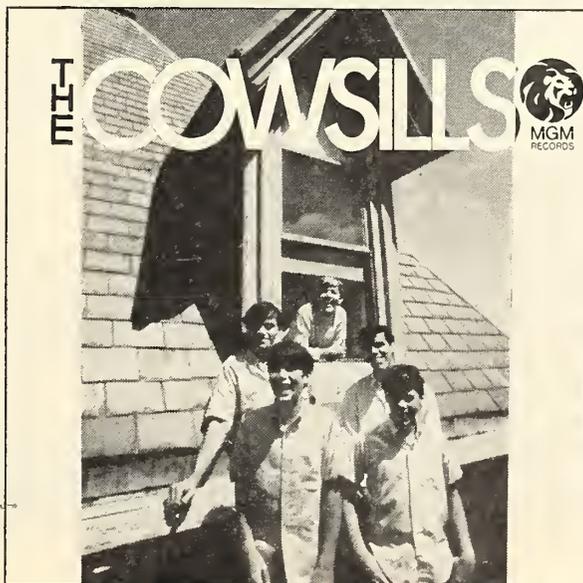
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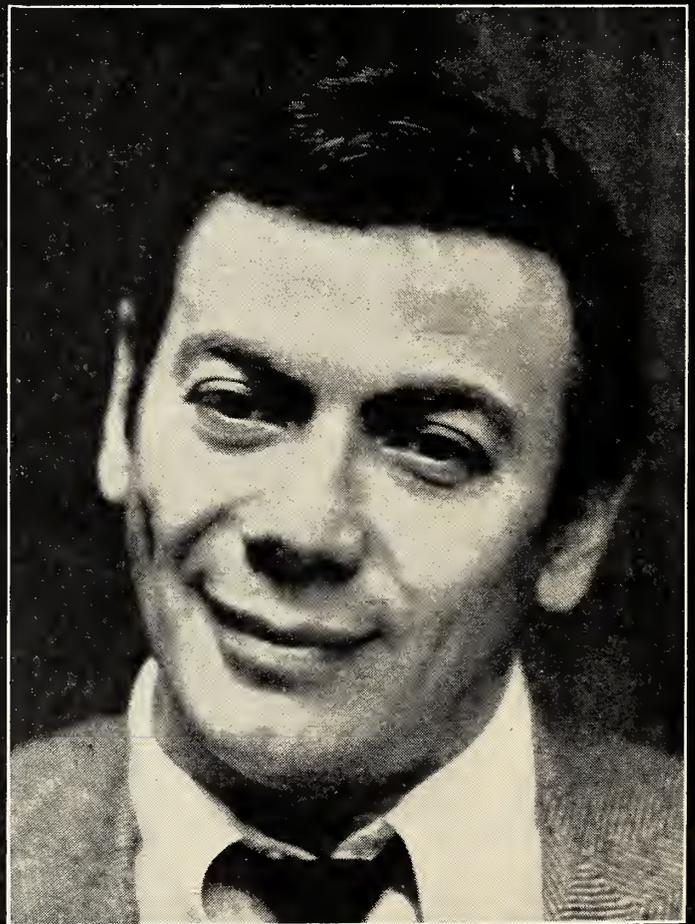
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RCA & Kirshner Team On New Label

NEW YORK—A new association has been established between RCA Victor Records and Don Kirshner.

A record label, created and developed by newly-established (since July) Kirshner Entertainment Corp., will be manufactured and marketed by RCA. It's understood that a name for the label is pending a final selection among two or three final choices. An impending deal between RCA and a major disk producer was indicated in the Cash Box issue of Sept. 2.

RCA's previous ties with Kirshner ended last Feb. when Kirshner was dismissed as president of Colgems Records, the Columbia Pictures label that also has a manufacturing and marketing relationship with RCA. With Kirshner as its head, Colgems introduced the Monkees, who went on to record a series of three gold singles and two gold albums.

The new label—said to be one of the biggest financial deals ever negotiated in the record business—is the first project of Kirshner Entertainment Corp., which intends to also move into music publishing, talent (new and established), Broadway, radio-TV production and motion pictures (see KEC investors below).

Norman Racusin, RCA's vp and general manager, said, in announcing the deal that Kirshner's "broad experience and record of success in the music business represent a major asset of this new undertaking." He termed Kirshner's past ventures with RCA, spanning almost a decade, as "highly profitable to our company." Initial product stemming from the deal is due within a month.

Besides Colgems, RCA now distri-

butes Request Records, an international LP line, and Chart Records, a country music label.

Following his dismissal at Colgems, Kirshner also departed, in May, his post as president of Columbia Pictures-Screen Gems music publishing. He was music consultant for such TV'ers as "Bewitched," "I Dream of Jeanie," "The Flying Nun" and "Second Hundred Years" (the latter two are newcomers to TV this season) and also directed exploitation of such film scores as "Lawrence of Arabia," "Casino Royale," "To Sir with Love"



RACUSIN & KIRSHNER

and "Born Free" (the title of which won an Academy Award). He came to Columbia after selling the company—together with the late Al Nevins—Aldon Music, one of the top contemporary music publishers of the late 50's and early 60's.

KEC Investors

Investors in Kirshner Entertainment Corp. include Herbert J. Siegel, former head of General Artists Corporation; Cy Feuer and Ernest Martin, Broadway producers of such hits as "How to Succeed in Business Without Really Trying" and "Guys and Dolls"; Lawrence Barnett former president of Music Corporation of America and General Artists Corporation; James J. Rochlis, president of Baldwin-Montrose Chemical Company; C. Leonard Gordon, partner in the law firm of Marshall, Bratter, Green, Allison and Tucker; David Linowes, a partner in the accounting firm of Laventhol, Krekstein, Griffith, & Co.; and Richard Ornstein, a registered representative of Goodbody & Co.

NARM Mid-Year Meet: Commentary On Mono Vs Stereo, Cartridges

LANCASTER, PA.—The NARM Mid-Year Meet here last week, drawing more than 300 tradesters to the Host Farm, offered commentary on two areas of controversy and concern: mono & stereo pricing and tape cartridges.

A Wednesday (6) morning seminar, "Your Business in Today's Economy," turned to the recent equalization of mono & stereo LP pricing. While there seemed to be a measure of regret that the price differential had been eliminated, there was a general consensus that the line be held and that panic would offer no solutions. It was felt that should there be a need for a roll-back (as reported recently by MGM Records), it would be the consumer who would make this demand, with the expectation that labels would follow through on this. "Give it time" was another suggestion. The seminar was chaired by Amos Heilicher of J. L. Marsh, Minneapolis, Jim Shipley of Mainline, Cleveland and Fred Taub of Disco, Boston. Shipley also outlined his belief that the wholesaler had become a "fat-man" and that a "crash diet" was necessary to trim inventory. He called for whole-

Pickwick Into Cassettes

NEW YORK—Pickwick International, the economy-priced label, is entering the cassette tape cartridge field with a line called Pickwick-60. Thus, the company now offers all types of popular pre-recorded cartridge systems, having previously marketed a line of 4 & 8-track cartridges.

Capitol Offers Dealers 20% Discount On Purchases Of Mono Album Product

NEW YORK—Capitol Records Distributing Corp. (CRDC) is offering its retail accounts a 20% reduction off the wholesale price of mono albums, Cash Box learned late last week. The offer, which is being made verbally by CRDC salesman, virtually brings the cost of mono LP's to dealers back to the pre-mono price increase of last June and July. It's understood that the suggested list price of Capitol's mono product remains \$4.79. At press-time, Capitol execs were not available for comment on the new discount.

However, a number of dealers on the east and west coasts confirmed the Capitol offer when contacted by Cash Box.

Less than a month ago, MGM Records decided to revert to the old suggested list of \$3.79, declaring that it felt that a roll-back was needed to uplift mono sales.

Following an announcement last June by Columbia Records that it would eliminate the price differential between mono and stereo LP's by raising the suggested price of mono LP's to that of their stereo counterparts, all labels of any consequence also made the equalization move. Rising costs of producing records and the desire to eliminate double-inventories were cited as the main goals of the price equalization hikes.

Philco-Ford Tries 'Mini' 45's, Phonos

NEW YORK—Philco-Ford has entered the record business in a novel manner. The company has created a new label, Hip Pocket Records, a series of "mini" 3 3/8 inch disks spinning at 45 rpm speed.

Along with the disks, the company is marketing a line of inexpensive transistorized "mini" phonos and phono/radio combinations that can play the new "mini" disk as well as regular-sized 45's and LP's.

Designed to appeal to the "on-the-go" generation, the tiny, wafer-thin disks, housed in 4-color plastic sleeves, are being marketed with a strictly teen-market, "oldies-but-goodies" approach. The company has surveyed the top 10 chart acts over the past two years, and is making licensing arrangements with a number of record labels to release hit couplings. Each disk will retail at 69¢, with normal wholesaler discounts. While the design of the disks themselves cannot be patented, Philco-Ford has exclusive rights to the performers in the U.S. and its possessions as heard in the form of the "mini" records. There

are no plans for the release of original product.

The company would not elaborate on royalty arrangements.

Ready for release later this month are 24 hit couplings by Tommy James & the Shondells (Roulette), Sam the Sham & the Pharoahs (MGM), Neil Diamond (Bang), The McCoys (Bang), the Happenings (B. T. Puppy), the Buckinghams (U.S.A.), the Doors (Elektra), Aretha Franklin (Atlantic), Young Rascals (Atlantic), Wilson Pickett (Atlantic), Sonny & Cher (Atlantic), Percy Sledge (Atlantic), Lovin' Spoonful (Kama Sutra), Otis Redding (Atlantic), Arthur Conley (Atlantic). Further product will be offered in groups of 12.

It's understood that Philco-Ford is pressing about 250,000 copies each of the initial release. Disks, said to be comparable in quality & durability to regular 45's, are being turned-out by a Chicago-based company called Eva-Tone.

According to spokesmen for Philco-Ford, who introduced the disks and phono at a press conference in New York last Wed. (6) (the night before, the company unveiled its plan before the NARM mid-year meet in Lancaster, Pa.), Philco-Ford distributors (about half of which are wholly-

(Continued on page 56)

FRONT COVER:



FRONT COVER: He's Glenn Wallich, one of the founders and now chairman of the board of Capitol Records. The label is celebrating its 25th anniversary this year. To honor this historic occasion for the company, Cash Box is presenting this week a special commemorative section, carrying the reader through the years of Capitol's enormous impact on the world of recordings.

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Decca Sales 26% Out Front As Label Opens Fall-Winter Period

NEW YORK—Decca Records enters the fall-winter buying season with record-breaking sales for the first eight months of 1967. According to the label's vp Syd Goldberg. Sales, Goldberg said, are running 26% ahead of the same period last year.

Attempting to keep this record pace going, the company has just marketed a new album product, consisting of 17 pop and classical packages. They fall under the label's continuing 1967 promo theme of "Coming on Strong."

Supporting the new Sept. product will be colorful point-of-sale merchandising aids in the form of mounted lithos, and full color litho books spotlighting the new product. Company's sales force is now in the process of contacting their respective accounts.

New Pop LP's

The newly-released pop product includes: Burl Ives' "Burl's Broadway," "Con Mucho Gusto" by the Trumpets Ole, Wayne King's "The Eyes of Love," George Feyer's "Echoes of Childhood," two greatest hit sets, "Freddie Martin's Greatest Hits" and "The Andrew Sisters Greatest Hits."

Also included are "The Explosive Side of Joe Panama," "How Insensi-

tive" by Brasilia Nueve, featuring such instrumentalists as Bill Potts, Zoot Sims, Mel Lewis, Charlie Palmieri, Louie Ramirez and Barry Galbraith, among others, "1967 International Barbershop Chorus Winners" and "The Top 10 Barbershop Quartets of 1967," "Island Spotlight On Haunani" and "Soul Time in Hawaii" by Ohta San.

A kiddie-market entry is "Rhythm is the First 'R'" by Helen Horn (Pretty Penny).

Decca's Gold Label classical division is represented in the Sept. release schedule with violinist Ruggiero Ricci in a set titled "Ricci Plays Bach." The Musica Aeterna Orchestra and Chorus are conducted by Frederic Waldman in a program of four sacred pieces by Verdi. Newell Jenkins conducts The Clarion Concerts Orchestra in a new package titled "Music For The Saxon Court," featuring works by Jan Dismas Zelenka.

Coral offers "Music And Song From The Mediaeval Banquet At Bunnatty Castle." Recorded in Ireland, this new package features the noted Bunnatty Singers in a nightly performance in the restored Great Hall of the Castle, a tourist mecca for visitors to the old Sod.

Chet Helms Forming Family Dog Records

HOLLYWOOD—Chet Helms, proprietor of the Avalon Ballroom in San Francisco and the so-called psychedelic posters distributed under the canine banner of Family Dog, will shortly be expanding his San Francisco operations to include a record label, a new ballroom in Denver and extended distribution of the pop art hang-ups.

Firm, which reportedly grossed more than \$250,000 last year, will be distributing its first Family Dog label "in the near future" locally, at first, to establish its marketability. Helms told Cash Box that he's presently in the process of purchasing additional recording equipment and discussing the project with several artists. A considerable portion of the material will be recorded "live" at the ballrooms. "I have negotiated with Kama Sutra for a period of time regarding release of live recordings," according to Helms, "and we have the best of relations. However I have decided, in order to have freedom in production and aesthetic controls, it will have to be my own thing."

Capitol & Kama Sutra Involved

However, Family Dog has consummated a negotiation with Kama Sutra for promotion and distribution, in conjunction with Capitol Records, of the seventy-five posters in their catalog. The posters have gained international notoriety and recently were

the subject of a Life Magazine cover and article. It was Kama Sutra who approached Capitol, according to Helms, and K-S will be packaging and promoting the art with Capitol distributing through branches to record shops and other outlets including book stores. The initial shipment of 100,000 posters is being packaged and going out this week.

Denver Ballroom

Also premiering this week is the Family Dog Ballroom in Denver, Colorado which Helms describes as considerably larger than the Avalon in S.F. with a vinyl embossed fluorescent painted floor. Initial acts are Big Brother and the Holding Co. and the Blue Cheer. Helms formerly managed Big Brother (the moniker for the firm was Ruthless Management) but is no longer involved with this aspect of show biz.

Helms reportedly arrived from Texas, hitch-hiking 25,000 miles along the way, and subsisted on odd jobs in San Francisco just a few years back. He painted, wrote and learned to play guitar. In January of 1966 he was managing the Big Brother group and later broke with Bill Graham, who runs the Fillmore Auditorium in S.F., opening the Avalon. Helms, who has been besieged with offers to merge and establish, has so far avoided most of the compromising proposals.

David Rosen Opens Tape-Film Division

PHILADELPHIA—A tape and film center has been established by David Rosen, Inc., reports Rosen, head of the multi-product distributorship.

The new department, which will be separate and distinct from the records and machines departments, will handle the distribution of tapes, films and player equipment for the Eastern Pennsylvania, Southern New Jersey and Delaware areas. It will mark the fourth separate distributing arm of David Rosen, Inc., which already includes coin-operated machines, the audio-visual Cinejukebox machine, phonograph records; with all four departments under the same roof at the building extending from 855 No. Broad Street.

Lewis Rosen, son of David Rosen, who has been active with the firm for a number of years, has been named vice-president in charge of the Film and Tape Center. Distributor

franchises already include the full line of Norelco and Craig tape recorder products. Tape franchises include ABC Paramount and all its subsidiaries, Warner Brothers-Reprise, Chess-Checker-Cadet, Golden, and International Tape Cartridge Corp.

In addition, the new department will handle sales on both store and consumer levels for a vast library of color-sound 16 mm. films for coin-operated movie machines, home and school use. The Rosen firm is the exclusive United States distributor for Cinejukebox, the only audio-visual machine which combines movies and jukebox in a single unit. David Rosen, Inc., is also a pioneer among independent record distributors and now handles over 30 major record labels.

Tape and film sales, said Lewis Rosen, will be backed by "aggressive dealer promotion which will be geared to stimulate maximum store traffic and store sales."

Liberty Consolidates Inventories In New High-Speed Western Warehouse

LOS ANGELES—Construction is completed on Liberty Records western region warehouse No. 1. Housing the corporate production department, warehouse administrative personnel, LRDC of California, plus the inventory to service all of Liberty's western distributors, it's located at 1024 N. Orange Drive in Los Angeles.

Irv Kessler, vice president of manufacturing, negotiated the purchase of the facility in Oct., 1966, and has supervised all plans and designs for its remodeling. The interior was since demolished and rebuilt to convert it into one of the most efficient warehouses in the nation. The two-story building, extending one full block from Orange Drive to Mansfield Avenue, contains 50,000 square feet of space with a capacity of approximately three million albums. Entire inventory from Research Craft Corporation, Liberty's western pressing plant subsidiary, as well as inventory from LRDC of California, formerly located

on Pico Boulevard, has been moved into the warehouse.

Aim: Consolidate Inventories

Liberty's primary purpose for the purchase and subsequent streamlining, was to consolidate all inventories into one location and to further expedite service for distributors and dealers in a more efficient manner. Kessler commented: "The separation of manufacturing from warehousing and shipping will surely provide optimum results. Consolidation of inventories has already shown improved control and excellent analysis of stock from our entire catalog."

High Speed Equipment

The warehouse's employees utilize ultra-modern high speed equipment throughout the entire operation. Orders are sent from the various departments to the warehouse via a pneumatic tube system and are processed within a matter of hours. A special room in the production wing contains TWX equipment for direct contact with pressing plants and suppliers. The re-processing room contains an automatic cryovac machine as well as a heat tunnel and automatic conveyors. Special carts have been constructed to facilitate the movement of open stock as well as bulk stock orders. A special area has been set aside for the storage of reel-to-reel tape and four and eight track cartridges. A feature of this area is the special custom designed and built shelves allowing easy storage and accessibility of both bulk and loose tapes. A special conference room was constructed for the regularly held meetings. A polyurethane coating covers the entire main warehouse floor and keeps the inventory dust free.



A huge Liberty logo is pictured on the way up to the roof of Liberty's new west coast warehouse. Officiating, Liberty vice presidents Harold Linick (left) and Irv Kessler.

Epic Inks Randell & Linzer As Staff Producing Team

NEW YORK—Dave Kapralik, vice president of A&R at Epic Records, recently announced that the label has signed Denny Randell and Sandy Linzer as a staff producing team. Randell and Linzer's first project for Epic will be producing Don and the Goodtimes. The team will also search for new young talent to bring to Epic.

Randell and Linzer also recently signed as songwriters with Screen Gems-Columbia Music and as vocalists with Columbia Records.

The two young producer-writer-artists have been working together for three and a half years. As songwriters their credits include the Four Seasons' hits "Dawn, Go Away," "Let's Hang On," and "Working My Way Back To You," and Soupy Sales' "The Mouse." They also wrote and produced the Toy's million-seller, "A Lover's Concerto."



KAPRALIK, LINZER & RANDELL

Bob Reno To Head K-S Publishing

NEW YORK—Bob Reno has been appointed general professional manager of Kama-Sutra's music publishing companies.

Reno, who will head both Kama Sutra Music (BMI) and Tender Tunes (BMI), revealed that the formation of an ASCAP firm is now in progress. Gary Kannon will remain as professional manager of the pubberies and Marianne Ehle will serve as administrative assistant to Reno.

In addition to promoting Kama Sutra writers Tony Bruno, Peter Anders and Vincent Poncia, John Linde, Bobby Bloom and Kenny Laguna, Reno said, all Kama Sutra copyrights appearing on other labels "will be promoted with equal energy by Neil Bogart and his staff."

Current Kama Sutra copyrights in release are "Face In My Mind," by the Tingle Mothers Circus on Roulette, "New Games To Play," by Gil Burnell on RCA Victor, "Another Love," by the Ambers on Smash, "Sunday Kind of Feeling," by Tristan Schell on Coral, and "Sometimes I'm Up," culled from the new LP by Tom James and the Shondells.

"Kama Sutra is actively seeking outside material for placement on our own or other labels," Reno said. "All material will be given careful and individual consideration."

Reno was former general professional manager of the Cameo/Parkway pubberies and of Mills Music.

Rocky Roberts Tops With Ops See Int'l News Report

Capitol Records



Martino

He rocks it, but gently, man, gently.

"More Than The Eye Can See"

is more than you need

for a hit, man, hit.

MORE THAN THE EYE CAN SEE

b/w RED IS RED 5989 Just Out ST2780



RCA Names Heilicher Distrib In Minneapolis

NEW YORK—RCA Victor Records has concluded arrangements for the firm of Heilicher Brothers to become the distributor for its records and tape products in Minneapolis.

Announcement was made last week by J. Y. Burgess, Jr., Division Vice President of the commercial sales division, who said the new distribution arrangement became effective September 1.

Burgess stated that the previous association with the F. C. Hayer Co. had been a long and happy one and noted that Hayer would continue to be the distributor for RCA Victor Home Instrument Division products.

At the same time, Burgess announced that Art Patch, who had been record manager for Hayer has taken a similar position for the RCA Victor record division of the Heilicher organization.

Handleman Shows Gains In Sales & Earnings

DETROIT — Quarterly sales and earnings at the Handleman Company (AMEX), Detroit based indie wholesale merchandiser of phonograph records, were 24.6% and 48.9% higher than the same quarter a year ago.

The quarterly report was presented last week (6) to the company's annual meeting of stockholders by chairman Paul Handelmann. Figures for the three-month period ending July 31, showed sales of \$13,038,445 and a net earning of \$1,144,023 before taxes and a net of \$606,343.

The board of directors, following the stockholders meeting, voted to declare an increase in the quarterly cash dividend from 22½¢ to 25¢ per share on common stock entitled to receive dividends. The increased dividend is payable Oct. 9 to stockholders of record Sept. 22. This increase has now placed the annual rate at \$1.00 per share.

Jack Green Named GAC Vice President

NEW YORK—Jack Green has been named a vice president of the Personal Appearance Division of General Artists Corporation and director of European operations for the division, effective immediately, it has been announced by Buddy Howe, president of the corporation. In this capacity, he will function with Norman Weiss in the personal appearance and theatre fields and with Bert Block and Larry Bennett in the concert field. Weiss, Block and Bennett, vice presidents of the division and heads of the Location and Concert departments respectively, will continue to function actively in conjunction with the foreign business of the Personal Appearance Division.

Green has been assistant to the president of Associated Booking Corporation for the past eight years and has been active in all aspects of the talent agency field for the past twenty years.

A&R OR PUBLISHING POSITION WANTED

DIRECTOR OF DISCOTHEQUE AND MUSIC CO-ORDINATOR AT LARGEST RESORT HOTEL, WITH EXCEPTIONAL KNACK FOR PICKING HITS AND SUBSTANTIAL KNOWLEDGE OF TOP 40. SEEKING POSITION WITH RECORDING OR PUBLISHING FIRM IN NEW YORK CITY AREA. EXCELLENT PIANIST, WOULD BE ABLE TO AUDITION MATERIAL OR SERVE IN ANY CHALLENGING CAPACITY YOU DESIRE. COLLEGE GRADUATE AND DRAFT EXEMPT. WILL YOU LET ME BE AN ASSET TO YOUR COMPANY?

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Spanish Budget Line Bows At NARM Confab

NEW YORK—Met Richmond Record Sales of Brooklyn, N.Y. last week introduced a new Spanish Budget line at the National Association of Record Manufacturers (NARM) Mid-Year Meet. The new label, M&R, was announced at a NARM cocktail party by Met Richmond's Dave Last. Met Richmond has been buying up smaller labels and has accumulated a catalog of about 350 LP's which will appear under the M&R banner.

Cunniff Named Main Line Pittsburgh Promo Hand

PITTSBURGH — Jay Cunniff has been named Pittsburgh area promo representative for Main Line Records, a Cleveland based diskery.

Cunniff has been in the record business for ten years, working formerly with Hamburg Brothers, and Bill Lawrence Inc. He reports to Joe Simone, indie record division manager of Main Line.

Duncan Inks Distrib Deal With SSS International

NEW YORK—Finley Duncan, independent producer and owner of the Minaret label has signed an exclusive distribution deal for all Minaret product with SSS International.

Minaret recently made noise with Big John Hamilton's "The Train" and the newly released "Let's Get Together" by the Tiffany System, a group from Jacksonville, Florida. Two new groups have recently been packed to Minaret: the Sacred Mushrooms and Jefferson St. James & the Band of Gold.

Duncan's distribution alliance with Shelby Singleton's SSS International label operation will enable him to utilize the Singleton promotion facilities while employing an already established network of distribution for his product.

Big John Hamilton's latest release is "I Have No One."

Teddy Neeley Tries Out For 'East Of Eden'

HOLLYWOOD—Teddy Neeley, whose first Capitol Records album is in release, has been called to New York to try out for the male lead in the upcoming Broadway musical, "East of Eden." The stage version of the John Steinbeck book is being produced by Mitch Miller and is scheduled to open on Broadway in January, 1968. Paul Rogers and Irene Daley have been set for featured roles.

Depending on the outcome for Neeley, the young singer will return to the Cocoanut Grove for another two-week stand in February, according to Neeley's personal manager, Gene Taft. Neeley, who has since shed his supporting players, was billed at the Cocoanut Grove last May as the Teddy Neeley Five. He will henceforth perform as a single act.

Korvette Adds Audiotape To High Fidelity Lines

NEW YORK—E. J. Korvette Inc. has added Audiotape sound tape and accessories to its high fidelity lines and will make them available through its 35 stores which feature such merchandise.

Manufactured by Audio Devices Inc., the Audiotape line comes in five basic formulations on various size reels and cartridge configurations for different recording and playback needs. Accessories include splicing tape, self-timing leader tape and a head demagnetizer.



NEW CHART ADDITIONS

NEW TOP 100 ALBUMS

- | | |
|--|--|
| 87— WINDOW OF THE WORLD
<i>Dionne Warwick (Scepter M/S 563)</i> | 128— SMASH SOUNDS
<i>Various Artists (Atca M/S 850)</i> |
| 99— THE WORLD WE KNEW
<i>Bert Kaempfert (Decca DL/DL7-4925)</i> | 131— HONEY & WINE
<i>Glenn Yarbraugh (RCA Victor LPM/LSP 4860)</i> |
| 100— THE EARTH
<i>San Sebastian Strings (Warner Bros. W/WS 7-4704)</i> | 133— THE KENNEDY DREAM
<i>Oliver Nelson (Impulse A/AS-9144)</i> |

NEW TO TOP 50 IN R&B

- | | |
|--|---|
| 46— SPREADIN' HONEY
<i>Watts 103rd St. Band (Keymen 108)</i> | 49— DIFFERENT STROKES
<i>Syl Jahnsan Twilight 103</i> |
| 47— KARATE BOO GA-LOO
<i>Jerry O (Shout 217)</i> | 50— THERE GOES THE LOVER
<i>Gene Chandler (Brunswick 55339)</i> |

Happy 23

Shown at a recently held wing-ding held to celebrate Bobbie Gentry's 23rd birthday, are (from the left): the lark; Cash Box west coast manager, Harvey Geller; and KRLA's afternoon deejay, Casey Kasem. Bobby will be a guest on the Smothers Brothers TV'er, Sept. 10th.



"Hollywood Palace" Using More Disk Acts This Season

NEW YORK — "Hollywood Palace" producers Nick Vanoff and William O. Harbach are booking numerous record acts for the TVer's fifth season, which began on Tuesday, September 5.

Guesting on the first show, which was hosted by Bing Crosby, were Ravi Shankar and the Association. Other recording artists already firmed for upcoming tape dates include the Checkmates, the Fifth Dimension, Spanky & Our Gang, Diana Ross and the Supremes, Donovan, the Grass Roots, Every Mother's Son, Nancy Sinatra, Dino, Desi & Billy, Ed Ames, the Sandpipers and the Baja Marimba Band.

The usual criterion for an act to be booked is to have a disk high on the weekly charts. However, good presentation of an act can also result in a shot on the show.

Benny Goodman Overseas

NEW YORK—Benny Goodman flew overseas recently to confer with recording and concert executives in Paris and key cities in Israel. He returns to NY on Thursday, Sept. 14, to begin a series of concert appearances throughout the U.S.

PKC Inks 'Prescription'

MILWAUKEE — PKC Productions has signed a new group called dr. cuddley's prescription, to an exclusive recording contract. Along with the signing, company president Paul Carlson and vice president Phil Klinger are planning a heavy mid-west promotional drive. The main theme of the campaign will center around the groups' slogan of "Always good medicine . . . dr. cuddley's prescription!"

The first release by the group, on the PKC label, is called "Losing You" b/w "Bye, Bye." The record is being handled locally by Taylor Electric Company.

Wizard Debuts Subsidiary Label

NASHVILLE—On September 1, Wizard Records debuted a new subsidiary label, Doss Records. Over 25 artists who were formerly on Wizard will now be on Doss. Doss' first releases are by Sherry Hamilton, Vince Roberts, Burr Smith, and Jack Parris.

Remaining on the Wizard label are Kirby "Sky King" Grant, Leon Douglas, the Cantrells, Ann Taylor, Donna Darlene & Shot Jackson, Ray Arnold, and Linda Cassidy.

Chicago Party

Epic's recent promo campaign in Chicago for vocalist Robert Cameron was highlighted by a cocktail party held at the Governor's Suite in the Continental Plaza. Shown here are (from the left): Rick Blackburn, Epic's mid-west regional field manager; Nick Albarano, national sales manager; Camille Campasio, Cash Box; and Robert Cameron.



WAYNE COCHRAN

CHESS
2020



SOME-A' YOUR SWEET LOVE

B/W WHEN MY BABY CRIES



C/P Asks Suit Dismissal

NEW YORK—Attorneys for Cameo-Parkway Records, Inc. and Allen Klein and Abbey Butler moved for dismissal in U.S. District Court, Southern District of New York, of a civil suit alleging conspiracy brought against them and nine other defendants by Lucarelli Enterprises, Inc., and Emanuel Lester.

Their attorneys over the weekend held that the complaint "failed to state a cause of action and must be dismissed . . . with prejudice."

In a memorandum and affidavit, the attorneys stated that the plaintiffs' conspiracy allegation "in which the defendants are supposed to have participated is clearly a sham and subterfuge designed solely to harass." They said further that the complaint is of a "falcious nature" because of the plaintiffs' inability "to set out any allegation of damage or injury which they suffered as a result of the dubious conspiracy which they (plaintiffs) concocted to serve their own ends."

The attorneys said that "This action would be humorous were it not for the fact that the plaintiffs, through a rigorous press campaign, seek to spoil and harm the image and reputation of my clients by attempting to try this matter in the press," and simultaneously jeopardize the holdings of "many innocent stockholders of Cameo-Parkway Records."

On July 28, 1967, Klein and Mr. Butler purchased 347,000 shares of Cameo-Parkway Records from corporations controlled by William H. Bowen, also named a defendant. The plaintiffs contend they had reached an agreement with still other defendants to purchase 312,000 shares of Cameo-Parkway from Mr. Bowen and had been unable to as a result of Mr. Bowen's sale to Mr. Klein and Mr. Butler.

However, Martin J. Machat, attorney for Messrs. Klein and Butler, stated in an accompanying affidavit that he represented them in the negotiations for their purchase of 347,000 shares and that "Neither I nor my clients had ever heard of nor knew of the existence of the plaintiffs. I was never informed, advised or had any knowledge, nor did my clients have any knowledge nor were they informed or advised with respect to any prior alleged negotiations had between the plaintiffs and any of the other defendants."

The suit named the following as defendants: Cameo-Parkway Records, Inc.; William H. Bowen; William King; Bankers Life & Casualty Company; John D. MacArthur; Harry Bank; Lou Files; Shepard Green; Allen Klein; Abbey Butler; "John Doe," and "John Roe."

Ella Harbach Dies

NEW YORK—Mrs. Ella Harbach, widow of the late Otto Harbach, past president of ASCAP, died at her residence in New York City, last Wednesday (6). She had been in ill health for some time.

Mrs. Harbach is survived by her children William, producer of The Hollywood Palace, Robert, Bernard Dougal and Virginia Thompson, and several grandchildren.

COPY DIRECTOR

CBS is seeking a Copy Director to supervise 3 writers in creating advertising copy for publication and broadcasting. Broadcast writing and production experience a must. Agency copywriter experience is also desired, preferably as copy chief. Candidate selected will have current knowledge of music market.

CBS offers fine growth potential and excellent benefits including stock purchase.

Send resume WITH salary history & current requirements to: R. Shepps

CBS

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David Watts Named Dot Controller-Treasurer

NEW YORK—David C. Watts has been named controller and treasurer of Dot Records, according to a statement by Arnold D. Burk, president of the diskery and music operations head.

Watts, formerly western regional manager of corporate consulting services for Litton Industries, has also worked with Varian Associates, an electronic firm. He managed corporate systems and computer operations there.

He replaces Robert P. Vartan, who recently resigned to accept a teaching post at California State College in Pomona.

Wednesday's Child Opens LA Production Offices

HOLLYWOOD—Wednesday's Child Productions opened its doors recently at offices located in Hollywood. The firm's address is 6515 Sunset Blvd.

Heading the outfit is Gene Simmons, formerly of Original Sound Records. He was responsible for the Music Machine's "Talk Talk" hit and "Funky Broadway" in its original recording by Dyke and the Blazers.

Also on the production firm staff is Jackie Mills, previously west coast director of 20th Century Fox Records. Under his supervision, the production company worked on new identification jingles for LA's KFWB.

Several projects are now underway at Wednesday's Child, and just released is Sam Fletcher's Vault LP "The Look of Love, The Sound of Soul."

Talent Development Program Launched By Attarack Corp.

BEVERLY HILLS—Attarack Corp. has launched a big-scale talent development program designed to discover, train, and promote promising individuals in the performing, writing, and production field over a long-term period. The announcement was made by Seymour Heller, president of the firm.

A special budget is being allocated for the program which is specifically aimed at uncovering talented young people who are being overlooked in the fiercely competitive contemporary entertainment market and, in basis, will be similar to the contract player list and talent schools formerly maintained by all major Hollywood studios. There has been a void in this area in recent years, Heller feels, and since fresh, young talent is the mainstay of the entertainment business, as well as any other, this project should provide an active avenue for newcomers with something to offer, he believes.

Named to an honorary advisory board were Universal producer, George Edwards; singer Jimmy Rodgers; actress Dorothy Malone; agent Lew Sherrell; columnist Rona Barrett; and vocal coach, Harriet Lee, with Heller acting as advisory board chairman. The board will act as consultants in the screening, instruction and promotion of those selected for grooming under the supervision of key personnel.

Assisting in the project will be Ed Cobb, heading the A&R production training phase; Adam Ross, spearheading the writing division; and Burt Jacobs and Jimmy O'Neill, in charge of dramatic and musical performers, and the packaging of lounge and nitery acts. These various portions of the program will operate under the general supervision of Ray Harris, who, with Heller, will oversee the activities and assist in all areas. An extensive search will get under

Figures-Factors Show Amateur Music Rises

CHICAGO—A booklet recently published by the American Music Conference points out the factors that have contributed to the boom of amateur musicians in this country.

Increased musical interest in the education systems, summer music camps, neighborhood musical groups and other influences are cited in developing the recent rapid rise in sales of instruments, accessories, sheet music and instructional aids.

Among the figures compiled regarding the burgeoning amateur market are increases of 2,300,000 new amateur musicians in 1966; new instrument sales with retail values estimated at \$801,000,000; purchase by amateurs of approximately 3,350,000 units; sales in the area of \$78,000,000 on instrument accessories and some \$76,000,000 on sheet music and instruction aids.

Liberty Bells Ring At New Phone Number

HOLLYWOOD—Effective this Tuesday (12) the telephone number at Liberty Records' Los Angeles will be changed to HO 1-9141.

The address remains unchanged.

Making A Point

Limelight artist Les McCann makes a point with one of his piano fingers while editing his latest LP, recorded live at Washington's Bohemian Gardens. He is flanked by sound engineer Jack McMahon (left) and A&R director Dick Corby, who supervised the sessions during the Washington gig.



Catron Representing Lee Eastman Group

NEW YORK—Stan Catron, general manager of Bornwin Enterprises, has been contracted to represent the music firms in the Lee Eastman Group. These include Warock Music, Inc., Cherio Music Publishers, Inc., Pic Music Corp., Rytvoc, Inc. and LLEE Corp. Catron's duties will be to secure recordings of songs in the various catalogs, to supervise additions and general exploitation.

Among the standards in the above catalogs are "Never On Sunday," "Young At Heart," "Linda," "Morgan," "I'm Sitting On Top Of The World," "Similou" and "Mammy."

In view of the recent disk successes of up-dated versions of standards by such artists as the Fifth Estate, the Doors and the Happenings, Catron feels that the aforementioned catalogs have assumed a new importance. Catron is already considering several songs from these catalogs for his Bornwin Enterprises. Bornwin Enterprises includes Bornwin Music, Bornwin Productions, Bornwin Management and Bornwin Records, which is distributed by Laurie Records.

P/S' 'Child's Day'

NEW YORK—A new children's folio, "A Child's Day In Song," has just been published by Peer Southern Music's educational department. Arranger George Cole and his wife, Evelyn, wrote the music and lyrics for the folio.

composers of pop music also makes them good short story writers. It is this versatility we will strive to encourage and to promote."

Jacobs expects the program to aid the nitery field "which is constantly seeking more specialized items in complete packages, rather than individual acts. This is the reason we will offer more shows as a complete entertainment package in the future. It is much more economical for club operators, faced with high taxes and overhead, to alleviate their booking problems by purchasing a complete unit put together by an agency—especially exciting new acts we intend to develop. This is one of the principal factors our talent program will concentrate on."

UPCOMING EVENTS

A Schedule of Major Industry Events in the Coming Months

EVENT	DATE	PLACE
COUNTRY MUSIC WEEK	OCT. 19-21	NASHVILLE, TENN.
MIDEM	JAN. 21-27, 1968	CANNES, FRANCE
SAN REMO FESTIVAL	FEB. 1-3, 1968	SAN REMO, ITALY
NARM CONVENTION	MAR. 17-22, 1968	HOLLYWOOD, FLA. DIPLOMAT HOTEL,

STEREO SD 8154

BOBBY DARIN
SINGS
DOCTOR DOLITTLE



MONO 8154



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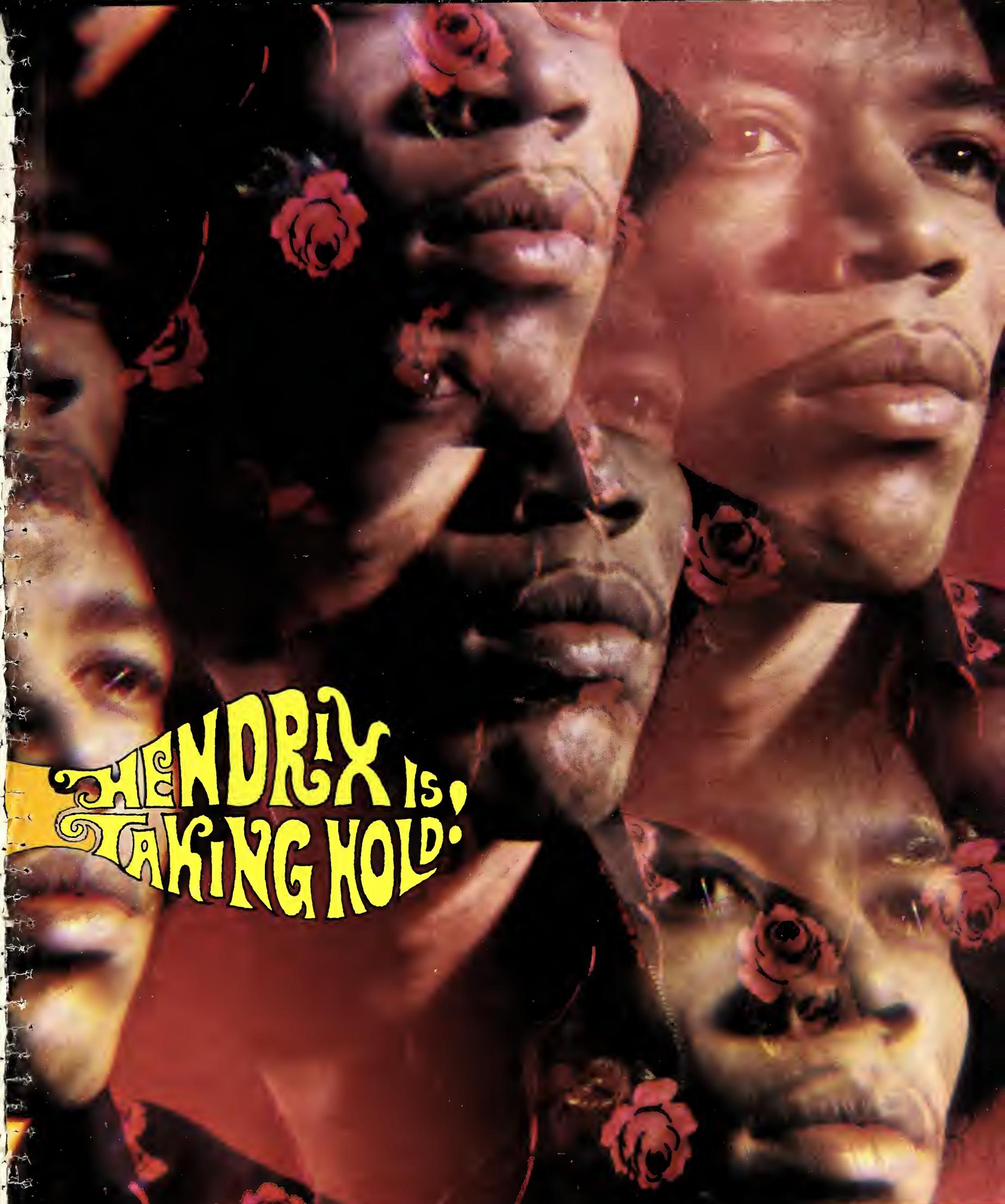
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Sings the sound-track songs from the 20th Century-Fox Motion Picture . . .

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8154/SD8154

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STEREO

A&M SP 4131

BURT BACHARACH: REACH OUT

THE WINDOWS OF THE WORLD · I SAY A LITTLE PRAYER · ARE YOU THERE (WITH ANOTHER GIRL) · A HOUSE IS NOT A HOME · LISA ALPIN · MESSAGE TO MICHAEL · BOND STREET · THE LOOK OF LOVE · WHAT THE WORLD NEEDS NOW IS LOVE · REACH OUT FOR ME



Stereo A & M SP 3001

WES MONTGOMERY: A DAY IN THE LIFE



Arranged & Conducted by Don Sebesky



Stereo A & M SP 3002

ANTONIO CARLOS JOBIM: WAVE



Arranged & Conducted by Claus Ogerman



STEREO

A&M SP 4132

THE MERRY-GO-ROUND

YOU'RE A VERY LOVELY WOMAN · LIVE



IT'S ALBUM TIME AT A&M

(when isn't it album time at A & M?)

and for fun
we are pinning labels on people.

Burt Bacharach is a composer.
The Merry-Go-Round is a group.
Jimmie Rodgers is a singer.
Antonio Carlos Jobim is a South American.
Claudine Longet is a lady.
Wes Montgomery is a jazzman.
A & M is a record company.

but also...

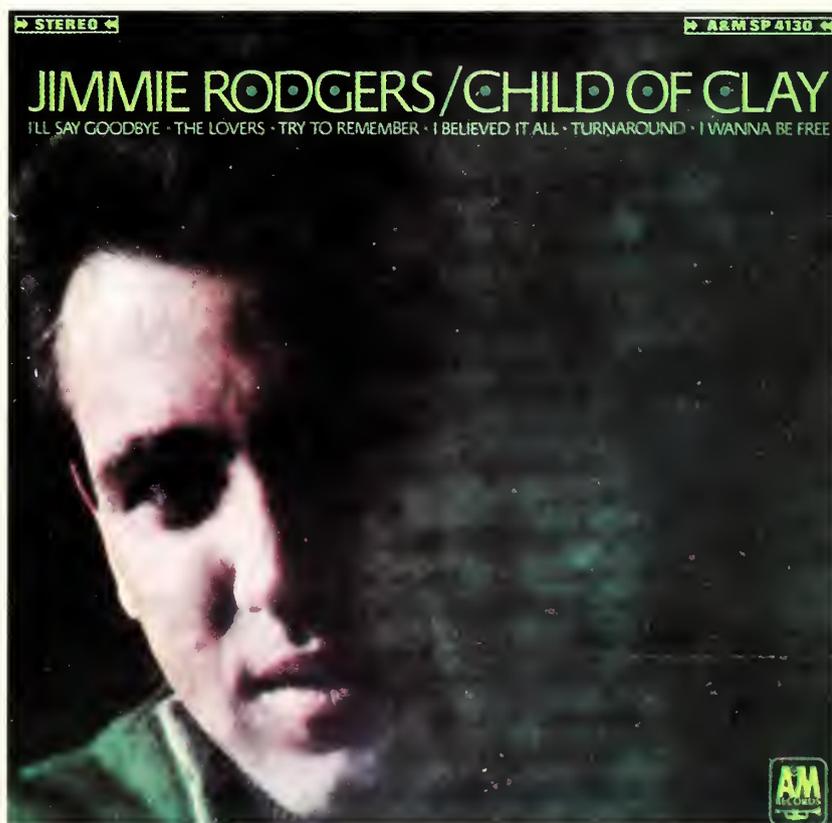
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The Merry-Go-Round is musical
Jimmie Rodgers is a veteran
Antonio Carlos Jobim is sophisticated
Claudine Longet is lovely
Wes Montgomery is a guitar player
A & M is a label

but wait...for in addition...

Burt Bacharach is an arranger
The Merry-Go-Round are hitmakers
Jimmie Rodgers is a song-writer
Antonio Carlos Jobim is a Grammy-winner
Claudine Longet is Andy's wife
Wes Montgomery is wondrous
A & M is the label

In fact A & M is the only label we're sure of so
pin your own on the beautiful people we're
releasing this week...

**Burt Bacharach,
the Merry-Go-Round,
Jimmie Rodgers,
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Claudine Longet,
Wes Montgomery**



NASHVILLE!



The Country Music Festival

Cash Box will be where the action is
with a special **Convention Edition!**
Plan now to have your ad message in it!

First Forms Go To Press

The Week Of

OCTOBER 2nd



Contact your nearest CASH BOX Rep.

THE HOWLERS



JUST ONE LOOK

66258





Remember how popular the piano used to be? Roger Williams still is.

You remember how it used to be when the piano was king?

When the piano was the instrument everybody wanted to play and hear. When every family owned, or knew someone who owned, a piano. When almost every pop song was written on the piano. And just about every kid in the world, it seemed, was busy practicing piano.

But, as we know, that's in the past.

Today's music is dynamic — constantly changing. So that while the guitar may be in one year, next year it could be the harmonica. The year after, the organ.

Whatever happened to the piano?

Well, if that seems like a ridiculous question, even in these electronic times, we have Roger Williams to thank.

For 12 years Roger has kept the piano alive in the hearts and homes of millions of American families.

Year after year his feeling for his instrument cuts through the trends, to produce singles and albums as "in" as the current superstar.

He makes good music, this Roger Williams. And maybe that's why he's sold more records than any other pianist, popular or classical, in recording history.



Kapp Records.



BILLY STEWART

WHY (DO I LOVE YOU)

CHESS 2002

LAURA LEE

Dirty Man

CHESS 2013

MARLENA SHAW

WAITING FOR CHARLIE TO COME HOME

CADET 5571

AHMAD JAMAL

NATURE BOY

CADET 5569

RAMSEY LEWIS

DANCING IN THE STREET

CADET 5573

CHESS RECORDS

RADIO ACTIVE CHART

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 SEPTEMBER 6, 1967)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
45%	Your Precious Love	Marvin Gaye & Tammi Terrell	Tamla	45%
42%	Hey Baby	Buckingham	Columbia	61%
41%	How Can I Be Sure	Young Rascals	Atlantic	80%
40%	Little Ole Man	Bill Cosby	Warner Bros.	95%
37%	You Keep Running Away	4 Tops	Motown	37%
35%	Soul Man	Sam & Dave	Stax	61%
34%	What Now My Love	Mitch Ryder	Dynovoice	61%
32%	Expressway To Your Heart	Soul Survivors	Crimson	60%
31%	A Banda	Herb Alpert & Tijuana Brass	A&M	65%
30%	People Are Strange	Doors	Elektra	30%
28%	More Than The Eye Can See	Al Martino	Capitol	28%
26%	Let It Out	Hombres	Verve/Forecast	56%
25%	Let Love Come Between Us	James & Bobby Purify	Bell	50%
23%	The Last Waltz	Englebert Humperdinck	Parrot	23%
20%	Sunshine Games	Music Explosion	Laurie	37%
18%	Get On Up	Esquires	Bunky	63%
15%	Child Of Clay	Jimmie Rodgers	A&M	23%
13%	Dandelion	Rolling Stones	London	96%
12%	Kitty Doyle	Dino, Desi & Billy	Reprise	20%
12%	Cat In The Window	Petula Clark	Warner Bros.	93%
11%	Would You Believe	Tempest	Mercury	17%
11%	Put Your Mind At Ease	Every Mother's Son	MGM	96%
10%	Ballad Of You & Me & Pooneil	Jefferson Airplane	RCA	96%

LESS THAN 10% BUT MORE THAN 5%

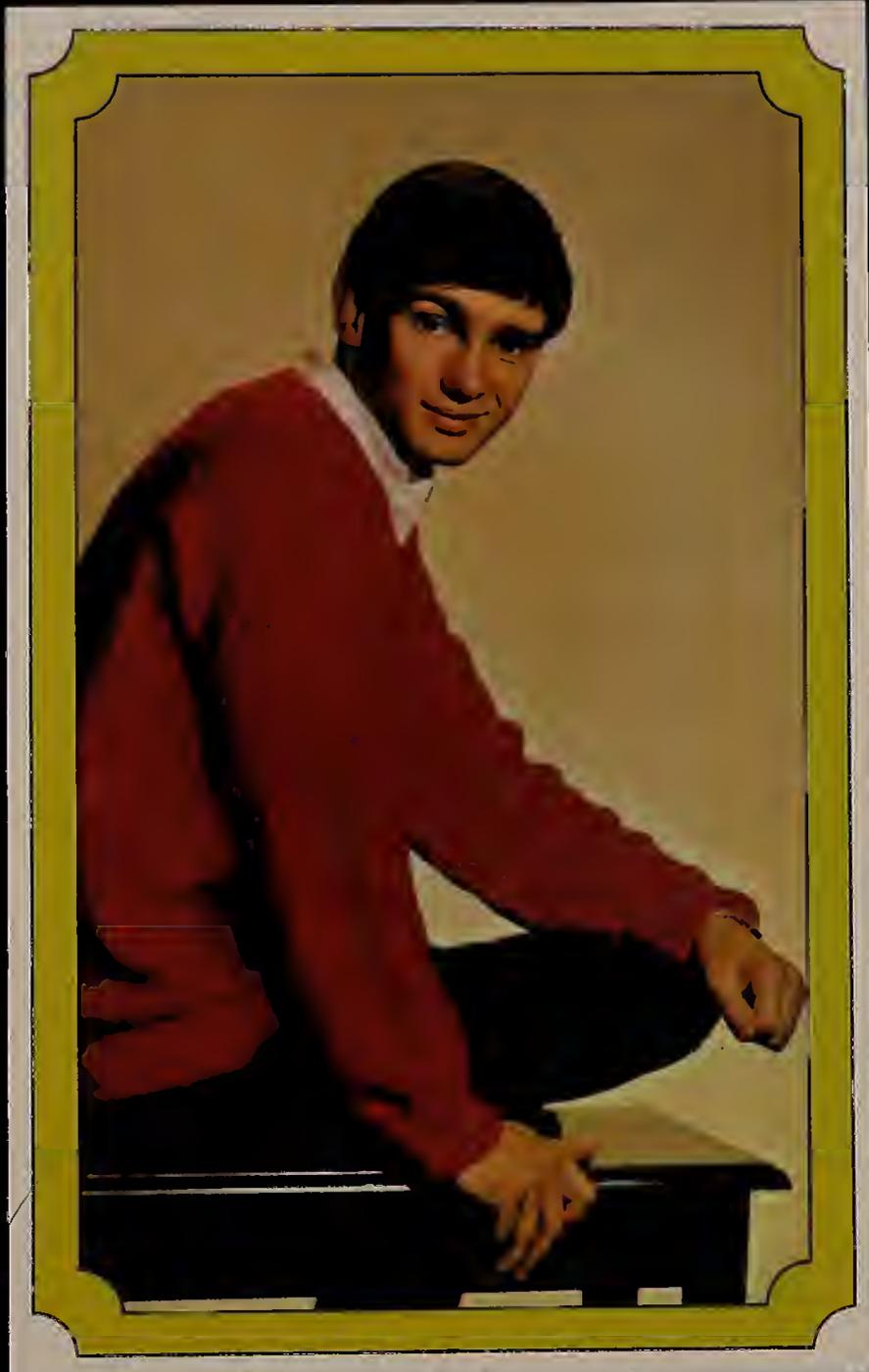
Total % To Date

Why Do Fools Fall In Love Happenings (B. T. Puppy)	9%	I'll Never Fall In Love Again Tom Jones (Parrot)	8%	Casanova Ruby Andrews (Zodiac)	55%
Heavy Music Bob Seegar (Cameo)	46%	Strange Song Harry Belafonte (RCA)	8%	In The Heat Of The Night Ray Charles (ABC)	88%

**GROOVY KIND OF LOVE • CRYIN' • CARA MIA
STOP IN THE NAME OF LOVE • TIME WON'T LET ME
LOVIN' FEELIN' • MISSION BELL • COUNT ME IN
BUS STOP • BABY I NEED YOUR LOVIN'
GREEN GREEN GRASS OF HOME**



**GENE
PITNEY**



**GOLDEN
GREATS**

a great follow up
to his "GREATEST HITS"
album

Gene Pitney has
another smash
package with
this new album

GENE PITNEY'S GOLDEN GREATS

includes

A GROOVY KIND OF LOVE
TIME WON'T LET ME
STOP IN THE NAME OF LOVE
LOVIN' FEELIN'
BUS STOP
GREEN GREEN GRASS OF HOME
BABY I NEED YOUR LOVIN'
CARA MIA
CRYIN'
COUNT ME IN
AND MISSION BELL



RECORD COMPANIES

IF YOU CAN AFFORD THE COST OF DESIGNING AND PRO-
DUCING A FOUR COLOR ALBUM COVER FOR ITS CON-
SUMER IMPACT . . .

YOU SHOULD CONSIDER USING THIS COVER TO MAKE
THE SAME INDELIBLE IMPRESSION ON THE TRADE.

BY INSERTING THE COVER AS A CASH BOX ADVERTISE-
MENT YOU GET THE ADVANTAGE OF . . .

FULL COVER SIZE

SUPER GLOSSY FINISH

IMPACT THAT'S UNBEATABLE

AND AT A COST THAT'S ONLY A BIT MORE THAN A BLACK
AND WHITE PAGE . . .

. . . and don't miss

GENE PITNEY'S

latest single smash

"SOMETHING'S GOTTEN HOLD OF MY HEART"

MUSICOR 1252

ALSO AVAILABLE IN 4 AND 8 TRACK
STEREO TAPE CARTRIDGES THROUGH
INTERNATIONAL TAPE CARTRIDGE CORP.



PLATTER SPINNER PATTER

Fred Weintraub's *The Bitter End* is going on TV. The Greenwich Village nitery which has discovered and nurtured such then-unknowns as Woody Allen, Peter, Paul and Mary, Flip Wilson, Bill Cosby, Dick Cavett, and the Serendipity Singers, will become a TV series this fall. "The Bitter End," hosted by Weintraub, will be syndicated nationally by Medallion Films and seen in New York on WOR-TV-New York, Channel 9, on Sundays at 10 P.M. beginning on October 15, for 26 weeks. The 30-minute show will consist of entertainment furnished by new talent, established talent, and interviews conducted by Weintraub, who opened the 147 Bleeker Street spot in June 1961.



A SUPREME DELIGHT: That's Diana Ross, the lead singer of the Supremes, who is pictured above with CKLW-Detroit deejay Mike Rivers. The outlet had just concluded saluting the Motown sound, having spotlighted the music of the Motor City for almost three weeks. Miss Ross came to the CKLW studios to personally make the drawing for the grand prize winner in a promotion in which Kari Debets of Detroit won \$2,000 and a ringside table at the Roostertail to catch the Motown Showcase Revue starring Diana Ross and the Supremes.

Michael Heyworth of Point Richmond, California, has won the KFRC Sound of San Francisco song writing contest. The Moby Grape, final judges of the thousands of entries in the radio contest, chose the winning poem in Los Angeles, where they are currently recording their new album. The 26-year-old Heyworth, part time poet and actor, works at a book store in downtown San Francisco and could not indicate what he plans to do with the \$1,000 cash prize he received. In addition to the \$1,000, he will receive song writing royalties from his work which will be included in the new album.

Armed Forces Radio has again requested a portion of Al Collins' nightly Purple Grotto show to be included in their daily broadcast overseas. The 8-9 P.M. portion of Collins' program is being taped and pressed into a disk for overseas use. Collins aired a radio and TV program in New York for many years before joining KSFO-San Francisco and has emceed many jazz festivals. Recently he cut an album, "A Lovely Bunch Of Al Collins And The Bandidos," with Steve Allen.

KMPC-Los Angeles, along with the Tuberculosis and Health Associations of Los Angeles, Pasadena, and Long Beach, is co-sponsoring for the second consecutive year the local Christmas Seal Design Competition. Greater Los Angeles professional artists and art students are invited to enter the design contest. According to J. Chris Smith, chairman of the Christmas

Seal committee, prizes totaling \$285 will be given. In addition, all entries will be shipped to New York for judging in the nationwide contest where first prize is \$1,000. Because of production requirements, Seals are designed two years in advance. This year's contest will be to create a Seal for the year 1969. Deadline for entries locally is September 30, 1967.

A campaign to find the 1968 Miss Teenage Miami has been launched, with WFUN-Miami, Fla., and Richard's Department Store sponsoring the competition. In addition to hundreds of dollars worth of local prizes, Miss Teenage Miami and her chaperone will take an expense-paid trip to Dallas on November 4 to compete for the Miss Teenage America title, a \$10,000 college scholarship and other bonuses. Arnold C. Kaufman, WFUN vice president and general manager, pointed out that the contest does not include bathing suit judging. The girl selected to be Miss Teenage Miami will be one the judges rate highest in intelligence, personality, appearance, poise, and talent. Twenty-five girls are being chosen weekly to compete in the final eliminations. The Miss Teenage Miami Pageant will be held October 21.



LOVELY LADY ON THE LINE: Bobbie Gentry is shown here with KRLA-Pasadena deejay Dave Hull as she answers callers' questions about herself and the content of the song "Ode To Billie Joe." Listening in as the artist handles the request lines, deejay Hull seems completely delighted with KRLA's pulchritudinous visitor.

SPUTTERS: On Labor Day, September 4, KSFO-San Francisco's Jack Carney emceed the Fireworks Show at Carlmont High School in Belmont to benefit the Carlmont YMCA. On September 9, Carney was in Berkeley to emceed the Jonathan Winters show at the Berkeley Auditorium.

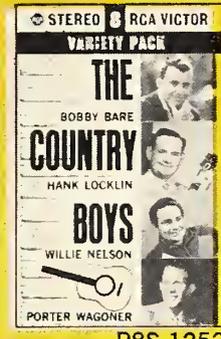
VITAL STATISTICS: Bill Scott has been named vice president for news for WMCA-New York and the Straus Broadcasting Group. . . . Robert P. Sutton, general manager of KNX-Hollywood and vice president of CBS Radio, has announced his resignation from that post effective September 15. . . . George Nicholaw has been appointed vice president and general manager of KNX-Hollywood. . . . Lee Davis, Jr., formerly national program manager for Rollins Incorporated Radio Stations, is now program manager of WMAQ-Chicago. . . . Deejay Jim Wood has joined KRLA-Pasadena. . . . Tom Murphy, formerly with KFVB-Los Angeles, has been added to the staff of KFMB-San Diego as the afternoon radio personality. . . . Jon A. Holiday has been designated national program consultant for Bonneville International AM and FM Radio Stations.

New for September on RCA STEREO CARTRIDGE TAPES

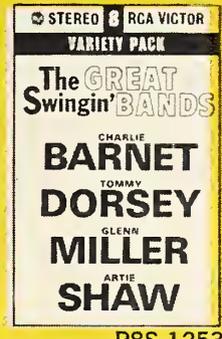


The most trusted name in sound

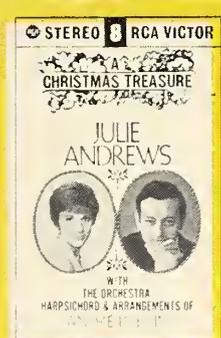
NEW RCA STEREO 8 VARIETY PACKS Multi-Artist Tapes Specially Programmed for Added Listening Pleasure



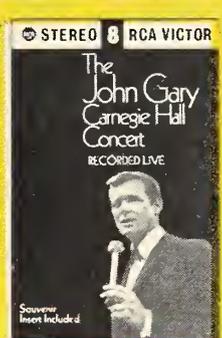
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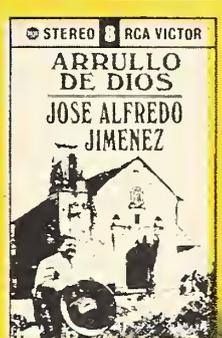
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P8S-1243



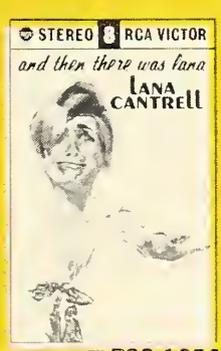
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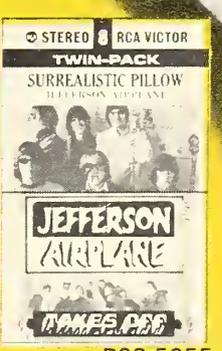
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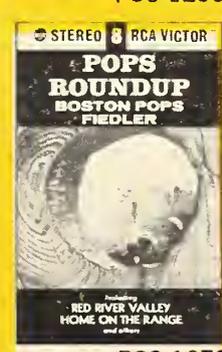
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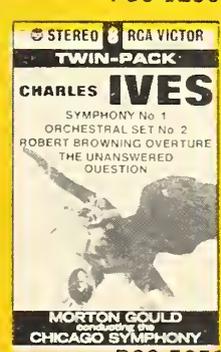
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P8S-5055



R8S-1079



R8S-5051



C8S-1027



P8GN-1003

8-TRACK CARTRIDGE TAPE: THE AUTOMATIC SYSTEM AVAILABLE FOR HOME LISTENING THAT'S ALSO DETROIT-APPROVED FOR THE NEW-MODEL CARS



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 **PEOPLE ARE STRANGE**
(Nipper—ASCAP)
Doors (Elektra 45621)
- 2 **WHY DO FOOLS FALL IN LOVE**
(Patricio—BMI)
Happenings (B. T. Puppy 532)
- 3 **TELL HIM**
(Beechwood—BMI)
Patti Drew (Capitol 5861)
- 4 **SUGAR MAN**
(Screen Gems-Columbia—BMI)
Keith (Mercury 72713)
- 5 **YOU KEEP ME HANGIN' ON**
(Jobete—BMI)
Vanilla Fudge (Atco 6495)
- 6 **HEART BE STILL**
(Ranger Web IV—BMI)
Lorraine Ellison (Loma 2074)
- 7 **SALLY SAYIN' SOMETHIN'**
(Sunshine Poltergeist-Kama Sutra—BMI)
Billy Harner (MGM KA226)
- 8 **IF THIS IS LOVE**
(Mitten—BMI)
Precious (Drew 1003)
- 9 **LOVERS OF THE WORLD UNITE**
(Mills—ASCAP)
Vogues (Co & Ce 246)
- 10 **STOUT HEARTED MAN**
(Harms—ASCAP)
Barbra Streisand (Columbia 44225)
- 11 **FOR ONCE IN MY LIFE**
(Stein & Van Stock—ASCAP)
Tony Bennett (Columbia 44258)
- 12 **HUSH**
(Lowery—BMI)
Billy Joe Royal (Columbia 44277)
- 13 **KITTY DOYLE**
(Chardon—BMI)
Dino, Desi And Billy (Reprise 0619)
- 14 **THERE MUST BE A WAY**
(Laurel—ASCAP)
Jimmy Roselli (United Artists 50197)
- 15 **A LOVE THAT IS REAL**
(Rozor—Shorp—BMI)
Intruders (Gamble 209)
- 16 **WEDNESDAY**
(Sonphil Roznique—BMI)
Royal Guardsmen (Laurie 3397)
- 17 **WOULD YOU BELIEVE**
(Platshon—BMI)
Tempests (Smash 2094)
- 18 **REQUIEM FOR THE MASSES**
(Beechwood—BMI)
Association (Warner Bros. 7074)
- 19 **I'M A FOOL FOR YOU**
(Rise Aim—BMI)
James Carr (Goldwax 328)
- 20 **DRUMS**
(Earl Barton—BMI)
Jon & Robin (Abnak 122)
- 21 **PEARL TIME**
(Polaris John-L—BMI)
Andre Williams (Sport 4105)
- 22 **EVER LASTING LOVE**
(Risin' Sons—BMI)
Robert Knight (Risin' Sons 705)
- 23 **MORE THAN A MIRACLE**
(Robbins—ASCAP)
Roger Williams (Kapp 843)
- 24 **SUBSTITUTE**
(Devon—BMI)
The Who (Atco 6509)
- 25 **BEG, BORROW AND STEAL**
(S&J—ASCAP)
Ohio Express (Cameo 4 83)
- 26 **LOVIN' SOUND**
(Whitmark-Sons—ASCAP)
Ian & Sylvia (MGM K 13686)
- 27 **RESPECT**
(East—BMI)
Jimmy Smith (Verve 10536)
- 28 **TIME SELLER SPENCER**
(Maibus—BMI)
Spencer Davis Group
(United Artists 50202)
- 29 **JOHNNY B. GOODE**
(Arc—BMI)
Coronados (Parliament 750)
- 30 **TRY IT**
(Co-Jac—BMI)
Standells (Tower 310)
- 31 **TAKE ME BACK**
(Go—Mo—ASCAP)
Flock (Distination 635)
- 32 **COME ON SOCK IT TO ME**
(Coform—BMI)
Syl Johnson (Twilight 100)
- 33 **AGNES ENGLISH**
John Fred & Playboy Band (Paula 273)
- 34 **NO ONE HERE TO PLAY WITH**
(Big Sevent MGD—BMI)
Choir (Roulette 4760)
- 35 **SHOUT BAMALAMA**
Mickey Murray (55 Int'l 715)
- 36 **KARATE BOO GA-LOO**
(Boo Go-Loo & Love Lane—BMI)
Jerry O. (Shout 217)
- 37 **SOULSATION**
(Mitten—BMI)
Capreez (5 Sound 171)
- 38 **LOVE IS A DOGGONE GOOD THING**
(East—BMI)
Eddie Floyd (Stax 223)
- 39 **KNUCKLE HEAD**
(East—BMI)
Bar-Kays (Volt 148)
- 40 **TRY, TRY, TRY**
(Trausdale)
Jim Valley (Dunhill 4096)
- 41 **CAN'T STOP LOVING YOU**
(Sherlyn—BMI)
Last Word (Atco 6498)
- 42 **DEVIL'S ANGELS**
(Dijon—BMI)
Arrows (Tower 341)
- 43 **SHE KNOWS**
(Chardon—BMI)
Bobby Darin (Atlantic A 12772)
- 44 **MASTERS OF WAR**
(M. Witmark & Sons—ASCAP)
Barry McGuire (Dunhill 4098)
- 45 **JUST ONE LOOK**
(Premier Albums—BMI)
Hollies (Imperial 66258)
- 46 **DO SOMETHING TO ME**
(Cordell, Gentry, Patricia—BMI)
? & Mysterians (Cameo 496)
- 47 **THAT'S HOW STRONG MY LOVE IS**
(Rise—BMI)
Sweet Inspirations (Atlantic 2436)
- 48 **AIN'T IT THE TRUTH**
(Pronto—BMI)
Drifters (Atlantic A 12371)
- 49 **WITH YOU GIRL**
(Prod Al Kasha—BMI)
Arbors (Date 1570)
- 50 **JUST ANOTHER FACE**
(S&J—ASCAP)
Blades Of Grass (Jubilee 5590)

BIOS FOR DEEJAYS

Leon Haywood



Leon Haywood was born in Houston, Texas, on February 11, 1942. He started playing the piano at the age of three. While attending Phyllis Wheatley High School in Houston, he became a member of the high school band and doubled on weekends as a professional night club musician. After graduation he joined Big Jay McNeely's orchestra. After working and traveling as a pianist with Big Jay McNeely and his orchestra, he joined the late Sam Cooke as his pianist. Haywood then struck out on his own and was contracted to Fantasy Records for whom he penned several disks. Following the termination of his contract with Fantasy Records, Haywood produced and leased a master to Imperial Records that became a noisemaker, "She's With Her Other Love." Now an exclusive Decca recording artist, he is currently riding the charts with a self-penned tune, "It's Got To Be Mellow," which is number 86 this week.

Impressions



The Impressions are comprised of Curtis Mayfield, Samule Gooden, and Fred Cash. They have been singing together since 1958. Gooden and Cash, both from Chattanooga, Tennessee, began their vocal career in that city with a singing group. Seeking a larger audience and a greater opportunity in the musical field, they chose Chicago as the spot to begin. In Chicago, they met Curtis Mayfield and Jerry Butler. Mayfield and Butler were also singing veterans, having performed for years in their local church. The following year (1958), the group met Eddie Thomas, a veteran of the music world, who immediately signed them to a management contract and changed their name from the Roosters to the Impressions. The Impressions' first record, "For Your Precious Love," brought the group nationwide popularity. Jerry Butler left the group shortly after to become a single. When he left, Mayfield took over as lead singer; Gooden continued as bass; and Cash as tenor. Mayfield writes practically all the songs for the Impressions, who are currently represented on the charts with "I Can't Stay Away From You," on ABC, which is number 90 this week.

**HOT!
HOT!
HOT!**

**NINA
SIMONE
NINA
SIMONE
NINA
SIMONE**

‘[YOU’LL]

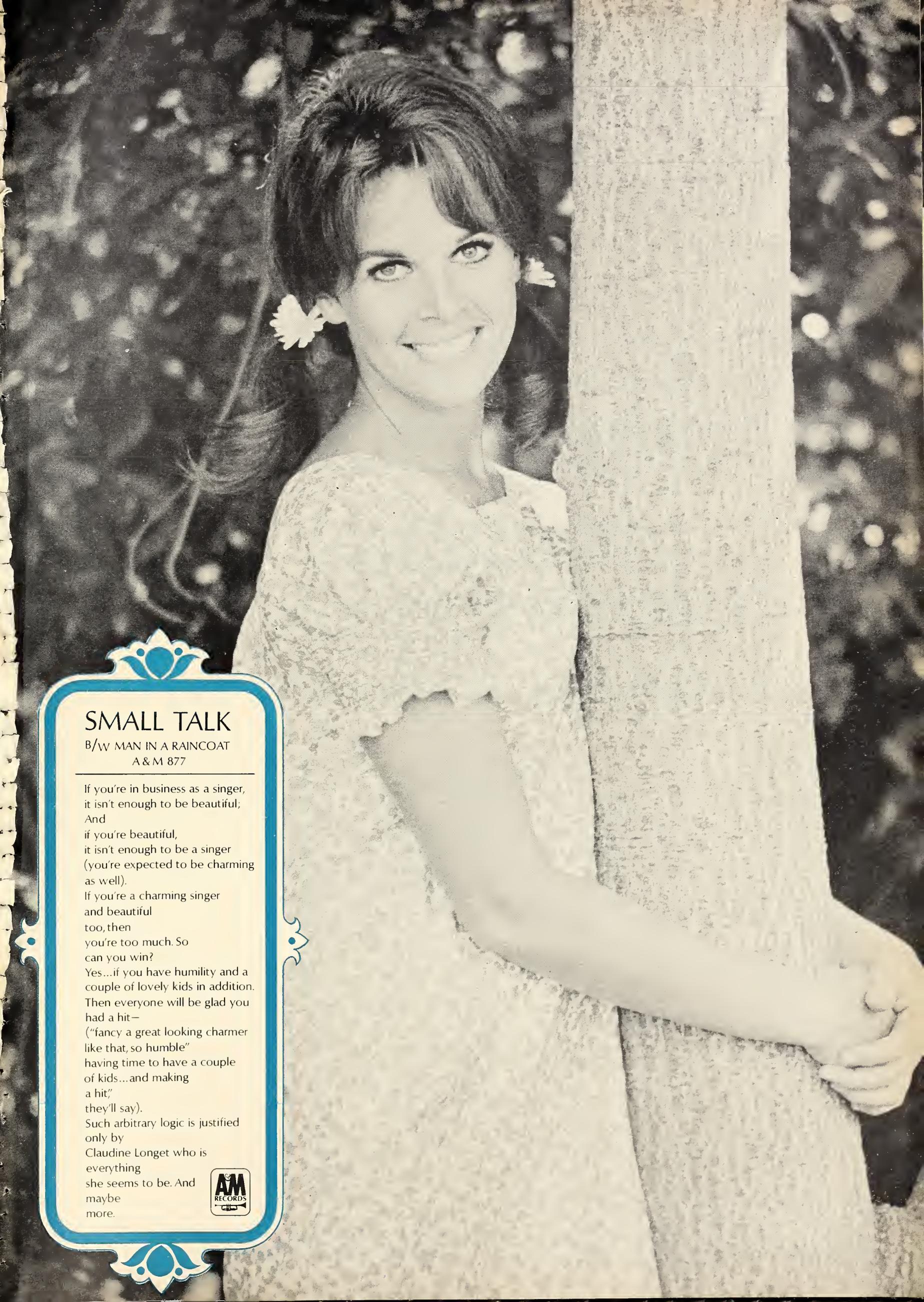
**GO
TO
HELL’**

**RCA
47/9268**



**STROUD
PRODUCTIONS & ENTERPRISES
INC.**

507 FIFTH AVENUE
NEW YORK, N. Y. 10017
MURRAY HILL 2-3280



SMALL TALK

B/W MAN IN A RAINCOAT
A & M 877

If you're in business as a singer,
it isn't enough to be beautiful;
And
if you're beautiful,
it isn't enough to be a singer
(you're expected to be charming
as well).

If you're a charming singer
and beautiful
too, then
you're too much. So
can you win?

Yes...if you have humility and a
couple of lovely kids in addition.
Then everyone will be glad you
had a hit—

("fancy a great looking charmer
like that, so humble"
having time to have a couple
of kids...and making
a hit,"
they'll say).

Such arbitrary logic is justified
only by

Claudine Longet who is
everything
she seems to be. And
maybe
more.





RECORD REVIEWS

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

Pick of the Week

YOU KEEP RUNNING AWAY (2:48)
[Jobete, BMI—Holland, Dozier, Holland]

IF YOU DON'T WANT MY LOVE (2:59)
[Jobete, BMI—Holland, Dozier, Holland]

FOUR TOPS (Motown 1113)

Crack vocal teamwork and the unrelenting tension of Motown orking make for another smash outing from the Four Tops. "You Keep Running Away" grooves with the semi-restrained wailing that has put this group high in the running with each outing, and pulses its way to make another winning track from the team.

LIGHTNING'S GIRL (2:53) [Lee Hazlewood, ASCAP—Hazlewood]

UNTIL IT'S TIME FOR YOU TO GO (3:50)
[Gypsy Boy, BMI—Ste. Marie]

NANCY SINATRA (Reprise 0620)

Basic blues beat in the down-home tradition, low-keyed throb accompaniment and the blazing combination of Nancy Sinatra vocals and Lee Hazlewood productions adds another title to the hit train already under the pair's belt. Booming ork, tempting voice—a winning combination here. Pretty polished sound on the coupler.

PLEASE LOVE ME FOREVER (2:34)
[Selma, BMI—Malone, Blanchard]

MISS AMERICA (2:15) [E.B. Marks, Command, BMI—Wayne]

BOBBY VINTON (Epic 10228)

Bobby Vinton's vintage performance of this soft ballad should put him back up in the pop scene via the mellow vocal, soft orking, sweet chorale backing and beauty of the melody on "Please Love Me Forever." The side is a softie in the vein that has proved extremely successful for the balladeer.

WHEN THE SNOW IS ON THE ROSES (2:35)

[Miller, ASCAP—Last, Bader, Kusik, Snyder]

LET ME SO LOVE (2:01) [Famous, ASCAP—Livingston, Evans]

ED AMES (RCA Victor 9319)

Always a bright vocalist for good music spinners, and a favorite in the pop area, Ed Ames pops up with another stellar job on "When the Snow is on the Roses," an old fashioned ballad offering with fresh sweep in the orchestral support and the customary strong vocal reading. Plenty of play and sales to be expected.

ROCK 'N' ROLL WOMAN (2:44)
[Ten East-Springalo-Cotillion, BMI—Stills]

A CHILD'S CLAIM TO FAME (2:10)
[Ten East-Springalo-Cotillion, BMI—Furry]

BUFFALO SPRINGFIELD (Atco 6519)

Throaty vocals with a shimmering group backing are spiced with some outstanding guitar showings on this newie from the Buffalo Springfield. Mid-tempo rock ballad with plenty of sales appeal gets a tremendous boost from the kaleidoscopic guitar break and should do very well on the rock front.

BRINK OF DISASTER (2:25) [Stone Canyon, BMI—Griffin, Gordon]

ON A DAY LIKE TODAY (2:25)
[Tamerlane, BMI—Chandler, McKendry]

LESLEY GORE (Mercury 72726)

Teen love lyrics are delivered in a unique session by Lesley Gore that should send her back into the best seller field. "Brink of Disaster" is a hefty beat danceable featuring an unusual girl-to-conscience conversation. The deck's novel approach should bring in plenty of attention and start sales rolling.

WHAT'VE I DONE (TO MAKE YOU MAD) (2:15)
[Zira, Floteca, BMI—Kerr, Hollon]

MAKE ME SURRENDER (BABY, BABY PLEASE) (2:34)
[Zira, Floteca, BMI—Kerr, Harris]

LINDA JONES (Loma 2077)

Having established herself with "Hypnotized," Linda Jones promises to top the success of her initial clicker with this hearty lament, "What've I Done." The "down" orking sets her voice off for added splendor on the pressurized soul vocals. Primarily an R&B outing, the deck could follow the former Jones route to pop popularity.

Pick of the Week

WHEN THE WORLD IS READY (3:16)
[Famous, ASCAP—Black, Scott]

WHEN YOU GO (2:46) [Hunt, BMI—Hill, Barratt]

VINCE HILL (Tower 358)

Possibly the soundtrack ballad of the season, Vince Hill's reading of "When the World is Ready" strikes with a sweep and vocal scope that should put it high in the pop and good music picture. Exposure in the forthcoming "The Long Duel" is hardly needed for extra exposure since this tune packs its own credentials.

ODE TO THE GREAT SOCIETY [Blackwood, BMI—Wholey, Baron]

GUESS AGAIN [Trapezoid, BMI—Baron]

PATTI DEUTSCH (R.S.V.P. 9567)

The production team of Wholey & Baron cracked the pop scene wide open with the Senator Bobby deck, and should find an even larger polling turnout for the younger-bird version of "Ode To Billie Joe." Humor crammed into the lyrics is more wit than satire, and the whole session is just one great ball. Expect sales escalation.

A LITTLE TOGETHERNESS (2:45)
[Lenoir, BMI—Sanders, Peters, Douglas]

BEGINNING OF THE END (2:35) [American, BMI—Paige]

YOUNGHEARTS (Canterbury 506)

Flashing rhythmic throbber from the Younghearts, "A Little Togetherness" should prove a ticket on the hitsville express for this team. The solid dance attraction of the tune, timely message of the lyrics and fine production work make this a side with bold breakout probability.

LOOK FOR THE SILVER LINING (3:08)
[T.B. Harms, ASCAP—DeSylva, Kern]

BUTTERSCOTCH MONDAY (2:39) [Audobon, ASCAP—Kessler]

HINES, HINES & DAD (Columbia 44294)

Sparkling soft-rock version of a lot of oldies have revived many standard ballads on the top seller lists, and this glittering up-dated reading of the Kern & DeSylva chestnut should be another sample soon. Fine vocals, semi-beat ork backing and the song material add up to a hit session.

ODE TO BILLY JOE (2:32) [Larry Shayne, ASCAP—Gentry]

RAMBLIN' (3:10) [M.J.Q., BMI—Coleman]

RAY BRYANT (Cadet 5575)

Ray Bryant faces stiff competition for exposure of his instrumental reading of the Bobby Gentry blockbuster, but the lively jazzy blues-rock rendering with some delightful piano take-offs makes for a strong item on the agenda. Coin-ops, r&b programmers and pop stations should show a strong response.

Newcomer Picks

TURN AROUND TAKE A LOOK (2:35) [Anjoe, BMI—Bartlett]

DANGER (2:32) [Anjoe, BMI—Bartlett]

LEMON PIPERS (Buddah 11)

Punchy opening grooves into a mild "Mellow Yellow" melodic train punctuated by heavy beat accent for plenty of dance appeal. Smooth group vocals and an adept overall job should put this side high in the pop spotlight. Already on the go in the mid-west, this master purchase item should do well nationally.

WALK TALL (BABY THAT'S WHAT I NEED) (2:57)
[Zawinul, BMI—Zawinul, Marrow, Rein]

I BELIEVE TO MY SOUL (1:57) [Progressive, BMI—Charles]

LOTTIE JOE JONES (Capitol 5994)

Big blues reception in store for Lottie Joe Jones when word of her sound gets around via "Walk Tall." The deck is a slow to middling tempo ballad with plenty of power instilled by tremendous vocals and a solid push in the orchestrations. The deck packs a punch and should do well with r&b fans.

EVERYBODY'S GOTTA BE SOMEPLACE (1:58)
[Golden Bough, ASCAP—Lipsitz, Phillips]

25¢ (1:58) [Golden Bough, ASCAP—Lipsitz, Phillips]

GOLDEN BOUGH (A&M 868)

Cute, catchy vocal arrangements smoothly delivered by the Golden Bough in a Mamas and Papas vein with a little extra make this bright up-tempo bongo beating rock number a side that should break loose on the pop scene. Flip is another charmer.



The First And Original Recorded Hit Version...

"Reflections Of Charles Brown" RUPERT'S PEOPLE



BELL 684



Bell Records 1776 Broadway, New York, N.Y. 10019



RECORD REVIEWS

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

Newcomer Picks

HEARTACHES & HEADACHES (2:23)
[Fred Parker, BMI—Kelly, Redinger]

I CAN MAKE IT WITHOUT YOU (2:02)
[Fred Parker, BMI—Kelly, Redinger]

INNOVATION (RCA Victor 9318)

Insistent throb rock beat done up with particular emphasis on rhythmic makes "Heartaches" an item bound to click with the dance fans. The group sound comes across as a borderline case between the pop and r&b bags, and as a result the deck could catch fire in both markets.

LIVIN' ON LOVE (2:09) [Branston, Pocono, Macfaye, BMI—Levenson]

SOUNDS OF THE CITY (2:12)
[Branston, Pocono, Macfaye, BMI—Huberberger]

JIM & DALE (Roulette 4755)

Guitar twinges and interesting hand-clap rhythm make this a stand out item that should score for Jim & Dale. The duo comes on strong in a happy up-tempo setting designed to grab discotheque and top 40 exposure. The side moves in high style that will stir up action.

WHERE HAVE ALL THE FLOWERS GONE (3:13)
[Fall River, BMI—Seeger]

JUST A GIRL (2:28) [Bright Tunes, BMI—Margo, Medress, Siegel]

LOU GOSSETT (Warner Brothers 7078)

Easy-paced blues orking and a mighty fine smooth vocal join forces in putting across a tempting r&b reading of the folk standard "Where Have All the Flowers Gone." Actor Lou Gossett enters the music field with a strong entry to set him high in the blues and probably the pop firmaments. Delightful deck.

YOUR LOVE IS TRUE (2:09)
[Tyler, Belldale, BMI—Kirk, Hendrix, Hawkins]

SAY SO (2:03) [Belldale, BMI—Hawkins, Williams, Neese]

AMERICAN BLUES (Amy 997)

March along, or rock out with the steady thumping rhythm of "Your Love Is True." Either way, the deck carries all the wallop and dance appeal needed to send it up the best seller charts. Good vocal job, pulsing ork session and a teen grabbing set of lyrics spell action for the outing.

Best Bets

PEPPERMINT TROLLEY
COMPANY (Acta 807)

● SHE'S THE KIND OF GIRL (2:20) [Bresnahan, BMI — Dalton, Flemming] Delicately handled number with a set of fragile vocals. Easy swinging motion in the lilt of the song could stir up some sales excitement.

(B+) LITTLE MISS SUNSHINE (2:16) [E. H. Morris, BMI—Ballard, Jr.]

CLAUDINE LONGET (A&M 877)

● SMALL TALK (2:15) [Char-don, BMI—Bonner, Gordon] Quietly enticing and highly attractive ditty sweetly delivered with breakout potential. Strong LP seller and hit composers make a powerful combination here.

(B+) MAN IN A RAINCOAT (3:05) [Regent, BMI—Web-ster]

REPARATA & DELRONS
(Mala 573)

● I BELIEVE (3:05) [Crom-well, ASCAP—Drake, Gra-ham, Shirl, Stillman] Old-fashioned rock arrangements take a new look at the inspirational chestnut, "I Believe." Offbeat session with some pop play potential.

(B+) IT'S WAITING THERE FOR YOU (2:16) [Goodness & Truth, BMI—Wadhams, Asken]

SAM THE SHAM & PHARAOHS
(MGM 13803)

● BANNED IN BOSTON (3:00) [Akbestal, BMI — Morier] Big beating belter in the Sam the Sham tradition on this out-ing. Should be a hit with discotheque throngs via the pounding blues stomping.

(B+) MONEY'S MY PROBLEM (2:20) [Cockade, ASCAP — Carabetta, Gerace]

ROBERT BANKS (Verve 10545)

● SMILE (2:45) [Bourne, ASCAP — Chaplin, Turner, Parsons] Simple orchestrations with emphasis on bass guitar and piano guild the strong vocal showing from Robert Banks on this r&b reading of the oldie. Could catch attention.

(B+) A MIGHTY GOOD WAY (2:03) [Music Crusaders, BMI —Banks]

FAMILY (U.S.A. 886)

● FACE THE AUTUMN (2:30) [Trendsetters, ASCAP — Whiteside] Sweet group harmonies on this seasonal offering make it a possible shot for stardom. Snappy beat with timely lyrics. Could catch fire on the pop scene.

Best Bets

PETE RODRIGUEZ (Alegre 4015)

● OH, THAT'S NICE—PART 1 (2:45) [Branston, BMI — Pabon, Bonilla] Watch out for a wide-spread response to this tasty set of Latin-soul rock packing a smashing beat and plenty of appeal for a multi-market breakout. Solid item with smash potential.

● OH, THAT'S NICE—PART 2 (2:40) [Branston, BMI — Pabon, Bonilla] Added fire on the blaze begun over on Part 1.

LITTLE BEN & CHEERS

● NEVER MORE (2:40) [Nico-let, BMI—Pegue] Little Ben & the Cheers could make a lot of noise with this solid, soul-filled love ode. Deserves attention.

(B+) I'M GONNA GET EVEN WITH YOU (2:38) [Nicolet, BMI—Pegue] Energetic swinger on this side.

GORDON (Uptown 750)

● GREENSLEEVES (2:31) [Burdette, BMI—Arr: Kjell-berg] Rock version of the traditional ballad served up with a good vocal showing. Could find an audience and snap into breakout proportions.

(B+) SEND FOR ME (2:19) [Bur-dette, BMI—Kjellberg]

TAK TIKS (Guyden 2130)

● THE NUT ROCKER (2:00) [Kim Foley, BMI — Foley] Belting piano and drum workouts on this thudding updating of the Tchaikovsky favorite. Off-beat enough to win attention.

(B+) LET'S GET LOST ON A COUNTRY ROAD (2:25) [Dandelion, BMI — Hausman, Stew-ert]

SYL & FAMILY STONE
(Epic 10229)

● BAD RISK (3:04) [Daly City, BMI—Steward] Pushing brass and a Staples-ish guitar give orchestral luster to this big blues-rock offering. Deep vocal with a taste of soul could set this side in hit motion.

(B+) UNDERDOG (3:00) [Daly City, BMI—Steward]

MUD (P-Nut 101)

● PLEASE DON'T EVER LEAVE ME (1:54) [Chap-pell, ASCAP—Haber] Solid synco-pated ballad rocker sets up Mud for a showcasing that could put the team in the hit running. Good side with plenty of pop possibilities.

(B+) YOU MUST BELIEVE ME (2:30) [Curtom, BMI—May-field]

TRULY SMITH (Parrot 40017)

● I WANT TO GO BACK THERE AGAIN (2:30) [Job-ete, BMI—Gordy] Fetching femme sound on this hard-hitting ballad belter could cash in on the sales front. Wild get-as-many-words-to-the-line rush adds a crazy appeal to the performance.

(B+) WINDOW CLEANER (2:18) [E. H. Morris, ASCAP —Hammond]

CHARLES LATTIMORE (Shout 219)

● DO THE THING (2:35) [Medal, Web IV, BMI—Latti-more, Abramson, Jessup] Funky Broadway rhythmic and a soul wailing vocal a la James Brown (with orking to match) make "Do the Thing" a side to watch on r&b charts.

(B+) WE TRY HARDER (2:17) [Meager, Medal, Web IV, BMI—King, Abramson]

MILTON HOWARD
(Sound Stage 7 2591)

● FUNKY SHING-A-LING (2:05) [Cape Ann, Casmer-Howard, BMI—Sanders] Solid soul on this multi-dance side relying mainly on the instrumental track to make its point. Oh yeah commentary.

(B+) I'M FROM MISSOURI (YOU GOTTA SHOW ME) (2:03) [Cape Ann, Casmer-Howard, BMI—Johnson, Howard]

TONI LAMARR (Buddah 10)

● IT'S TOO LATE (2:41) [Van McCoy, T. M., BMI — Wil-liams] Smooth ballad served up in a polished blues style. Bright vocal handling and some good ork support make this a probable for r&b show-ings and could crack popwise.

(B+) JUST IN THE NICK OF TIME (2:28) [Van McCoy, T. M., BMI—McCoy]

CHOCOLATE TUNNEL (Era 3185)

● OSTRICH PEOPLE (2:08) [Garpax, BMI — Johnson, Ritchey] Eerie sounds out of the psychedelic bag could build a reputa-tion for the Chocolate Tunnel via this slow moving easy rock number. Pace picks up midway for added appeal.

(B) THE HIGHLY SUCCESS-FUL YOUNG RUPERT WHITE (2:15) [Garpax, BMI—John-son, Ritchie, Hopps]

RAY POLLARD (Decca 32189)

● WANDERLUST (2:27) [Lis-cris, BMI—Scott, Radcliffe] Splendid vocal showing from Ray Pollard sets up a torrid blues action on this side that could get things going in r&b outlets. Big belter with equally big action built-in.

(B+) THIS IS NO LAUGHING MATTER (2:43) [MCA, ASCAP—Frisch, Kaye]

WAYNE NEWTON (Capitol 5993)

● THROUGH THE EYES OF LOVE (2:34) [Jack, BMI—Clement, Addington] Putting the re-cent country hit in a pop perspective, Wayne Newton could come up with a bright side to gain exposure over good music and pop outlets.

(B+) JUST A MEMORY (2:33) [Wayjerry, BMI — Newton, Vincent]

JERRY NAYLOR (Tower 365)

● HIGH ON HAPPINESS (1:59) [Ripcord, BMI — Brown] Dean Martin-ish vocal offer-ing with a light and lively bounce, cute lyrical content and a fine deliv-ery. Could find acceptance among pop or good music spinners.

(B+) TODAY AND TOMORROW (2:15) [We Three, BMI—Northern, Bailey]



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HAPPEN OVERNIGHT—
IT TOOK 3 MONTHS
BUT WOW!**

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RECORD REVIEWS

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

Best Bets

TOMMY LEONETTI
(Columbia 44267)

● **YOU KNEW ABOUT HER ALL THE TIME** (2:19) [Northern, ASCAP—Tobias, Lebow-sky] Big voiced rendering for a mov-ing ballad. Fine vocals, and pleasant orchestral settings make it a certain good music delectable.

(B+) **HOLD ME NOW AND FOR- EVER** (2:12) [Hawaii, BMI —Zeller, Costa]

YOUNGER BROTHERS
(Wendy-101)

● **GO AWAY** [Wendy, BMI—Chester] Mid-tempo teen item with enough impact to make a dent in the market. Down-keyed vocals, fine work on electronics and a good production make the tune a likely.

(B+) **THIS FEELIN' IN MY HEART** [Wendy, BMI—Free-man]

RICHARD DAWSON
(Carnation 020)

● **HIS CHILDREN'S PARADE** (3:27) [Granger, ASCAP—McKechnie, Dillon, Fielding] A notable from the "Hogan's Heroes" show, Richard Dawson could make a splash on the record scene with this message side delivered with English accentuation.

WALTER SCOTT (Musicland 111)

● **JUST YOU WAIT** (2:32) [Sonkay, BMI — Krenski, Hoeltzel] Ballad side featuring the hefty vocal talents of Walter Scott could get off the ground in the good music area and move forward in pop lines to boot.

(B) **SILLY GIRL** (2:45) [Sonkay, BMI—Krenski, Hoeltzel]

LEN JEWELL (Fontana 1599)

● **PAINT ME** (2:30) [MRC, Delanieur, BMI — Smith, Hutchinson] Psychedelia comes to the r&b marketplace on this fence-riding side that could make the grade on blues and pop scenes. Driving mid-speed wierdie.

(B+) **BETTIN' ON LOVE** (2:42) [MRC, Delanieur, BMI — Smith, Durke]

DOC SEVERINSEN
(Command 4101)

● **ONE STEP ABOVE** (2:51) [Helios, BMI — Zawinul] Sunny trumpeting from Doc Severin-sen sets up a sure-fire response at the one-stop outlets for this nifty ditty. Light moving beat and some grand orchestrals.

(B+) **CANADIAN SUNSET** (3:11) [Meridian, BMI — Gimbel, Heywood]

P.W. CANNON (Hickory 1477)

● **BABY WE'RE REALLY IN LOVE** (2:10) [Fred Rose, BMI—Williams] Blues slanted treat-ment of an old Hank Williams tune makes for some interesting spinning on pop and r&b tracks. The side might happen.

(B) **DON'T TRY TO WATCH HER MISTER** (2:36) [Acuff-Rose, BMI—Kennedy, Holbert, Can-non, Daniels]

BARRY EBLING (Norman 581)

● **I CAN MAKE IT WITHOUT YOU** (2:35) [BMI—Ebling] Effective fuzztone on the guitar solos puts icing on this down ballad rocker. The side has a power that could set it moving.

(B) **SUNNY DAY RAIN** (2:10) [BMI—Vandever]

BOBBY PATTERSON & MUSTANGS
(Jetstar 109)

● **LET THEM TALK** (2:59) [Jay & Cee, Big Star, BMI—Thompson] Long talk intro hinders the effect of this r&b beauty, but the effective vocal rendering makes it a side likely to succeed in blues locales.

(B+) **SOUL IS OUR MUSIC** (2:20) [Jetstar, BMI—Patterson]

MARSHA BRODY
(Heart & Soul 101)

● **SODA POP** [Hitmaker's, BMI—Lynn, Shaw] Hearty bouncing rhythmic appeal on this r&b slanted outing gains force via the vocal showing of Marsha Brody. The side shows promise, but lacks production polish.

(B) **THERE WON'T BE A DANCE (IF YOU'RE NOT THERE)** [Alpha-Phi, BMI—Lynn, Shaw]

KIM WESTON (MGM 13804)

● **THAT'S GROOVY** (2:57) [Milkim, BMI—Basemoore, Nixon] Coming on in a Nancy Wilson groove, Kim Weston could well score in a big way with good music, pop and blues spinners via this soft throb side.

(B+) **LAND OF TOMORROW** (2:45) [Milkim, BMI—Base-moore, Ware]

TOOTS THIELEMANS
(Command 4102)

● **I WONDER WHY** (2:20) [Duchess, BMI—Thielemans] Charm-ing ballad offering in the sweet orchestral style of Totts Thielemans with a soft femme choral touch for a minty lightness. Should hit it off with coin-ops and good music spinners.

(B+) **THE CONTINENTAL** (2:55) [Harms, ASCAP—Magidson, Conrad]

PETER DE ANGELIS (ABC 10975)

● **THE BLONDE FROM GIRL TALK** (2:10) [Ampeo, ASCAP —DeAngelis] Pretty keyboard antics spice up this tasty ditty for light music spinning. The easy-lilting arrangements and handlings are superb.

(B) **EAST RIVER DRIVE** (2:28) [Ampeo, Damian, ASCAP—DeAngelis]

SAM BAKER (Sound Stage 7 2590)

● **I BELIEVE IN YOU** (3:00) [Cape Ann, BMI—Orange] Smooth gliding in the vocal depart-ment on this soulful blues outing from Sam Baker. Slow side with a potent delivery that could hit it off on the r&b circuit.

(B+) **I'M NUMBER ONE** (2:13) [Cape Ann, BMI—Orange, Varnell]

SHAM-ETTES (MGM 13798)

● **YOU'RE WELCOME BACK** (2:15) [Beckie, BMI—Moore, Banks, Chambers] Frail feminine opening bursts into full-bodied bounc-ing blues rock on this outing that goes pop and could pop into the pic-ture.

(B+) **HE'LL COME BACK** (2:23) [Cockade, ASCAP—Carabetta, Gerace]

WILLIE MITCHELL (Hi 2132)

● **OOH BABY, YOU TURN ME ON** (2:00) [JEC, BMI—Mitchell, Love, Thomas, Hodges] With terrific pulsing beat and some wild sax wailings, Willie Mitchell comes on a strong man in the blues field. Another vibrant offering.

(B+) **LUCKY** (2:15) [JEC, BMI—Mitchell]

PETER KIM (Amy 996)

● **BIRD OF LOVE** (2:27) [Papa Don, BMI—Kim] Lovely melodic ballad offering here that could grab plenty of attention via good music exposure. Soft vocals and a gossamer ork backdrop.

(B+) **BIRD OF LOVE (INSTRU-MENTAL)** (2:27) [Papa Don, BMI—Kim]

BOBBY SPENCER
(Peanut Country 1003)

● **I JUST WANT TO SATISFY** (2:23) [Spendel, BMI—Spencer] Gruff vocal sound from Bobby Spencer on this self-penned tune make for some unusual listening. The effort lacks polish, but packs a personal en-ticement that could set up listeners on the r&b scene.

(B) **SATISFIED LOVE** (2:16) [Spendel, BMI—Spencer]

ROVIN' FLAMES (Decca 32191)

● **LOVE SONG #6** (2:00) [No-zark, Fuller, BMI—Uncapher, DeLise] Glittering flashes of giddy orchestration add somewhat effective attractiveness to this mid-speed teen ballad side.

(B+) **HOW MANY TIMES** (1:57) [Nozark, Fuller, BMI—Un-capher, DeLise]

SHAG (Capitol 5995)

● **STOP AND LISTEN** (2:32) [Beechwood, BMI—McCall] Solid pounding beat gives extra plus to this almost Chuck Berry side. Straight pop vocals and some good guitar showings on the throbber.

(B) **MELISSA** (1:40) [Beech-wood, BMI—Greenwald]

TAMIKO JONES (December 876)

● **DON'T LET ME LOSE THIS DREAM** (2:28) [14 Hour, Pronto, BMI—White, Franklin] Samba rocker in a soft syncopated read-ing from Tamiko Jones shows promise of picking up good music and some pop exposure. Delightful.

(B) **YOU ONLY LIVE TWICE** (2:45) [Unart, BMI—Bri-cusse, Barry]

**HOT!
HOT!
HOT!**

**NINA
SIMONE
NINA
SIMONE
NINA
SIMONE**

'[YOU'LL]

**GO
TO
HELL'**

**RCA
47/9268**



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VITAL STATISTICS

DETAILED INFORMATION ABOUT NEW TITLES WHICH BROKE ONTO THE CASH BOX TOP 100 THIS WEEK

#64
YOUR PRECIOUS LOVE (2:59)
 Marvin Gaye & Tammi Ferrell
 Tamla Records #54156
 2648 W. Grand Blvd., Detroit, Mich.
 PRODUCER: H. Fuqua-J. Bristol
 (Tamla)
 PUBLISHER: Jobete (BMI)
 2648 W. Grand Blvd., Detroit, Mich.
 WRITERS: V. Simpton-N. Ashford
 FLIP: "Hold Me Oh My Darling"

#68
YOU KEEP RUNNING AWAY (2:48)
 Four Tops
 Motown Records #1113
 2648 W. Grand Blvd., Detroit, Mich.
 PRODUCER: Holland-Dozier (Motown)
 PUBLISHER: Jobete (BMI)
 2648 W. Grand Blvd., Detroit, Mich.
 WRITERS: Holland-Dozier-Holland
 FLIP: "If You Don't Want My Love"

#82
MORE THAN THE EYE CAN SEE (2:35)
 Al Martino
 Capitol Records #5989
 1750 N. Vine, Hollywood, Calif.
 PRODUCERS: Tom Morgan-Marvin
 Holtzman
 c/o Capitol
 1290 Ave. of the Americas, N.Y., N.Y.
 PUBLISHER: Saturday Music Inc. (BMI)
 1841 Broadway, N.Y., N.Y.
 WRITERS: Bob Crewe-Larry Weiss
 FLIP: "Red Is Red"

#87
THE LAST WALTZ (2:58)
 Englebert Humperdinck
 Parrot Records #40019
 439 W. 25th Street, N.Y., N.Y.
 PRODUCER: Peter Sullivan
 c/o Decca House, London, England
 PUBLISHER: Donna Music Co. Ltd.
 Decca House, London, England
 WRITERS: Reed-Mason
 ARRANGER: Les Reed
 FLIP: "That Promise"

#89
YOU'VE MADE ME SO VERY HAPPY (2:54)
 Brenda Holloway
 Tamla Records #54155
 2648 W. Grand Blvd., Detroit, Mich.
 PRODUCER: Berry Gordy, Jr. (Tamla)
 PUBLISHER: Jobete (BMI)
 2648 W. Grand Blvd., Detroit, Mich.
 WRITERS: B. Gordy, Jr.-F. Wilson-
 B. Holloway-P. Holloway
 FLIP: "I've Got To Find It"

#92
FALL IN LOVE WITH ME (2:53)
 Bettye Swann
 Money Records #129
 1065 E. Vernon, L.A., Calif.
 PUBLISHER: Money Music (BMI)
 1065 E. Vernon, L.A., Calif.
 WRITER: Bettye Swann
 ARRANGER: Arthur Wright
 FLIP: "Honey Love"

#93
LOOK OF LOVE (3:27)
 Dusty Springfield
 Philips Records #40465
 35 E. Wacker Dr., Chicago, Ill.
 PUBLISHER: Colgems (ASCAP)
 711 5th Ave., N.Y., N.Y.
 WRITERS: H. David-B. Bacharach
 FLIP: "Give Me Time"

#96
ON THE OTHER SIDE (2:10)
 The Seekers
 Capitol Records #5974
 1750 N. Vine, Hollywood, Calif.
 PRODUCER: Tom Springfield (EMI)
 Hayes, England
 PUBLISHER: Chappell & Co., Inc.
 (ASCAP)
 609 5th Ave., N.Y., N.Y.
 WRITERS: Springfield-Osborne-Sage
 FLIP: "I Wish You Could Be Here"

#98
I'LL RELEASE YOU (3:14)
 Joann Bon & Coquettes
 MTA Records #129
 26 West 58th Street, N.Y., N.Y.
 PRODUCER: Roy Drusky
 26 West 58th Street, N.Y., N.Y.
 PUBLISHER: Four Star Music (BMI)
 806 17th Ave. S., Nashville, Tenn.
 WRITERS: E. Miller-J. Bongiorno-
 R. Calkins
 FLIP: "You're Getting Restless"

#100
FORGET IT (2:37)
 Sandpebbles
 Calla Records #134
 1631 Broadway, N.Y., N.Y.
 PRODUCER: Teddy Van
 1619 Broadway, N.Y., N.Y.
 PUBLISHER: Unbelievable Pub. Corp.
 (BMI)
 1619 Broadway, N.Y., N.Y.
 WRITERS: Vann-White
 ARRANGER: Sammy Lowe
 FLIP: "Psychedelic Technicolor Dream"

LEND A
 HAND
 TO THE
 FALLEN
 ANGELS



UA'S FORTUNES—The British vocal/instrumental group, the Fortunes, has just signed an exclusive, long-term, world-wide recording contract with United Artists Records. The personnel of the Fortunes consists of Rod Allen, lead singer and songwriter; Andy Brown, drums; Barry Pritchard, lead guitarist and songwriter; Dave Carr, organist and arranger; and Shel McCrae, rhythm guitar and vocals. Shown here (from the left) are: Andy Brown; Mrs. Gloria Rogers; Shel McCrae; Robert Mills; Rod Allen; and Noel Rogers.

Cookbook Published By Paul & Leslie Rubinstein

NEW YORK—They work for competing record companies, but Paul & Leslie Rubinstein live and cook well together. Paul, son of pianist Arthur Rubinstein and ad manager of RCA's Red Seal division, and Leslie, a copywriter for Columbia Records, have written a book called "The Night Before Cookbook." It's described as containing "200 distinctive recipes for night before preparation and night of the feast relaxation." Publisher is the Macmillan Co. (\$5.95).

Martucci A Dad Again

NEW YORK—Mike Martucci, editorial assistant at Cash Box, became a father for the second time when his wife, Barbara, gave birth to a boy, Michael Gerard, at New York Hospital last week (4). Weigh-in was 8 lbs, 3 oz. The Martucci's have another boy, Robert.

Date Buys Master

NEW YORK—Ed Mathews, product manager of Date Records, has announced that the label has made a master purchase of "Ain't No Big Thing," by the Electrons. The lid is reportedly a fast-moving breakout in the Pittsburgh area, garnering extensive airplay on the pop and R&B stations in that city.

Date is releasing "Ain't No Big Thing" nationally, with a strong promotion push to spread interest in the disk to other markets.

Correction

NEW YORK—The photo appearing with last week's story on the appointment of Peter Levinson to the press & information staff of RCA Victor Records was not that of Levinson, but of R. D. Summer, RCA's newly-appointed purchasing agent.

*A Record Doesn't
 Have To Be 5:89
 To Be A Hit!*

**"FOLLOW ME BACK
 TO LOUISVILLE"**

WE THE PEOPLE...

1:58

... Going Places On

RCA Victor

#9292

Production:
 Tony Moon

Management:
 Ron Dillman

A Chart Directed Release Recorded For The Now Action... From Mercury



Roy Drusky
Now

ROY DRUSKY/NOW IS A LONELY TIME
61118 MG 21118

featuring
TRUCKER'S PRAYER

Dave Dudley
Country

DAVE DUDLEY/DAVE DUDLEY COUNTRY
SR 61133 MG 21133

SARAH VAUGHAN
IT'S A MAN'S WORLD

ALFIE # MAN THAT GOT AWAY # TROUBLE IS A MAN # HAPPINESS IS JUST A THING CALLED JOE # FOR EVERY MAN THERE'S A WOMAN # I GOT A MAN CRAZY FOR ME (He's Funny That Way) # MY MAN (Mon Homme) # I'M JUST WILD ABOUT HARRY # JIM # DANNY BOY

SARAH VAUGHAN/IT'S A MAN'S WORLD
SR 61122 MG 21122

HORST JANKOWSKI
WITH LOVE

WITH LOVE/HORST JANKOWSKI
SR 61125 MG 21125

KEITH
OUT OF CRANK

KEITH/OUT OF CRANK
61129 MG 21129

the Robbs

THE ROBBS
SR 61130 MG 21130

DICK SMOTHERS
Saturday Night At The World

SATURDAY NIGHT AT THE WORLD/DICK SMOTHERS
SR 61134 MG 21134

Lori Burton
BREAKOUT

LORI BURTON/BREAK OUT
SR 61136 MG 21136

BIG JIM SULLIVAN
SITAR BEAT

BIG JIM SULLIVAN/SITAR BEAT
61137 MG 21137

CHUCK BERRY
LIVE AT THE FILLMORE AUDITORIUM, SAN FRANCISCO

CHUCK BERRY/LIVE AT THE FILLMORE AUDITORIUM, SAN FRANCISCO
SR 61138 MG 21138

THE MAUDS
HOLD ON

THE MAUDS HOLD ON
SR 61135 MG 21135

LES McCANN
LIVE AT THE BOHEMIAN CAVERNS CLUB, WASHINGTON, D.C.

LES McCANN/LIVE AT THE BOHEMIAN CAVERNS CLUB, WASHINGTON, D.C.
LS 86046 LM 82046

Columbia In Push For Dylan Flick

NEW YORK—Columbia Records is giving strong promotional support to "Don't Look Back," the new documentary feature of which Bob Dylan is the subject. The film opened last week in New York at the 34th Street East Theatre. It was produced by Albert Grossman, John Court, and Leacock-Pennebaker, and filmed by D. A. Pennebaker, a specialist in documentary portraits. Pennebaker traveled with Dylan during his 1965 concert tour of England, filming Dylan's performances, his interviews, the parties he attended, and the scenes backstage.

Columbia Records is providing exhibitors of "Don't Look Back" with Bob Dylan albums, which will be played on loudspeakers both outside the theatre and in the lobby.

The label is working closely with the producers and the distributors of the film on various promotional tie-ins to emphasize the top-selling Dylan LP's on Columbia.

Monitor Issues Six LP's For September

NEW YORK—Three "Music of the World" series LP's and three albums in the Classical "Collector's Series" make up the September album product issue from Monitor Records.

International collections of Polish songs with the Serban Vocal Quartet on "Don't Say Goodbye," "Jerusalem Of Gold" with the Feenjon Group including Israeli, Yittish and Arabic selections and "Moon Over Moscow" are the trio of additions to the "Music of the World" catalog.

Classical LP's are "An Eighteenth Century Vocal Recital" with works by Haydn, Pergolesi and Beethoven; sonatas, sonatinas and marches for wind instruments and chamber orchestras Mozart's Serenade in E Flat (original by C. P. E. Bach; and an album with version) and Myslivecek's Octets in E Flat and B Flat.

Screen Gems-Columbia 'Doc' Pomus In Pact

NEW YORK—Jerome "Doc" Pomus, one of the most successful lyricists in the contemporary field, has joined Screen Gems-Columbia Music via an exclusive writing contract, it has been announced by Emil Laviola, vice president in charge of the music publishing division of Screen Gems and Columbia Pictures. Although probably best-known for his string of Elvis Presley hits, Pomus has also penned songs for such diverse artists as Andy Williams, Ray Charles, Fabian, and Damita Jo, and for groups like the Mystic, the Belmonts, and the Coasters.

"I'm looking forward to collaborating with some of the many talented writers on the Screen Gems-Columbia roster," Pomus said. "This company is where a tremendous amount of today's song-writing talent has found a happy home. It's a lively organization and I'm delighted to have joined it."

Pomus' most prestigious hits include "Teenager In Love" for Dion and the Belmonts; "Save The Last Dance For Me" for the Drifters (which was followed by "I'll Save The Last Dance For You," recorded by Damita Jo); "I Can't Get Used To Losing You" for Andy Williams; and "Surrender" for Presley.

He wrote Fabian's first hit, "I'm A Man," Ray Charles' R&B standard "Lonely Avenue" which has also been recorded by 50 other vocalists and such numbers as Jimmy Clanton's "Go Jimmy Go," and Presley's "Little Sister," "She's Not You," and "His Latest Flame." His credits also include the title songs of "Viva Las Vegas," "Girl Happy," and "Double Trouble."

Stan Pat Exits Purcell

NEW YORK—Stan Pat has left the Gerald Purcell organization after five years to set up his own firm, Stan Pat Enterprises. Through the new firm, with offices at 6269 Selma Ave., Los Angeles, Pat will handle a number of recording artists in addition to his Sta-Ber music pubery.

A 20-year veteran of the entertainment industry, Pat has been involved in personal management, publishing, records, TV, and radio.

'Smashing Time' Features Eight Original Melodies

NEW YORK—Eight original songs will be showcased in Paramount Pictures' "Smashing Time," the satirical comedy of swinging London, starring Rita Tushingham and Lynn Redgrave, which recently completed principal photography on locations in the British capital.

The new songs, with music by John Addison and lyrics by George Melly, are "Smashing Time," "Carnaby Street," "Waiting for My Friend," "New Clothes," "I'm Young," "Day Out" (working title), "I Might Have Been A Star," (working title), and "Bubble Bubble Toil and Trouble" (working title).

The title song, "Smashing Time," will be presented as part of the main titles, reprise and end titles of the film which deals with two girls from the North of England who are catapulted into a series of comic misadventures in London.

"Smashing Time" is being filmed from an original screenplay by George Melly on such London locations as Carnaby Street, the Beatles' "off-limits" recording studio, and a houseboat on a London canal. Desmond Davis is directing the Partisan Films production for producers Carlo Ponti and Roy Millichip.



TOP 50 IN R&B LOCATIONS

1	YOU'RE MY EVERYTHING <i>Temptations (Gordy 7063)</i>	3	26	I CAN'T STAY AWAY FROM YOU <i>Impressions (ABC Paramount 10964)</i>	29
2	FUNKY BROADWAY <i>Wilson Pickett (Atlantic 2430)</i>	4	27	TESTIFY <i>Parliaments (Revilot 207)</i>	22
3	BABY I LOVE YOU <i>Aretha Franklin (Atlantic 2403)</i>	1	28	EXPRESSWAY TO YOUR HEART <i>Soul Survivors (Crimson 1010)</i>	31
4	COLD SWEAT <i>James Brown (King 6110)</i>	2	29	LOVE IS DOGGONE GOOD THING <i>Eddie Floyd (Stax 223)</i>	34
5	YOUR LOVE KEEPS LIFTING ME HIGHER AND HIGHER <i>Jackie Wilson (Brunswick 55336)</i>	9	30	FALL IN LOVE <i>Betty Swann (Money 129)</i>	36
6	REFLECTIONS <i>Diana Ross & Supremes (Motown 1111)</i>	6	31	LITTLE OLE MAN <i>Billy Cosby (Warner Bros. 7072)</i>	41
7	GROOVIN' <i>Booker T. & MG's (Stax 224)</i>	5	32	IF THIS IS LOVE <i>Precisions (Drew 1003)</i>	37
8	CASANOVA <i>Ruby Andrews (Zodiac 1004)</i>	7	33	YOU KEEP RUNNING <i>4 Tops (Motown 1113)</i>	42
9	IN THE HEAT OF THE NIGHT <i>Ray Charles (ABC Paramount 10970)</i>	10	34	JUST OUT OF REACH <i>Percy Sledge (Atlantic 2434)</i>	32
10	GET ON UP <i>Esquires (Bunky 7750)</i>	11	35	GLORY OF LOVE <i>Jackie Lee (Keymen 109)</i>	40
11	MEMPHIS SOUL STEW <i>King Curtis (Atco 6511)</i>	13	36	HEART BE STILL <i>Lorraine Ellison (Loma 2074)</i>	44
12	EVERYBODY NEEDS LOVE <i>Gladys Knight & Pips (Saul 35034)</i>	8	37	FUNKY BROADWAY <i>Dyke & Blazers (Original Sound 64)</i>	33
13	KNOCK ON WOOD <i>Otis Redding & Carlo Thomas (Stax 228)</i>	14	38	BELIEVE IN ME <i>Jesse James (20th Century Fox 6684)</i>	49
14	LOVE BUG LEAVE MY HEART ALONE <i>Martha & The Vandellas (Gordy 7062)</i>	17	39	LET LOVE COME BETWEEN US <i>James & Bobby Purify (Bell 685)</i>	45
15	YOU GOTTA PAY THE PRICE <i>Al Kent (Ric Tic 127)</i>	16	40	HUNK OF FUNK <i>Gene Dozier (Minit 32026)</i>	48
16	APPLES, PEACHES AND PUMPKIN PIE <i>Jay & Techniques (Smash 2086)</i>	23	41	9 LBS. OF STEEL <i>Joe Simon (Sound Stage 7-2589)</i>	47
17	DIRTY MAN <i>Laura Lee (Chess 2013)</i>	20	42	NEARER TO YOU <i>Betty Harris (Gansu 466)</i>	24
18	IT'S GOT TO BE MELLOW <i>Leon Haywood (Dicca 32164)</i>	21	43	BIG BOSS MAN <i>Erma Franklin (Shout 218)</i>	39
19	SOUL MAN <i>Sam & Dave (Stax 231)</i>	25	44	YOU'RE THE MAN <i>Inez & Charlie Foxx (Dynamo 109)</i>	43
20	COME ON SOCK IT TO ME <i>Syl Johnson (Twilight 100)</i>	12	45	TAKE A LOOK <i>Aretha Franklin (Columbia 44270)</i>	46
21	I WAS MADE TO LOVE YOU <i>Stevie Wonder (Tamla 54151)</i>	15	46	SPREADIN' HONEY <i>Watts 103rd St. Band (Keymen 108)</i>	—
22	BABY I'M LONELY <i>Intruders (Gamble 209)</i>	27	47	KARATE BOO GA-LOO <i>Jerry O (Shout 217)</i>	—
23	SWEETEST THING THIS SIDE OF HEAVEN <i>Curtis Loriley (Vando 101)</i>	18	48	SHOUTBAMALAMA <i>Mickey Murray (SS1715)</i>	50
24	YOUR PRECIOUS LOVE <i>Marvin Gaye & Tammi Terell (Tamla 54156)</i>	35	49	DIFFERENT STROKES <i>Syl Johnson (Twilight 103)</i>	—
25	SOUL FINGER <i>Bar-Kays (Volt 148)</i>	19	50	THERE GOES THE LOVER <i>Gene Chandler (Brunswick 55339)</i>	—

2 NEW R&B RELEASES!

"SOLDIER'S SAD STORY"

TINY WATKINS

EXCELLO 2287

"YOU'LL LOSE A GOOD THING"

KIP ANDERSON

EXCELLO 2288

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TREMELONES**

**“Even The
Bad Times
Are Good”**

5-10233

**Their Third
Successive
Hit!**



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Lear Jet Lowers Cartridge Prices

DETROIT—The Stereo Division of Lear Jet Industries in Detroit, Michigan, has announced price reductions ranging up to 15% on stereo 8 cartridges.

According to Ralph Haberstock, head of the newly-formed cartridge group at the Stereo Division, this "very significant" price reduction on cartridges is attributed to newly developed manufacturing techniques as well as accelerated tool amortization.

In addition to the price reductions, prepaid freight incentives are offered under the new program and qualifying quantity price ranges have been lowered.

Haberstock also stated that the Stereo Division will soon be able to offer their customers a program of pre-assembled cartridge component parts. This new program is expected to reduce present cartridge assembly costs as much as 80%.

900 Booths Already Set For Upcoming AAMA Show

PHILADELPHIA—Although the Annual National Automotive Accessories Exposition is not due to open until next January, 900 booths have already been contracted with the Automotive Accessories Manufacturers of America (AAMA) according to the exposition's spokesman Edwin S. Erlichman. Tape cartridges and cartridge players have been featured at previous AAMA meets.

Considering the fact that there are still more than three months before showtime Jan. 29-31, Erlichman said that it may become necessary to turn away firms that delay in sending in contracts for space.

The exposition will be held at the Civic Center in Philadelphia.

Capitol-UTX Makes In-Person Air Hop

HOLLYWOOD—Capitol Records and Universal Tapedex, the two companies responsible for the innovation of tape cartridge players with a fast-forward feature, launched an in-person air-hop to dealers, distributors and sales personnel across the country on September 10.

The inordinate overall growth of the cartridge field has made it next to impossible in certain areas for dealers, sales and even service people to keep pace with the vital technical knowledge needed to keep equipment in good working condition. Progress on the manufacturer level has, in many instances, so out-distanced know-how at the dealer level that an unmanageable imbalance has resulted throughout the industry.

The Capitol UTX mission, then, is the first attempt ever made at bridging the gap in this fast-burgeoning field. The trouble-shooting expedition will cover 10,000 miles, involving 25 major marketing areas, and will continue through the month of October. UTX and Capitol executives will helm the flight out of Los Angeles. A local Capitol representative will join the crew and remain with it as long as the aircraft is in his area.

Representing UTX on the coast-to-coast junket are Ken Thompson, national service manager; Rod Pierce, national sales manager; and representing Capitol, Roger Brown, national special products sales manager.

The specially chartered "Comanche" took off from Van Nuys Airport on September 10 and is making its first stop-over in Phoenix, remaining through Tuesday, September 12. Minneapolis, Milwaukee, and Chicago are next on the itinerary, followed by a two-day stop in Fort Wayne on September 18. Midwest and eastern cities scheduled to be covered are: Detroit, Dayton, Cleveland, Pittsburgh, Buffalo, New York, Boston, Baltimore and Washington, D.C. "Operation Fast-Forward" then swings south, carrying its educational message to Norfolk, Charlotte, Atlanta, Jacksonville, New Orleans and Houston, winding up with a three-day stay in Dallas during the third week of October.

Hilton Meet To Feature Array Of Tape Cassettes

NEW YORK—Probably the largest collection of cassette tape equipment ever assembled for public viewing will be on display for visitors at the New York High Fidelity Music Show at the Statler-Hilton Hotel later this month (21-24).

More than 70 major marketers of tape equipment have devoted the cassette system, according to Wybo Semmelink, assistant vice president of North American Philips Co., which introduced the cassette system in the U.S. less than three years ago. And, he continued, many of these firms will be displaying their tapes and equipment at the show.

The industry's first automatic cassette changer will be on view. This is Norelco's 2502, which provides up to 4½ hours of music through loading of up to six cassettes in a removable sleeve. Each is dropped automatically into play, and removed to a storage area upon completion. The changer is designed for use with existing hi-fi equipment.

Opening Night

Pictured backstage at the Sands Hotel in Las Vegas, where Buddy Rich is appearing with Frank Sinatra, are (from the left): Mike Elliot, Liberty sales director; Rich; Mrs. Rich; Lee Mendell, sales vice president; and Bud Dain, sales promotion director.



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

- YOUR PRECIOUS LOVE**
MARVIN GAYE & TAMMI TERRELL Tamla 54156
- YOU KEEP RUNNING AWAY**
4 TOPS Motown 1113
- MEMPHIS SOUL STEW**
KING CURTIS Atlantic 6511
- CHILD OF CLAY**
JIMMIE RODGERS A&M 871
- MORE THAN THE EYE CAN SEE**
AL MARTINO Capitol 5989
- THE LAST WALTZ**
ENGELBERT HUMPERDINCK Parrot 40019
- YOU'VE MADE ME SO VERY HAPPY**
BRENDA HOLLOWAY Tamla 54155

Tommy Boyce Plays, Wins The Name-Game

NEW YORK—The very fact that Bill Terry, popular deejay over station WCPX-Salt Lake City, has just become the father of his seventh child is of more than passing interest. She was named, quite spontaneously, by Tommy Boyce, half of the Boyce & Hart team on A&M. Don Graham of A&M was speaking to Terry last week when Terry, on the air, got word of the birth of the girl (Carmen, his wife, had the child last Wed. (6) morning).

Terry asked Graham for some name possibilities, and Graham in turn asked Boyce, who was in Graham's office. Right off the bat, Boyce said: "Shannon Kathleen Terry." And Shannon Kathleen Terry it is. Terry, by the way, thanked Boyce by playing the new Boyce & Hart disk of "Sometimes She's a Little Girl" as his next disk.

Moby Grape Makes 'Sweet Ride' Flick

NEW YORK—The Moby Grape (Columbia) will make its cinema debut in "The Sweet Ride," a 20th Century Fox venture currently filming at Malibu, Calif. The group will appear as performers in a psychedelic nightclub sequence in addition to having one of their original tunes used elsewhere in the Joseph Pasternak production, concerning young people and contemporary morals.

Day Uses Fresh Approach To Seek Out Fresh Talent

NEW YORK—Joey Day, professional manager of Schwartz-Greenberg Publishing Group, has stated that he is inaugurating a field talent search combing schools and music stores for performers and material not yet influenced by commercialism.

Day will be consulting with extra-curricular activity directors to secure schedules of social events and dances to contact and observe bands at high schools. He will also visit concerts and recitals at professional music schools, and will advertise (through pop art posters) for talent and writers at music schools.

He stated that his purpose is to seek out free-thinking performers and writers at a formative level with professional training.

The pilot program is due to begin in the metropolitan NYC area Oct. 1.

Connie Francis To Attend State Dinner

NEW YORK—Connie Francis has postponed her scheduled Sept. 19 opening at the Coconut Grove to Sept. 20 in order to attend a state dinner at the White House on Sept. 19. The lark has been invited by President and Mrs. Johnson to be present at a dinner for Giuseppe Saragat, President of Italy. She will leave rehearsals in Los Angeles to fly to Washington for the affair, returning the morning of Sept. 20 for her Grove shot.

Ver Planck Forms Mounted Records

NEW YORK—Arranger Billy Ver Planck has formed a new label to be known as Mounted Records. The first release by the diskery will be "Brasiliero"/"Growing Old Gracefully" by Marlene Ver Planck.

Ver Planck has hired several indie promo men to work on the deck. They are: Joe Petralia, New York; Barney Field, Los Angeles; and Paul Gallis, Chicago.

An LP has been cut by Marlene Ver Planck and it is scheduled to be released shortly. Billy Ver Planck arranged all of the songs and wrote several of them.

Headquarters for Mounted Records is at 888 Eighth Ave. in New York.

- THERE'S ALWAYS ME**
ELVIS PRESLEY RCA VICTOR
Gladys Music, Inc.
- JUDY**
ELVIS PRESLEY RCA VICTOR
Progressive Music Pub. Co., Inc.
- SAN FRANCISCAN NIGHTS**
ERIC BURDON & ANIMALS MGM
Slamina Music, Inc.
Sea-Lark Ent. Inc.
- GOOD TIMES**
ERIC BURDON & ANIMALS MGM
Slamina Music, Inc.
Sea-Lark Ent. Inc.
- SHAKE, RATTLE AND ROLL**
ARTHUR CONLEY ATCO
Progressive Music, Inc.
- 16 TONS**
TOM JONES PARROT
Noma Music, Inc.
Elvis Presley Music, Inc.
American Music
- 16 TONS**
JAMES & BOBBY PURIFY BELL
Noma Music, Inc.
Elvis Presley Music, Inc.
American Music
- MY HEART CRIES FOR YOU**
CONNIE FRANCIS MGM
Alamo Music, Inc.
Massey Music Co., Inc.
Ross Jungnickel, Inc.
Gladys Music, Inc.
- WAITIN' FOR CHARLIE TO COME HOME**
MARLENA SHAW CADET
Dolb Music, Inc.
- ANY DAY NOW**
OSCAR TONEY, JR. BELL
Plan Two Music, Inc.
- ANY DAY NOW**
PAT LUNDY COLUMBIA
Plan Two Music, Inc.
- WATERLOO SUNSET**
THE KINKS REPRISE
Noma Music, Inc.
Hi-Count Music, Inc.
- TWO SISTERS**
THE KINKS REPRISE
Noma Music, Inc.
Hi-Count Music, Inc.
- SHE BELIEVES IN ME**
SAMMY DAVIS, JR. REPRISE
Noma Music, Inc.
Smooth Music, Inc.
- LOVE ME TENDER**
PERCY SLEDGE ATLANTIC
Elvis Presley Music, Inc.
- WHAT AM I LIVING FOR**
PERCY SLEDGE ATLANTIC
Progressive Music Pub. Co., Inc.
Tideland Music Pub. Co.
- UNTIL YOU WERE GONE**
ARETHA FRANKLIN COLUMBIA
Hill & Range Songs, Inc.
- LEE CROSS**
ARETHA FRANKLIN COLUMBIA
Noma Music, Inc.

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THE SILVER EAGLE

rises from the wreckage of an elegant era... with a solid gold smash that tells it like it was.

THE ASTOR DISASTER

(The Tragic Ordeal of Theodore Nobbs) K-13783

Produced by Charles Silverman

Sly & Family Stone Ink Pact With Epic

NEW YORK—Dave Kapralik, vice president of A&R of Epic Records, has announced that a new group, Sly and the Family Stone, has signed an exclusive recording contract with the label. Sly and the Family Stone's debut album, "A Whole New Thing," will be released in October.

Sly and the Family Stone, which was formed approximately eight months ago in San Francisco, made their first public appearance at the Winchester Cathedral in Redwood City, California. Their music has been called the first fusion of psychedelia and R&B but Sly calls it "the best music we can play."



SLY & THE FAMILY STONE

The sextet is headed by Sly Stone, singer and organist, who has already achieved notable success as a writer ("Mojo Man" and "The Swim"), as a producer (he produced the Beau Brummels, the Mojo Men, Bobby Freeman and other artists on the Autumn label) and as a deejay on an R&B station in San Francisco. Other members of Sly and the Family Stone are: Freddie Stone, Sly's brother, singer and guitarist; Larry Graham, singer and bass player; Cynthia Robinson, singer and trumpeter; Jerry Martin, saxophonist, and Greg Errico, drummer.

They opened an engagement in New York City on August 29th at the Electric Circus, a new discotheque, and will be appearing there until September 19th.

A SMASH INSTRUMENTAL

ODE TO BILLIE JOE

BY

THE KINGPINS

ATCO 6516

PRODUCED BY

TOM COGBILL

&

TOM DOWD

Doors' Single & LP Hit Gold Disk Mark

NEW YORK—Elektra president Jac Holzman has announced that the Doors' album, "The Doors," has accounted for sales substantially in excess of a million dollars wholesale, and a million copies of the Doors' single, "Light My Fire," have gone to market. Consequently, Elektra has requested the RIAA to certify that both the album and single qualify as gold records.

Elektra Sales Manager Mel Posner claimed that the separate running sales tallies on the LP and the 45 crossed the million mark within an hour of each other.

A second Doors album, containing all original material produced for Elektra by Paul A. Rothchild, and titled "Strange Days," will be available late in September. Their new single, "People Are Strange," has just gone into nationwide release.

Paul's TV'er Successful; Forms Indie Prod Firm

NEW YORK—"The Steve Paul Scene," shown locally by Metromedia TV in the 8—10 P.M. time slot on Labor Day, received an average Overnight Nielson rating of 12 and, in the first half (8—9 P.M.) a rating of between 12 and 15. Steve Paul, who hosted and co-produced the show, pointed out that this is the 1st. independently produced pop music TV'er to, on a non-network basis, lead the field and beat out all its competitors.

As a result of the wide-range acceptance of the show, Paul plans to form his own production outfit for TV, concerts, and records. The firm will be known as Organic Reality Productions and will also delve into group management.

Paul is currently in discussion with Metromedia for a continued series of specials and with a major advertising agency for a weekly series. He reports that several diskeries are bidding for his "The Nitty Gritty Secret Of Staying Alive (Or Holding Hands Can Be Fun)" deck, which was debuted on the show.

Sobey Forms Ru-Me-Da Production Company

NEW YORK—Russ Sobey Management last week announced the formation of the Ru-Me-Da Production Company to be headed by Dan Sandidge and Meco Monardo in the A&R department.

Aiming at producing market material, Ru-Me-Da is currently in the process of signing writers, groups and single artists.

Offices are located at 250 W. 57th St. in New York.

Fach Praises Use Of Youthful Soundtracks

NEW YORK—"With films relying more and more on youthful sounds," stated Charlie Fach, "the record industry has both much to contribute and much to gain in the recording and exploitation of film music."

Fach, the director of recorded product at Mercury Records, made the comment in view of the successes the firm has experienced in the soundtrack field recently, highlighted by Fontana's gains with "To Sir With Love."

He also pointed out that the Mercury family of labels has shown a more determined effort in the film music field with two movie LP scheduled to bow this month.

Michel Legrand's "The Young Girls of Rochefort" is to be unveiled on Philips. His last soundtrack venture with the label was the highly successful "Umbrellas of Cherbourg."

Smash Records is also due to release Roger Miller's album based on "Waterhole #3." Fach indicated that a single would also be issued by Miller from the film.

TALENT ON STAGE

ED AMES

NEW YORK—Ed Ames, onetime member of the Ames Brothers, part-time Indian on TV's long-running "Daniel Boone" series, did a little overtime the other night at the Persian Room and proved that if his show business talent didn't lie in such varied directions, he could sing for his supper full-time.

For more than an hour-and-a-half or so, Ames, appearing in New York solo for the first time, showed the way over-and-over again that the legitimate "big-voiced" pop singer can be counted on to produce singing with subtlety and a sense of the poetic. He is, to settle matters here-and-now, a singer's singer.

Although an augmented (20 musicians) version of the Persian Room orchestra is a feast of smart supper-club swinging, the subtlety and poetry mentioned above are most apparent on a number where the orchestra sits-it-out. One is his remarkably affecting, no mike rendition of "Try to Remember," a big airplay item for Ames on an RCA Victor single. There's also a guitar-in-hand, rendition of a lovely Yiddish folksong (taught to him by Leonard Nemoy of TV's "Star Trek") named after a Polish town that no longer exists, "Beltz." Two more introspective-

type songs are highlights. One, "The Impossible Dream," commands Ames in full-blown vocal fashion, and the other, "The Ballad of the Sad Young Man," is a poignant left-over from an Off-Broadway show of the late 50's, "The Nervous Set." Ames will probably correct an opening-night case of over-talk (including V.I.P. intros), which tended to spoil the momentum he had built-up.

He pays homage—via strong melodic selectivity—to the Top 40 sound, including a roundup of Beatles' ballads. Tunes include "Michele," "Yesterday" and "Up Up & Away."

Ames also introduces a new song by Richard Rodgers, written by the great writer (he was present opening night) for an upcoming (Nov. 15) NBC-TV musical adaptation of George Bernard Shaw's "Androcles & the Lion." Ames stars in the show, but does not sing the number, a pretty ballad called "Strangers" (RCA Victor will release the TV soundtrack).

However, it's probable that Rodgers or some other Broadway composer will be writing material that Ames should be singing in an important Mainstemmer yet-to-come. For he's a full-time, all-around talent.

THE ASSOCIATION

LOS ANGELES—It has taken the Association machine approximately 22 months to travel the 22 mile route from a Salvation Army building on Brand Blvd. in Glendale (the Ice House where they debuted in November of '65) to the considerably more fashionable and lucrative surroundings of the Cocolan Grove, their first major nitery engagement. En route and somewhere along the way they have divested themselves of their six button vested hopsack ivy league haberdashery (supplanted by bizarre gray-on-blue Beau Brummel uniforms ornamented with black satin lapels), dis-associated a manager, three record producers and one lead composer-guitarist (Gary Alexander, replaced by Maui marauder ex-Christy Minstrel banjoist Larry Ramos). They have also basked in the bulleted warmth of three prodigious LP's, a quartette of top ten singles and in the sale of Valiant Records, their former logo, to Warners for an estimated \$1,000,000, a considerable source of this revenue for their contract.

The Association is a big business machine. But too, they are among the most competent, concise and harmonious folk-rock combos on record.

A fact immediately demonstrated by their "Enter the Young" opener at the Grove, a militant cut from their initial LP. With accurate historical continuity it's followed by their first single, Bob Dylan's "One Too Many Mornings," their two #1 chart titles ("Windy" and "Cherish"), their current #11 ("Never My Love"), and ten other tunes utilizing their intricate, demanding and exacting harmonies. Also there's Terry Kirkman's polemic powerhouse march tempo ode to the useless ravages of war ("Requiem for the Masses") which produced the loudest and most prolonged hand of the evening.

A group which does not require a back up band, it's the first time we can ever recall the Dick Stable contingent sitting out the entire portion of the show. If the sextet's between patter is a trifle studied, its humor borrowed and a mite broad for the room, it's a carping comment and only a minor flaw. In reviewing their Ice House debut almost two years ago we noted that "if musical merit is any indication, they should prosper wherever they are."

Our crystal ball was never less cloudy. The Association, more compelling.

Mothers 'n' Snarf

Jay Ward (right) kicked off his Mothers Records and Snarf Company label with "Where Was I"/"Molly Marlene" by Teri Thornton (left). Producer H.B. Barnum is second from left and Leah Cohen is second from right. Ward, who produces the "Bullwinkle" TV'er, will promote the record with an offbeat sleeve, colorful sweatshirts, and humorous mailers.



LIGHTNING'S GIRL



reprise
RECORDS



0620

POP PICKS

DOCTOR DOLITTLE—Original Soundtrack—20th Century-Fox DTCS 5101

The original soundtrack recording of the film "Doctor Dolittle," starring Rex Harrison, Samantha Eggar, and Anthony Newley. The music and lyrics were composed by Leslie Bricusse. The charming story of Doctor Dolittle's ministrations to the animal kingdom is aptly captured by the music, and the album should delight movie music buffs.

THE PURE SOUND OF THE PURIFYS (JAMES & BOBBY)—Bell 6010 (S)

James and Bobby Purify sock out a set of R&B ditties guaranteed to keep the listener rocking along with enjoyment. Included on the set are "I Take What I Want," the duo's current chart item, "Let Love Come Between Us," "Shake A Tail Feather," and "I Love You (Most Of All)." The satisfying sounds contained on the LP should boost its sales skyward.

BLAZE—Herman's Hermits—MGM E/SE 4478

Chart hits recent and current are featured on this powerhouse LP by Herman's Hermits. "Museum," now riding the Top 100, and "Don't Go Out Into The Rain (You're Going To Melt)," recently on the charts, are showcased with "Upstairs, Downstairs" and "One Little Packet Of Cigarettes." The disk is primed for heavy chart action.

OUR SONG—Jack Jones—Kapp KL 1531/KS 3531

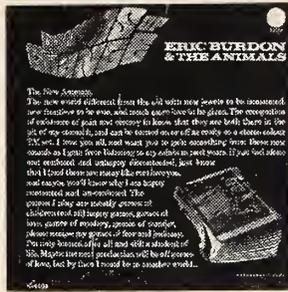
Jack Jones interprets twelve pop ditties in a warm, romantic style. Featured on the album are the title tune, "Our Song," "Don't Give Your Love Away," "Oh How Much I Love You," and "Cause I Got So Much Lovin' In Me." The artist performs with vibrant intensity, and the set should score solidly with the chanter's fans.

ALL MITCH RYDER HITS—New Voice NV 2004

Here's a power-packed offering of Mitch Ryder tunes calculated to provide the maximum in recorded excitement. Among the tracks are "Devil With A Blue Dress On," "In The Midnight Hour," "Sock It To Me—Baby!" and "Too Many Fish In The Sea." It shouldn't be too long before this one begins zipping merrily up the charts.

SANDY POSEY—MGM E/SE 4480

Sandy Posey sings eleven pop tunes on her third album. Included on the disk are her recent chart item, "I Take It Back," "I Can Show You How To Live," "It's Wonderful To Be In Love," and "Love Of The Common People." The artist performs with warmth and sincerity, and the LP should stir lots of consumer reaction.



WINDS OF CHANGE—Eric Burdon and the Animals—MGM E/SE 4484

Eric Burdon and the Animals offer eleven rock outings on a potent package which should shortly be receiving busy chart play. Featured on the album are the title song, "Winds Of Change," "Yes I Am Experienced," the group's current chart single, "San Franciscan Nights," and "It's All Meat." This one should be a monster.



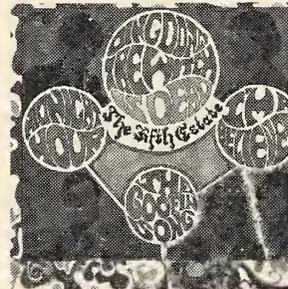
ANTHONY NEWLEY SINGS THE SONGS FROM 'DOCTOR DOLITTLE'—RCA Victor LPM/LSP 3839

Anthony Newley, who appears in the film "Doctor Dolittle," sings the songs from the movie. "Talk To The Animals," "Something In Your Smile," "When I Look In Your Eyes," and "At The Crossroads," are among the tunes on the album. Newley performs with style and verve, and the LP should do exceedingly well saleswise.



I WANTED SOMEONE TO LOVE—Frankie Laine—ABC ABC/ABCS 608

Frankie Laine steps out smartly in a pop parade encompassing eleven tunes. The selections include the title song, "You Wanted Someone To Play With (I Wanted Someone To Love)," "The Real True Meaning Of Love," the artist's current chart single, "Laura, What's He Got That I Ain't Got," and "You, No One But You." The LP should be a real biggie.



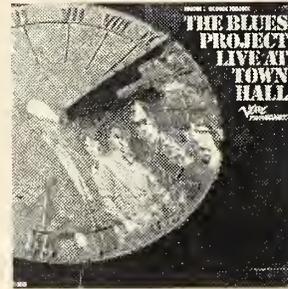
DING DONG! THE WITCH IS DEAD—Fifth Estate—Jubilee JGM/JGMS 8005

The Fifth Estate serves up an offering of twelve pop melodies which are likely to keep the listener in a happy frame of mind. The ditties include the group's recent chart hit, "Ding, Dong! The Witch Is Dead," which is the LP's title tune, "Kisses For Breakfast," "The Gooftin Song," and "Lost Generation." The disk should soon establish itself in chart terrain.



SOUL IN THE HORN—Al Hirt—RCA Victor LPM/LSP 3878

Trumpeter Al Hirt cooks up a melodic feast on this spirited LP. Included on the set are "Honey Pot," "Mess Around," "Love Ya' Baby," and "Sunday-Goin' To Meetin' Time." The artist plays with his characteristic zest and gusto, and the album should prove popular with a large listenership.



THE BLUES PROJECT LIVE AT TOWN HALL—Verve/Forecast FT/FTS 3025

The Blues Project, live at Town Hall, injects its explosive, exciting quality into a group of blues tunes. The album contains "(Electric) Flute Things," "I Can't Keep From Crying," "No Time Like The Right Time," and "Where There's Smoke, There's Fire." The package should generate enthusiasm amongst a great number of listeners.

POP BEST BETS

DOCTOR DOLITTLE—Bobby Darin—Atlantic (SD) 8154

Bobby Darin sings songs from the film "Doctor Dolittle." The artist gives the music and lyrics a fresh, original interpretation. Among the tunes are "At The Crossroads," "Something In Your Smile," "My Friend, The Doctor," and "Talk To The Animals." The album should become a favorite with fans of the movie and with Darin's followers.

the new golden hits of

THE PLATTERS

THE NEW GOLDEN HITS OF THE PLATTERS—Musicor MM 2141/MS 3141



THE NEW GOLDEN HITS OF THE PLATTERS—Musicor MM 2141/MS 3141

An album which spans the entire career of hits for the Platters. Included on the LP are hits of a decade and more ago, like "The Great Pretender" and "My Prayer," as well as the group's latest hits, "I Love You 1,000 Times," "With This Ring," and "Washed Ashore." Thus the set has both nostalgia and up-to-dateness which should insure the disk's success.



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POP BEST BETS



PETER MATZ BRINGS 'EM BACK—Project 3—5007

Long a noted entertainment figure for his work as arranger-conductor for many leading solo performers, Peter Matz steps out on his own in brilliant style with this delightful sampler of the great big band smashes of the past. Treating each selection with delicacy and vivaciousness, Matz should bring in a large following with his exquisite treatments as on "Frenesi," "String Of Pearls" and "Bye Bye Blues."



SILK AND SOUL—Nina Simone—RCA Victor LPM/LSP 3837

Nina Simone displays consummate artistry in a sampling of pop tunes. The songs include "It Be's That Way Sometime," "The Look Of Love," "I Wish I Knew How It Would Feel To Be Free," and "Turning Point." The artist sings with spirit and feeling, and the album should be amply rewarded in the marketplace.



THE JOHN GARY CARNEGIE HALL CONCERT—RCA Victor LOC/LSO 1139

John Gary is recorded live at Carnegie Hall on this tuneful album. Included on the package are "I'm Sitting On Top Of The World," "My Cup Runneth Over," "The Most Beautiful Girl In The World," and "The Shadow Of Your Smile." The artist gives a superb performance, and the LP should enthrall the chanter's followers.



MOVIE GRABBERS—Anthony & Imperials—Veep VP 13516/VPS 16516

Anthony and the Imperials render a selection of movie melodies calculated to catch the fancy of film-goers everywhere. The tunes include "You Only Live Twice," "The Shadow Of Your Smile," "A Man And A Woman," and "Born Free." The group delivers its customary stylish performance, and the album should see lots of sales action.



A HARD ROAD—John Mayall and the Bluesbreakers—London LL 3502/PS 502

John Mayall and the Bluesbreakers render fourteen blues tunes. The tracks include the title effort, "A Hard Road," "Another Kinda Love," "There's Always Work," and "Someday After Awhile (You'll Be Sorry)." The music is funky and hard-driving, and the set should gain the approval of listeners who appreciate good blues.



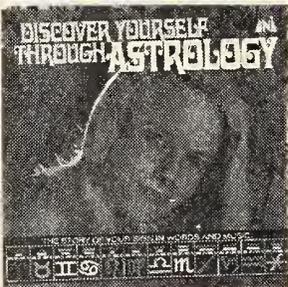
GODZ 2—ESP 1047

The Godz let loose with a stream of freaky, far out sounds on this experimental LP. Included on the set are "Radar Eyes," "Soon The Moon," "Travelin' Salesman," and "Permanent Green Light." The Godz produce some highly interesting effects on the disk, and the package should attract the attention of a wide audience.



'WESTERN WIND' & OTHER ENGLISH FOLK SONGS—Alfred Deller—Vanguard Everyman SRV 3005/73005

Counter-tenor Alfred Deller interprets nineteen English folk songs. He is accompanied by Desmond Dupre, guitar, and John Sothcott, recorder. Included on the package are "Western Wind," "All The Pretty Horses," "The Foggy, Foggy Dew," and "I Am A Poor Wayfaring Stranger." Folk song enthusiasts should take this fine recording to their hearts.



DISCOVER YOURSELF THROUGH ASTROLOGY—Uni 3011/73011

An album which describes the characteristics of the twelve basic signs of the Zodiac. The set is narrated and written by Roger Christian, and the music is arranged and composed by Richard Russell. Each of the signs are covered in great detail, and those interested in astrology should find the LP to their liking.

JAZZ PICKS



EXPRESSION—John Coltrane—Impulse (A) AS 9120

This is Coltrane's last recording session (Feb., 1967.) It's a beautiful set, titled "Expression" by the artist on the Friday before his death. In addition to Coltrane, the personnel includes: Alice Coltrane, Jimmy Garrison, Rashied Ali, and Pharoah Sanders. The four tracks are "Ogunde," "To Be," "Offering," and "Expression."



MR. JELLY LORD—Jelly Roll Morton—RCA Victor LPV-546

The jazz sound of the twenties is to many personified by Jelly Roll Morton, who is featured on this Vintage Series release. Bouncing and bluesing along on piano, many of the greats of the era are guested on several of the cuts. Johnny Dodds, Manzie Johnson, and George Mitchell are just a few. Billie Young vocalizes on "When They Get Lovin' They's Gone." Sixteen tracks are included.



ACTION ACTION ACTION—Jackie McLean—Blue Note 4218

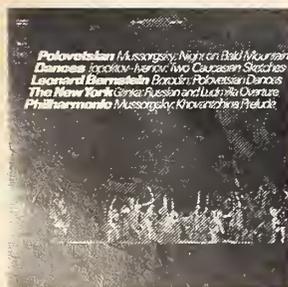
Taking off on a wild title session, Jackie McLean pours his majesty into a many-mooded sampling of talent. The other four tracks do not match the fervid pace of the opener. Blues is spotted on "Plight" and "Wrong Handle"; and the remainder move in mid-tempo mellow and half-swing bags. Saxist McLean is joined for the LP by Bobby Hutcherson (vibes) and three other fine accompanists.



THE TOTAL J. J. JOHNSON—RCA Victor LPM-3833/LSP-3833

Bright big band arrangements for twelve, thirteen and fourteen pieces set up a showcase spot for trombonist J. J. Johnson in his latest RCA Victor outing. Featuring nine tracks, each composed by Johnson, the LP stays in a mellow mood for the most part as with two excerpts from "Euro-Suite" and a soft blues "Space Walk." Losing none of his touch, Johnson's works wear well in a snappier tempo on "In Walked Horace."

CLASSICAL PICKS



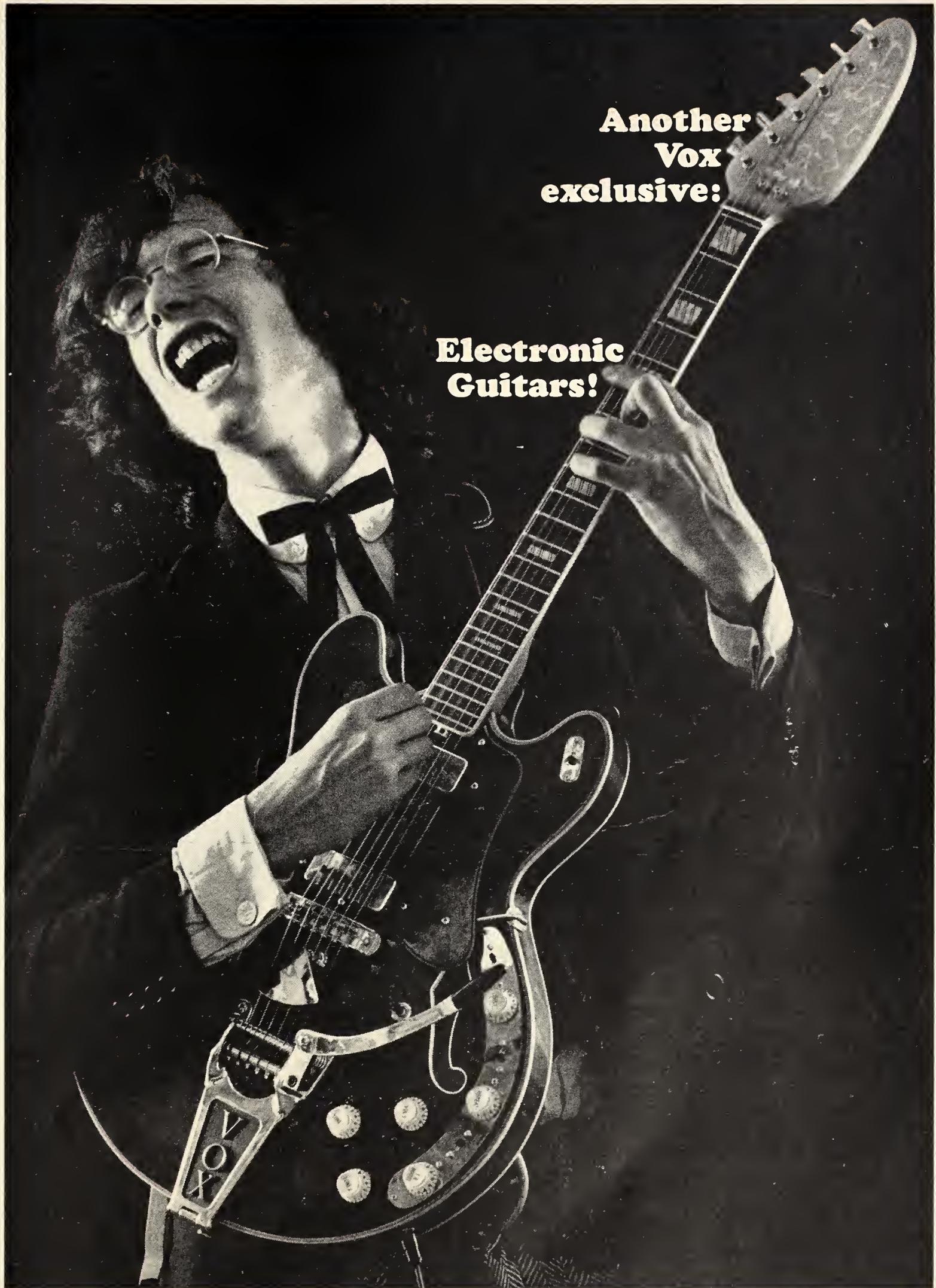
POLOVETSIAN DANCES, ETC.—Leonard Bernstein & New York Philharmonic—Columbia ML 6414/MS 7014

Among the most frequently recorded works in a classical catalog, Russian music and popular symphonies seems to stand up best. In this new release of the Polovetsian Dances by Borodin, the fiery vigor and melancholy of the music is superbly treated, as is the flavor of Glinka's "Russian and Ludmilla Overture" and two works by Mussorgsky. These handlings of the familiar material make the pressing a brilliant performance.



DEBUSSY/RAVEL: STRING QUARTETS—Quartetto Italiano—Philips PHS900-154

Parallels and divergences in the styles of Debussy and Ravel are admirably exhibited in this recording of the first string quartets of each composer. The nervous tension of both works blended in each case with a smooth surface sound is superbly handled by the Quartetto Italiano, now in its twenty-second year. Devotees of chamber music will find this excellent recording a fine addition to their disk libraries.



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Martino-Cavanaugh LP's Rushed With Cap Release

HOLLYWOOD—Two mid-month LP additions are being rushed for inclusion with Capitol's September issue.

Highlighted in the pop product releases unveiled Sept. 11 are Al Martino's "Mary in the Morning" featuring the chanter's recent hit single; and Dave Cavanaugh's "Hits on Hits" with instrumental stylings of recent and while-back songs.

Jubilee Releasing Five Comedy Albums

NEW YORK—Within the next two weeks, Jubilee Records will be releasing five new comedy albums on its Jay-Gee label. The LP's are: "The LBJ Menagerie," "Summer Session With Doug Clark," "Dick Walden's World Of Comedy," "Burlesque (With The Nuts Inside)," which was produced by Five Star Productions, and "Boy! Am I Glad We Joined The Indians," produced by Wyld Films Productions.

CRCI Names Moore To Executive Post

HOLLYWOOD—Capitol Record Club, Inc. has appointed Edward R. (Ray) Moore to the new position of administrator of management services. Club president Edward L. Nash announced that Moore will report directly to him on the Club's top management level and will have full authority and responsibility for data processing systems and programming, industrial engineering, and quality control.

Moore was previously director of business information and data processing for Science Research Associates in Chicago, a division of International Business Machines. He had also been associated with the Minneapolis Honeywell Computer Division in Chicago.

Ray Moore received his B.S. and studied for his M.B.A. in engineering and business economics at Illinois Institute of Technology. He has a certificate in design from the American Academy of Art and has taken various courses in natural and physical science at Memphis State University.

Vanguard Installs 8-Track Tape System

NEW YORK—Vanguard Records, which operates its own recording studio on 23rd St. in Manhattan, has enlarged its studio to encompass 8-track recording equipment. The change-over is part of Vanguard's "policy to utilize the most advanced engineering techniques available."

The 40 x 100 x 25 ft. studio was opened in Oct. 1966.

Fontana Rushes Master Purchase From Chicago

CHICAGO—Acquisition of a master currently in the r&b top ten in Chicago has been announced by Rory Bourke, national product manager for the Fontana label.

The tune, "Someday Baby" by Diane Cunningham, has already been rush-released into national distribution by Fontana.

Dealings for the acquisition of the master were concluded between Mercury executive vice president Irwin H. Steinberg and Kenny Wells, Clarence Johnson and Ed O'Kelly of Lock Record Productions. The disk was brought to Bourke's attention by Eddie Mascari, publishing chief for MRC.

King: 100% Dollar Exchange On Brown Hit

CINCINNATI—King Records distributors have been informed of a 100% dollar-wise exchange on the latest James Brown hit single, "Cold Sweat," a reversal of previous policy. According to Syd Nathan, president, it's a one-time deal on orders up to 50,000. Disk is number 10 on this week's Top 100.

ALBUM PLANS

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

ATLANTIC-ATCO

15% discount; 30-60-90 billing. Expires Sept. 30.

AUDIO FIDELITY

2 free with every 10 purchased on entire catalog with the exception of the First Component Series. No expiration date announced.

DUKE-PEACOCK

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

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.

JEWEL-PAULA

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

LITTLE DARLIN'

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

MONMOUTH-EVERGREEN

1 free album with every 10 purchased on entire catalog. No expiration date announced.

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

Discounts on new releases as well as entire catalog. SPM/SPS series are discounted 10%, all other classical albums discounted 20%. No expiration date announced.

PRESTIGE

15% discount on all LP product until further notice.

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 distribs. Expiration date not announced.

TAMLA-MOTOWN-GORDY

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

TOWER

10% discount on all albums. No expiration date announced.

Mantovani's 11th Yearly Tour Sparks Promo Drive

NEW YORK—London Records is in the midst of preparations for a giant promotion drive in connection with Mantovani's eleventh annual U.S. tour.

The maestro's entire catalog will be featured in the campaign to be touched off this month (25) with a concert at Abington, Pa. The personal appearance trip includes sixty shows running through December 3. Mantovani's ensemble represents the only major complement pop orchestra still doing one-nighters each year, and is the largest box-office attraction on the Columbia Concerts Management roster.

This year's Mantovani promotion will be one of the firm's biggest ever undertaken for a single artist, according to Herb Goldfarb, London's na-

tional sales and distribution manager. The drive incorporates special emphasis on the just-released LP, "Mantovani—Hollywood," in addition to a complete re-servicing for all good-music stations of the three most recent Mantovani albums.

The label has prepared a series of special newspaper mats for local dealer ads, as well as large 24 by 30 window blow-ups of Mantovani. The company is making available a limited supply of window pieces captioned "A Man For All Seasons," and dealers are being serviced with empty album covers. London's entire catalog of 40 Mantovani LP's will be promoted too through a back-page ad in the special souvenir program to be sold at all Mantovani concerts on the 1967 tour.



AROUND THE COUNTRY—These are views of the recent series of Mercury sales meetings held in Los Angeles, Chicago, and New York. Throughout the meetings, the firm unveiled its Sept. LP product, which consists of 39 new sets on the Mercury, Limelight, and Philips labels. Shown here (from the left and top to bottom) are: Alan Mink, Mercury product manager; Bert Johnson, Merrec's Boston promo manager; Walter Lee, Merrec's Boston Philips promo manager; Marty Goldrod, Merrec national promo director; Abe Clayet, vice president of branch administration; Ron Berniere, Newark sales manager; John Penney, Merrec Boston branch manager; and Frank Cama, manager of Merrec in New York. The next photo shows John Doumanian, Philips national promo director; with the Hello People; and Dave Chackler, promo manager at Merrec in Philadelphia. Irwin Steinberg, executive vice president of Mercury is shown addressing the meeting at the Executive House in Chicago as is Philips product manager, Lou Simon. Next shot shows Alan Mink and Charlie Fasch standing next to one of the Hello People. The Four Seasons are shown in the bottom photo.

'Kaiser Bill's Batman' Boasts 31 Disk Versions

NEW YORK—Ira Howard, Mills Music professional manager, pointed out that by the end of last week "I Was Kaiser Bill's Batman" had been recorded in 31 different versions in 11 different countries.

Whistling Jack Smith's Deram deck was the first to break through, becoming a hit in England and a top ten item in the U.S. Since then, it has hit in several other markets, and covers have been released in England,

Mercury Names Bill Jamison Promo Mgr. For Balto./Wash.

NEW YORK—Bill Jamison, a 37-year-old native of Baltimore, has been appointed Mercury's promotion manager for the Baltimore/Washington area, to work out of the Merrec branch in Hyattsville, Md. (mid-way between the two cities). Jamison has most recently been eastern R&B promotion manager for Capitol.

France, Germany, Italy, Japan, Norway, Portugal, Spain, Sweden and the United States.

Writer & Manager Pacted By Irving-Almo Pubberies

HOLLYWOOD—Chuck Kaye, general manager of Irving and Almo Music, last week announced the signing of Joe Sill as a professional manager for writers with the pubberies, and the pacting of a long-term recording and writing contract with Ruthanne Friedman.

Sill will participate in the development of new writers and the uncovering of talent in all fields of the recording industry. He was formerly with Feist and Miller, and was responsible for the recent signing of the Travel Agency with A&M Records.

Miss Friedman is noted for composing the number one seller "Windy" which hit the top spot performed by the Association.

National Policy Caucus Scheduled At NARAS Meet

HOLLYWOOD—A two-day discussion of national policy will highlight the annual trustees meetings of NARAS (National Academy of Recording Arts & Sciences) which began last week (4) and will continue on the 18th and 19th of September at the Beverly Hilton Hotel in LA.

Attending the meeting from the New York chapter will be: George Avakian, national president, Nessuhi Ertegun, David Hall, John Hammond, Father Norman O'Connor, Steve Sholes, national counsel, Richard B. Jablow and George T. Simon, executive director, New York chapter. The Chicago chapter will be represented by John Pate, Bill Traut and John Sippel, 2nd Vice President. Coming from Nashville will be Frank Jones, Owen Bradley, national secretary Bob McCluskey and Buddy Killen. The Los Angeles chapter will be represented by: Pete King, National 1st Vice-President, Lou Busch, Sid Feller, Dave Pell, Neely Plumb, F. M. Scott, national treasurer, Irving Townsend, president of the L. A. chapter, and Christine M. Farnon, west coast executive director.

Gil McKean Joins With Columbia Editorialists

NEW YORK—Gilbert McKean last week joined the editorial services department of Columbia Records as literary editor for pop album releases.

Announcement of the staff addition was made by Charles Burr, director of the editorial services branch.

McKean will be responsible to Burr for the writing and editing of liner notes for the label's popular releases.

Prior to accepting the position, McKean worked with J. Walter Thompson as broadcast copywriter, and carries experience in advertising, publishing and recording. He has written articles and columns for Saturday Review, Esquire and co-authored Rudy Vallee's autobiography, "My Time Is Your Time."



VIVE LA GYPT—Yul Brynner, makes his solo recording debut on a new Vanguard LP, "The Gypsy And I." The set will be officially launched Sept. 17th, commensurate with Brynner's Swiss-taped 10-min. appearance on the Ed Sullivan TV'er. The package was recorded in Vienna by Vanguard prexy, Seymour Solomon. Pictured here in the recording session are: Yul Brynner (left) and Aliosha, the gypsy.



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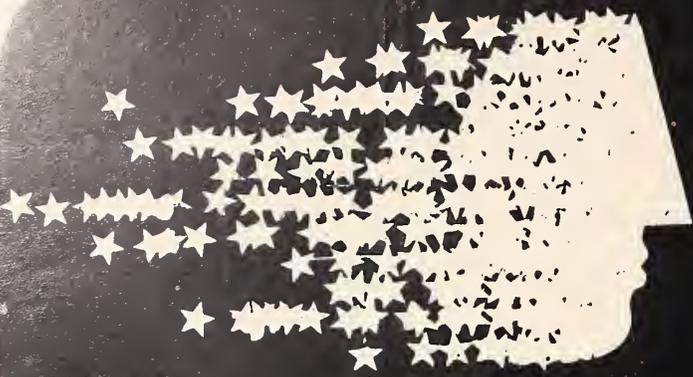
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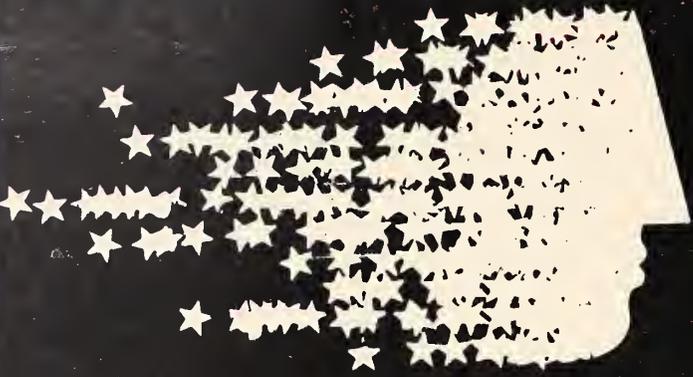




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TOP 100 Albums

SEPTEMBER 16, 1967

Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label
1		SGT. PEPPER'S LONELY HEARTS CLUB BAND <i>Beatles (Capitol T/TS 2653)</i>	Capitol	26		ODE TO BILLIE JOE <i>Bobby Gentry (Capitol T/ST 2830)</i>	Capitol	51		BEST OF THE LOVIN' SPOONFUL <i>(Kama Sutra KLP/KLPS 8056)</i>	Kama Sutra	76		DOUBLE TROUBLE <i>Elvis Presley (RCA Victor LPM/LSP 37871)</i>	RCA Victor
2		THE DOORS <i>(Elektra EKS 4007/EKS 74007)</i>	Elektra	27		HOLLIES' GREATEST HITS <i>(Imperial LP 9350/12350)</i>	Imperial	22		52 S.R.O. <i>Herb Alpert & The Tijuana Brass (A&M LP 119/SP 4119)</i>	A&M	39		77 OTIS REDDING LIVE IN EUROPE <i>(Volt (S) 216)</i>	Volt
3		FLOWERS <i>Rolling Stones (London LL 309/PS 509)</i>	London	28		SUPER HITS <i>Various Artists (Atlantic (SD) 501)</i>	Atlantic	31		53 LITTLE GAMES <i>Yardbirds (Epic LN 24313/BN 26313)</i>	Epic	44		78 STAX/VOLT REVIEW, VOL. 1 <i>Various Artists (Stax (S) 721)</i>	Stax
4		SURREALISTIC PILLOW <i>Jefferson Airplane (RCA LPM/LSP 3766)</i>	RCA	29		YOU ONLY LIVE TWICE <i>Original Soundtrack (United Artists UAL 4153/UAS 5155)</i>	United Artists	28		54 LISTEN <i>Ray Charles (ABC ABC/ABCS 595)</i>	ABC	55		79 GOING PLACES <i>Herb Alpert & Tijuana Brass (A&M LP 112/SP 4112)</i>	A&M
5		MONKEES HEADQUARTERS <i>(Colgems COM/COS 103)</i>	Colgems	30		BEST OF THE BEACH BOYS VOL. II <i>(Capitol T/DT 2706)</i>	Capitol	25		55 MAN OF LA MANCHA <i>Original Cast (Kapp KRL 4508/KRS 5505)</i>	Kapp	48		80 PROCOL HARUM <i>(Deram DE 16008/DES 18008)</i>	Deram
6		REACH OUT <i>4 Tops (Motown 660)</i>	Motown	31		HERE WHERE THERE IS LOVE <i>Dionne Warwick (Scepter M/S 555)</i>	Scepter	32		56 ABSOLUTELY FREE <i>Mothers of Invention (Verve V 5013/V 6-50131)</i>	Verve	47		81 BEST OF THE SEEKERS <i>(Capitol T/DT 2744)</i>	Capitol
7		GROOVIN' <i>Young Rascals (Atlantic SD 8148)</i>	Atlantic	32		REVOLUTION! <i>Paul Revere & Raiders (Columbia CL 2721/CS 9521)</i>	Columbia	42		57 EQUINOX <i>Sergio Mendes and Brasil 66 (A&M LP 122/SP 4122)</i>	A&M	59		82 WINDS OF CHANGE <i>Animals (MGM E/SE 4484)</i>	MGM
8		WITH A LOT O'SOUL <i>Temptations (Gordy 922)</i>	Gordy	33		WELCOME TO MY WORLD <i>Dean Martin (Reprise R/RS 6250)</i>	Reprise	41		58 THAT'S LOU <i>Lou Rawls (Capitol T/TS 2756)</i>	Capitol	72		83 RHAPSODIES FOR YOUNG LOVERS—VOL. II <i>Midnight String Quartet (Vive V 6008/36008)</i>	Vive
9		RELEASE ME <i>Engelbert Humperdinck (Parrot PA 61012/PAS 71012)</i>	Parrot	34		ARE YOU EXPERIENCED? <i>Jimmi Hendrix Experience (Reprise R/RS 6261)</i>	Reprise	36		59 COUNTRY, MY WAY <i>Nancy Sinatra (Reprise R/RS 6251)</i>	Reprise	65		84 THE LIVE KINKS <i>(Reprise R/RS 6260)</i>	Reprise
10		DR. ZHIVAGO <i>Soundtrack (MGM E/SE 6 ST)</i>	MGM	35		UP, UP, AND AWAY <i>5th Dimension (Soul City SCM-91000/SCS-92000)</i>	Soul City	27		60 MOBY GRAPE <i>(Columbia CL 2698/CS 9498)</i>	Columbia	46		85 TIME, TIME <i>Ed Ames (RCA Victor LPM/LSP 3834)</i>	RCA Victor
11		SOUNDS LIKE <i>Herb Alpert & Tijuana Brass (A&M LP 124/SP 4124)</i>	A&M	36		BOB DYLAN'S GREATEST HITS <i>(Columbia KCL 2663/KCS 9463)</i>	Columbia	26		61 COLLECTIONS <i>Young Rascals (Atlantic M/S 8134)</i>	Atlantic	49		86 MANTOVANI/HOLLYWOOD <i>(London LL 3516/PS 516)</i>	London
12		INSIGHT OUT <i>Association (Warner Bros. W/WS 1696)</i>	Warner Bros.	37		CLAUDINE <i>Claudine Longet (A&M LP 121/LPS 4121)</i>	A&M	37		62 WE CAN FLY/UP-UP AND AWAY <i>Johnny Mann Singers (Liberty LRP 3523/LST 7523)</i>	Liberty	64		87 WINDOWS OF THE WORLD <i>Dianne Warwick (Scepter M/S 563)</i>	Scepter
13		ALBUM 1700 <i>Peter, Paul & Mary (Warner Bros. W/WS 1700)</i>	Warner Bros.	38		HIP-HUG-HER <i>Booker T & MG's (Stax S-717)</i>	Stax	40		63 MAMAS & THE PAPAS DELIVER <i>(Dunhill D/S 50014)</i>	Dunhill	62		88 BIG SWING FACE <i>Buddy Rich (Pacific Jazz PJ 10117/ST 20117)</i>	Pacific Jazz
14		ARETHA ARRIVES <i>Aretha Franklin (Atlantic (SD) 8150)</i>	Atlantic	39		BEE GEES 1ST <i>(Atco (SD) 233)</i>	Atco	58		64 YARDBIRDS' GREATEST HITS <i>(Epic LN 24246/BN 26246)</i>	Epic	53		89 GOLDEN HITS <i>Roger Williams (Kapp KL-1530/KS 3530)</i>	Kapp
15		SOUND OF MUSIC <i>Soundtrack (RCA Victor LOCD/LSOD 2005)</i>	RCA Victor	40		NEW GOLD HITS <i>Four Seasons (Phillips PHM 200-243/PNS 600-234)</i>	Phillips	38		65 SPANKY & OUR GANG <i>(Mercury MG 21124/SR 61124)</i>	Mercury	70		90 TO SIR, WITH LOVE <i>Original Soundtrack (Fontana MGF 27569/SRF 67569)</i>	Fontana
16		A MAN AND A WOMAN <i>Soundtrack (United Artists UAL 4147/UAS 5147)</i>	United Artists	41		SILVER THROAT—BILL COSBY SINGS <i>Warner Bros. W/WS 1709)</i>	Warner Bros.	61		66 WHIPPED CREAM <i>Herb Alpert & Tijuana Brass (A&M LP 110/SP 4110)</i>	A&M	71		91 FUTURE <i>Seeds (GNP/Crescendo M/S 1028)</i>	GNP/Crescendo
17		REVENGE <i>Bill Cosby (Warner Bros. W/WS 1691)</i>	Warner Bros.	42		SOUND OF WILSON PICKETT <i>(Atlantic (SD) 8145)</i>	Atlantic	43		67 THIS IS MY SONG <i>Ray Conniff (Columbia CL 2676/CS 9476)</i>	Columbia	56		92 THE MONKEES <i>(Colgems COM/COS 101)</i>	Colgems
18		BORN FREE <i>Andy Williams (Columbia CL 2680/CS 9480)</i>	Columbia	43		JANIS IAN <i>(Verve Forecast FT/FTS 3017)</i>	Verve	29		68 GOLDEN GREATS BY THE VENTURES <i>(Liberty LRP 2053/LST 8053)</i>	Liberty	78		93 ARETHA FRANKLIN'S GREATEST HITS <i>(Columbia CL 2673/CS 9473)</i>	Columbia
19		BEST OF SONNY & CHER <i>(Atco M/S 219)</i>	Atco	44		THE WORLD WE KNEW <i>Frank Sinatra (Reprise F/FS 1022)</i>	Reprise	69		69 VANILLA FUDGE <i>Atco 33-224/SD 33-224)</i>	Atco	80		94 JUDY GARLAND AT HOME AT THE PALACE OPENING NIGHT <i>(ABC-ABC/ABCS 620)</i>	ABC-ABC
20		TEMPTATIONS GREATEST HITS <i>(Gordy GM/GS 919)</i>	Gordy	45		JOAN <i>Joan Baez (Vanguard VRS 9240/VSD 79240)</i>	Vanguard	51		70 SPRING! <i>Lettermen (Capitol T/TS 2711)</i>	Capitol	73		95 BIG BROTHER & THE HOLDING COMPANY <i>(Mainstream S6099/S 6099)</i>	Mainstream
21		PAUL REVERE & THE RAIDERS GREATEST HITS <i>(Columbia KCL 2662/KCS 9462)</i>	Columbia	46		MORE OF THE MONKEES <i>(Colgems COM/COS 102)</i>	Colgems	30		71 DADDY'S LITTLE GIRL <i>Al Martino (Capitol T/ST 2733)</i>	Capitol	70		96 TEMPTATIONS LIVE <i>(Gordy 921)</i>	Gordy
22		I NEVER LOVED A MAN <i>Aretha Franklin (Atlantic 8139/SD 8139)</i>	Atlantic	47		EVOLUTION <i>Hollies (Epic LN 24313/26313)</i>	Epic	35		72 LET'S LIVE FOR TODAY <i>Grass Roots (Dunhill D/DS 50020)</i>	Dunhill	79		97 REWIND <i>Johnny Rivers (Imperial LP 9341/LSP 12341)</i>	Imperial
23		THE BYRDS GREATEST HITS <i>(Columbia CL 2716/CS 9516)</i>	Columbia	48		THOROUGHLY MODERN MILLIE <i>Org. Soundtrack (Decca DL 1500/71500)</i>	Decca	52		73 FRESH CREAM <i>Cream (Atco. (SD) 206)</i>	Atco	75		98 MELLOW YELLOW <i>Odell Brown & The Organ-izers (Cadet LP/LPS 788)</i>	Cadet
24		FRANKIE VALLI SOLO <i>(Phillips PHM 200-247/PHS 600-247)</i>	Phillips	49		LUSH LIFE <i>Nancy Wilson (Capitol T/ST 2757)</i>	Capitol	54		74 RIGHTEOUS BROTHERS GREATEST HITS <i>(Verve V/V6 5020)</i>	Verve	77		99 THE WORLD WE KNEW <i>Bert Kaempfert (Decca DL/DL 74925)</i>	Decca
25		THESE ARE MY SONGS <i>Petula Clark (Warner Bros. W/WS 1698)</i>	Warner Bros.	50		ELECTRIC MUSIC FOR THE MIND & BODY <i>Country Joe & Fish (Vanguard VRS/VSD 9244)</i>	Vanguard	50		75 COLD SWEAT <i>James Brown (King 1020)</i>	King	81		100 THE EARTH <i>San Sebastian Strings (Warner Bros. W/WS 4704)</i>	Warner Bros.
101		IN THE HEAT OF THE NIGHT <i>Original Soundtrack (United Artists UAL 4160/UAS 5160)</i>	United Artists	110		MAGNIFICENT MEN LIVE <i>(Capitol T/ST 2775)</i>	Capitol	120		GENE PITNEY GOLDEN GREATS <i>(Musicor MM 2134/MS 3134)</i>	Musicor	131		HONEY AND WINE <i>Glenn Yarbrough (RCA Victor LPM/LSP 3860)</i>	RCA Victor
102		CANNED HEAT <i>(Liberty LRP 3526/LST 7526)</i>	Liberty	111		PAINT IT BLACK <i>Soulful Strings (Cadet LP/LPS 776)</i>	Cadet	121		THE MAMAS & THE PAPAS <i>(Dunhill D/DS50010)</i>	Dunhill	132		A MAN AND HIS SOUL <i>Ray Charles (ABC 590-X/S)</i>	ABC
103		HEADS UP <i>Baja Marimba Band (A&M LP 123/SP 4123)</i>	A&M	112		WONDERFULNESS <i>Bill Cosby (Warner Bros. W/WS 1634)</i>	Warner Bros.	122		WILD ANGELS Volume II <i>Original Soundtrack (Tower T/TS 5056)</i>	Tower	133		THE KENNEDY DREAM <i>Oliver Nelson (Impulse A/AS 9144)</i>	Impulse
104		BEST OF EDDY ARNOLD <i>(RCA Victor LPM/LSP 3565)</i>	RCA Victor	113		EVERY MOTHER'S SON <i>(MGM E/SE 4471)</i>	MGM	123		FREAKOUT <i>Mothers of Invention (Verve V/V6-50051)</i>	Verve	134		ENGLAND'S GREATEST HITS <i>Various Artists (Fontana MGF 27570/SRF 67570)</i>	Fontana
105		WHAT NOW MY LOVE <i>Herb Alpert & Tijuana Brass (A&M LP 114/SP 4114)</i>	A&M	114		MR. SPOCK'S MUSIC FROM OUTER SPACE <i>Leonard Nimoy (Dot DLP 3794/25794)</i>	Dot	124		THAT'S LIFE <i>Frank Sinatra (Reprise F/FS 1020)</i>	Reprise	135		GOOD TIMES <i>Original Soundtrack (Atco M/S 214)</i>	Atco
106		RALLY 'ROUND THE FLAGG <i>Fannie Flagg (RCA Victor LPM/LSP 3856)</i>	RCA Victor	115		ZODIAC COSMIC SOUNDS <i>Electra (EK 4009/EKS 74009)</i>	Electra	125		JOHNNY CASH'S GREATEST HITS <i>(Columbia CL 2678/CS 9478)</i>	Columbia	136		CASINO ROYALE <i>Original Soundtrack (Colgems COM/COS 5005)</i>	Colgems
107		SUPREMES SING RODGERS & HART <i>(Motown 659)</i>	Motown	116		BILL COSBY IS A VERY FUNNY FELLOW, RIGHT! <i>(Warner Bros. W 1518)</i>	Warner Bros.	126		FRANCIS ALBERT SINATRA & ANTONIO CARLOS JOBIM <i>Reprise (R/RS 1021)</i>	Reprise	137		KING AND QUEEN <i>Otis Redding & Carla Thomas (Stax (S) 716)</i>	Stax
108		LITTLE BIT O'SOUL <i>Music Explosion (Laurie M/S 2040)</i>	Laurie	117		FISTFUL OF DOLLARS <i>(Soundtrack RCA Victor LOC/LOS 1133)</i>	RCA Victor	127		A LATIN LOVE-IN <i>Tony Mottola (Project 3 PR 5010 SD)</i>	Project 3	138		GREATEST HITS FROM ENGLAND <i>Various Artists (Parrot PA 61010/PAS 71010)</i>	Parrot
109		I'LL TAKE CARE OF YOUR CARES <i>Frankie Laine (ABC ABC/ABCS 604)</i>	ABC	118		THE WILD ANGELS <i>(Soundtrack Tower T/ST 5043)</i>	Tower	128		SMASH SOUNDS <i>Various Artists (Atco M/S 850)</i>	Atco	139		TEST PATTERNS <i>Tommy Boyce & Bobby Hart (A&M SP-4126)</i>	A&M
				119		FIDDLER ON THE ROOF <i>Original Cast (RCA Victor LPM/LPS 3730)</i>	RCA Victor	129		HUGH MASEKELA'S LATEST <i>(UNI UNI 3010/73010)</i>	UNI	140		I LOVE YOU <i>(Dot DLP 3813/25813)</i>	Dot
								130		MAME <i>Original Cast (Columbia KOL 6600/KOS 3000)</i>	Columbia				

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.

ELEKTRA

Judy Collins	Judy Collins #3	EKL-243
Various Artists	The Blues Project	EKL-264
Tom Paxton	Ramblin' Boy	EKL-277
Judy Collins	The Judy Collins Concert	EKL-280
Phil Ochs	I Ain't Marching Any More	EKL-287
Tom Rush	Tom Rush	EKL-288
Butterfield Blues Band		EKL-294
Tom Paxton	Ain't That News	EKL-298
Judy Collins	Fifth Album	EKL-300
The Baroque Beatles		EKL-306
Book		EKL-308
Tom Rush	Take A Little Walk With Me	EKL-310
Phil Ochs	Phil Ochs In Concert	EKL-315
Butterfield Blues Band	East-West	EKL-317
Tom Paxton	Outward Bound	EKL-320
Judy Collins	In My Life	EKL-4001
Love	Love	EKL-4002
What's Shakin'	What's Shakin'	EKL-4005
Love	DeCapo	EKL-4007
The Doors	The Doors	EKL-4009
The Zodiac Cosmic		
Sounds		

EPIC

Dave Clark Five	Glad All Over	LN24093	BN26093
Bobby Vinton	Bobby Vinton's Greatest Hits	LN24098	BN26098
The Village Stompers	Washington Square	LN24078	BN26078
The Glenn Miller Orch.	Glenn Miller Time 1965	LN24133	BN26133
Roy Hamilton	Roy Hamilton's Greatest Hits	LN24009	BN26009
Godfrey Cambridge	Ready Or Not Here's Godfrey Cambridge	FLM13101	FLS15102
Godfrey Cambridge	Them Cotton Pickin' Days Is Over	FLM13102	BN26043
Buddy Greco	Buddy Greco's Greatest Hits	LN24043	BN26043
Debbie Drake	Feel Good! Look Great! Exercise Along		
	With Debbie Drake	LN24034	
Roy Hamilton	You'll Never Walk Alone	LN3294	BN632
Major Lance	Major's Greatest Hits	OKM12110	OKS14110
Yardbirds	Having A Rave Up	LN24177	BN26177
Dave Clark Five	I Like It Like That	LN24178	BN26178
Village Stompers	A Taste Of Honey	LN24180	BN26180
Dave Clark Five	Dave Clark Five's Greatest Hits	LN24185	BN26185
Jane Morgan	Jane Morgan In Gold	LU24190	BN26190
Dave Clark Five	Try Too Hard	LN24198	BN26198
Staple Singers	Why	LN24196	BN26196
Bobby Hackett/	Sweet Charity/Mame	FLM13107	FLS15107
Ronnie David			
David Houston	Almost Persuaded	LN24213	BN26213
Dave Clark Five	Satisfied With You	LN24212	BN26212
Jane Morgan	Fresh Flavor	LN24211	BN26211
The Yardbirds	Over Under Sideways Down	LN24219	BN26210
The Glenn Miller Orch.	Something New	LN24206	BN26206
Bobby Vinton	Live At The Copa	LN24203	BN26203
Nancy Ames	Latin Pulse	LN24189	BN26189
Bobby Vinton	More Of Bobby's Greatest Hits	LN24187	BN26187
Godfrey Cambridge	Godfrey Cambridge	FLM13108	FLS15108
	Toys With The World		
Bobby Hackett	A String Of Pearls	LN24174	BN26174
Dave Clark Five	More Greatest Hits	LN24221	BN26221
Donovan	Sunshine Superman	LN24217	BN26217
Donovan	Mellow Yellow	LN24239	BN26239
Yardbirds	Greatest Hits	LN24246	
Bobby Vinton	Bobby Vinton's Newest Hits	LN24245	
David Houston	(Loser's Cathedral)	LN24303	
Dave Clark	Five By Five	LN24236	
Tremeloes	Here Comes My Baby	LN24310/BN26310	
Original Soundtrack	El Dorado (Nelson Riddle)	FLM13114/FLS15114	
Robert Cameron	For The First Time	LN24302/BN26302	
Don & The Goodtimes	So Good	LN24311/BN26311	
Dave Clark Five	You Got What It Takes	LN24312/BN26312	
Yardbirds	Little Games	LN24313/BN26313	
Hollies	Evolution	LN24315/BN26315	
Little Richard	Greatest Hits	OKM12121/OKS14121	
Roy Hamilton	Greatest Hits—Volume 2	LN24316/BN26316	
Lester Lanin	Cole Porter's Greatest Hits	LN24317/BN26317	
Village Stompers	Greatest Hits	LN24318/BN26318	
Larry Williams	Greatest Hits	OKM12123/OKS14123	

ESP-DISK

Pearl's Before Swine "One Nation Underground"	Mono & Stereo	1054
Movement Soul	Mono	1056
Sun Ra: Vol #1	Mono & Stereo	1014
Sun Ra: Vol #2	Mono & Stereo	1017
Paul Bley Trio: Closer	Mono & Stereo	1021
Marion Brown Quartet	Mono & Stereo	1022
Spiritual Unity: Albert Ayler	Mono & Stereo	1002
Bells: Albert Ayler Town Hall	Mono & Stereo	1010
New York Eye & Ear Control	Mono & Stereo	1016
Spirits Rejoice: Albert Ayler	Mono & Stereo	1020
Godz 2	Compatible Stereo	1047
Fugs First Album	Mono & Stereo	1018
The Fugs Second Album	Mono & Stereo	1028

EVEREST

Chas. Christian, Dizzy Gillespie, Thelonius Monk	Jazz Immortals	5233	1233
Copland	3rd Symphony—Copland/London Symphony	6018	3018
Brahms	Symphony #3—Stokowski/Houston Symphony Orch.	6030	3030
Grand Canyon Suite	Grofe/Rochester Philharmonic	6044	3044
Respighi	Pines of Rome—Fountains of Rome—Sargent/London Symphony Orch.	6051	3051
Beethoven	9 Symphonies—Josef Krips/London Symphony	6065/8	3065/8
Gershwin	Rhapsody, American in Paris—Sanroma—Steinberg, Pittsburgh	6067	3067
Beethoven	Sonatas 30 & 31—Ernst von Dohnanyi	6109	3109
Max Goberman	John Gay's The Beggar's Opera	6127/2	3127/2
Claudio Arrau, Wilhelm Backhaus, W. Kempff, Alexander Brailowsky, Robert Casadesu, Bryon Janis	International Piano Festival	6128/2	3128/2
Gregg Smith Singers	An American Triptych	6129	3129
Mario Escudero	Classic Flamenco Guitar	6131	3131
John Cage—David Tudor.	Variation IV	6132	3132
Gustav Holst	A Choral Fantasia/Psalm 86	6136	3136
Nicanor Zabalenta	5 Centuries of the Harp (Special 5 record set in conjunction with Zabaleta's tour of U.S.)	6144	3144
New York Pro Musica	An Anthology-Noah Greenburg conducting	6145/7	3145/7

EXCELLO

Lazy Lester	True Blues	8006
Slim Harpo	Baby Scratch My Back	8005
Lightnin' Slim	Bell Ringer	8004
Slim Harpo	Rainin' In My Heart	8003
Various Artists	Tunes To Be Remembered	8001
Lightnin' Slim	Rooster Blues	8000



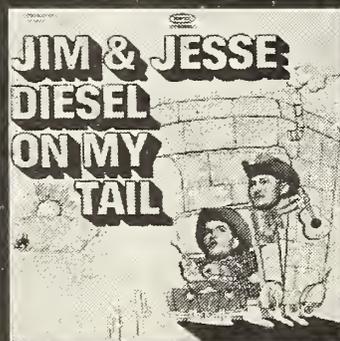
TOTAL LOCATION INVENTORY



TOWN & COUNTRY



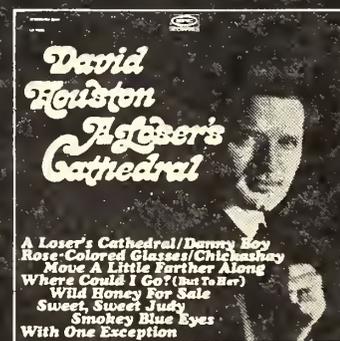
LN 24325/BN 26325*



LN 24314/BN 26314*



LN 24305/BN 26305*



LN 24303/BN 26303*

*Stereo



ROMAN HONEYMOON—Tony Hatch was recently married to Jackie Trent. They were honeymooning in Rome when this photo was taken. Shown here (from left to right) are: Al Martino, Mario Cantini (publisher of RCA in Italy); Jackie Trent (Mrs. Hatch); Tony Hatch; and Ivan Mogull.

Lucas & Rich Reunited But In New Perspective

NEW YORK—Having scored with composing and producing commercials, David Lucas is putting the tune to his "seven minute Pall Mall" ad up for the pop market. Rearranged for a sixteen piece orchestra, "Take Seven" is slated for release under the World Pacific banner in a reading by the Buddy Rich band. The session marks a reunion for Lucas and Rich, since the producer worked as band boy with the Rich ensemble six years ago. Lucas presented his material to the leader-drummer during a recent Atlantic City Steel Pier engagement in order to proof and correct the arrangements. Rich added the song to his repertoire and will record "Take Seven" shortly. He also commissioned Luca to write

Denny Cordell In N.Y.

NEW YORK—Hot British record producer Denny Cordell paused a few days in New York enroute to vacation in Rio with his wife, Mia. He discussed future plans of Procol Harum with TRO, worldwide publishers of the Harum's international big one, "A Whiter Shade of Pale."

Cutlass Expands

NEW YORK — Pete Lengsfelder's young R&B-oriented firm, Cutlass Productions, recently completed negotiating exclusive deals with arranger Larry Lucie, long-time guitarist with Louis Armstrong and Cozy Cole, and two R&B groups, the Speed Limit and the Dynamites.

the greater portion of his band's charts for the group's forthcoming overseas tour.

Kiley & Uggams To Star In Musical Version Of Shaw's 'Cleopatra'

NEW YORK—Richard Kiley and Leslie Uggams will star in Ervin Drake's musical version of G. B. Shaw's "Caesar and Cleopatra," which will premiere on Broadway during 1968-69. Joseph Cates and Henry Fownes will be the producers of the new musical which will be directed by Michael Benthall, the English director. No cast LP outlet was announced.

Kiley is currently starring in "Man Of La Mancha" in San Francisco, repeating his off-Broadway triumph, and Uggams, who is the "find" of the season this year, is starring in "Hallelujah, Baby!" on Broadway. "Her First Roman," the musical's title, will be the next Broadway show for these two stars.

Drake wrote the music and lyrics for "What Makes Sammy Run?" in addition to the recent song hit "It Was A Very Good Year." His other song hits include "I Believe," "Tico, Tico," and "Al Di La" among many others.

"Her First Roman" is the third Broadway musical show to be adapted from a play by George Bernard Shaw. The others are "The Chocolate Soldier" and "My Fair Lady." NBC-TV will telecast this season a Richard Rodgers adaptation of Shaw's "Androcles & the Lion."

Binder-Winters-Howe Offer 'Total' Production Concept

LOS ANGELES—Total Enterprises has been formed by the combination of indie production units from the record and tv-motion picture films fields, thus offering a multi-pronged production outfit. Involved in the union were the Steve Binder and David Winters Binwin Productions and Bones Howe's B.H. Productions. The merger of Binwin and B.H. Productions represents more than 10 million dollars in assets and combined budgets for current projects and the amalgamation of creative and executive personnel, film and television properties, record and music companies.

Total's current commitments include projects in the tv, motion picture and recording fields, with deals in the works with a video tape, "The In Crowd," underway for Screen Gems, "The Nitty Gritty Comedy Hour"; a tv special "Hallelujah Leslie" with Leslie Uggams; "The Last Traitor" and "The Midnight Ride."

In the music category, a new Association LP for Warner Brothers, and non-exclusive commitments with artists at Decca, Dunhill, White Whale and Atlantic Records have also been agreed upon.

Plans Near Completion For Parkinson Dinner

NEW YORK—A committee under the chairmanship of Dave Kapp, president of Kapp Records, has reportedly firmed plans for the September 24 American Parkinson Disease Association dinner honoring William B. Williams.

The affair, to be held at the New York Hilton, will be highlighted by the presentation of the first Ed Wynn Humanitarian Award to Williams for his outstanding service to philanthropic and humanitarian causes. Proceeds from the dinner will be used in a fund to establish the Ed Wynn Rehabilitation Center in New York City.

It was the late Ed Wynn who first gave impetus to the American Parkinson Disease Association as its co-founder and national chairman.

The planning committee, which intends to make this event one of the standout charity affairs of this year, includes Kapp, Cash Box president George Albert; Bob Austin, Record World publisher; Hal Cook, publisher of Billboard; Columbia Records' Bill Gallagher; Harvey Glascock of WNEW; composer Harold Arlen; Benny Goodman; Herb Goldfarb of London Records; Metromedia's John Sullivan; ABC Records' Larry Newton; Tony Valando of Sunbeam Music and former District Attorney Burton Turkus.

Bob Mersey Writes Broadway Musical

NEW YORK — "Stick Your Neck Out," a new musical comedy by Jerome J. Schwartz based on the novel by Mordecai Richler, will premiere on Broadway next April. Production is scheduled for January with a pre-Broadway out-of-town tour. Bob Hilliard has written the lyrics and Columbia Records' Robert Mersey the music. The \$550,000 musical will be directed by Jerome Kilty and it will be presented by Stephen W. Sharmat.

The musical story is about a visiting Eskimo's view of the big city life of today. Richler is a leading Canadian satirist, novelist and movie screen writer. His movies are "Life At the Top," starring Lawrence Harvey, and a new film starring Alec Guinness soon to be released. Simon and Schuster will soon publish his new novel "Cocksure." "Stick Your Neck Out" is the first Broadway musical book for Jerome J. Schwartz.

Composer Mersey, director of the pop A&R at Columbia, has recorded many name performers. Bob Hilliard did the lyrics for the musicals "Angel In The Wings," the Walt Disney production of "Alice In Wonderland," and "Hazel Flagg" which had music by Julie Styne. His solo songs include "In the Wee Small Hours," "Dear Hearts & Gentle People" & "Coffee In Brazil."

Jerome Kilty is a director of the American Conservatory Theatre in San Francisco, and staged "Antigone" this summer at Stratford, Conn. He is best known for his staging of "Dear Liar," which he also wrote.

Stephen W. Sharmat last produced "Les Ballets Africains" on Broadway and on tour, and previously presented the "Follies Bergere."

Tatu Body Decals In KS/Buddah Expansion

NEW YORK—The Tatu line of temporary body decorations applied with water has been introduced by Kama Sutra Productions through the firm's Buddah Records, distributors to retail record outlets. Artie Ripp, president of Kama Sutra, pointed out that the distribution of the Tatu's is part of the outfit's diversification program. Actual administrative and sales programs are to be handled by Art Kass and by Neil Bogart and his staff.

Introduced to the United States at the Monterey Pop Festival, the Tatu's were developed by the Societe Demain in Paris, and sell at a suggested list price of \$1.50 per package of 13 Tatu's.



Ripp said: "Our success as record, independent production, and music publishing firms has given us the impetus and the opportunity to branch out in other businesses, using our knowledge of record industry merchandising and marketing. Our distribution of Tatu packages through record servicers and retail outlets puts the product directly in front of its primary audience—the record-conscious teenager."

Hubby Helps Out

NEW YORK—Claudine Longet sings with someone special on her latest A&M single, "Small Talk." One doesn't have to listen too hard to hear an unbilled performer and—you guessed it—conclude it's none other than her husband, Andy Williams.

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Jazz Repertory Orchestra To Premiere In New York

NEW YORK—After three years in the workshop stage, the New York Jazz Repertory Orchestra, the first of its kind in the world, will present its inaugural concert at Town Hall this month (28).

Organized in a manner akin to symphony orchestras, the ensemble will perform from the repertoire of the outstanding jazz composers and orchestras, commissioning and premiering new work, and encouraging new contemporary writers.

Sponsors and patrons are being lined up by members of the advisory board of the New York Jazz Repertory Orchestra. The organization, however, expects to become self-sustaining eventually. Members of the advisory board include: Bill Byers, Hal Cook, Harry "Sweets" Edison, John Hammond, Joe Harnell, Phil McLean, Phil Ramone and Artie Shaw.

The orchestra is headed by arranger-composer Ronnie Roullier and other members of the organization include orchestra members Joe Benjamin, Ed Shaughnessy, Tony Studd, Jim Maxwell, Burt Collin, Wayne Andre, Danny Bank, Tommy Newsom and others in the jazz field.

A regular concert program is being planned featuring guest soloists and conductors using works from leading figures in jazz from the big band and contemporary periods.

Currently underway also is a research program seeking seldom used early works of former and still active big bands.

Once the New York Jazz Repertory Orchestra is established, Roullier noted, many cities will want to have a similar type of orchestra. "Surely any city now capable of supporting a 75-piece symphony orchestra in the European tradition, could sustain a 20-piece jazz repertory group and start an American tradition," he said.

Tommy Bee Exits Lance

ALBUQUERQUE—Tommy Bee, former v.p. of Lance Music Enterprises here in the Duke City has resigned his position to go into independent record production. While with Lance, Bee was instrumental for the success of the label through his promotional efforts. Bee will now head his own Tommy Bee Productions assisted by Neil Murray who will act as A&R director. Murray is a young R&B deejay for KBNM-FM-Albuquerque. In addition to seeking new talent, Tommy Bee Productions is also looking for new writers.

Spinit Inks Linard

GALVESTON—Spinit Records has signed singer-writer Sid Linard to a long term contract. Linard's first Spinit outing, "Pearl" b/w "What Kind Of Man Am I," has already been released.

Producer and A&R director of the recording session was Henry Strzelecki, long time Nashville musician and writer, and bass player for the Chet Atkins, Boots Randolph, and Floyd Cramer groups.

Sid Linard is from Birmingham, where he is a daily featured performer on the Country Boy Eddie TV show.



WEDDED BLISS — Chuck Kaye, manager of A&M's Almo/Irving pubbery, was married Aug. 26 to actress Kay Farrington in North Hollywood's Little Brown Church of the Valley. The couple will honeymoon in the Virgin Islands and then make their home in Studio City. Shown here (from the left) are: Mrs. Chuck Kaye; Mrs. Lester Sill, mother of the groom; Chuck Kaye; and Lester Sill, the groom's stepfather.

Parker Joins London In Southeast Promo

NEW YORK—Wendell Parker has been named by London Records as its promotion man for the southeastern United States, according to Walt Maguire, national singles sales and A & R manager for the company and its affiliated lines.

Parker, who has been associated in the past with National Recording Corporation of Decatur, Georgia, and with Comstock Distributors of Atlanta, will work out of his home city of Atlanta, focusing particularly on Alabama, the Carolinas, Florida, Georgia, Nashville, and New Orleans. He will be involved with promotion of product on London and its entire family of owned and affiliated labels.

Montserrat Caballe Arrives To Open Met Opera Season

NEW YORK—Spanish soprano Montserrat Caballe arrived in New York from Rome last week to commence rehearsals for opening night of the Metropolitan Opera season (18) at which time she will offer her first New York portrayal of Violetta in Verdi's "La Traviata."

In Rome, Miss Caballe recorded the opera for RCA Victor and it is being rushed into release to coincide with Mis Caballe's Metropolitan Opera performances.

"Due to the great interest by the public in Miss Caballe's opening the Met season, we have rushed 'La Traviata' to completion with unprecedented speed," said Roger Hall, manager of Red Seal Artists and Repertoire. "Ordinarily, we record operas one summer for release the following year. In this case, producer Richard Mohr edited the tapes in Rome's RCA Italiana studios. The edited tapes were flown to the U.S., and the albums are already in record stores," Hall continued.

In the cast of the RCA Victor recording with Miss Caballe are tenor Carlo Bergonzi, baritone Sherrill Milnes and mezzo-soprano Dorothy Krebill. The recording is conducted by Georges Pretre.

Miss Caballe is the second consecutive RCA Victor soprano to open the season at the new Metropolitan Opera House. Last year, for the inaugural season, Leontyne Price starred in Samuel Barber's new opera, "Antony and Cleopatra."

Shelby Singleton Buys Two Masters

NEW YORK—Shelby Singleton has dipped into the emerging production centers of the deep South to purchase two currently hot masters for distribution on his SSS International label.

The first, "Dancing To The Beat," is seeing action in Jacksonville, Florida. Produced locally by Ar-Bee Productions, it features Mouse and the Boys with Brass. Singleton is issuing the record nationally in anticipation that it will meet response similar to the Jacksonville reception given it by area deejays and dealers.

Singleton's other master purchase, an R&B disk by Oscar Irving, was bought from Macon, Georgia producer Bobby Smith. He reports that the record has sold well in that area and could easily develop into a national best-seller. The record is titled, "If It's Not One Thing, It's Another." Smith is the one-time manager of Otis Redding, Wayne Cochran and other R&B artists and was formerly associated with Macon Recording Studios. A strong R&B chart contender on the SSS International label, "Shout Bamalama," also was produced in Macon by Smith for Singleton.

Stontry Opens East-West Publishing Office Arms

HOLLYWOOD—Stontry Publishing Company has announced the simultaneous openings of East and West Coast offices, according to Dennis Bond, president of the newly formed company. West Coast offices of Stontry will be located at 2144 Cahuenga Boulevard in Hollywood.

Bond, manager for the Stone Country, which recently signed a six year recording contract with RCA Victor, has named Ed Douglas as vice-president in charge of the talent and promotional departments of the pubbery and Stontry, Inc.

According to Bond, Stontry will devote the next 18 months exclusively to pursuing and signing new talent in the country-rock, pop, and country-western fields.

He at the same time named Guy McElwaine & Associates as public relations representative for Stontry and the talent contracted to the company.

Philco-Ford

(Continued from page 7)

owned by the company) will bear the brunt of marketing the new products, but some indie record distributors were not ruled out. Rack-jobbers, it is hoped, will also play a key role in handling of the "mini" disks and phonos.

Sales Staff

The Hip Pocket line has named a group of record industry men to handle the sales end of disk product only. They are Don Bohanan, supervisor, Gary Stites (Miami), Ric Frio (Los Angeles), Don Cerjanes (Chicago) and Peter Voss (Philadelphia). In addition, other field reps are being named.

The Phono/Radios

The new hardware product tied-in with the new disks include Model 1376, a radio/phono listing at \$24.95 (an AC adapter is available at \$4.95); a second radio/phono single-play model listing at \$24.95; and two others with phono only at \$19.95. They are manufactured in Japan.

\$1 Million In Promo, Ads

Philco-Ford will spend about \$1 million in promo and ad expenditures over the next year on the new products. Ads will be placed in leading youth-oriented publications. In addition, in-store displays will invite the consumer to buy a phono and receive 10 free copies of Hip Pocket disks.

Representing Philco-Ford at the New York and Lancaster unveilings were Armin E. Allen, vp and general manager of the consumer electronics division and Vince Novak, new products planning manager.

Philco, celebrating its 75th anniversary, expects to reach an annual sales volume of \$1 billion by 1970. The company has been marketing radios and radio/phonos since 1928.



Around ASCAP

The Merry-Go-Rounds, a west-coast group, visit ASCAP. Shown here are (from the left): Joe Larson; Michael Rice; Stanley Adams, ASCAP prexy; Gary Kato, who has just applied for ASCAP membership; and Emmitt Rhodes, already an ASCAP member.

Folkways/Scholastic Features Modern Poetry

NEW YORK — Folkways/Scholastic Records, under the editorship of Professor Stephen Dunning of the University of Michigan, has inaugurated a new series of recordings presenting contemporary poets reading their own verse. Volume I of the series, "Today's Poets," contains the work of four contemporary poets. Included are 41 poems read by Donald Hall, Louis Simpson, Joseph Langland, and Robert Francis. Accompanying the album is a booklet containing the full texts of all the poems. Also included are retailed biographies and bibliographies.

The style of "Today's Poets" is the style of modern speech. It is conversational, direct, and unadorned. Its themes are today's themes: war and peace, youth, the testament of living. "Too seldom, when we hear a poem read aloud, can we take it in simultaneously with the eyes," says Dr. Dunning. "This record, and others in the 'Today's Poets' series, lets us do just that. Here we can read and hear a poem in all its fullness. Here are both the written word and the voice of the poet."

"Today's Poets: Volume I" is the first in a broad program. Among the poets who will be heard on forthcoming albums are: Robert Creeley, Gary Snyder, Denise Levertov, Galway Kinnell, William Stafford, David Wagoner, May Swenson, Josephine Miles, Philip Booth, and Robert Bly.

Smith Set For LA Opening

NEW YORK—Jazz artist O. C. Smith is slated for an appearance with the Gerald Wilson Orchestra at Shelly's Manne Hole in Los Angeles to begin Sept. 12.

Smith, represented on Columbia with "The Season," and a new LP "The Dynamic O. C. Smith," is also due to appear on the Johnny Carson Tonight Show later in the month.

NARM Mid-Year Meet

(Continued from page 7)
a slide presentation, tape sales—involving pre-recorded tapes of all stripes—amounted to 10% of record industry volume. He estimated tape sales for 1967 as running between \$75-100 million. Jim Levitas broke down sales of the tape cartridge playback units in the following manner: 1.6 million units (all types) are installed in autos; there are about 150,000 8-track units in autos, about 50,000 8-track units are in use in homes. Stanley Jaffe declared that a direct relationship existed between a successful record and the success of its cartridge counterpart. He called for companies to avoid a flood of product and blueprint releases on the basis of a history of disk acceptance of a particular item.

Jack Goldbart, reiterating a general call for standardization of configurations, claimed that 90% of cartridge sales went through music stores, used car dealers and gas stations. The remaining 10%, he added, were obtained through new car dealers and appliance stores. He largely discounted the problems of serve-yourself pilferage, citing the paperback business as an example of a small product that has a small rate of pilferage. He also took issue with the crowding of and often sparse information printed on cartridges.



THE WINNER—Final winners in Dot's "All Star Sales Contest" have been announced. The contest, which ran for three months, was actually two contests running simultaneously . . . one for Dot's indie distributors, and one for their solely owned Dot branches. Equal prizes were awarded. Grand prize winners were Jack Silverstein of Dot's own L. A. branch, and Robert Perloff, of Philadelphia's Dot Universal Distributors. As grand prize winners, both Silverstein and Perloff were offered their choice of either the merchandise or the grand prize of an all expense-paid Hawaiian holiday for two (eight days), plus a weekend in Hollywood at the Century Plaza Hotel, plus an additional \$500. in cash. Prize points were also awarded to other top salesmen in both branches and independent distributors on the basis of their sales performance during the contest period. Shown here (from the left) are: Lou Verzola, Dot's Los Angeles branch manager; Jack Silverstein; and George Cooper, vice president and national sales manager.

Roulette Shipping Four-Page Newsletter

NEW YORK—As part of the increased pace of the label's promotion and publicity activities, Morris Levy, President of Roulette Records, has announced that the diskery is currently shipping 5,000 copies of the first (August) edition of its new, four-page, color and pictorial, monthly Newsletter.

The Newsletter is being sent to radio and television stations, newspapers, magazines, rack jobbers, retailers, trade publications, fan press, syndicated columnists, distributors, one-stop operators and Roulette's foreign affiliates.

The August issue features news of Roulette artists in a front page column titled "The Emmis." Dinah Washington is featured in "Artist: Biography of the Month." "Swingin' Singles" and "Action Albums" detail the hottest new releases and "Feature of the Month" on the back page will be a flexible column on the newest specialty from Roulette. This month it highlights jazzman Sonny Stitt and his Varitone.

Levy stressed the public relations value of the Newsletter for radio stations, adding that deejays could write

Carter Stars On Liberty Banner Anthem Servicer

LOS ANGELES—Liberty Records is making available a Mel Carter recording of "The Star Spangled Banner." Carter's performance of the national anthem was produced by the label as a public service and will not be distributed commercially. The pressing was made because of a number of requests, primarily from radio and television stations throughout the nation.

Initial pressings will be shipped to radio-TV stations, ball parks, theatres and recreation centers. Requests for complimentary copies should be made on company letterheads, addressed to Dorni Ganim at Liberty Records.

to Roulette for copies of albums at \$1.00 each from the Roulette catalog and on the retail level with features that speak directly to the dealer and consumer.

Levy, describing the Newsletter as part of Roulette's "New Look," said, "It'll be a handy way of keeping up to date on what we're doing at Roulette. We have some of the most exciting artists and one of the best catalogs in the business. The Newsletter covers all fields—rock, pop, jazz, comedy and Latin. It's pleasant to read and easy to digest. We think it will be very valuable to us and very popular with readers."



At The Summit

Big meeting in Calif. as (left to right) UA's Spencer Davis confabs with UA's west coast top-per, Norman Weiser; Harvey Geller of Cash Box; and Murray Deutch, executive vice president of the United Artists Music Companies.

D'Lisa Music In NY Debut

NEW YORK—David Lucas, well-known composer-producer in the commercial field (Pall Mall Seven Minute Cigarette, Yardley "Slicker," etc.) has initiated a new concept with D'Lisa Music, a BMI affiliate, at 7 West 46th Street in New York City. He has tapped vet composer Roy Jordan to run the firm.

D'Lisa Music has been formed specifically to fill the gap that currently exists between today's young writers and the established publishing houses and to encourage and communicate with this generation of songwriters. Until recently most commercial songs were written by a professional songwriter or writers who set out to write a specific type of song and wrote it. Today's music, on the other hand, is being created by groups of young people spontaneously relating to and communicating with one another. They must respond to each other on a personal as well as a professional basis in order to create together. As a means of communicating with and stimulating these young writers, D'Lisa Music has created a Concept Development Workshop Laboratory, which will be located at the firm's New York Headquarters, and will provide an atmosphere and facilities for young writers in groups of two to six to create and to test and develop new concepts in words and music. The physical appearance of the laboratory will in no way resemble the small songwriters room so familiar to those who are acquainted with established publishers. In addition, these young people will have the advantage of having experienced composers Roy Jordan and David Lucas available to act as music and lyric catalysts when necessary. Lucas and Jordan believe that this new type of set up will provide a model for new publishing firms and for reorganization of established firms who are seeking to communicate with the new generation of writers. D'Lisa has already acquired copyrights from Lucas and Jordan as well as from Mike Abene, George Grant and Hank Hoffman. (The firm is also the publisher of the score from "Two," the featurette currently playing with "Luv" in New York City.)

Court Awards \$1050 To ASCAP Publishers

NEW YORK—After trial in the Pennsylvania Federal Court, two publisher members of the American Society of Composers, Authors and Publishers—Shapiro, Bernstein & Co., Inc. and Remick Music Corporation—were awarded judgment for \$750 against Three Ponds Restaurant, Inc., Elysburg, Pennsylvania, in a copyright infringement action for unauthorized performance of three musical compositions. Judge Frederick V. Follmer, of the United States District Court for the Middle District of Pennsylvania, also awarded court costs and attorneys' fees in the amount of \$300. Charles H. Welles of Scranton, Pennsylvania, represented the plaintiffs.

The songs involved in the suit are "Side By Side" by Harry Woods, published by Shapiro, Bernstein & Co., Inc., "Sweet Georgia Brown" by Ben Bernie, Kenneth Casey and Maceo Pinkard, and "Bye Bye Blackbird" by Mort Dixon and Ray Henderson, both published by Remick Music Corporation.

In addition to the monetary award, Judge Follmer issued an injunction restraining the defendant from further performances of the songs.

Hubert Humphrey Pens Stax/Volt LP Liner

NEW YORK—Vice President Hubert Humphrey has written the liner notes for the 1967 "Stay In School" campaign LP, which has been especially prepared by the Stax/Volt diskery. Spotlighting Otis Redding, Carla Thomas, Sam & Dave, Booker T and the MG's, William Bell, the Mar-Keys, and Rufus Thomas, the set was completely written, prepared and recorded as a public service by Stax/Volt artists, writers, and producers under the supervision of Al Bell, vp of the organization. A 4,000 copy mailing is underway to deejays and radio outlets throughout the country.

The set is designed to keep the teens in school and to encourage them to continue their education. Both heart to heart talks and previously unreleased musical performances are included on the set.

Shelby Singleton Shows Activity On 3 Fronts

NEW YORK—The three cornered hat now being worn by Shelby Singleton as producer, publisher and label owner is tilted back for action on the three fronts of his music industry involvement.

Verve/Forecast's noisemaker, "Let It All Hang Out" by the Hombres is a Shelby Singleton production, produced by Huey Meaux. The disk originally broke in Flint, Mich. The tune has been retitled "Let It Out."

Two albums have been produced by the firm for the Amy/Mala/Bell label combine. They are: "Guitar Stylings Of Those Nashville Cats" by the Tennessee Guitars; and "Psychedelic Piano Playground" by the Electric Piano Playground. An album also will be recorded by Sil Austin for MGM under Singleton's supervision.

Singleton's music publishing hat appears to be a brimful of activity. Heading the list is the current RCA waxing by Eddie Arnold of "Turn The World Around The Other Way."

Other pubbery activity includes Jay & the Americans' "We'll Meet In The Yellow Forest" on United Artists; "Easy As Pie" by Keith on Mercury; Bobby Scott's Columbia release, "We're Doing Fine"; Duane Dee's Capital etching of "Before The Next Teardrop Falls" and the Starday release by George Morgan of "Shiny Red Automobile."

Other label action, he mentioned, is coming from Dee Mullin's "War Baby." This disk, originally exposed to the pop market has suddenly shown spurts in the C&W markets and appears headed for hit status there. C&W activity is also present according to Singleton on releases by James O'Gwynn—"It's Not The Best Way To Live" and John Knight's "Forbidden Affair."

Following attendance at the recent NARA Convention in Atlanta, Singleton briefly returned to New York and left for a visit to his Nashville offices and a series of conferences there.

Jeromes On Promo Trip

NEW YORK—In order to plug three of their recent productions, Bill and Steve Jerome of Real Good Productions have left on a promotion trip through the midwest and west.

The records are "Just Another Face," by the Blades of Grass on Jubilee, "I Believe," by Reparata & the Delrons on Bell and "Same Old Fat Man," by the San Francisco Earthquakes on Smash.

Prior to leaving the Jeromes completed studio work on the new Blades of Grass album.

What's Monday Without



Charles Walker Killed In Motorcycle Accident

NASHVILLE — Charles "Smokey" Walker, president and general manager of WKDA-Radio here in Nashville, was killed at 5:50 pm on Labor Day, Sunday, September 3, when the motorcycle on which he was riding with his ten year old daughter, Michelle, went out of control, left the road and struck a tree. The accident took place on Lealand Lane, 474 ft. south of Tyne Blvd. Walker was pronounced dead of a broken neck and head injuries upon arrival at St. Thomas Hospital. His daughter escaped with only minor injuries.

Walker, who was 41 at the time of his death, had been with WKDA for about 18 years. He joined the station as an assistant engineer and then advanced to engineer, program director and director manager, and finally to the post of president and general manager in May of 1965.

Walker was married to the former Josephine Denning (known to the country music world as Jo Walker, executive director of the Country Music Association) in 1954. He was a member of the AIMS (Association of Independent Metropolitan Stations), a select group of radio executives; the Nashville Advertising Federation; the Sertoma Club; and the First Presbyterian Church of Nashville. He was always active in church work, and prior to joining the First Presbyterian Church, he was a member of the McKendree Methodist Church, where he served for many years on the board of stewards.

Funeral services for Walker were held at 10:00 am on Wednesday, September 6 at the First Presbyterian Church. He was buried in Woodlawn Memorial Park.

In addition to his wife and daughter, Walker is survived by his mother, Mrs. W.P. Clark Walker, and a sister, Mrs. Harold W. Fisher.

'Masters Festival' Underway

NASHVILLE—Chattanooga, Tenn.'s Memorial Auditorium was the kick-off site Sept. 1 for the '67-'68 version of the "Masters Festival Of Music", according to X. Cosse, manager of the musical unit.

Now entering its fourth season, the Festival features Chet Atkins, Boots Randolph and Floyd Cramer, with a regular road band conducted by Joe Lane, and occasional visits by the "Music City Sound of Strings," a 10-piece string unit used for trio backing.

The new schedule consists of "99% repeat business," said Cosse. The one new addition is Ft. Lauderdale, Fla. which is sandwiched in between December engagements in Orlando and St. Petersburg.

Other cities on the announced tour include Houston, Dallas, Ft. Worth, Oklahoma City, Amarillo, Lubbock, Columbus, Birmingham, Beaumont, Nashville, Charlotte, Knoxville, Augusta and Greensboro.

Format for this year's show is virtually unchanged, except for music updating and rearranging. The possibility does exist, however, that an additional headline act may join the trio at a later date.

NY's Nashville Club Moves To Taft Hotel

NEW YORK—NY's one and only country nitery, the Nashville Club, which, since its debut a few months ago, has been located in the Hotel New Yorker at 34th Street and Eighth Avenue. The move was made chiefly for two reasons. First, the club's audiences have been growing larger every week, and the "Nashville at the New Yorker" room, which seats only 360 people, was too small to accommodate the burgeoning crowds of C&W fans. The room which the Nashville club is using at the Taft (formerly known as the Rendezvous Room, it has now been rechristened the Nashville Room) holds 680 people. The second reason for the move is the Taft's superior location in the heart of NY's entertainment district.

The Nashville Club's first show at the Taft took place on Thursday evening, September 7. Tammy Wynette, who was the star of the original opening night at the New Yorker, led the bill once again at the club's "second debut". Appearing with her were Mel Tillis, Marion Worth, Glen Ash, and the club's regular band, the Nashvilleans, led by Ron Underwood. Lee Arnold, WJRZ-Hackensack, N.J. music director, who is the club's regular emcee, was on hand to introduce the performers.

At the New Yorker, the Nashville Club operated only on weekends. Now, at the Taft, it will be open five days a week, Tuesday through Saturday.

Starday Unveils 11 LP's

NASHVILLE—Starday Records has announced the release of 11 new albums. Highlighting the release are: "The Incredible Kenny Roberts"; "The Big Stars And The Big Hits Of Country Music," which spotlights George Jones, Red Sovine, Sonny James, Buck Owens and Dave Dudley; "Time Is Moving On," by the Lewis Family; "The Country Music Hall Of Fame, Vol. 7," a two-record set featuring George Morgan, Boots Randolph, Del Reeves, Flatt and Scruggs, Patsy Cline, David Houston, Sonny James, Melba Montgomery, Roger Miller, Buck Owens, and Jimmy Dean; and "Country Hits By Candlelight," by George Morgan.

Also included in the release are 6 new Nashville Economy LP's: "Roger Miller, The Amazing"; "There Stands The Glass," by Red Sovine and the Willis Brothers; "The Top Ten Of Country Music," which spotlights Buck Owens, George Morgan, Dottie West, and Dave Dudley; "Back Street Affair," featuring George Jones, Red Sovine and Buck Owens; "Signed Sealed And Delivered," by the Cowboy Copas; and "Swingin' Country Instrumentals," which showcases Phil Baugh, Pete Drake, Leon McAuliff, and Little Roy Wiggins.

The sale of Stardays new albums is being aided by a distributor sales incentive program which the label is conducting in cooperation with pro golfer Doug Sanders (see Country Roundup).

In Appreciation

Cedarwood Publishing recently honored two of its and Nashville's most famed song writers, Wayne Walker (left) and Mel Tillis (center). Walker and Tillis were given a reception at Nashville's new St. Claire's Restaurant, and during the reception, they were presented with special awards. They are shown here being given a token of personal appreciation by Frances Preston, head of BMI's Nashville operations.

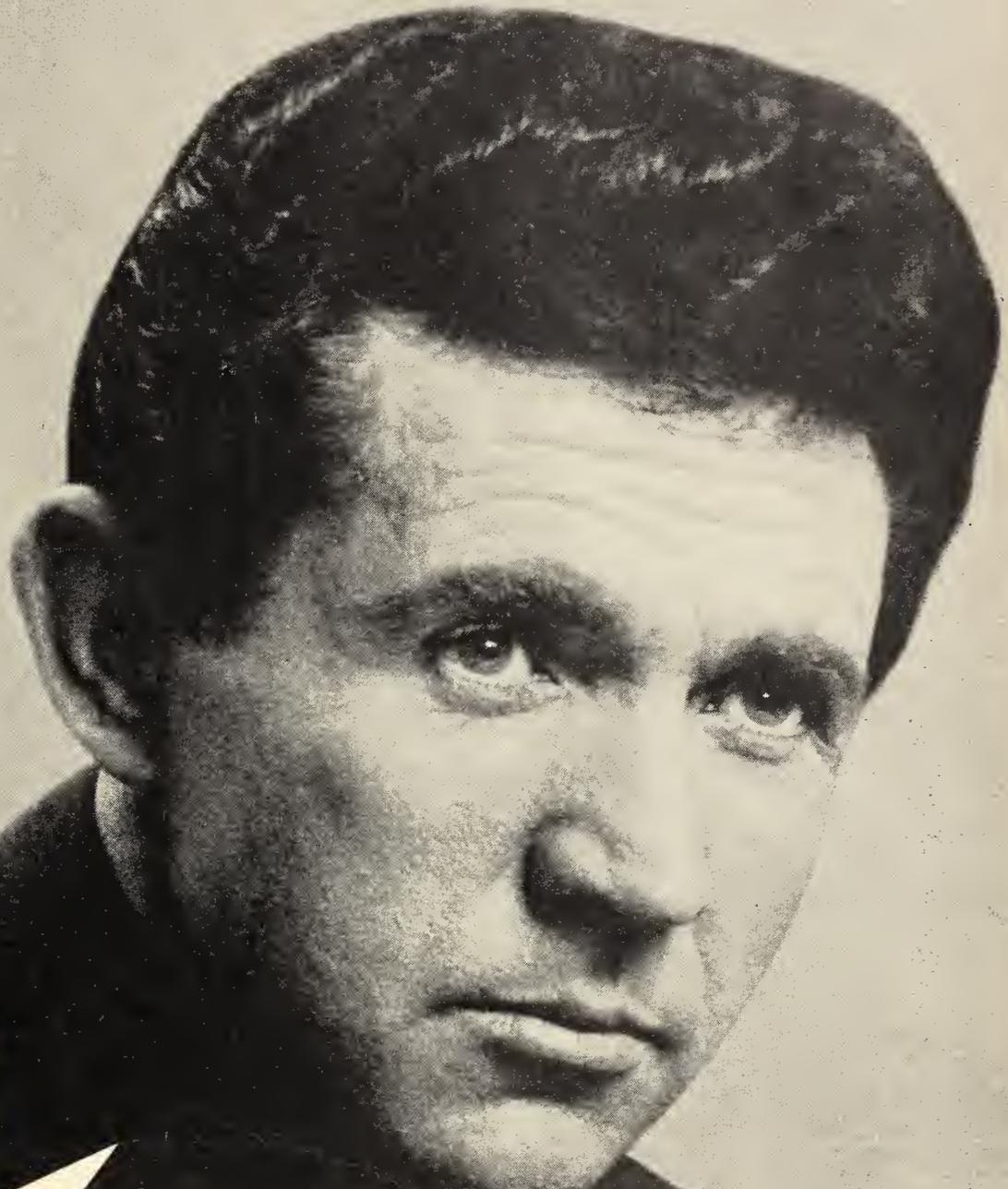


COUNTRY TOP 50

	Pos. Last Week		Pos. Last Week
1	2	26	19
2	1	27	22
3	3	28	24
4	4	29	29
5	7	30	27
6	10	31	34
7	13	32	35
8	14	33	35
9	11	34	39
10	8	35	38
11	9	36	37
12	12	37	43
13	5	38	41
14	6	39	40
15	16	40	42
16	17	41	49
17	21	42	44
18	18	43	43
19	15	44	45
20	20	45	47
21	25	46	48
22	28	47	50
23	23	48	—
24	31	49	51
25	30	50	—
51		56	
52		57	
53		58	
54		59	
55		60	



MY BEST
TO
EVERYONE
AT
CAPITOL
ON YOUR
SILVER
ANNIVERSARY
AND
THANK YOU
FOR
ALL THE
NUMBER ONE
HITS



NEW!

IT'S THE LITTLE THINGS





COUNTRY ROUNDUP



COUNTRY REVIEWS

● Best Bet
B+ very good B good

Pick of the Week

IF MY HEART HAD WINDOWS (2:41)
[Glad, Blue Crest BMI—Frazier]

THE HONKY TONK DOWNSTAIRS (2:29)
[Glad, Blue Crest BMI—Frazier]

GEORGE JONES (Musicor 1267)

The phenomenal sales pattern woven over the years by George Jones is a cinch to be continued with this winning item tabbed "If My Heart Had Windows." The fine interpretation on this appealing romancer is sure to please George's fans. Flip is an ode called "The Honky Tonk Downstairs."

COME SEE WHAT'S LEFT OF YOUR MAN (2:00)
[Combine BMI—Self]

PASSIN' THROUGH (2:40) [Central Songs BMI—Bare]

JOHNNY DARRELL (United Artists 50207)

Looks like another good sales piece in store for Johnny Darrell here. Side to watch on this one is "Come See What's Left Of Your Man," a breezy ditty with a strong hit flavor. "Passin' Through" is a low-key, folk-flavored stand.

YOU DESERVE EACH OTHER (2:46)
[Windward Side, BMI—Loudermilk]

THAT MAN (2:09) [House of Bryant, BMI-B. & F. Bryant]

ROBERT MITCHUM (Monument 1025)

Robert Mitchum could have another "Little Old Wine Drinker Me" on his hands with this session. Dubbed "You Deserve Each Other," the side to watch is a funky, rhythmic, romance-gone-sour outing that might easily prove to be a top chart contender. "That Man" is a smooth, easy-going ballad with a bluesy lyric.

I'LL SAIL MY SHIP ALONE (2:17) [Lois, BMI—Mulligan]

YOU'RE NOT DROWNING YOUR HEARTACHE (2:07)
[Monte Verde, BMI-J. & R. Maphis]

CAL SMITH (Kapp 851)

"I'll Sail My Ship Alone" is a powerful, buoyant mid-tempo woe item that could secure an upper chart berth for Cal Smith. The tune is filled with all sorts of sales possibilities and deserves a careful listen. On the back, "You're Not Drowning Your Heartache" is a persuasive advice ode.

BOB FRY (Stop 124)

● AIN'T NO WAY OF WINNING (WHEN YOU LOSE) (2:36) [Window, BMI—Lewis, Fry, Lopez] Bob Fry could haul in heaps of coin with this infectious, blues-toned-toe-tapper. Watch it move.

(B+) DON'T LAUGH WHEN I CRY (ON YOUR SHOULDER) (2:27) [Window, BMI—Lewis, Fry, Gulick] Feelingful, slow-paced sobber.

CURTIS WAYNE (K-Ark 756)

● EXTRA PRECAUTIONARY MEASURE (2:03) [Stringtown, BMI—Wayne] The "Extra Precautionary Measure" is what Curtis Wayne plans to take so as not to be roped into marriage. The ditty is a catchy, tuneful shuffler and should sell nicely.

(B+) FIND OUT WHAT'S HAPPENING (1:58) [Champion, BMI—Crutchfield] Brisk-paced, romance-oriented finger-snapper.

RAYBURN ANTHONY (Monument 1023)

● THERE'LL BE MANY MORE TOMORROWS (BEFORE I FORGET YESTERDAY) (2:36) [Combine, BMI—Dobbins, Anthony] Could be a lot of attention in store for Rayburn Anthony as a result of this poignant tear-tugger. Striking performance by the chanter.

(B+) A WOMAN WHOSE LOVE IS HARD TO KEEP (2:35) [Combine, BMI—Anthony, Dobbins, Austin] Same here.

JOHNNY ELLIS (Lucky Eleven 006)

● TEN FOOT POLE (2:10) [Window, BMI—Kingston] This one is a bluesy but highly spirited bouncer that could pull in spins aplenty for Johnny Ellis. Keep tabs.

(B+) LIVING MEMORIES OF YOU (2:31) [Window, BMI—Ellis] Heart-rending love item.

MILFORD PERKINS (Preview 1195)

(B+) TELL HIM SO (2:35) [Starfire, ASCAP—Dobrywoda] Sincere, forceful gospel number.

(B+) LOVE ME LITTLE-LOVE ME LONG (2:30) [Arthur, ASCAP—Dobrywoda] Shuffling romancer.

BOBBY ROSE (Renown 1018)

(B+) THE LETTER OF THE LAW (3:24) [Renown, BMI—Rose, Rambeau] Contagious, tongue-in-cheek talker.

(B) I'M IN TROUBLE (3:16) [Renown, BMI—Rose] Buoyant, mid-tempo woeser.

WARREN ROBB (Starday 815)

(B+) I CAN'T STAND THE LIGHT (2:19) [Tarheel, BMI—Robb] Rhythmic love lament.

(B) BEFORE THE PAST DESTROYS ME (2:22) [Tarheel, BMI—Robb] Slow-moving, emotion-drenched weeper.

at the Lake Norman Music Hall on September 17, and the Winter Garden Club in Elizabethtown, Ohio on September 22. Loretta will also appear on the "Grand Ole Opry" September 9, 23 and 30.



SWINGING WITH SANDERS — Arriving in Nashville recently to help Starday Records conduct a special distributor sales incentive program, pro golfer Doug Sanders (left) received a hearty welcome from Starday's vice president of marketing, Col. Jim Wilson (right). The "Swing With Starday Doug Sanders Golf Sweepstakes," as the program is called, is being conducted by Starday and Doug Sanders Golf, a division of Ram Golf Corp. to spur the sales of five new Starday albums, six new Nashville Economy sets and twenty Starday "country cream" LP's which are being made available in stereo for the first time. As sales and promotion incentive prizes, Doug Sanders golf clubs will be awarded by Starday to those of its distributors who exceed their quotas by the greatest percentage. Starday's 34 distributors and their 300 sales and promotion men will also have a chance to compete in a "Beat Doug Sanders" golf match. Contestants whose net score is lower than a pre-designated pro tournament score shot by Sanders will receive trophies and awards, and any contestant who makes a hole-in-one will be given \$500.00 in cash.

WPIK-Radio in Alexandria, Virginia will become a C&W station in mid-September. WPIK has been a middle-of-the-road station for almost twenty-two years but is making the change because C&W music has "the widest range of appeal" within its broadcasting area. Welcome aboard, WPIK! . . . WRCP-Radio in Philadelphia shifted to a "modern country" format on September 7. The station's programming will be supervised by John Mazer, who has just joined WRCP as program director. Mazer comes to WRCP from WNYR-Rochester, New York, where, as program director, he introduced the "modern country" sound in August of '65. Under Mazer's direction, WRCP will now put the accent on "sound and excitement." There will be numerous audience participation contests, and the station is undertaking extensive promotion efforts on behalf of its new format via radio, TV and outdoor advertising. On August 28-30, a WRCP stagecoach, accompanied by mini-skirted "WRCP-Real Country Power" cowgirls, drove through the main streets of Philadelphia to publicize the new format. Although the emphasis will be on fun, WRCP will continue to broadcast world, national and local news.

Del Reeves recently finished cutting a duet C&W LP with Bobby Goldsboro. The set is entitled "Our Way Of Life" and will be released in October on United Artists. . . . Roy Clark is currently playing a three week engagement at Harrah's in Lake Tahoe, Nevada. . . . On September 4, Tex Williams began a five week tour which includes dates in Japan, Thailand, the Philippines, Korea, Okinawa and Hawaii. . . . RCA's Jimmy Dean is going on a hunting trip in Alaska, September 15-21, to shoot a forthcoming segment of ABC-TV's "American Sportsmen."

One of Nashville's newer residents is Jerry Naylor, who will make Music City his base of operations from now on. Jerry will be the host of the new syndicated one hour color variety TV'er, "Music City U.S.A." which premieres this month. . . . Hank Thompson is doing a series of one-nighters on the East Coast during September. The tour includes a week-long engagement at the Painter's Mill Music Fair in Owing, Maryland, September 19-24. . . . Songwriter Bobby Gregory tells us that he has placed copies of over 1600 of his published songs in the Country Music Hall of Fame Library. He also gave the Hall of Fame museum a collection of old 78 RPM records, photographs and documents. . . . On October 22, Merle Haggard will star at the Keil Auditorium in St. Louis, Missouri. The Strangers and Bonnie Owens will also be on the bill with Merle. . . .

When the regular announcer failed to make curtain call at the recent "Country Music Extravaganza" at the Kentucky State Fair, Moeller Talent exec Jack Andrews took over, and improvising with admirable finesse, introduced such acts as Carl Smith, the Porter Wagoner Show, Little Jimmy Dickens and "the Country Boys," Carl and Pearl Butler, and Johnny Darrell. . . . Newlyweds Tammy Wynette and Don Chapel left September 1 for a combination honeymoon-tour in Europe. Tammy will do a twenty-six day stint at U.S. Military bases in England and Germany and Don will fill other European commitments. . . . On August 30, Sonny James and the Southern Gentlemen began a tour of the U.S. that will take them to such far-apart spots as Allendale, South Carolina; Rutland, Vermont; Grand Forks, North Dakota; and Houston, Texas. . . .

Loretta Lynn is enjoying a busy month of appearances at various points around the nation. Teeing off September 2 at the City Auditorium in Danville, Virginia, Loretta then appeared at Sunset Park in West Grove, Pennsylvania on September 3, Williams Grove Park in Mechanicsburg, Pennsylvania on September 4, the Rutland, Vermont Fair on September 6, El Rancho Grande in Blairsville, Georgia on September 8, and Frontier Ranch in Columbus, Ohio on September 10. On September 16, Loretta will appear at the Civic Center in Baltimore, Maryland, and then she will fulfill engagements

QUEEN OF HITS

KITTY WELLS



"QUEEN OF HONKY TONK STREET"

DECCA 32163

2 Surefire winners from DECCA®

The Hottest Brand in Country!

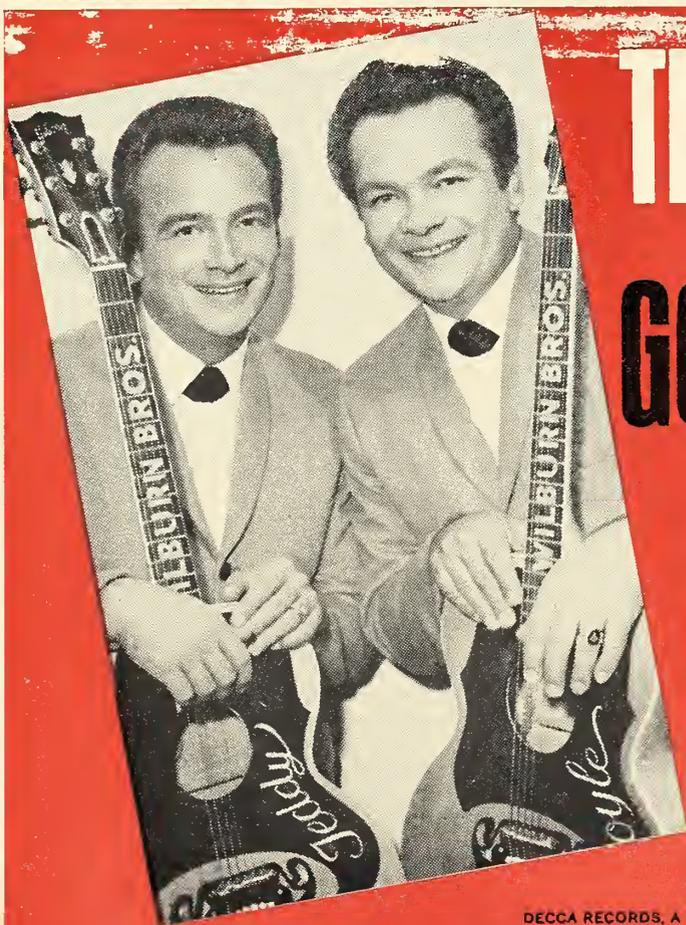


LORETTA LYNN

sings

**WHAT KIND OF A
GIRL DO YOU
THINK I AM?**

32189



THE WILBURN BROTHERS

sings

GOODY, GOODY GUMDROP

c/w

**YOU'RE STANDING
IN MY WAY**

32169

DECCA RECORDS, A DIVISION OF MCA INC.

Direction:

Smiley Wilson, Wil-Helm Agency
801 16th Ave., South
Nashville, Tennessee



COUNTRY LP REVIEWS

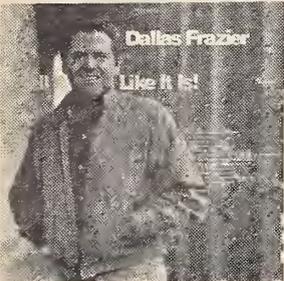


TOP COUNTRY ALBUMS



TURN THE WORLD AROUND—Eddy Arnold—RCA Victor LPM/LSP 3869

Titled after his current chart-climbing single, "Turn The World Around," Eddy Arnold's new LP should have no difficulty becoming a chart-climber in its own right. The set, which is Arnold's latest addition to RCA's "Country Music Hall of Fame" series, includes a dozen potent selections, among them "Walk With Me," "I'll Love You More," and of course the title tune. Don't let this one out of your sight.



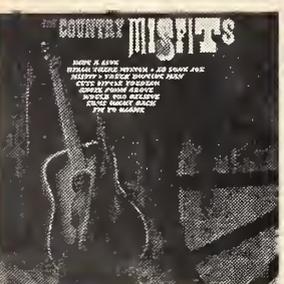
TELL IT LIKE IT IS—Dallas Frazier—Capitol T/ST 2764

Dallas Frazier could make a powerful amount of sales noise with this striking album. A winning effort from beginning to end, the package includes "Don't Come Knocking On My Door," "Tell It Like It Is," "Ain't Nothing Shakin' But The Leaves," "Hurtin' From The Hunger For Your Love" and numerous others. Excellent production.



FLOYD TILLMAN'S COUNTRY—Musicor MM 2136/MS 3136

For this, his debut disk on the Musicor label, veteran chanter Floyd Tillman has put together a dynamic collection of C&W tunes. Top tracks include "I Reap What I Sow," "All I've Got To Lose Is Everything," "I Didn't Keep My Big Mouth Shut," and "You Can't Buy Love In A Bottle." Tillman's many fans should really go for this one.



THE COUNTRY MISFITS—Wyncote W9205

Watch out for the Country Misfits to make a name for themselves with this rousing LP. Strong in both the vocal and instrumental departments, the group, which is composed of Red Shea (lead guitar and vocal), Rocky La Rue (rhythm guitar and vocal), Roger Hart (bass guitar and vocal) and Bob Branch (drums), lays down a real infectious sound which could win the enthusiasm of a wide country audience.

1	IT'S SUCH A PRETTY WORLD TODAY Wynn Stewart (Capitol T/ST 2737)	2	16	I'LL NEVER FIND ANOTHER YOU Sonny James (Capitol T/ST 2788)	19
2	ALL THE TIME Jack Greene (Decca DL 4904/DL 4904)	5	17	ANOTHER STORY Ernest Tubb (Decca DL 4867/74867)	12
3	BUCK OWENS AND HIS BUCKAROOS IN JAPAN (Capitol T/ST 2715)	3	18	I CAN DO NOTHING ALONE Bill Anderson (Decca DL 486/DL7 4886)	17
4	DANNY BOY Kay Price (Columbia CL 2677/CS 9477)	1	19	APT. NO. 9 Bobby Austin (Capitol T/ST 2773)	15
5	YOUR TENDER LOVING CARE Buck Owens (Capitol T/ST 2760)	11	20	HITS BY GEORGE George Jones (Musicor MM 2128/MS 3128)	22
6	BEST OF EDDY ARNOLD (RCA Victor LPM/LSP 3565)	9	21	RUBY Johnny Darrell (United Artists UAL 3594/UAS 6594)	20
7	SINGING AGAIN Ernest Tubb & Loretta Lynn (Decca DL 4872/DL 74872)	7	22	JUKEBOX CHARLIE Johnny Paycheck (Little Darlin' LD 4006/SLD 8006)	24
8	JOHNNY CASH'S GREATEST HITS (Columbia CL 2678/CS 9478)	4	23	TONIGHT CARMEN Marty Robbins (Columbia CL 2725/CS 9525)	26
9	BLUE SIDE OF LONESOME Jim Reeves (RCA Victor LPM/LSP 3793)	8	24	STONEMAN'S COUNTRY (MGM E/ES 4453)	25
10	COOL COUNTRY Wilburn Bros. (Decca DL 4871/DL 7 4871)	14	25	CARRYING ON Johnny Cash & June Carter (Columbia CL 2728/CS 9528)	27
11	COLD HARD FACTS OF LIFE Porter Wagoner (RCA Victor LPM/LSP 3797)	6	26	WALKIN' IN THE SUNSHINE Roger Miller (Smash MGS 27092/SRS 67092)	21
12	NEED YOU Sonny James (Capitol 2703)	10	27	THANKS, HANK! Jeannie Seely (Monument LP 8073/5LP 18073)	23
13	I'M A LONESOME FUGITIVE Merle Haggard (Capitol T/ST 2702)	13	28	FROM MEXICO WITH LAUGHS Don Bowman (RCA Victor LPM 3795/LSP 3795)	29
14	DIESEL ON MY TAIL Jim & Jesse (Epic LM 24314/BN 26314)	16	29	MR. MEL Mel Tillis (Kapp KL 1535/KS 3535)	30
15	YOUR GOOD GIRL'S GONNA GO BAD Tammy Wynette (Epic LN 24305/BN 26305)	18	30	LOVE OF THE COMMON PEOPLE Waylon Jennings (RCA Victor LPM/LSP 3825)	—

Wagner To Rep Halsey Acts For TV And Movies On Coast

INDEPENDENCE, KANSAS — The William F. Wagner Agency of Hollywood, California, and the Jim Halsey Agency of Independence, Kansas, have made an agreement whereby the Wagner Agency will handle representation of the Halsey Agency and its acts for TV and movies on the West Coast.

Artists involved in the deal include Hank Thompson, Roy Clark, Wanda Jackson, Minnie Pearl, Sue Thompson, Mary Taylor, Jerry Naylor, Buddy Cagle and Tex Williams. The Wagner and Halsey Agencies will work closely together arranging network TV guest spots for these artists.

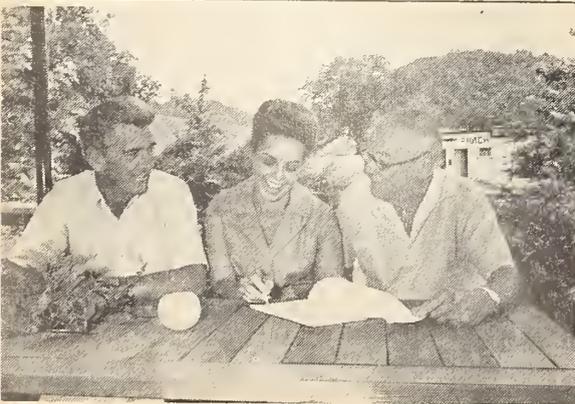
A Church For Entertainers

NASHVILLE — The Rev. Jimmy Rodgers Snow, son of the famed Hank Snow, has long felt the need of a ministry geared to entertainers. "Most of these boys are a little different," he explains, "and they feel cramped in most formal situations."

With this goal in mind, the cornerstone for Evangel Temple Assembly of God Church at 3838 Dickerson Road in Nashville was laid in Dec. of 1965, several months after the group was formed with eight members. A building program was recently completed, and the entire week beginning Sept. 3 was set aside for a series of dedicatory services. Included in the present membership of over 80 are C&W music personalities such as Billy Walker, Wilma Lee, and Stoney Cooper, who assisted at the music for these services.

Back In Action

Lovely Goldie Hill, who is resuming her disk career under her married name, Goldie Hill Smith, is shown here signing a long term recording pact with Epic Records. Looking on are her husband, Carl Smith (left) and Don Law (right) who will produce Goldie's Epic sessions. Goldie, who used to record for Decca, has devoted the past few years to her family.



Hello & Goodbye

The Porter Wagoner TV Show in Nashville has a new female star, Dolly Parton (second from left). Dolly replaces Norma Jean (left), who is leaving the show to get married (see Cash Box, Sept. 9, p. 46). Shown here with Dolly and Norma are W. E. Moeller (third from left) of the Moeller Talent Agency, Porter's booking agent, and Porter himself (seated).

Music City's 'Music Row' Gets Its Own Private Club

NEW YORK — Nashville's rapidly-growing "Music Row" is scheduled for another significant addition with the announcement today of plans for an exclusive private club to be built on 16th Avenue, South, at a cost of nearly \$500,000.

The club, to be known as the Embassy Club, will be constructed on property fronting 220 feet, at 718-720 16th Avenue, South, between the Country Music Hall of Fame and the Columbia Recording Studios. The club is being developed by a group of Nashville investors and will be coordinated by Mark-Clark Bates, president of the Cumberland Company. Among the features of the club will be the Press Club, first of its kind in Nashville, which will cater to the city's newspaper, television and radio personalities. Other features of the development will be the men's grill, private dining rooms, a billiard and game room, a library, and a health club. Additionally, the complex will house the Diplomat, a spacious, plush dinner club with a seating capacity of 350.

The developers say the club will be one of the nation's finest showcases for live talent. The Diplomat

Jim McCoy Forms Own Firm

NEW YORK—Jim McCoy recently formed his own company, Jim McCoy Enterprises. McCoy's operation includes three record labels and two publishing firms. The record labels are Winchester, Shenandoah and Real McCoy. The publishing firms are Jim McCoy Music (BMI) and Little Jim Music (ASCAP).

The address of Jim McCoy Enterprises is P.O. Box 574, Winchester, Virginia. McCoy is looking for new talent and songs and requests that artists send in their demos and songwriters their tunes.

will headline recording artists and entertainers.

Membership of the club is to encompass notable music industry personalities and business executives, leaders in the city's radio, TV, and newspaper world, and top creative people and executives from the local advertising and public relations community.

Membership in the Embassy-Diplomat Club complex will be limited and by invitation. Charter memberships will be made available immediately and will be handled by Bates through the Cumberland Company. Construction is expected to begin in 90 days.

THROUGH
THE
YEARS
WITH
CAPITOL

1942-1967



Capitol:

An American Dream Come True

With a growth pattern with the looks of an American-Dream, Capitol Records has emerged, from a 3-man operation in 1942, to one of America's largest and most dynamic record operations.

Founded in 1942 by Glenn Wallichs, Johnny Mercer and the late Buddy de Sylva on an initial investment of \$10,000, Capitol has become a multi-million dollar enterprise with offices across the nation and affiliate companies around the world.

On July 1, 1942, came Capitol's first releases: Ella Mae Morse's "Cow, Cow, Boogie" and Johnny Mercer's "Strip Polka." Other records on Capitol's premiere release were by Paul Whiteman, Dennis Day, Gordon Jenkins, Connie Haines and Martha Tilton.

That first six months, Capitol grossed \$195,000—today sales are running over the \$100 million mark!

NEW IDEAS

Throughout those years, Capitol has earned a reputation as an industry leader; it has pioneered dozens of techniques which are now accepted as standard in the industry. For example, it was the first company to record on magnetic tape; it was the first to release disks on all three speeds—78 rpm, 45 rpm and 33 $\frac{1}{3}$; it was the first company to give disk jockeys complimentary copies of its records, thus opening a new era in record promotion.

In recent years it has been a leader in taking a "stand for stability" in the record industry, where prices are constantly fluctuating.

THE ARTISTS

Like any record company, Capitol is only as strong as its artists.

Stan Kenton, Peggy Lee and the late Nat King Cole have recorded for Capitol for more than 20 years. Other long-time stars who found fame and success on Capitol, include Laurindo Almeida, June Christy, The Four Freshmen, Ray Anthony, The Kingston Trio, Carmen Dragon, Webley Edwards, Tennessee Ernie Ford, Frank Sinatra, Stan Freberg, Judy Garland, Dean Martin, Jackie Gleason, the late Glen Gray, Andy Griffith, Pee Wee Hunt, Ferlin Husky, Wanda Jackson, The Louvin Brothers, Gordon MacRae, Freddy Martin, Al Martino, Tex Ritter, George Shearing, Kay Starr and Hank Thompson.

Capitol can well be proud of its newcomers, too: The Beach Boys, Nancy Wilson, Lou Rawls, Buck Owens, who has won 21 different awards from various organizations and such publications as Cash Box; The Lettermen, Wayne Newton, The Four Preps, The Outsiders, The Teddy

Neeley Five, The Stone Poneys, Hearts and Flowers and many others.

And, of course, among the Capitol label's most prominent artists are those from England and Australia: The Beatles, Cilla Black, Peter & Gordon and The Seekers.

On the Angel label, Capitol releases some of the finest and most respected artists in the world: Maria Callas, Victoria de los Angeles, Elisabeth Schwarzkopf, Tito Gobbi, Otto Klemperer, Yehudi Menuhin, Nathan Milstein, the late Sir Thomas Beecham, the Hollywood Bowl Symphony, the Philharmonia Orchestra and many others.

Capitol also recently entered into an historic agreement with the Soviet Union, whereby Capitol was given exclusive rights to manufacture, license and distribute in the United States and Western Hemisphere, all recordings by Russian artists—David Oistrakh, Sviatoslav Richter, Emil Gilels, included. Consummation of this monumental coup marked the birth of Capitol's ultra-prestigious classical label, Melodiya/Angel.

GROWTH:

The same year that Capitol introduced its own classical label, it also started to manufacture its own line of phonographs, needles and accessories; launched the Capitol Record Club, which is now one of the largest in the country; and moved strongly into the highly-profitable Broadway original-cast and motion-picture soundtrack field. Its early "plums" from the theater were Cole Porter's "Can-Can" and Meredith Willson's "The Music Man." From Hollywood came soundtrack albums of the Rodgers and Hammerstein hits "Oklahoma," "The King and I" and "Carousel." This was followed by "Bells Are Ringing."

Among other top Broadway cast albums from Capitol are the Pulitzer prize-winning "Fiorello!"; Broadway's biggest hit of 1964, "Funny Girl," starring Barbra Streisand; "Golden Boy," starring Sammy Davis Jr., and such other hits as "The Unsinkable Molly Brown," Richard Rodgers' "No Strings," "A Funny Thing Happened on the Way to the Forum" and "Beyond the Fringe."

The number of employees has grown from a handful to several thousand, and Capitol's marketing subsidiary, Capitol Records Distributing Corp., maintains sales offices in every major city in the country.

SUBSIDIARIES:

Besides the marketing subsidiary, Capitol Records Distributing Corp. (CRDC), the parent company, Capitol Records, Inc. has given birth to a

number of other subsidiaries: Capitol Records International Corp. (CRIC), Capitol Records (Canada) Ltd. (CRC), Capitol Record Club, Inc. (CRCI), Toshiba Musical Industries (TMI), of Tokyo, Beechwood Music Corporation (BMC), CRI's Mexican Company, Discos Capitol De Mexico (1965), and Tower Records Corp. (1964) which in its first six months of operation had a No. 1 record and a half-dozen other singles and albums.

CHANGES AND MILESTONES

There are several years, in particular, that are worthy of note in Capitol's history. In 1946, the company issued its first stock to the public and purchased for \$2 million the world's largest (at that time) record-pressing plant in Scranton, Pa.

In 1955, with the company firmly established in the top echelon of the American industry, Capitol joined the EMI (Electric and Musical Industries Ltd., of Great Britain) family of companies, thus becoming a member of the world's largest recording complex. The following year, the company moved into the world-famous Capitol Tower, a 13-story, circular office building near the corner of Hollywood and Vine Streets.

Today, with its recordings distributed in every country of the free world, Capitol has changed in structure greatly from the original three-man office in Hollywood. Of the co-founders, only Glenn Wallichs remains as Chairman of the Board. In 1962, Alan W. Livingston was elected President of the parent corporation, which position he holds today.

THE FUTURE:

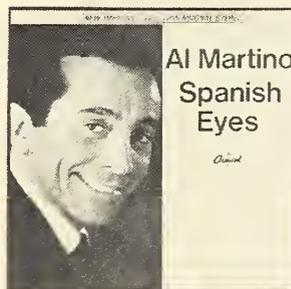
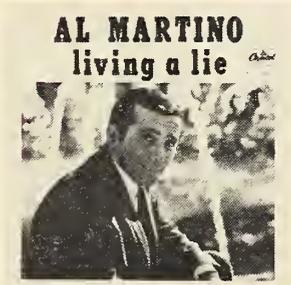
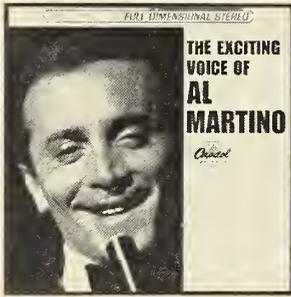
With sales at an unequaled high, Capitol's future seems exceptionally bright. On the company's 23rd Anniversary (July, 1965), it opened its third record-pressing facility in Jacksonville, Illinois. The plant gives Capitol a manufacturing facility in the mid-U.S. and is considered the most modern manufacturing plant ever built.

Among other noteworthy developments for 1967 are the availability of Capitol's entire catalog on all three tape cartridge playback systems—2, 4 and 8-track; the scheduled release of several more Broadway original-cast albums, which makes Capitol's original-cast catalog one of the most extensive in the world; the expansion of Capitol's foreign country activities all over the globe; and the refinement of the label's "New and Improved Full Dimensional Stereo"—the revolutionary cutting and recording process that has made Capitol's product the finest available in the entire industry.



Congratulations on your 25th, Capitol!

...and may our next sixteen
albums be as sweet as our first.



CORDS CAPITOL RECORDS

T A F T B L D G





CAPITOL RECORDS, INC.
HOLLYWOOD AND VINE - HOLLYWOOD, CALIF. 90028
HOLLYWOOD 2-6252

September 11, 1967

GLENN E. WALLICHS
CHAIRMAN OF THE BOARD AND
CHIEF EXECUTIVE OFFICER

IT STARTED AT LUCEY'S...

I've been told that people don't read this kind of writing. If it's true, I have no problem. Because I sure can't find the words to tell you how I feel about all this.

Maybe some of you remember Lucey's restaurant on Melrose, across from Paramount and RKO. It closed a few years back. Anyway that's where Johnny Mercer introduced me to the late Buddy de Sylva, and the three of us started Capitol. The great talent that these two men contributed to our little company was surely a major reason for its success.

I can't look back without a myriad of names and faces coming to mind... men and women in every branch of our company who meant so much to Capitol and to me. Many have moved to important positions today, and when our paths cross occasionally we always begin, "Do you remember when----".

You bet I remember. And it's a warm, glowing memory. To all of you go my heartfelt thanks and hopes for your happiness, wherever you may be. It was a great twenty-five years.

Glenn Wallichs

THROUGH THE YEARS WITH CAPITOL

1942-1967



1.



3.



2.



4.



5.



6.

1. **GOLD MINE NAMED BEATLEMANIA:** The Beatles, introduced on the Capitol label in 1964, have earned 12 gold singles and 13 gold LP's from the Record Industry Association of America since that historic year for the record business. Photo was taken at the awards ceremony for their "Help!" LP in Sept., 1965. At extreme right is Alan Livingston, president of Capitol.
2. **WALL-TO-WALL GOLD:** Another solid-gold act at Capitol are the Beach Boys (1 million-selling single, 9 albums with sales of \$1 million each). Here, Voyle Gilmore (left), A&R vp, presents the boys with three gold LP's for their 1963 efforts, "Surfer Girl," "Surfin' U.S.A." and "Beach Boys Today." Team now appears on Brother Records, released thru Capitol.
3. **BING CROSBY SINGS "True Love"** to Grace Kelly in the 1956 Cole Porter film musical, "High Society," a big soundtrack seller for Capitol.
4. **A GREAT TRIO:** Glenn Wallichs, chairman of the board of Capitol, greets Frank Sinatra and the late Nat King Cole, who recorded a total of eight gold LP's for the label (five for Frank, three for Nat).
5. **DINO DATE:** Dean Martin (right) spent a number of successful years at Capitol. He's seen with A&R exec. Lee Gillette.



6. FOR MANY YEARS, 20 to be exact, the trumpet artistry and orchestra of Ray Anthony has filled the Capitol catalog with successful sounds.
7. NANCY IN LONDON: Nancy Wilson, Capitol's stellar vocal artist, is shown with Sir Joseph Lockwood, head of EMI, during a visit to London.
8. LOU RAWLS, AMONG THE NEWER hit names at Capitol, goes over a point with Dave Axelrod (left) during a recording session.
9. POINTS OF DEPARTURE: Peggy Lee (front center) was the mouse among 10 cats and Producer Dave Dexter on this memorable 1947 session in Hollywood when everyone played instruments they had never played before. Front row—Benny Carter, tenor; Eddie Miller, alto; Peggy Lee, who actually played drums on the bash; Peggy's husband, the late Dave Barbour, trumpet; Paul Weston, Clarinet. Rear row—Dave D. Cavanaugh, now a Cap exec producer, Baritone; Billy May, trombone; Bobby Sherwood, trombone; Frank DeVol, base; Red Norvo, piano, and Hal Derwin, vocalist. And who says jazz singles don't sell? The one this combo cut did better than 375 copies, not even counting additional international sales of about 100.
10. LITTLE MAN, YOU'VE HAD A BUSY DAY! One of the more humorous publicity plants of the mid-1940s was this shot (by Charlie Miln) which was sent with a caption which referred to the "alert, agile and aggressive president of Capitol, Johnny Mercer." The genial Mercer dug the humor, moreover, and refused to fire the Cap public relations boss who did it. He was Dave Dexter, still with Capitol now as an exec producer.
11. A MONTH AGO, BOBBIE GENTRY might have thought that a number 1 smash was light-years away, but it's a reality with one of the biggest, fastest-rising hits of 1967. Title, of course, is "Ode to Billie Joe."
12. "VAYA CON DIOS" was the name of the song, and Les Paul & Mary Ford were its gold-record vehicle in 1953. Fellow to the left of Les Paul is Capitol exec at the time Mike Mailand, now president of Warner-Bros.-Reprise. Composer of the song, Enrique Bravo Cara, is on the right.
13. KAY STARR, who recorded a number of successes for Capitol, is flanked by her record session associates, Paul Weston (left) and Lee Gillette.
14. ELLA MAE MORSE, a pioneer hit maker at Capitol, rehearses.
15. SELLER BEWARE: This cartoon made the rounds in 1953, and depicted the threesome, Voyle Gilmore, Lee Gillette and Dave Dexter, as they are about to pass on the merits of yet-another dub. One lonely single is placed on the "Accepted" stool.
16. 20 YEARS AGO, Lee Gillette, Dave Dexter, Jim Conkling and Alan Livingston check a copy of a record included in a 78rpm album by country music star Merle Travis. Set was called "Folk Songs of the Hills."



Capitol's Gold Record Awards—Albums (RIAA CERTIFIED)

TITLE	RELEASE NO.	RELEASE DATE	TITLE	RELEASE NO.	RELEASE DATE
Beatles (Total albums: 11):			Shows & Film Soundtracks (Total albums: 5):		
Meet The Beatles	(S)T 2047	1-20-1964	King And I	(S)W 740	8-18-1958
Beatles' Second Album	(S)T 2080	4-10-1964	Oklahoma	(S)WAO 595	1-19-1959
Something New	(S)T 2108	7-20-1964	Music Man	(S)W 990	5-28-1962
The Beatles Story	(S)TBO 2222	11-23-1964	Carousel	(S)W 694	1-16-1966
Beatles '65	(S)T 2228	12-15-1964	Funny Girl	(S)VAS 2059	5-9-1964
Beatles VI	(S)T 2358	6-14-1965	Tennessee Ernie Ford (Total albums: 4):		
Help	(S)MAS 2386	8-13-1965	Hymns	(S)T 756	2-5-1962
Rubber Soul	(S)T 2442	12-6-1965	Nearer The Cross	(S)T 1005	3-16-1959
Yesterday & Today	(S)T 2553	6-15-1966	Spirituals	(S)T 818	4-30-1962
Revolver	(S)T 2576	8-8-1966	Star Carol	(S)T 1071	8-20-1958
Sgt. Pepper's Lonely Hearts Club Band	(S)MAS 2653	6-2-1967	Nat King Cole (Total albums: 3):		
Beach Boys (Total albums: 9):			Love Is The Thing	(S)W 824	3-4-1957
All Summer Long	(S)T 2110	7-1-1964	Ramblin' Rose	(S)T 1793	8-27-1962
Beach Boy Concert	(S)TAO 2198	10-19-1964	Unforgettable	(D)T 357	6-7-1965
Beach Boys Today	(D)T 2269	3-15-1965	Jackie Gleason (Total albums: 2):		
Surfer Girl	(S)T 1981	9-16-1963	Music For Lovers Only	(S)W 352	12-1962
Surfin' U.S.A.	(S)T 1890	3-27-1963	Music, Martinis and Memories	(S)W 509	12-1962
Little Deuce Coupe	(S)T 1998	10-7-1963	Judy Garland (Total albums: 1):		
Shut Down, Vol. II	(S)T 2027	3-2-1964	Judy At Carnegie Hall	(S)WBO 1569	7-10-1961
Summer Days	(D)T 2354	6-28-1965	Al Martino (Total albums: 1):		
Best Of Beach Boys, Vol. I	(D)T 2545	6-27-1966	Spanish Eyes	(S)T 2435	1-24-1966
Kingston Trio (Total albums: 7):			Various (Total albums: 1):		
At Large	(S)T 1199	6-1-1959	Welcome To The LBJ Ranch (Doud & Robin)	(S)W 2423	11-1-1965
Kingston Trio	(T)T 996	6-2-1958	Lou Rawls (Total albums: 1):		
Here We Go Again	(S)T 1258	10-19-1959	Lou Rawls Live	(S)T 2459	4-4-66
Hungry i	T 1107	1-5-1959	Frank Sinatra (Total albums: 5):		
Sold Out	(S)T 1352	4-4-1960	Come Dance Wth Me	(S)T 1069	2-16-1959
String Along	(S)T 1407	7-25-1960	Only The Lonely	(S)T 1053	9-8-1958
Best Of The Kingston Trio	(S)T 1705	4-30-1962	Songs For Swingin' Lovers	(D)T 653	6-17-1963
Frank Sinatra (Total albums: 5):			Nice 'N Easy	(S)T 1417	7-25-1960
Come Dance Wth Me	(S)T 1069	2-16-1959	This Is Sinatra	(D)T 768	6-17-1963
Only The Lonely	(S)T 1053	9-8-1958			
Songs For Swingin' Lovers	(D)T 653	6-17-1963			
Nice 'N Easy	(S)T 1417	7-25-1960			
This Is Sinatra	(D)T 768	6-17-1963			

Capitol's Gold Record Awards—Singles (RIAA CERTIFIED)

TITLE	RELEASE NO.	RELEASE DATE	TITLE	RELEASE NO.	RELEASE DATE
Beatles (Total singles: 12):			Beach Boys (Total singles: 1):		
I Want To Hold Your Hand	5112	1-13-1964	Good Vibrations	5676	10-24-1966
Can't Buy Me Love	5150	3-30-1964	Kingston Trio (Total singles: 1):		
A Hard Day's Night	5222	7-13-1964	Tom Dooley	6002	1-1-1962
I Feel Fine	5327	11-23-1964	Laurie London (Total singles: 1):		
Eight Days A Week	5371	2-15-1965	He's Got The Whole World In His Hands	6039	9-9-1963
Help	5476	7-19-1965			
Yesterday	5498	9-13-1965			
We Can Work It Out	5555	12-6-1965			
Nowhere Man	5587	2-7-1966			
Paperback Writer	5651	5-23-1966			
Yellow Submarine	5715	8-8-1966			
Penny Lane	5810	2-13-67			

Capitol Single Records to Reach Million Sales (PRE-RIAA CERTIFICATION)

ARTIST/S	TITLE	YEAR OF RELEASE	ARTIST/S	TITLE	YEAR OF RELEASE
Les Baxter	Poor People Of Paris	1956	Sonny James	Young Love	1957
Jeanne Black	He'll Have To Stay	1960	Peggy Lee	Manana	1948
Nat King Cole	Nature Boy	1948	Dean Martin	That's Amore	1953
Nat King Cole	Mona Lisa	1949	Dean Martin	Memories Are Made Of This	1955
Nat King Cole	Too Young	1951	Ella Mae Morse	Blacksmith Blues	1952
Nat King Cole	Ramblin' Rose	1962	Les Paul/Mary Ford	How High The Moon	1947
Bing Crosby/Grace Kelly	True Love	1957	Les Paul/Mary Ford	Mockin' Bird Hill	1949
T. Ernie Ford	Sixteen Tons	1955	Les Paul/Mary Ford	The World Is Waiting For The Sunrise	1949
Stan Freberg	St. George & The Dragonet	1953	Nelson Riddle	Viya Con Dios	1953
Jackie Gleason	Melancholy Serenade	1953	Kyu Sakamoto	Lisbon Antigua	1955
Pee Wee Hunt	12th Street Rag	1951	Tommy Sands	Sukiyaki	1963
Pee Wee Hunt	Oh	1953	Frank Sinatra	Teenage Crush	1957
			Jo Stafford	Young At Heart	1954
			Kay Starr	Temptation	1948
			Maggie Whiting/Jimmy Wakely	Wheel Of Fortune	1952
			Maggie Whiting/Jimmy Wakely	The Tree In The Meadow	1948
			Tex Williams	Slipping Around	1949
				Smoke, Smoke, Smoke	1947

**WHERE
CAPITOL RECORDS
STARTED**

Congratulations from—
WALLICHS' MUSIC CITY
Sunset and Vine, Hollywood

THE DUOTONE® COMPANY

Salutes

CAPITOL RECORDS

on their 25th Anniversary.

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so distinguished and reputable a company.



Duotone®
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Manufacturers of Fine phonograph needles
and accessories

Congratulations to Glenn -and the Capitol Organization

***and to the memory of my old friends, without whom it
might not have happened***



Buddy De Sylva



Freddie Slack and friends



Nat Cole

.my admiration and love

Johnny Mercer

The First 25 Years

by **GLENN E. WALLICHS**
Chairman of the Board &
Chief Executive Officer
Capitol Records, Inc.

We of Capitol have always looked to the future. But it is nice, occasionally, to lean back and recall some of the incidents and people that led to our company's quarter of a century success story.

The founding of Capitol actually was a result of a discussion I had with songwriter Johnny Mercer back in 1941 at Music City. Johnny said, "We could make records of music and things we like." At the time he had a couple dozen hit songs such as "I Remember You," "Sky Lark," "Tangerine," "Too Marvelous For Words" and "Six Lessons From Madam LaZonga." The real question was how to do it, since all my money was in Music City and Johnny was waiting for royalties. He introduced me to the person who was to become our third partner, the late B. G. (Buddy) De Sylva, a topflight AS-CAP songwriter and a brilliant showman, who served as executive producer at Paramount Studios. Buddy made the original investment to get us started.

Getting Talent

The first big talent acquisition was Paul Whiteman, whose record became our first release, together with Tex Ritter, who is still a Capitol recording artist, Dennis Day, Martha Tilton, Connie Haines, Margaret Whiting, and Gordon Jenkins. A big surprise developed, as Johnny supervised sessions at the C. P. McGregor studios, of what was to become Capitol's number one selling hit with Freddie Slack and an unknown Texas teenager, Ella Mae Morse. Together

with this hit, "Cow Cow Boogie," was Johnny's own "Strip Polka" which gave us two big hits in our first release.

While our national sales manager, Floyd Bittaker, the first employee we hired at Capitol, was delightedly taking orders for thousands of our new black and silver label, James C. Petrillo of the American Federation of Musicians stopped all recording functions on July 30 and stated that no union musician would ever make any records again. That was rough!

Recording Ban

While Johnny handled all the recording and talent functions, my position became more and more administrative. In early 1943 I hired Down Beat's New York editor Dave Dexter to work with us in Hollywood as publicity, public relations, and advertising chief. Soon afterwards, Dave created the Capitol News, which became an instant success because we wrote about our competitor's hits as well as our own. We sold this publication to dealers for 2¢ a copy and the circulation soon reached a level of 800,000 per month.

During the recording ban, we purchased a master of a then unknown artist whom I had known personally since he spent many days and evenings with me during his stand at the bar in the bowling alley next to Music City. In fact his trio played at Music City's opening. By now you must know it was Nat King Cole. When we were able to record again Nat became Capitol's consistent number one artist for the next two decades with such hits as "Mona Lisa," "Nature Boy," "Christmas Song," and many others. His death in February, 1965, was a tragic loss to all of us.

In the Fall of 1943 Petrillo made his peace with the recording industry and the crisis ended. With the talented Paul Weston working closely

with Johnny, Capitol signed Jo Stafford, Betty Hutton, Andy Russell, Foy Willing, Eddie Miller's band, Jerry Colona, and, of course, made listening music albums with Weston's own orchestra.

Back In Swing

We soon were able to start recording Stan Kenton's big band, and his "Eager Beaver" made the top ten list in two weeks and stayed there for months. Bobby Sherwood's band also made the top hit list with several swinging instrumentals, but, of course, his "Elks' Parade" was his outstanding success. Among the great early artists on our roster was Peggy Lee, who is still one of our finest artists. She enjoyed some of her greatest hits such as "Manana" "Golden Earrings," and "Fever."

Special Promo

As a result of the wonderful contributions made by many of the people here at Capitol, we have enjoyed the opportunity of being first in many areas of our business. Cap-

itol revolutionized the promotion procedures by sending out specially-preserved advance copies of new releases with the jockey's name typed across the label. Capitol was the first company in the world to record on magnetic tape and the first record company to issue releases on three speeds.

Look Both Ways

Imagination and hard work have helped Capitol attain this 25th anniversary milestone. Today, even though Capitol is a worldwide organization, we still attempt to retain the small company spirit and dedication which helped us to become successful back in the 40's. One thing all of us learn as years fly by—nothing stands still. The contributions made by so many people through the decades have been the backbone of our success; however, quality of talent and product must always come first with Capitol.

These past 25 years have been very rewarding. Capitol is still growing and maturing for the best years ahead.



One of the prettiest sights at Capitol was watching Connie Haines, Beryl Davis and Jane Russell at a session. Songs of an inspirational nature was their bag.

The Best Is Yet To Come

... Love And Best Wishes,

Nancy

WILDEN PRODUCTIONS
 JAY L. COOPER



I'm Delighted To Be With Capital

Elea Fitzgerald



EXCLUSIVE REPRESENTATION:
S&E Productions, Inc.
431 N. CANON DRIVE
BEVERLY HILLS, CALIF. 90210

PERSONAL MANAGEMENT: NORMAN GRANZ

The Next 25 Years

by ALAN W. LIVINGSTON
PRESIDENT, CAPITOL RECORDS

On an occasion as auspicious as the 25th Anniversary of Capitol Records, the natural inclination is to sit back and comfortably reflect upon past glories. The highlights and exciting moments of our company's growth through the years, like the remembrance of pleasant things past from a personal standpoint, provide me with much saccharine food for thought.

However, rather than follow that path of least resistance, I think it is more important at this point that we consider the future, and what roads the company might traverse during the next twenty-five years.

No Standing Still

In an industry such as ours, one either grows or goes backwards. It goes without saying there is no standing still. And herein lies the oft-times baffling dilemma. For in the course of solving the day-to-day and (literally) moment-to-moment problems that confront a record company, it is all too easy to live by the exigency of the moment, the current hit, the ephemeral trend, and content oneself with this week's trade paper chart listings and overlook the company's long-range plans.

In spite of this temptation, Capitol's long-range plans are made steadfast, and constantly brought to the fore by an unstinting surveillance of the fluctuating and elusive demands of the public. Capitol's plans, then, do indeed exist and include continued expansion

into every conceivable aspect of the fields of recording.

Wider Fields of Repertoire

This expansion means entrance into wider fields of repertoire, broader variance in pricing of product, both on ascending and descending bases, and expansion of our merchandising and distribution techniques to reach the ever-widening market.

The most unusual development in the latter category is the growth of our Mail Order Division, which two years ago doubled its size, and this

past year redoubled that, with additional and substantial growth already underway this current year.

In addition to exploiting every facet of the record business, Capitol as a matter of policy will grow in other fields, some closely allied to the record business and others not necessarily so. It is our intention that our diversification and expansion will be in leisure time activities, but in the broadest sense of the term.

While we have recently made investments in other businesses, it is contemplated that acquisitions of larger size will be made in the years to come. The larger a record company becomes, the slower its growth must obviously be; therefore, the more exciting growth movements of necessity must be in other fields. It is our belief that we have the manpower and knowledgeability to operate a far more diversified business.

Continued Growth

Capitol has just completed as of the end of its fiscal period, June 30, 1967, the largest sales year in the company's history. This tops a continued growth starting twenty-five years ago, and I might add that every single one of those 25 years was a profitable one.

All of us in this business know that it is not an easy one, and that it requires the most fluid and unrestricted kind of creative thinking, coupled with organizational responsibility and fiscal awareness. If our manpower can operate a business of this nature in the manner in which it has, it is my belief that this organization must be allowed and encouraged to grow, without limits as to size or eventual nature of the organization.

That is our policy and our intention, and that, in its simplest terms, I believe, is the future of Capitol Records.

WARMEST WISHES ON YOUR SILVER ANNIVERSARY

Cecil Boyd

President

Boyd Distributing Co., Inc.
Capitol Distributors in Denver, Colo.



MARTINO—A big-voiced belter more than a decade ago, Al Martino rose to new heights under the Capitol banner with soft, mood items. He has been as solid as a rock on the LP charts, has a consistent hit record in singles, and is one of the label's top stars in the Capitol Record Club.

*What else can we say but continued success
and thank you to Mr. Glenn Wallich and the
wonderful Capitol organization.*

THE LETTERMEN

Jim Pike

Tony Butala

Bob Engemann

***In behalf of
THE SEA OF TUNES
Publishing Firm
and
THE BEACH BOYS***

.....

***Our Sincere Thanks
to***

CAPITOL RECORDS

Murry Wilson

OUR INITIAL CAPITOL LP "THE MANY MOODS OF MURRY WILSON" (ST/2819) SHIPPING THIS MONTH

Recollections and Dusty Photographs

By Stanley M. Gortikov
President, Capitol Records
Distributing Corp.

Ordinarily it would be difficult to comment on the historical roots of a 25-year-old company after having been in the employ of that company only 7½ years. However, while the old-timers are dredging up nostalgic recollections and dusty photographs, I happen to have a few early insights of my own to share . . . despite my being a relative newcomer to the company.

When Capitol was but four years old, I was an infant advertising copywriter working for a Los Angeles agency, owned by Mr. Lloyd Dunn, now Capitol's international vice-president. Since I knew absolutely nothing about music or records, it was "natural" that I be assigned to prepare copy and advertisements for a record company—namely Capitol—the largest account of the agency.

Seeking New Superlatives

It was quite a challenge to find new

superlatives each day to describe the latest Johnny Mercer, Jo Stafford, Margaret Whiting, or Nat Cole release. I recall that our objective was not to rely solely on the sound of the record, but to try to "talk" the trade into the merits of a particular disc and the logic of purchasing it. Never could I assume that a record was "fair" or "bad"—only "great," and my sterling prose was aimed at so convincing everyone else. At that time, too, graphics and color were just coming into use on album jackets, and I recall the first sexy girl to grace an album cover—a disk which Capitol blushing released to America under the title, "Music Out Of The Moon."

In my early contacts with Capitol company and personnel, I found myself continually impressed with their enthusiasm over their company, their product, and their future. This zeal and vigor, of course, was a direct reflection of the fervor of Glenn Wallichs himself. Impressive, too, were the loyalty and esprit of Capitol's people at all levels.

When I finally joined Capitol as an

employee seven and one-half years ago, I realized that this same loyalty and enthusiasm continued to characterize the company, and even today these precious traits help to mold the company's personality.

Over the years the name "Capitol" has meant a lot of things to a lot of people . . . a label of dependability and quality . . . a source of profit . . . innovation . . . birthplace of great names in entertainment . . . contributor to the industry's technology . . . creativity in the graphic arts . . . a company of high principle. In looking to the future, I have complete faith that the name "Capitol" will continue to connote the same strengths that have characterized its image in the past. Capitol people will assure this. Similar power will come from the interdependence of Capitol with its artists and its customers—both cornerstones of prior strength and future achievement.

Stark Questions

At the time of a Silver Anniversary, one can afford the luxury of reflecting on the past in idyllic terms and

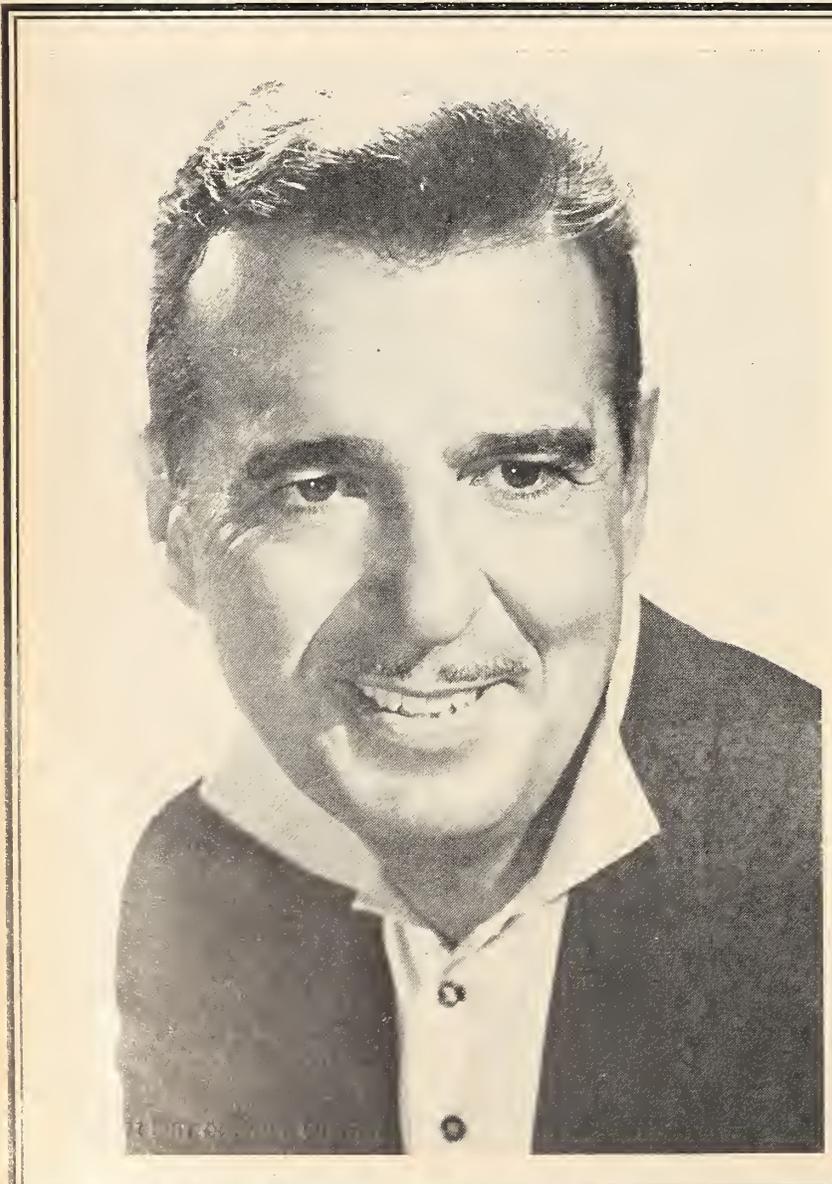
dreamily gazing into the future with glowing optimism. The reality of starting the 26th year, however, can jolt such reflections quite harshly. As follow-up to the historical nostalgia, a record company executive must eventually produce satisfactory answers to such stark questions as . . . What's the price? . . . How can I return my mono? . . . How much time do I have to pay? . . . What hits do you have today? . . . What have you done for me lately?

Somehow, over the last 25 years, CRDC has been able to emerge with the "right" answers to questions like those. It's predictable, therefore, that even in its 26th year and thereafter, CRDC again will yield actions and responses that satisfy the needs of consumers and customers.

There are record companies much older than Capitol, now gloating over its first mere 25 years. But a 25-year old has many precious assets . . . youth, maturity, vigor, a feeling of challenge, a zest for conquest, a wandering eye for opportunity, and just enough humility to be grateful for past successes and the helpful assistance of others.



LOOKING BACK—LOOKING NORTH: An historic photo of Sunset and Vine in the early '40's, looking north to the NBC building on the east and the Hollywood Saddlery and Jack Schurlock's Barber Shop on the north-west of Vine. All are long gone. Music City Record Shop now encompasses the entire north-west corner of Vine and the future home for the Home Savings and Loan 23 story office building is currently being erected in place of the NBC structure devoted to the redolent era of network radio. Music City is where Capitol was born. The original frame wooden building, which was Capitol's first home, was situated just a few yards south-west of where the photographer stood when he snapped this never before published photo.



Congratulations!

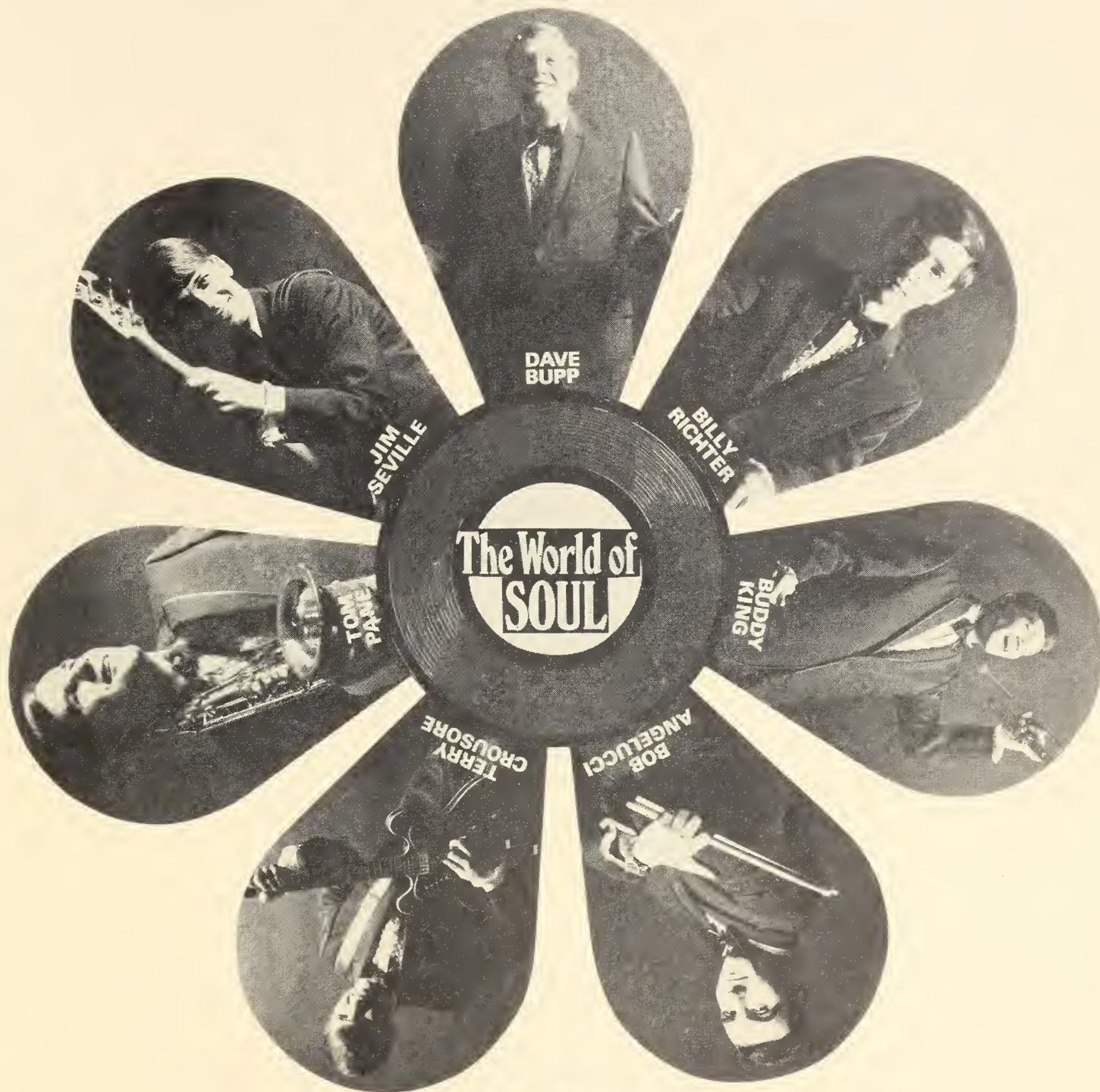
I'VE BEEN PROUD TO HAVE BEEN
A PART OF THE CAPITOL RECORDS'
PICTURE FOR THE PAST 18-YEARS.

OL' ERN

LOTS OF SWEET SOUL
ON YOUR SILVER ANNIVERSARY

THE MAGNIFICENT MEN

and Ron Gittman



Hear THE MAGNIFICENT MEN **"LIVE"** on their latest Capitol Smash LP ST 2775

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Capitol Buildings I Have Known

by LLOYD DUNN
V.P., Capitol Records, Inc.

I haven't been with Capitol twenty-five years, but I've been around sixteen years, starting at "Sunset & Vine" in a small, hot office (the air conditioning never worked in the summer, due to the heat) and sweating out a lot more than temperature changes, as hits waxed and waned. (It was in the days before acetates.) I later inherited a corner office that had formerly been reserved for entertainment, the room being dominated by a huge bar. It always called for explanations when visitors arrived, so I finally said simply, "I'm a heavy drinker."

Actually this was an improvement over the first office I saw Glenn Wallich's in. The company started in a store about the size of Manny's delicatessen, and Glenn had an inside office, elegantly built out of glass blocks

... which succeeded in cutting off all air and most of the natural light. Alan Livingston, our president today, had an upstairs cubicle, where he could be found playing with Bozo dolls and making strange noises for his children's albums. Paul Weston was also there, explaining why he needed so many strings to give that "big fat" luscious sound, even if it cost more. (Seems our financial man maintained that if the violins all played in unison, why so many?) And Gentleman Jim Conkling was up there too, cutting his teeth in the record business and little realizing the swath he would cut in the next few decades.

Johnny Mercer was, of course, very much around, ambling casually in and out, stimulating the whole company with his creative genius. He made the whole business seem so easy, and I'm sure it was for him. We still "point with pride" to Johnny, as a founder.

Ah, memories! John Aiken was our treasurer at one time . . . a tall lean Englishman with a sense of humor that never quit. Like the time we'd all been out on the town the night before our annual sales meeting, and John walked in the meeting next morning one hour late with an icebag on his head . . . in the middle of a serious inspirational talk by our Leader. John said he laughed all the way to the employment agency, but I don't believe that was quite correct.

I ran an ad agency in those days, and Capitol was my favorite account. I did all their graphics, including album covers, and was gradually introducing the record world to pornography as an art form. I don't know whether it sold any records, but it was sure fun to produce . . . until I covered a nude with spun glass, to look like she was floating on a cloud, and a few million particles of glass got into her skin.

Then came the Round Building. When Welton Beckett brought in the first sketch we all smiled tolerantly. His next sketch looked formal, like the Bank of America and we frowned in unison. I guess we were in love with the round building from the beginning, but we weren't convinced until the insurance company agreed to a maximum mortgage. Then, when they poured cement at a story a week, I followed Glenn up the rickety ladder as we reared our circular dome into the horizon. I was put in charge of buying some of the furniture and a good deal of the decorating. ("Hold the cost down!") It was a position that brought me endless abuse, but I was younger and had faith. They recently redecorated the E floor, tearing off my beautiful mural, stained and spotted by a decade. Sad.

Of course we got a lot of ribbing on the round building . . . to the extent that I took all their tired gags and put out a little book called "It's been said!", which we icily presented to all would-be wits.

Now the round tower is way too small. We've slopped over into half a dozen odd locations, including at least one old building where the air conditioning doesn't work in the summer because of the heat. As I get closer to retirement, I'm sure they'll move my office there. May'be they'll put the bar back.

So things don't change much. Unknown kids still rock the world with hits. And Glenn still screams about holding costs down, though we're about to break nine digits in annual volume. No matter how much security we earn in this business, we still suffer occasionally from low poll pressure . . . dread disease.

My personal orbit includes a good deal of the world, including EMI headquarters in England, where I visit my good friends and severest critics. I've learned to drink warm scotch, and have sharpened my Brooklynese, so as to be intelligible, but otherwise life in the music business is much the same. It was a fun business, and it still is.

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HAPPY ANNIVERSARY
AA-1 Products Co.**

**245 7th Avenue
New York, N.Y.**

Central Songs, Inc.

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CAPITOL RECORDS

And

Glenn Wallich's

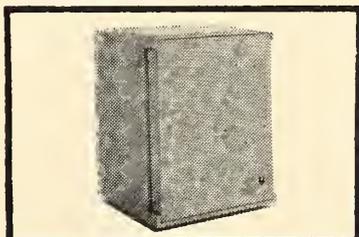
Hollywood

Nashville

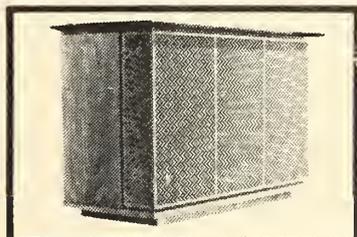


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3249 Casitas Avenue, Los Angeles, California 90039

I Found A New Baby

by JOHNNY MERCER

To all young writers, I suggest that they not delay in putting down their thoughts while they have them, and they do so while the iron or the memory is hot. Not only is it more factual that way, but the image is clearer, and, as one gets older, all the firewater that has passed over (or under) the bridgework, tends to make memories and the sharpness of focus fade. Here then, to the best of my ability, is how it all began.

Though we did not realize it at the time, our society (great or humble) was burgeoning and already showing signs of bursting at the seams. The old order hadn't changed, but portents were there, and I think because there were so many talented people coming along, a new record company was inevitable. That Capitol turned out to be the big one was a matter of luck, timing and being in Hollywood. Rab-

bits feet had little to do with it. Hard work did.

I had been thinking of having a weekly radio program called the Angelinos on which many out-of-work, but talented people would alternate in appearing—much like a stock company—where the importance of parts wouldn't matter, where all would work occasionally—and where the fame and the money would about even out. Before I got the chance to broach this idea anyone at the networks, a chance meeting with Glenn Wallichs took the ball out of our hands . . . or rather, put it in them . . . and we were off to the races.

I stopped in Music City one day, as I generally did to listen to the new releases, and in talking to Glenn, one of us said jokingly:

"How about starting a new record company"?

To this day, I don't know if it was Glenn or I, but my radio program sprang immediately to mind, and I remember Glenn suggesting that we sell the records in the lobbies of movie theatres. Because I was writing for Paramount at the time, I figured that would be a cinch contact, so we forged ahead with the undaunted enthusiasm of young men to whom nothing is impossible.

Jet Take Off

I arranged for a lunch date with Buddy De Sylva, who had left De Sylva Brown and Henderson to be executive producer of Paramount Studios, and he seemed quite interested in the project, saying that he personally would back us if the studio would not. Buddy had always been smart and lucky, and could "smell" money better than a divining rod. He was too busy to actively participate but, after suggesting Paul Whiteman (who suggested Andy Russell) and Betty Hutton as artists, he put 10 thousand in the bank, and later added 15 thousand more to get us started. Well, get started we did, and with a jet take off. Everything that should have held us back, worked for us. The war and even the musician's strike, only made our little company better known and more quickly recognized.

I started off on my own first, making a lot of my own songs, sometimes writing the tunes and lyrics, working with Bobby Sherwood and Gene DePaul to get them arranged and recorded. I titled "The Elks Parade" which Bobby wrote, financed his band, wrote "Harlem Butterfly", which he recorded; sang the vocal on Gene's song "Mr. Five by Five", with Ella Mae Morse. Gene made the arrangement of "They Didn't Believe Me", and we were all as busy as little bees in a hive. While Glenn was scurrying around from NYC to Washington to Seranton to solve Union problems, set up distribution and get shellac (or a substitute for it), we were making everything we could think of out here. I got Margaret Whiting to make "My Ideal", signed Jo Stafford and Freddie Slack, both without other recording contracts; signed Kenton, who was so big at Balboa at the Rendezvous, went with Gene one night to hear a young pianist I had heard play when he was about 14, named King Cole, signed him, made the "Strip Polka", "The Angels Cried", and "I Lost My Sugar in Salt Lake City". Bobby Sherwood, in the meantime, was recording like crazy, making "I Don't Know Why", introducing multiple recording, (he plays everything—and sings!). Freddie and Ella were recording everything Gene and Don Ray wrote. I even conned Phil Silvers into saying a few words on the "Strip Polka". We could do nothing wrong. Due to the shortage of other labels we got heard a lot, and Kenton's "Eager Beaver" was as noisy as Freddie's "Cow Cow Boogie". Nat "Straightened Up and Flew Right" and we were rolling in dough. We only spent 15 thousand of the original 25 Buddy had advanced us, and never were in trouble from that day on.

Paul Whiteman came to record "I Found a New Baby" (listed record #1 on our release sheets), and we got around to making records with Betty Hutton ("His Rocking Horse Ran Away", etc.) and all those Andy Russell hits. We even got a few sides in with Glenn's discovery, Jack MacClean.

A Capitol Suggestion

My wife even got into the act. I remember as if it were yesterday, we were sitting in Chasen's one night at dinner, trying to decide on a name. I had tried to clear LIBERTY from the Liberty Music Shops in NYC, but they were reluctant to let us have it, and seemed steamed at the suggestion. Gosh knows how many we had been through. Victory was popular at the time, but we decided it was mighty close to Victor. Then Ginger came up with Capitol. Well, it certainly seemed solid enough, and dignified. And when Glen came up with the 4 stars around the dome, that was it. Of course, that didn't hurt us with the Military either—all those 4 star Generals took us for their very own. We said, "Hooray for Ginger!" and Capitol it was!

There is so much credit to be handed out, and so many thanks to be given, I hardly know where to start. Bobby Dolan, working at Paramount, suggested Paul Weston, who came over, did such yeoman work that he became a mainstay of the company, and he with Jo and Pied Pipers continued where they had left off with Tommy Dorsey. Dave Dexter found so many people he started his own A&R dept. along with the Capitol News he had so successfully launched. It was a busy, happy time, and with such growth, it's no wonder specifics are lost in the welter of occurrences and experiences. Some jazz writers still claim they were there when Bix dropped his mute on a record date, but nobody dropped anything during those early Capitol days. Only pearls of wisdom, or a suggestion that immediately became a hit record—or album. I was in the control booth for everything, as was Bobby, Dave and later, Paul. I still remember the Nat Cole album of "Easy Listening Blues". Not a vocal in the album, but such beautiful playing with Oscar and John.

Well, "Easy Listening" became hard listening, and I couldn't spend any more time in the booths, as I was writing songs at several studios and also, by now, had a radio program. All those songs became hits: "The G.I. Jive", "Accentuate the Positive", "On the Atchison Topeka and the Santa Fe". Besides doing all that writing and recording, we were playing all the army and navy camps and most hospitals in California, as the war was on heavy by then. I had been to Washington but was advised, like a shoemaker with his last, or maybe, horse, that I should stick to my job. Perhaps because the records were so big and really popular with the G.I. Joes we did ten radio programs a week (2 a day) . . . did "V" discs and Command Performances and G.I. Journals, etc. on week-ends, made records and personals, wrote songs, etc. and still found time to go to the Tropics—a bar across the street from NBC.

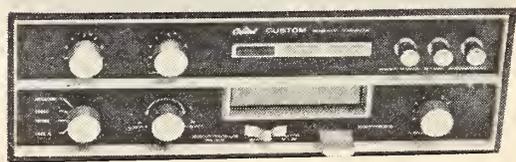
If someone had asked one of us "What did you do in the war, Daddy"? we would probably have told him we spent the entire time in the Tropics. But Spam and Wham and Devilled ham finally ran out, like the Duration Blues, and soon the war was over, the boys came home, and every single one of them got married and moved to California.

Now, as I listen to Whitinghill on the other jocks (Dick was a Pied Piper when we started) . . . it takes me back with great nostalgia to those days, when we were swinging and our hearts were young and gay.

Where Credit Is Due

I sometimes wish I still were a part of Capitol. If only for the jobs I could give my relatives. God knows, they need it. But I'll always be grateful for the opportunity it gave me, and for the friends I made and got to bum around with in those halcyon days, "befo' de wars" . . . Korea and Viet Nam! I don't know if anybody knows what a genius Glenn Wallichs is . . . not only at organization and hard work, but at picking and handling men. He really did in weeks what it takes some men years of trying to accomplish. And we had a free hand with Buddy. He'd come to meetings and laugh (he had a gorgeous sense of humor) and beam at our successes. All the other mentioned above made it happen, and goodness knows how many I've left out . . . all the secretaries . . . office people . . . distributors . . . stockholders, etc.—not to mention artists like Johnny Johnson, Bas Hutchison, Cootie Williams, Dave Matthews, etc.

We tried to get Goodman, Crosby, and everybody else in those days too. We weren't big enough for them then. But Capitol was later. And it got 'em all. It seems it did anyway. I never saw such an imposing array of artists, for a company 25 years young. If you take a good look at the Victor dog he's probably listening to the Capitol sound (as recorded by Bill Miller or Bill Fowler) . . . not the Two Black Crows! And I have a T.L. for him . . . with all due respect and gratitude to his company—the Capitol sound is better!



Thanks!

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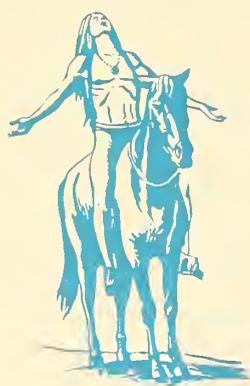
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Peace



Happy Anniversary *The Beach Boys*

That Old Feeling—Exec Producer Dave Dexter Reminisces

Back in the summer of 1942, when the world was at war, a new record company was born. No one expected it to compete with the three Goliaths—Decca, Columbia and RCA-Victor. Few “name” artists were available.

At first they called it Liberty. But before the management team of Glenn E. Wallichs, Johnny Mercer and Buddy De Sylva could issue their first platter on 78 rpm shellac (it coupled “The General Jumped At Dawn” and “I Found A New Baby” played instrumentally by Paul Whiteman’s New Yorker Hotel orchestra) attorneys for the Liberty music shops in New York demanded that another name be used. And so, in June, the black and silver Capitol label emerged for the first time.

Whiteman was a flop. But the second entry (No. 102) coupled Ella Mae Morse, an obscure girl from Texas, with Freddie Slack’s nimble piano and studio band and it rang the bell—loud and clear. “Cow-Cow Boogie” still sells, a quarter of a century later, and it long ago passed the million mark.

Early Troubles

But danger lay ahead. Jimmy Petrillo, head of the Musician’s Union, flashed a glaring red light the last day of July that summer and ordered all professional musicians to cease recording. They did—for some 18 months or so. And during that long, dry period the little Hollywood company watched its supply of masters diminish like a well running dry in the desert.

Floyd A. Bittaker, Capitol’s sales chief at the time, became alarmed at the dearth of product as the Petrillo strike dragged on. And so, in early 1943, Wallichs and a new employee who had served as a music trade paper editor and writer in Chicago and New York, Dave Dexter, scrounged around Hollywood and purchased four mas-

ters made by Bob Sherman for his personal kicks.

The masters included “Lovely Hannah” and “From Twilight ‘Til Dawn” by Ceelle Burke with a combo featuring a Hawaiian steel guitar, and “Vim, Vom, Veedle” and “All For You” by King Cole’s Trio. “All For You” was the first master the late Cole made in which he sang a romantic ballad strictly solo. It sold big.

Capitol’s Growth

In November, Petrillo called off the strike and musicians were again free to make records. Capitol used the old C. P. MacGregor studios in Hollywood to frantically start cutting Tex Ritter (its only country artist under contract), Margaret Whiting, Martha Tilton, Johnnie Johnston, Dennis Day, Bobby Sherwood, Connie Haines, Gordon Jenkins, the “new” Ray McKinley band and, of course, the hot Slack and Morse combination, along with Mercer, who had assumed Capitol’s presidency (and who wrote four of the Top Ten hits in ’42, all on the Hit Parade at the same time, including “Sky Lark,” “I Remember You,” “Tangerine” and “Blues In The Night”).

A De Sylva stepson, David Shelley; Dexter, who doubled as an A. & R. man along with duties as public relations chief, advertising and publicity director and writer-editor of the firm’s “Capitol News” newspaper which eventually peaked to a national circulation of 800,000 in 7,000 record stores; Paul Weston, the erudite Dartmouth arranger and conductor, and prexy Mercer all took turns in the booth making disks in those early days.

Jo Stafford, later to become Mrs. Paul Weston, joined Capitol immediately after recording resumed as did Stan Kenton and his band. Stan was brought in by Wallichs and Dexter from Balboa Beach, where his power-

ful brass and reeds were creating a sensation among California teens and adults alike. Nat Cole also was signed to a long-term binder. Peggy Lee joined the fold following her emergence from retirement and the birth of daughter Nikki, on a Dave Dexter jazz session that produced “That Old Feeling” and “Ain’t Goin’ No Place” which radio stations played so generously that Peggy could hardly remain a housewife.

Dexter also cut a rhythm and blues entry by Benny Carter’s band with sultry Savannah Churchill singing “Hurry, Hurry,” which put the dome label in the specialized r. & b. field for the first time. It was waxed on portable equipment in San Francisco and Capitol’s first disk cut outside Hollywood.

Everyone knows about Mercer, the brilliant Savannah-born lyricist. He wrote hit after hit and sang hit after hit. Shelley left to operate a Toluca liquor store. Weston also departed, about 1950, to record with his wife on Columbia. Jim Conkling, Weston’s old trumpet-blowing pal from the Dartmouth campus who had briefly served as Capitol’s A. & R. head, also moved to Columbia and became the firm’s president.

Today, Wallichs and Dexter are the only survivors of those early days. Wallichs, much improved physically now after a serious illness last winter, is the chairman of the board. Dexter is called an executive producer.

Dexter’s Contribution

In addition to his helping bring Nat Cole, Stan Kenton, Benny Carter, Peggy Lee, Billy May and other early satellites to the Capitol label, in the years that have followed Dexter bagged Frank Sinatra, the Beatles, Peter and Gordon, Kyu Sakamoto (Sukiyaki) from Tokyo, Kay Starr, Nellie Lutcher, Sammy Davis, Jr. (whom Dexter found in 1949 in the Watts area of Los Angeles, but who failed to sell any records for Capitol), Sugar Chile Robinson, Julia Lee (the big-voiced Kansas City blues shouter who sold hundreds of thousands of disks in the 1945-50 era), Laurie London (does any reader remember

his “He’s Got The Whole World In His Hands” smash?) and perhaps a dozen others, all solid, consistent money-makers for the label.

“Yeah,” Dexter says a bit cynically “but how about Frankie Laine? He used to frequent our modest Capitol offices urging me to sign a femme trio known as the Barries. I think he had a hot romance going with one of them. Mercer used them on one session, but they weren’t anything special so we brushed them off. I don’t even recall Laine saying anything about his career as a singer around Cleveland, but suddenly he’s working as a soloist at Billy Berg’s rattle little club on Vine Street and Berle Adams comes along and signs him for Mercury.

“Laine was about the biggest thing since Shinola in 48 hours. He put Mercury in business Adams looked like the world’s smartest man. His success with Laine and with Louie Jordan’s fine little combo back in the middle 1940s led to his present top-level job at MCA.

“And Dexter laid an egg. It was the biggest ever. Frankie is the one who got away.”

‘Capitol of the World’

Dexter made nine straight hits with Les Baxter (“Poor People Of Paris” was the biggest; it sold about 1,500,000 copies in all) and then, in 1955, he volunteered to start gathering material for a new international catalogue when the mighty EMI cartel of England purchased Capitol. For nearly 11 years Dexter traveled about the world, bringing back to Hollywood tapes of music and sounds from some 40 countries. That’s how he found “Sukiyaki” and a half-dozen other biggies, including superbly beautiful and musical orchestral performances by Franck Pourcel of Paris, Norrie Paramor, Ron Goodwin, Semprini and Ray Martin of London, and the still-unpublicized but brilliant Vladi of Buenos Aires. After some 400 “Capitol of the World” albums that included not only intriguing music but exotic sounds like bells and chimes of Bali, chants of Australian aborigines, rhythm beats of the Congo and traffic and cathedral sounds of major cities

(Continued on next page)



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25 Years Of Capitol Country

by WADE PEPPER
Director of C&W Promo
CAPITOL RECORDS

NASHVILLE—When Ken Nelson Country A&R Director of Capitol Records re-signed Tex Ritter this summer, it marked 25 years of fruitful association between America's No. 1 cowboy and Capitol Records. As a matter of fact, Tex Ritter was Capitol's first country artist and joined the infant label at its beginning in 1942. Tex started the ball rolling in Capitol country with great hits such as "The Boll Weevil Song," "Jealous Heart," "Rye Whiskey" and "New Moon Over My Shoulder."

The company's original country A&R director was Lee Gillette, who although in retirement, still records Guy Lombardo and Stan Kenton on the West Coast. Shortly following Ritter's success, Gillette recorded Tex Williams' "Smoke, Smoke, Smoke," which developed into a tremendous hit and sold over a million copies. In this era also came Merle Travis, Wesley Tuttle and Hank Thompson, all artists who pioneered Capitol's firm entry into country music under Lee Gillette.

In 1947, Capitol hired a young broadcaster named Ken Nelson from WJJD in Chicago to head up its transcription service. Ken came to the

Coast in 1948 and in 1951 succeeded Lee Gillette as head of Capitol's Country/Western department. Ken immediately took up where Lee left off and produced Hank Thompson's biggest hit of all time, "Wild Side of Life."

Lots of Studios

In those days, the Nashville recording center was not as fully developed as it is today and subsequently the A&R directors recorded country artists wherever they could find them. Country recording sessions in those days were held in Atlanta, Little Rock, Houston, Chicago, Sioux City, Nashville, Los Angeles and other markets, in recording studios, hotel ballrooms, or in radio station studios.

Not too long after Ken's first big hit, "Wild Side of Life," he signed Faron Young and Ferlin Husky to the Capitol label. These artists contributed greatly to the country hit scene in the early '50's and still are very much a part of country music today. Ferlin Husky produced a million seller in "Gone" and Faron Young followed suit a few years later with a great hit, "Hello Walls."

A duet hit, "Dear John Letter," introduced Jean Shepard to the Capitol label with Ferlin Husky and Jeannie grew into one of the label's leading female singers. Her con-

sistency as a recording artist has made her a top female attraction on the Grand Ole Opry.

Big One from Sonny

About that time a young Southern gentleman by the name of Sonny James came on the Capitol scene and wasted little time in producing a multi-million seller in "Young Love." Sonny also is very much a part of the Capitol country scene today and is currently enjoying his twelfth No. 1 country record in a row with the label. Around this time a young female singer from Oklahoma, Wanda Jackson, came on the Capitol scene and had a succession of Country and Rockabilly hits establishing her as a top talent on the label too.

The early '60's saw the phenomenal rise of another Capitol hitmaker, Buck Owens and his Buckaroos. Ken Nelson signed this great act out of Bakersfield, California and they still record on the West Coast. Buck's string of top sellers, both singles and albums, are unparalleled in the business today. Buck's band, the Buckaroos, have become famous for their recordings, too.

From the religious field, Nelson signed the famous Louvin Brothers and helped develop them into a best selling straight country duet in the mid-fifties. The Louvin Brothers were Capitol's strongest country group seller until Ira Louvin's untimely death in 1965. Charlie Louvin has continued as a single act since and has had a succession of chart singles and albums.

Recently Merle Haggard, Bonnie Owens and Wynn Stewart have embellished the West Coast country scene and are currently steady chart-makers, too. Merle is enjoying a number one hit currently in "Branded Man." His "Swinging Doors" was voted Record of the Year in 1966 by the trade newspapers.

Enter 'Voices'

Capitol was one of the first labels to use "voices" in producing country/western singles. It is thought that Ferlin Husky's "Gone" was the first session where a vibraphone was used on a country session. Also, Ken Nelson was one of the first A&R directors to use the high female voice innovation.

Capitol's history has been one of building new acts from the beginning. It has not been its policy to sign big name artists from other labels but to develop its own. In the early '60's "Hank Thompson at the Golden Nugget" was recorded live and represents one of the very first country albums recorded in person. Through the development of new talent, Capitol has grown to be one of the leading labels for country music in the world. Capitol maintains an A&R office in Nashville, headed by Kelso Hurston and Billy Graves who work with the Nashville artists. These two young A&R

directors have added considerable talent to the Nashville scene for Capitol Records.

As Capitol celebrates its 25th anniversary, the label is proud that one of its most distinguished gentleman/artists, Tex Ritter, is also observing the anniversary by renewing a long-term contract on the label. Tex's eminence after twenty-five years in country music is attested by his regular appearances on the Grand Ole Opry, his heavy road schedule of personal appearances, and until very recently, his co-hosting with Ralph Emery on WSM's cross-country broadcast at night-time. Tex's appetite for the business is as great as ever, as is Capitol Records' appetite for this distinguished talent.

The label appreciates the fact that country music fans are the most loyal record buyers possibly in the world. Once an artist is established, the long term acceptance is very productive. In recognition of this stability, Capitol's executives set up a national sales & promotion office in Nashville to augment the great potential of country music thereby being the first major to install a national office in Nashville for this purpose. Capitol's history in the record business has been a well-rounded one and a genuine free enterprise success story. The label's Country department has played a part in this balanced growth and the prediction of its future has no ceiling for the next twenty five years.



THE MAN—Frank Sinatra, Jack Entratter, Ray Anthony, Lee Gillette & Alan Livingston at the Anthony-Sinatra record session.



MAGGIE—So often the clothing reveals the era. The era is Early Margaret Whiting and Nelson Riddle. No that's not a mini skirt and those are not tapered slacks.

*Thanks to Voyle Gilmore, Ken Nelson,
Karl Engemann, Bill Tallant and so
many other wonderful people at
CAPITOL RECORDS, for giving us some
of our biggest hits.*

HAPPY ANNIVERSARY

Bill Lowery

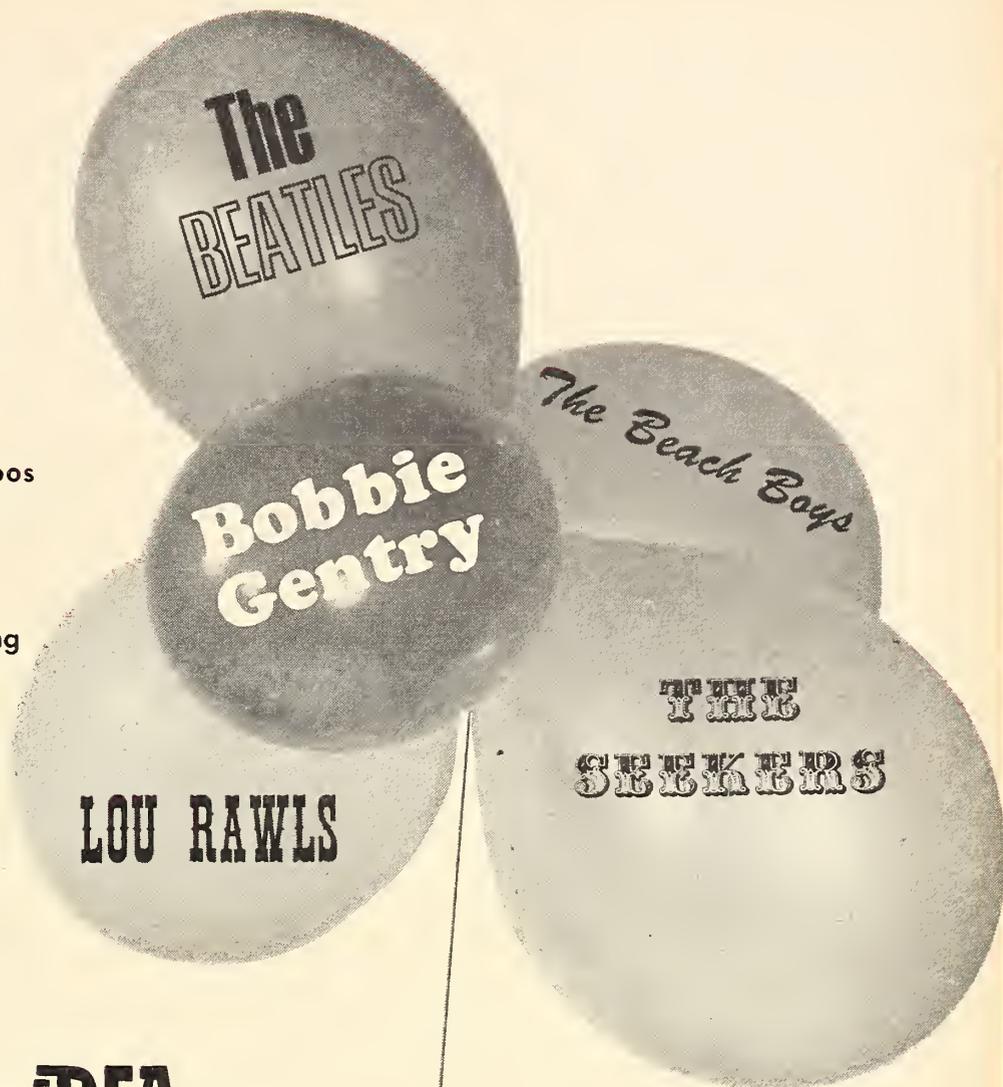
Lowery Music Co., Atlanta, Georgia

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jimmie haskell

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- * all the hits of the lettermen from "the way you look tonight" to "theme from a summer place"
- * "danke schoen," "summer wind," "summer colors"—wayne newton
- * "you're the reason i'm living"—bobby darin
- * "worried mind"—ray anthony
- * and my own "sweet september."

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 Sonny James • Cannonball Adderley
 The Lettermen • Nancy Wilson
 Wayne Newton • Buck Owens and His Buckaroos
 Senator Everett McKinley Dirksen • Al Martino
 Stan Kenton • Hank Thompson
 Peter and Gordon • Nat King Cole
 Tennessee Ernie Ford • Jackie Gleason
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In The Beginning

by PAUL WESTON
CAPITOL MUSICAL DIRECTOR
1943-1948

It is always exciting to be in at the beginning of something, and in the development of Capitol Records the first few years were certainly no exception.

To be able to look from Capitol's tremendous current catalogue back to a day when *all* the company's test pressings were kept in the lower right hand drawer of one desk, and when the total operation was conducted from one room, is a rare privilege, and I'm grateful for the experience. One of my earliest memories of Capitol is of an afternoon when Johnny Mercer and I were listening to test pressings of a recent session while in the other end of the room Glenn Wallichs was trying to make a long distance call. John and I had the volume up pretty high and finally Glenn said, "Say can you fellows hold it down a little—I'm trying to talk to Pittsburgh." John asked what he was doing talking to Pittsburgh and Glenn explained he was trying to line up a distributor there. John said, "Oh—the hell with that nonsense—let's all listen to the records!"

Making It Big 4

Those were rather exciting and undisciplined days at Capitol—we made records and if we liked them we put them out—if we didn't we made them over again until they were right—something you can't do when you have to worry about regular releases and distributors in Pittsburgh. Of course regular release schedules had to come when a remarkable succession of hits put the company into a position where it could eventually make the BIG THREE into the BIG FOUR.

In 1942 I was working as an arranger at Paramount Pictures on a picture called "Star Spangled Rhythm," with music by Harold Arlen and lyrics by Johnny Mercer. John mentioned Capitol Records and asked me to arrange and conduct a session which included "Strip Polka," with Jimmy Van Heusen as pianist, and with Phil Silvers contributing a few pungent remarks. Other sessions followed, and in 1943 Johnny was asked to take over Bob Hope's Pepsodent Show for the summer. The group John put together included Jo Stafford, Ella Mae Morse, the Pied Pipers (with June Hutton), John, of course, and the Paul Weston Orchestra. Everyone is probably aware of the Capitol hits that came out of this group, but it's hard to explain today how much fun we had—doing the songs we liked, experimenting with new musical ideas, and introducing great new Mercer

lyrics like those in "Dream," "Accentuate the Positive," "G.I. Jive," and "Atchison Topeka and Santa Fe." No wonder we enjoyed ourselves.

'Dreaming & Bozo'

In 1944 Capitol gave me a chance to make an album of my own—"Music for Dreaming," and then John and Glenn appointed me musical director for Capitol, a position I was happy to hold for five years. Jim Conkling came out of the Navy and into the A and R department, and a young man named Alan Livingston came in looking for a job (still in his army uniform) and soon was busily engaged making "Bozo The Clown" albums—the first really big children's albums in the record business. Alan had a brother named Jay who with his partner Ray Evans used to hang around the Mercer show. They soon started writing songs at Paramount, and eventually sent one over to Capitol called "To Each His Own." In our great wisdom, Jim Conkling and I decided this song was a dog, and whenever I played it for our artists like Peggy Lee, Margaret Whiting, Jo Stafford and the others I must admit I didn't give it my best interpretation. In his office next door Alan Livingston would hear these pitiful performances and say to himself "I just hope it's a smash somewhere else," which of course it was as soon as Eddy Howard got his hands on it. Another time we showed rare judgment when we all decided the Nat Cole record of "Greatest Inventor Of Them All" would be a smash, and decided to ignore the other side—an unimportant little ballad called "Mona Lisa."

It's funny to look back on some of the Capitol hits and think what might have happened. Jo Stafford's record of "Timtashun" was "hers" only because another singer had a studio call that seemed more important to her than an unimportant Red Ngle record date. PeeWee Hunt's "Twelfth Street Rag" was actually a Capitol transcription that unaccountably "took off" in Boston. "It Might As Well Be Spring" sat on my piano for three months with no one wanting to make it until Margaret Whiting agreed. I assured her confidently it wouldn't sell a copy, but told her I thought we could make a nice record together, and the other side would carry it.

And throughout these happy days Glenn presided with fine business judgment and cheerful optimism, while John combined plain good taste with his great talent as the company just grew and grew. It's always nice to be lucky enough to be in the right place at the right time, and being at Capitol "in the beginning" was a wonderful experience that is always a pleasure to recall.

A Hard Day's Surfin' Safari

by DEREK TAYLOR

Brian Wilson & Paul McCartney met each other through music darkly and then face to face in my house and the first meeting was the easier because music is a more natural environment for a musicianly relationship than a living-room.

There had been, for many years, a mutually-warm admiration-society between the Beach Boys and the Beatles—an exchange of exultation at each other's releases. The Beach Boys came first—they were formed in the schoolroom and their debut hit was in 1961, in the very week that the late Brian Epstein drew up his initial contract with the Beatles—and rhythm guitarist Al Jardine, (one of the founder-Beach Boys) recalls returning from a tour of Australia to find his country in the thrall of "I Want To Hold Your Hand" by the unknown Beatles.

Britain discovered the Beach Boys on a European TV and promotional trip in 1964—the same year that America fell for the Beatles but the British response to the US group was an unworthy "Well, OK . . . so you're the Beach Boys. We have our own home-grown scene going but thanks anyway. . . ."

It was three years later, on the foaming tip of the crest of the tidal wave of "Pet Sounds" whipped to a fury by the gale of "Good Vibrations" that the Beach Boys swamped Britain and the rest of Europe with such a flood of success that in London's "New Musical Express" voters decided the American group should replace the Beatles as "Top World Group."

Influence On Each Other

During the years between "Surfin Safari" and "Revolver" Lennon/McCartney and Wilson watched the development of each group's work with increasing interest and with—so musical people tell me—substantial influence on each other's experimentation. A long time ago, Lennon commented in print that "Wilson was a bloody genius who uses voices like instruments" and Wilson, for his part, freely conceded that it was the critical acclaim accorded "Rubber Soul" that had spurred him to reach a new plateau with "Pet Sounds," a climb, which though Beatle-inspired, did not tempt him to use their footholds, steal their guidelines nor file any of their deft short-cuts. Why should he? He had enough of his own.

I had left the Beatles before "Rubber Soul" and had joined the Beach Boys at "Pet Sounds" time and there were moments when I sensed the unspoken "Mirror, mirror on the wall; who is the fairest of us all?" But apart from conversational slips of the tongue, which may have been Freudian or simply phonetic—"Beach Boys" sometimes came out as "Beatles" or vice versa—I managed to steer a course in representing the Californian fivesome which took me safely along the narrow road from Beatle Friendship to Beach Boys Loyalty, twin townships in which there were signs of incipient rivalry.

Some members of the groups had met on the road in 1965, somewhere in the North West where the tours coincided. But the meeting had been one of those scrambling handshake-scenes in a dressing-room physically inadequate to accommodate a duo of dwarfs, let alone two man-sized rock 'n roll groups with Fenders, Rickenbackers, Gibsons, practice amps, cops, bouncers, promoters, boxes of fan-mail, and piled up trays of half-chewed hamburgers.

Against such clutter there had been, therefore, little real rapport and in any case, Brian Wilson was not around at the meeting.

They Meet Again

A year later, however, after "Pet Sounds" and before "Revolver"—is it not strange how one measures history in albums, yet not so strange as measurement in wars—it became clear that a summit of some sort was timely and meaningful. So when the Beatles came to Los Angeles in 1966 for

the last-but-one concert in their lovingly-remembered live career, I created a domestic climate in which composer might collide with composer and communicate without harrassment or pain.

Paul was first to arrive, in the best of humor. Brian Wilson called, Paul took the call and said "come on over" and Brian did, with brother Carl and their wives.

The lights were low in the house and the Los Angeles basin twinkled blue, red gold and silver and we had "Glenn Miller's Latest Hits" softly on the record player. "Hi" said Brian and the Wilsons. "Hello" said Paul and added: "Well you're Brian Wilson and I'm Paul McCartney so let's get that out of the way and have a good time." Brian laughed and said "Would you like to hear a dub?"

He played the extraordinarily fascinating track of "Good Vibrations" and it impressed Paul who asked for the dub "as a souvenir." Brian said he'd rather not part with it. He wasn't completely happy with the sound. Oh well. It didn't matter that much.

We talked for a couple of hours, joined by David Crosby of the Byrds and by George Harrison. It wasn't a bad meeting but it wasn't the answer. Paul and Brian knew that and I did too.

Thus, in the spring of this year, when Paul returned as a "private citizen" to LA we decided to do the meeting again—this time in a recording studio. I took Paul to Sound Recorders in Hollywood and this time a real bond was formed between the Englishman and the American—a bond which will not readily become unsealed. Brian was at his most active and energetic as producer that night and it was a fine three-hour music involvement.

And Now to Capitol

The record under production was "Vegetables," then planned as a single now to be an album track on "Smiley Smile," the Beach Boys next album—the first LP to be released on the Brother Records label distributed through CAPITOL.

Capitol. CAPITOL!

Capitol is where I should have come in for this labyrinthian narrative intertwining the Beatles with the Beach Boys was asked of me by Cash Box to celebrate Capitol's birthday but I left the connection until the end because it seemed more graceful.

However, I cannot see that the fact of Capitol's continuing to keep the Beach Boys and the Beatles as signed artists is a coincidence for there is nothing coincidental in competitive commerce. After all, the Beatles entered America on VeeJay and the Beach Boys did not start on Capitol but on something called "Candix" and also, of course, the group and Capitol has only recently emerged (emotionally unharmed) from a lawsuit instigated by the Beach Boys against the label.

I cannot say what it is Capitol has to offer the two groups for a record label is many things to many people but whatever Capitol represents as a company, it must be worthy and valuable for the Beatles have re-signed with them for something like nine years and the Beach Boys are—despite their new Brother Records family front—still in business with Capitol.



Les Paul and Mary Ford with TV upstart Ed Sullivan.

This Must Be The Place

by RAY ANTHONY

My history with Capitol Records should be called "GLORIA." In 1947, when we were struggling around New York, trying to make it with a big band, we recorded a song called "GLORIA" for a real "off" label in Philadelphia. Before the master could be released, the label went broke, but Bob Thiele bought the master for his Signature label and released it. It was a vocal record with trumpet and we worked hard promoting it. It made the charts and attracted enough attention to Ray Anthony, what Walter Rivers and Jim Conkling of Capitol Records, came out to the Meadowbrook and down to the Cafe Rouge to see this "Big Band" that had a record in the charts.

A 'Wreck' Starts It Off

Thank God Walter and Jim got excited about my big band. After many visits, one night they came in with a recording contract. Our first Capitol Records release "Wreck On The Highway" was a disaster!

However, thanks to Jim Conkling's determination that a band which could cause so much excitement in person could make it on records, they kept trying. I will never forget the wire Jim sent Dave Cavanaugh, (who at that time, was the East Coast recording director) after we had recorded "COLUMBIA THE GEM OF THE OCEAN". It said "Congratulations Ray and Dave—'Columbia The Gem of the Ocean' is the best recorded band record Capitol has ever made." That record sold approximately 200 copies!

That year, which was about 1950, Jim Conkling came to the midwest and traveled with us on one nighters. After four or five nights of watching

what the people reacted to, he took us into the old Ryman Auditorium in Nashville, Tennessee, and we spent three days recording ten records. Five of these sold over a half million each. They included "NEVERTHELESS" b/w "HARBOR LIGHTS", "TENDERLY", "HARLEM NOCTURNE", "MAN WITH A HORN", "STAR-DUST", "SPAGHETTI RAG", etc. Capitol put a big promotion behind these records as they were the first records I had made which combined the clarinet lead sound with my trumpet. It looked as though we had come up with a formula.

In 1952, I was playing one-nighters on the west coast and on the first date in the Bay Area, I played "BLACKSMITH BLUES" at which time the kids formed a line and did an organized dance. A few nights later at another one-night engagement in the Bay Area, the same thing happened. I went back to my hotel after the dance was over and sat down and wrote "THE BUNNY HOP" and immediately called Lee Gillette, my producer at Capitol at that time, and asked him to set up a session right away so I could record "THE BUNNY HOP." The rest of the story is history. The only thing I can add is that I bunny-hopped from coast to coast promoting the dance, which became an international tradition.

In 1953 when we were doing the Chesterfield Perry Como summer replacement show on CBS TV, out of New York, Chesterfield had another show which they sponsored. Lee Gillette and I got our heads together and came up with a swinging big band version of the theme of that show, which was called "DRAGNET." Enough said.

A few years later, Henry Mancini came to me with the theme he had composed for another successful t. v. show "PETER GUNN." He didn't

have to twist my arm to get me to record it!

'Dream Dancing' Arrives

I had begun to notice when we played dance dates, that when we turned the lights down low and played medleys of ballads in our trumpet-clarinet lead style, the floor was jammed with dancers. One night I came up with the title for an album, as I looked out over the heads of the dancers. That title was "DREAM DANCING." We very carefully selected 12 ballads and I personally supervised the exact subdued sound that I wanted in the album. As a result, "DREAM DANCING" became an album standard for me.

During the middle years of my almost 20 years with Capitol, we did many types of recording, including the trumpet version of "OH MEIN PAPA," "AT LAST," four sides with Frank Sinatra, using Frank and my trumpet as a combination, a couple of sides with Gordon MacRae, and

a couple of sides with Gordon Jenkins and a big lush orchestra.

Through the years of recording, we have used a long list of arrangers, some of whom included Don Simpson, Dick Reynolds, Quincy Jones, Billy May, Nelson Riddle, George Williams, Charles Shirley, Jimmie Haskell, Pete Rugolo and even Henry Mancini.

With Nick Venet producing, I was lucky enough to catch the "country" trend early with the "WORRIED MIND" singles and album, using the combination of trumpet, voices and orchestra.

After almost 20 years with Capitol Records, it is with great pride that I congratulate the entire Capitol organization on their 25th anniversary. It has been a rewarding experience to have watched them grow from the little offices on Vine Street to the world wide giant which Capitol Records is in the industry today.

Congratulations Glenn, Alan and all of you. Thank you for a long, successful and happy association.

THANKS,

H. B. Barnum

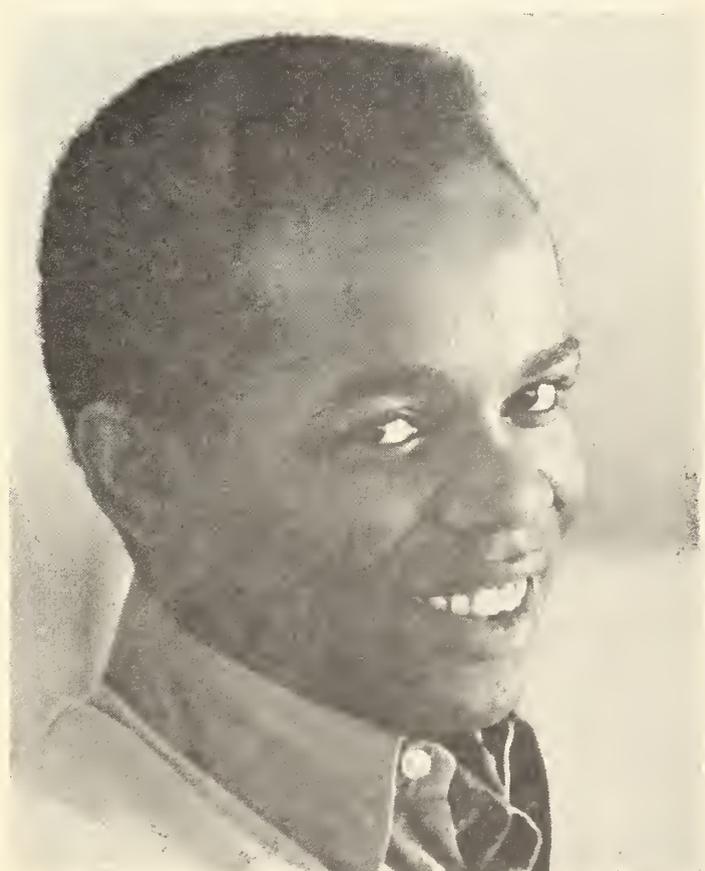
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CONGRATULATIONS:

SIX YEARS OF SOULIN'

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J. W. Alexander
Personal Manager

Capitol Internationally: Visits From Wallichs & Nat King Cole

(top, left): Glenn Wallichs, chairman of the board of Capitol Records, with Gerry Oord of Bovema on Wallichs' first visit to Holland; (top, right): Sir Joseph Lockwood, chairman of EMI (holding plaque), with the late Nat King Cole at one of the many receptions given to Capitol artists at the headquarters of EMI in London. (bottom, left): Mr. and Mrs. Wallichs arrive in London for their first visit to the United Kingdom. With them are (left to right) Dick Rowe, and Sandor Porges; (bottom, right): the late Nat King Cole with Francois Minchin, president of Pathe Marconi on the occasion of the artist's first appearance in Paris at Le Palais in 1954.



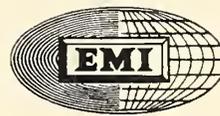
Cash Box



September 16, 1967



25th



ANNIVERSARY GREETINGS



International greetings from around the world to Glenn E. Wallichs and Capitol Records on the occasion of their 25th Anniversary. Above: Glenn E. Wallichs and EMI Chairman Sir Joseph Lockwood photographed last year in Sydney, Australia during their world tour of EMI overseas companies.

Capitol Internationally

Internationally, our story begins in 1948—the year that Capitol Records of America extended its market to foreign countries, unleashing on the world outside America a wealth of tremendous talent and magnificent material. But the story of Capitol itself was already six years old and record men throughout the world were already familiar with the early pages of its history. Glenn E. Wallichs was a name to conjure with. A recording genius whose magic box contained such jewels as Jo Stafford, Nat 'King' Cole, Peggy Lee, Stan Kenton and Margaret Whiting. We knew their names, were aware of their brilliance but their recordings were for most of us, glittering prizes beyond our reach. Wartime gifts like Red Cross parcels supplied by American friends to lighten our darkness or smuggled in like precious loot by returning visitors from the New World. By 1948 Capitol Records was firmly established in America and the company, which had been set up in 1942 by Glenn E. Wallichs, Johnny Mercer and B. G. De Sylvia in three small rooms in Hollywood, was now a booming business. Branch officers were operating all over the U.S.A. and independent distributors in 21 cities gave Capitol a grand total of 45 wholesale outlets. The company was ready for international expansion into the world market. Remembering that in 1948 the American record industry as a whole was suffering a dramatic decline in sales the timing of the move may seem questionable. But whatever the state of the industry as a whole the state of Capitol in particular was exceedingly healthy and the company experienced its most profitable year

with sales amounting to \$16,862,450 with a profit of \$1,315,847. In the previous year 227 new singles and 25 new albums had been added to the fabulous Capitol catalog which was now to be made available outside America.

Capitol, Decca In Pact

Capitol's entry into Europe two decades ago came with a three year contract with British Decca. The contract was drawn up and signed by Edward Lewis now Sir Edward Lewis, chairman of Decca and Glenn E. Wallichs. The promotion manager was Burny Lewis, now an independent manager, agent and producer. The label manager was Dick Rowe who is now Decca's A & R chief. Rowe, a self confessed Capitol 'fan' from the early Hollywood days left his job as a stockbroker in the city to take up his appointment as label manager. He recalls that the first ever British release in December 1948 was "Twelfth Street Rag" by Pee Wee Hunt destined to become the artiste's first million selling record. Two other million sellers also came out of the first bag of releases—Peggy Lee's "Manana" and Nat 'King' Cole's "Nature Boy." Early Capitol 78 r.p.m. singles in the CL1300 series on the 10" black label boasted disks by the greatest names in recording history which came pouring down like pennies from heaven to turn to international gold, i.e. "On A Slow Boat To China," by Benny Goodman; "Rumble, Rumble, Rumble," by Betty Hutton; "Say Something To Your Sweetheart," by Jo Stafford and Gordon MacRae; "Cow Cow Boogie," by the Freddy Slack Orchestra; "Little Girl," by the King Cole Trio;

"I Still Get Jealous," by Gordon MacRae; "Highway To Love," by the Pied Pipers; "Artistry In Rhythm," by Stan Kenton; "Hurry On Down," by one of Capitol's greatest talents, Nellie Lutcher; "Buttons And Bows," by the Billing Sisters and another blockbuster, "Cigareets, Whuskey And Wild Wild Women," by Red Ingle. This formidable release schedule enabled Capitol to get away to a fantastically successful start in Europe and their alliance with Decca was highly profitable. Many Capitol artistes recorded in this country and Dick Rowe recalls particularly happy sessions with Tex Ritter whose British recording of "High Noon" gave him a big hit. Another notable name from Capitol to record in London for Rowe and Decca was Al Martino who cut a cover version of the Perry Como original U.S. charter, "Wanted." Rowe also recalls that Decca organized the first British promotional tour for Jack Smith who had many hits on Capitol including "You Call Everybody Darling." With Smith on his British visit came his arranger, the gifted Frank de Vol. During their association with Decca between December 1948 and January 1955 Capitol artistes enjoyed no less than 18 global million sellers. In addition to those already listed were the following: 1949 "Stepping Around," by Margaret Whiting. In 1950 Nat 'King' Cole collected his second gold disk for "Mona Lisa." 1951 was a good year with 4 million sellers. Three of them going to Les Paul and Mary Ford for "Mockin' Bird Hill," "How High The Moon," and "The World Is Waiting For The Sunrise." The fourth million seller of 1951 was Nat 'King' Cole's second gold disk winner "Too Young." 1952 added three more million sellers with Kay Starr's "Wheel Of Fortune," Al Martino's "Fear In My Heart," and "It's In The Book," by Johnny Standley. 1953 was a real vintage year with no less than 5 million sellers—"Melancholy Serenade," by the Jackie Gleason Orchestra; Pee Wee Hunt collected his second gold disk for "Oh"; Les Paul and Mary Ford collected gold disk No. 4 for "Vay A Con Dios"; Stan Freberg and Dean Martin achieved their first million sellers with "St. George And The Dragonet" and "That's Amore," respectively. In 1954 Frank Sinatra supplied Capitol with its biggest hit of the year—the million selling "Young At Heart."

EMI Acquires Capitol

Back to 1949, a year after Capitol's entry into Europe, they further strengthened their international rating by obtaining the famous German Telefunken classical library. They also became the first company to retain its own firm name in such a transaction, the "Capitol" title being used in all foreign countries. The same

year saw Capitol join RCA Victor in producing the revolutionary 45 r.p.m. speed records and machines. From America came news that Capitol had entered the television field and formed its own TV Division in Hollywood. In 1954 we heard that work had started on the new Capitol Tower building in Hollywood. However, as new foundations were being laid in America new plans were being drafted for Europe. In January 1955 came the announcement that Electrical & Musical Industries of Great Britain under the chairmanship of Joseph Lockwood now Sir Joseph Lockwood had purchased 96.4 per cent of Capitol Records Inc. for \$8,500,000 with Glenn E. Wallichs being retained as president of the company. In April of the same year Wallichs was elected to the Board of Directors of EMI thus ending the association between Capitol and Decca.

The year of EMI's acquisition was also the most successful in Capitol's 13 year history. As with their first Decca releases Capitol was again sensationally successful with EMI from the very beginning and immediately achieved some of their biggest ever hits with Tennessee Ernie Ford's "16 Tons"; Dean Martin's "Memories Are Made Of This"; Nat 'King' Cole's "A Blossom Fell" and Nelson Riddle's "Lisbon Antigua." In their early days with EMI the Capitol label was handled by Arthur Muxlow but today it is in the very capable hands of Roy Squires. Like Dick Rowe of Decca Roy Squires is a self confessed Capitol collector and recalls that he was first "hooked" way back in 1948 by Capitol's first releases and has been collecting ever since. Squires also remembers many hours spent glued to the American Forces Network which in the war and post-war years played endless records by the Capitol "greats" and undoubtedly helped to acquaint European ears with the fabulous voices of the label's top stars. 1956, the year following EMI's acquisition of Capitol, saw the opening in Hollywood of the two million dollar Capitol Tower—the world's first circular office incorporating the company's Record, Film, TV and Radio Divisions. The opening was attended by VIPs from all divisions all over the world including EMI's chairman Sir Joseph Lockwood; L. J. Brown (managing director) and B. Mittell (director of the Record Division of EMI at Hayes). Other EMI personalities to attend included A. J. Wyness, chairman of His Masters Voice (N.Z.) Ltd; John M. Burnett, chairman of EMI (Australia) Pty. Ltd. and Harold E. Morris of EMI Rio de Janeiro. The opening ceremony and attendant junketings over Capitol settled down in their new Hollywood HQ whilst back in London Sir Joseph Lockwood (Continued on page 98)

Sir Joseph Lockwood, Chairman, E.M.I. Ltd., London, W. 1. England.



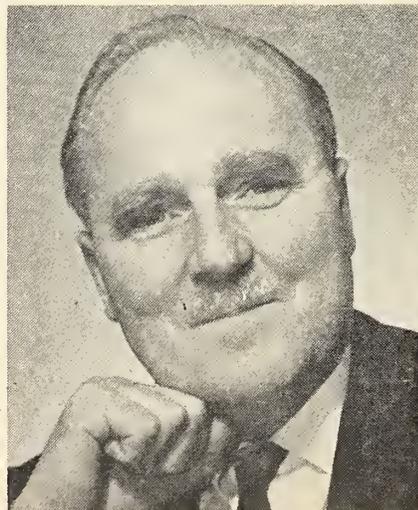
Glenn Wallichs, Chairman, Capitol Records Inc.:

I am immensely proud to have been associated with Capitol Records for half of its magnificent twenty-five years history. In the last twelve years Capitol has grown many times in size. This is the clearest evidence of success, and the success is clearly due to Glenn Wallichs and Alan Livingston and to the strong management team that has been built up. It is further seen in the important part Capitol plays in the entertainment field in California and the United States and in the whole world. I have the greatest pleasure in joining Cash Box in paying tribute to this great company.

Mellowing with age like the good music served on the Capitol label.

*Congratulations
and best wishes on your 25th anniversary*

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L. G. Wood, EMI Group Director—Records, London, W. 1. England.

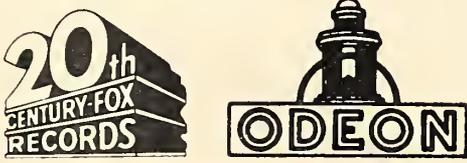
Glenn Wallichs, Chairman, Capitol Records Inc.:

I am proud to have this opportunity of contributing my personal congratulations to Glenn Wallichs, Alan Livingston and their colleagues on Capitol's 25th Anniversary; and I recall with great pleasure my visits to their wonderful establishment in Hollywood. As EMI Group Director—Records, I have a unique opportunity of appreciating the drive and skills which have led to their remarkable success and which convince me that Capitol Records have the brightest of futures in the American Record Industry.

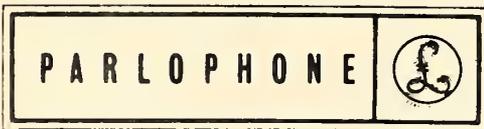


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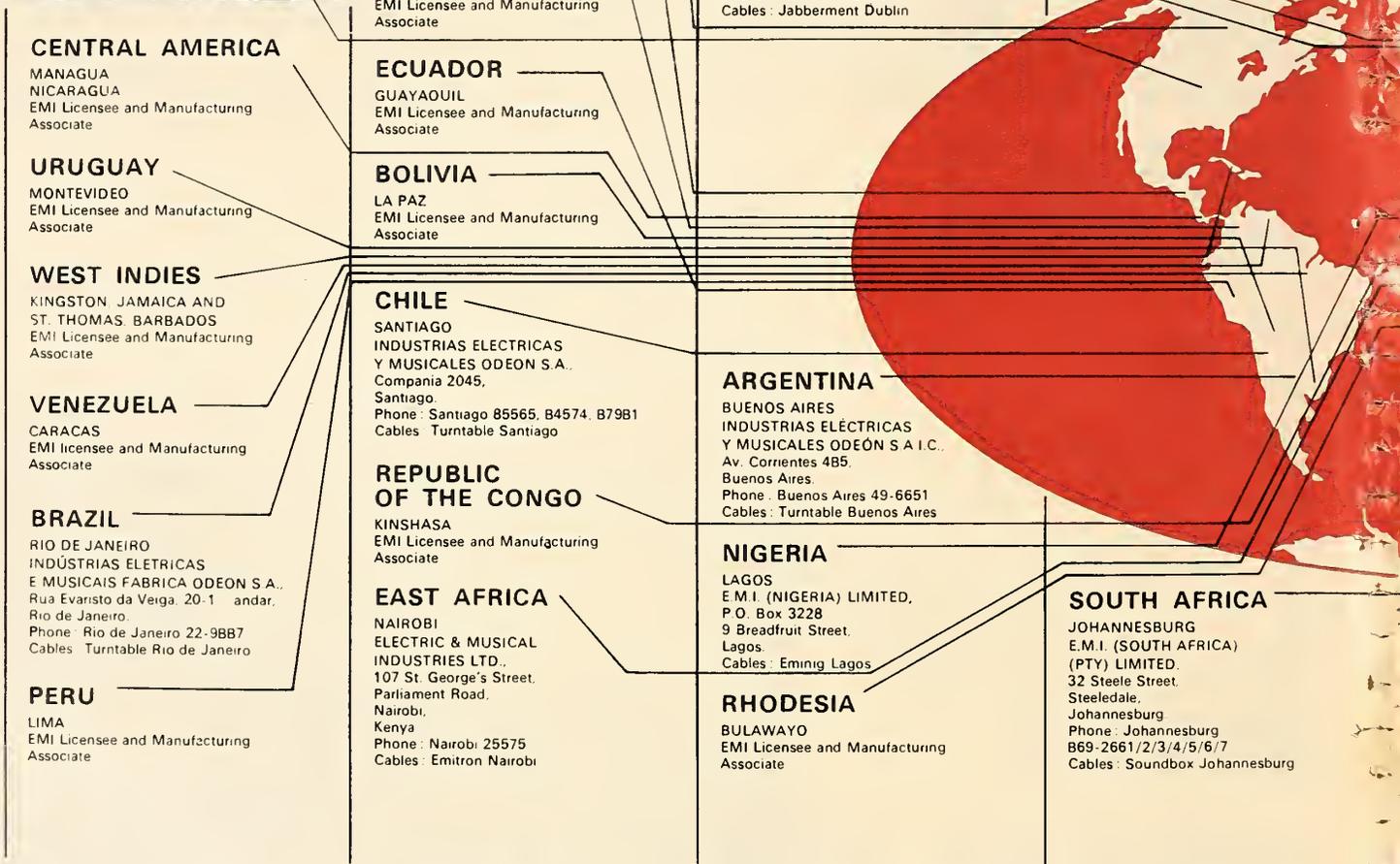
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Records



Capitol Records in Canada

Capitol Records of Canada, Ltd. was founded in 1949 with a sales and pressing plant (of 15 presses) located in London, Ontario. Distribution was handled through two branches and three independent distributors in Western Canada.

A decision to close the pressing plant was made in 1954 and the head office was moved to Toronto Ontario, with the company name undergoing a change to Capitol Records Distributors of Canada, Ltd.

The company had expanded so rapidly by 1956 that a three story building on Queen Street, Toronto was taken over to house the head office and Toronto branch. The name too, had once more become Capitol Records of Canada, Ltd. From 1956 the company steadily grew, until in 1965 we were the leading record company in Canada. An indication of this growth is shown by the expansion of pressing facilities. In 1949 the company had 15 presses: in 1954 arrangements were made with RCA Victor to press our records: but by 1964 it was necessary to obtain an additional outlet, and an agreement was entered into with the Compo Company. By 1966 the company (re-named Capitol Records (Canada) Ltd.) had outgrown its Queen Street location.

On the 27th of April 1966, an architect was commissioned, and on the 22nd of September 1966, 50,000 square feet of land covering four acres was purchased in Toronto Township for the erection of a modern

Greetings From Harry Lewis

I am proud to be included in the greetings to Glenn E. Wallich and would like to send him and the staff of Capitol Records my sincerest congratulations on the occasion of their 25th anniversary.

Harry Lewis, General Manager, Ardmore & Beechwood, London, England.

head office and warehouse.

In 1954 the company employed twelve people, and by commencement of building at the new location, more than one hundred and fifty personnel were employed including the record club workers. In addition, Montreal branch employees had grown from five in 1954 to twenty-two.

PRODUCT GROWTH

In 1949 Capitol (USA) was the only label distributed by the company. The manufacture and distribution of the Angel catalogue of classical recordings, and of the French popular label, Pathe, was undertaken in 1959.

The company formed its own A&R division in 1960 with the emergence of its own album catalogue called the "6,000 series"—over the years, more than 200 albums featuring material gleaned from various overseas sources (England, France, etc.) Have been assembled by the Canadian A&R division, plus recordings of top talent from Canada itself.

The support of Canadian talent has always been in the forefront of Capitol Records activities. Top names regularly record under the Capitol banner. Capitol's French-Canadian artists are high on the best sellers lists in Quebec, while the English Canadian roster boasts names from various provinces. In 1964 and 1965 Capitol of Canada was voted "Canada's Top Canadian Content Record Company".

Also contributing greatly to the company's growth was the decision to enter into agreements for manufacture and/or distribution of other labels. In 1965 Capitol contracted to handle the 20th Century Fox Catalogue. This was followed by the acquisition of the economy line of Pickwick Records, and in early 1967 the Canadian company signed an agreement with Walt Disney's music company to distribute the Disneyland and Vista Record Catalogues.

Discos Capitol de Mexico

Discos Capitol de México, S.A.

Ayuntamiento 54

México 1, D.F.

Telephone: 18-13-20

Andre Midani, General Manager
Ramón Dosal, Financial & Administrative Manager

Arturo Valdéz, Sales Manager
René León, Product Manager
Alfredo Gil Jr., Artistic Director
Miguel Delgado, Promotion Manager

Pedro Zavala, Recording Engineer

'Youngest' Big Company

Discos Capitol de México, S.A. is the youngest big company in México. This company was developed a little more than two years ago, when Discos Musart ended its deal with Capitol. The man who organized this company as an independent was Andre Midani, who is the head of the organization as general manager.

Discos Capitol de México, S.A. started in July, 1965. From July, 1966 to June, 1967, sales increased 115%, and from June, 1967 to the present, the company reports another 50% increase.

In the second period of Capitol's life, the company registered profits and sales of national products increased a 400%, especially with the sales of Mexican artists like Los Yaki and Carlos Lico. Midani reports that in the past month of July, his company sold more records made in México than in the whole first period. The international catalog, handled by René Leon, has such best sellers as The Beatles, Bob Crewe, Herman's Hermits, Dave Clark Five, The Beach Boys, Ramón Cué, Gilbert Becaud, Joao Gilberto, Mitch Ryder and other artists. The three labels that Capitol handles in México, besides Capitol, are Odeon, Pickwick and Angel.

The company, after 24 months, accounts for 11% of the sales in the record market of México and probably

sells more extended plays than any other record company.

Guide For Other Areas

Discos Capitol de México, S.A., also works as a guide for recordings that will be released in other Latin American companies that handle the EMI catalog. Many international LP's whose songs are chosen in México appear in other Latin American countries with the same songs. The national product of Capitol are now exported to Australia, Japan, South Africa, Latin America, United States and Europe with excellent acceptance.

The company has 49 employees, and as things are going, it will soon need more people to satisfy the demands of record consumers.

Greetings From Denmark

E.M.I. Denmark would like to congratulate you on this Capitol's Quarter Centenary. We have always been proud to handle your repertoire, and wish you the very best over the next 25 years.



S. L. G. Gottlieb, Electric & Musical Industries (Dansk-Engelsk) A/S, Kobenhavn, Valby.

Congratulations Capitol!



25th Anniversary

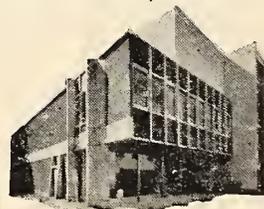
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No. 17, 2-2, Akasaka, Minato-ku, Tokyo.



Chairman of the Board
Motoji Kuno



Recording Studio

Capitol Records in Holland



Gerry Oord, Managing Director, N.V. Verkoopmootschappij Bovema, Bransteeweg 49, Heemstede, Holland.

Glenn Wallichs, Chairman, Capitol Records, Inc.:

It is with the greatest pleasure that I convey my congratulations to Capitol Records and its fine leader Glenn Wallichs. Specially dear Glenn, because Holland was the first country to welcome Capitol in 1948. From that moment on, I have been a great fan of Capitol and its President. I am very proud to have been able to work with Capitol for such a long time and to have known you from 1948 up until now.

My first contact with Capitol was in 1945. It was during May 1945, just after the capitulation of the Germans, when Holland was liberated by Canadian-American troops, that I walked in Amsterdam and met an American soldier who was wearing in his top pocket a booklet which showed a picture of a gramophone record. As at that time I was most impressed with everything concerning gramophone records, I went up to him and asked him to let me see this magazine. I was so impressed with the way this booklet was made that I asked him if I could take it with me. Naturally, he offered it to me with the words that every month the American troops were presented with this most attractive magazine. This booklet was called "Capitol News."

I read the book from cover to cover as it presented an entirely new approach to the record business, and mentioned such artists as Elly Mae Morris, Nat King Cole, and many others. I was so enthusiastic about it that I immediately wrote to Capitol, telling them how much I enjoyed it and at the same time wishing them enormous success in Europe.

A letter came back from Capitol, saying that this was the first approach from Europe indicating an interest in Capitol records, and promising that their first trip to Europe would be to Holland. However, it was not until 1948 that Capitol Records decided to come into Europe to explore possibilities for Capitol Records. It was Jimmy Conklin and Sandor Porges who arrived and the first discussion about Capitol Records took place.

Since that time Capitol has been for me one of the most aggressive, explosive and enthusiastic labels in the world. They have proved that a new approach to the record business is important and that with enthusiasm and energy, success can be achieved.



Francois Minchin, President Directeur General Les Industries Musicales et Electriques Pathe Marconi, 19, Rue Lard Byran 8e, Paris, France.

Glenn Wallichs, Chairman, Capitol Records Inc.:

Pour vous personnellement et pour toute l'equipe Capitol acceptez de Pathe Marconi ses voeux les plus chaleureux pour ce 25eme anniversaire, auxquels j'ajoute mes souhaits personnels tres amicaux au terme de pres de quinze annees d'heureuse et fraternelle collaboration.

On 19th November 1953 Capitol signed a contract with Pathe Marconi for the exclusive representation of their repertoire in France and countries of French influence. The announcement was made in the Pathe Marconi recording studios in front of a considerable audience and this was long remembered in the French record business. The best and most friendly relations have always been entertained between Capitol and Pathe Marconi and

it was with the greatest pleasure that Pathe Marconi saw their association become closer when Capitol joined the E.M.I. Group a few years later. The life of the Capitol repertoire in France has been marked by numerous successes amongst which should be mentioned: "High Society" with Grace Kelly, Bing Crosby and Louis Armstrong; Les Paul and Mary Ford with "Vaya con Dios"; Frank Sinatra with "From Here To Eternity"; Nat "King" Cole with "Ay Cosita Linda"; Yma Sumac with "Legend of the Jivaro"; Ray Anthony with "O Mein Papa"; Gene Vincent with "Be-bop-a-lula"; The Kingston Trio with "Tom Dooley"; Peggy Lee with "Fever"; The Beach Boys with "Good Vibrations" and the present hit Anthony Quinn with "I Love You You Love Me". Some of these artistes made personal appearances in Paris to the greatest pleasure of the French public.

Capitol In Sweden

Capitol Records has always been one of the most important labels in the Swedish E.M.I. branch, previously known as Skandinaviska Grammophon. We had the good fortune to take over the Capitol label when it was already established as one of the giants of the American record scene. Artists like Frank Sinatra, Nat "King" Cole, Tennessee Ernie Ford and Judy Garland were famous all over the world and of course in Sweden. During the years the Kingston Trio, Beach Boys, Lou Rawls, Buck Owens and hundreds of others have added luster to the renown of Capitol's great products. E.M.I. in Sweden is very proud to have the privilege to work with Capitol's excellent recordings and with the efficient staff under Mr. Glenn E. Wallichs and wish to warmly congratulate Capitol Records on their successful 25 years in the record industry and this anniversary.

CONGRATULATIONS

TO

CAPITOL RECORDS

ON

25 YEARS OF

VERY ACTIVE SERVICE

A.I.R. LONDON LTD

GEORGE MARTIN

• RON RICHARDS

• JOHN BURGESS

• PETER SULLIVAN

Capitol Records in Germany



Dr. Ladislaus Veder, General Manager, Electrola Gesellschaft M. B. H. Carl Lindstram Ges. M.B.M. Maarweg 149, Koln-Braunsfeld, Germany.

firm permitting the exploitation of repertoire. The world famous Capitol artistes were soon well known in Germany. After Capitol Records became a member of the EMI group, Electrola assumed the representation of Capitol from January 1st, 1957 onwards.

Super hits of that time like "True Love" with Grace Kelly and Bing Crosby; "Tom Dooley" with The Kingston Trio and "Buona Sera" with Louis Prima, proved to be also million hits in Germany. Here, too, Frank Sinatra, Dean Martin, Nat 'King' Cole, were leading the charts. Many of Capitol's top artistes like Ray Anthony, The Beach Boys, Wanda Jackson, Al Martino, Jody Miller, and Nancy Wilson repeatedly visited Germany and found great success. Wanda Jackson recorded various records for Electrola and her "Santo Domingo" sung in German became No. 1 in Germany in 1965. The Beach Boys definitely count among the most famous beat groups besides The Beatles, and especially so since their personal appearance in the fall of 1966. Their greatest hits were "Barbara Ann" and "Sloop John B". Ray Anthony produced world hits in Electrola's studios: "The Ballad of the Green Berets"; "Il Silenzio"; "Merci Cherie" and "What Now My Love". In 1966 Al Martino eclipsed all previous sales of Capitol repertoire in Germany with his "Spanish Eyes". His performance in Berlin in August 1967 at the Grand Gala du Disque on the occasion of the German Audio and Television Fair was regarded as one of the outstanding events. For many years Capitol has been the leading American pop label on the German market. Electrola is proud and happy to represent this famous repertoire in Germany.

Glenn Wallichs, Chairman, Capitol Records Inc:

On the occasion of the 25th Anniversary of Capitol Records, it is with great pride and pleasure that I recall the more than ten years of close and excellent co-operation and partnership between Capitol Records and Electrola. All your friends from Electrola greatly admire the outstanding rise and development of your company under your guidance and leadership, and we are sending you our most sincere congratulations and very best wishes for yours and Capitol's future.

Capitol Records celebrating its 25th Anniversary means at the same time 20 years of Capitol in Germany, and 10 years of close co-operation with Electrola in Cologne.

Capitol Records was the first great U.S. record company to sign—in 1948—a contract with a German record

Capitol Records Italiana

Glenn Wallichs, Chairman, Capitol Records Inc.:

The "Capitol" image remains so youthful that one can hardly believe that the corporation which is so largely your personal creation has now achieved its quarter century. To the flood of congratulations that you will doubtless be receiving, let me add my own small tribute of appreciation for the ever cordial and helpful collaboration that you have given me in the various countries where I have been stationed in the past, including Argentina, England, Spain and more recently Italy—not to forget your kind hospitality when I have visited Hollywood. Long may you continue to be one of the outstanding world figures of the record industry!



George Alexander, Electric & Musical Industries Italiana S.P.A., Piazza Cavour 1, Milan, Italy.

Capitol Records has a long history of spectacular successes in Italy, where they are distributed by E.M.I. Italiana, who both import finished product from the USA and press locally. The collaboration has been a two-way one, as Capitol have at times achieved very good sales with certain Italian recordings in their "Capitol of the World" series. The late Nat 'King' Cole was an idol of the Italian public, and his personal appearances here in 1960 caused wild enthusiasm. His recording in Italian of "Non Dimenticar" was a big hit. More recently The Beach Boys have attained great popularity; their recordings of "Barbara Ann" and "Good Vibrations" have remained for long periods high in the Italian charts. Their only personal appearance so far was a brief one, to Rome for a TV show a couple of years ago, and the public are eagerly awaiting a return visit from this much-loved group. Another Capitol artiste who endeared herself to the Italian public was Jodi Miller who

took part in the San Remo Festival of 1965. One series of Capitol recordings which sold very well and will continue to do so for many years to come, is the famous "History of Jazz" collection. Among Italian artistes whose recordings have been issued by Capitol, big successes were notched up by Renato Carasone and Sergio Bruni, while albums of typical Italian folk-tunes have enjoyed steady popularity. The relationship between Capitol and EMI Italiana has been particularly cordial and intimate thanks to frequent visits from Hollywood executives. Mr. Glenn Wallichs himself has made several visits to Italy where he is a member of the Board of Directors of EMI Italiana.

Capitol Records in Portugal



Rui Valentim de Carvalho. Valentim de Carvalho, Rua Nova Do Almada, Lisbon.

Glenn Wallichs, Chairman, Capitol Records Inc.:

Congratulations to Capitol and Mr. Glenn Wallichs, on your 25th Anniversary. It is my express wish to emphasize the important contribution to the technical and artistic progress of the phonographic industry by Capitol during many years of hard work. The results provide unmistakable proof of the unusual capacity and initiative of its leaders and collaborators. These past years are the best guarantee for the future and it is not difficult to foresee a most promising future for Capitol and its associates throughout the world, amongst whose number we are happy to place ourselves.

The Capitol label has been and is of the utmost importance to the musical background in Portugal. We started our association with the label

in 1955 and we still have a very vivid memory of the great impact made on the public by our first release including such great names as Nat 'King' Cole, Frank Sinatra, Yma Sumac, Stan Kenton, Billy May, Les Paul and Mary Ford. There was something different about the Capitol sound and since then the label has been associated with top American talent and top recording techniques. In the past one of the most important Capitol artistes in this market was the unforgettable Nat King Cole, first with his American hits and later with the fabulous Cole Espanol which still sells steadily. But speaking about today's hits The Beach Boys are undoubtedly one of the most popular groups in this country. "Good Vibrations" stayed in our charts for a very long time—a very unusual fact in this market where hits have a short life. Other releases such as "Sloop John B," "Barbara Ann," "God Only Knows" and "Then I Kissed Her" have reached top positions in our charts. Matt Monro is another Capitol artiste who has lately become popular and his version of "Born Free" which was released to tie up with the film, is becoming a classic for lovers of the romantic sound. Anthony Quinn has surprised us recently with another aspect of his inexhaustible talent. And his record "I Love You, You Love Me" is the present Capitol best seller in this market.

Greetings From Switzerland

To Glenn E. Wallichs and Capitol Records I send my warmest congratulations on the occasion of their 25th anniversary celebration. I am proud to be associated with the Capitol product which Musikvertrieb has successfully distributed throughout Switzerland for the past 17 years. Maurice Rosengarten, Managing Director, Musikvertrieb A.G. Zurich, Switzerland.

MUSIKVERTRIEB A. G.

of

ZURICH

Is Proud To Have Been Distributing

Capitol Records In Switzerland For

The Past Seventeen Years. We Look

Forward To Many More Years Of Success.

BADENERSTRASSE 555

8040 ZURICH

(SWITZERLAND)

Tel: 051/54 97 54

Cables: Musikvertrieb Zurich

Capitol Records In Belgium



John Kirsch, S.A. Gromophone N.V., 171 Bd Mourice Lemonnier, Brussel 1.

Glenn Wallichs, Chairman, Capitol Records Inc.:

We are proud to be associated with Capitol and its enthusiastic team. We sincerely congratulate them on their 25th Birthday and look to the future with immense keenness and optimism.

When Cash Box's European Representative asked me to write on Capitol in Belgium, it immediately set my mind recalling the splendid artists who have recorded for them, whose records we have had the pleasure of distributing in Belgium.

We have been handling the Capitol catalogue since 1952, and from the beginning have been very successful with the label.

Artists recordings for Capitol in the early days achieved great popularity in our country. I recall Stan Kenton, Frank Sinatra, Dean Martin, and of course, Nat King Cole, who

must still be considered as the American artist who enjoyed the greatest popularity in Belgium. All of his records reached splendid sales figures and most of them were hits.

Capitol was and still is, the symbol of fine recordings, and this quality in sound reproduction is very important indeed for a market such as ours which is a critical one.

Were I to have to answer the question, "What does Capitol represent for you?", I would reply that "Capitol is the label which has done most to promote U.S. pop music in Belgium." Records by Stan Kenton, Nat Cole, Frank Sinatra, Billy May, Nelson Riddle, Jonah Jones, Ray Anthony, Peggy Lee, The Kingston Trio, Louis Prima, George Shearing, etc., have contributed to achieve what is now a reality—the Belgian people's fondness for American pop music.

Of course, so many other names come to mind, such as Yma Sumas, June Christy, Les Paul and Mary Ford, Tennessee Ernie Ford, Jane Froman, Kay Starr, The Four Freshmen, Jackie Gleason, Wanda Jackson, Wayne Newton, etc.

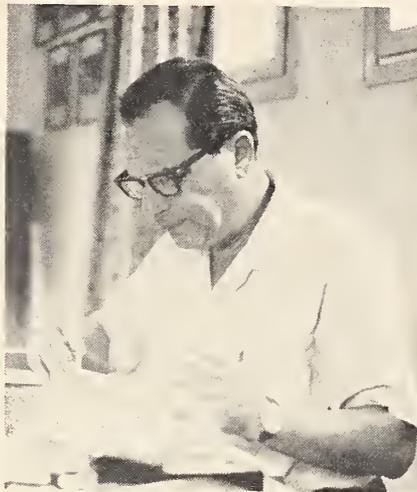
There were, in addition, famous soundtrack recordings such as Oklahoma, Carousel, The King and I, Pal Joey, High Society.

In Belgium, as in most European countries, the sales of LP's have improved considerably these last years, and Capitol figures high in the list of successful American repertoire.

To the very impressive gallery of artists recalled, we can now add the brilliant repertoire of Al Martino, Lou Rawls, Nancy Wilson, The Beach Boys and Ella Fitzgerald.

Our sales of Capitol products improve from year to year and we look to the future with great enthusiasm.

Capitol Records In Israel



Y. Kimchi, The Palestine Orient Co. Ltd., Tel-Aviv, 4 Herzl St. P.O. B. 230, Israel.

Glenn Wallichs, Chairman, Capitol Records Inc.:

Greetings and congratulations to Glenn E. Wallichs and Capitol Records of America on the occasion of their 25th anniversary.

For many years now Capitol Records has been considered by music lovers in Israel to be one of the most reliable labels on the market. This applies to both classical and popular music where the Capitol trade mark serves as a guarantee not only for quality but also for the best choice of everything that makes a record a good one. It was with this feeling of responsibility towards the high standard of Capitol records that we, as licensees, started the manufacture of Capitol records in Israel some eight months ago. But here again it was found that one can produce an excellent record from the high-class pressing material supplied to licensees by

Capitol. And it is with great pride indeed that we are able to state that Capitol records now produced under license in Israel are not only identical with Capitol's original releases outwardly, but also in quality.

The Israel record market which suffered greatly before, during and after the Middle East war is slowly showing signs of recovery and now Capitol releases are again starting to appear on dealers' shelves. Although comparatively small, the Israeli record business is a very interesting one, where all world-famous labels are produced under license and competition is keen. And it is with great pride that we are able to state that Capitol's share of this market is rapidly gaining ground.

Greetings From Spain



Sincerest and heartfelt congratulations and thanks for the many years of success and co-operation.

Rene Moget, Compania Del Gromofono Odeon, S.A.E.
Urgel 234, Barcelona, Spain.

Capitol Records In Finland

Glenn Wallichs, Chairman, Capitol Records Inc.:

We congratulate you on the 25th Anniversary of Capitol Records and thank you for your co-operation during the past years. We wish you many prosperous years still and many happy returns.

Christian Westerlund.
Oy R.E. Westerlund A.B. 37, N. Esplo-node, Helsinki, Finland.

During the last few years Capitol Records has had a number of very great hits in Finland. Above all we would like to mention The Beach Boys who have maintained a very high standard of popularity here. Their "Good Vibrations" recording was a real best seller as well as "God Only Knows". During their visit in Helsinki in May this year the Exhibition Hall where their concert was held was

sold out. We also expect their new single "Heroes and Villians" to be a hit. Other Capitol artists who have been successful in Finland are Al Martino whose recording of "Spanish Eyes" was very popular and Nat 'King' Cole had many great hits here. In the Capitol LP repertoire there are many best selling artists such as Peggy Lee, Stan Kenton, Frank Sinatra and Ray Anthony and during the last few years Laurindo Almeida and Cannonball Adderley. We also expect Lou Rawls to be a big name in Finland. There are, of course, many more Capitol artists who would be worth mentioning but we think we have the most important ones, from a Finnish point of view. In conclusion we would like to say that Capitol is a really big label in Finland and we know it will have many more successes in the future.

Capitol Records In Norway

Glenn Wallichs, Chairman, Capitol Records Inc.:

Congratulations on your 25th Anniversary and many happy returns, from your friends in Norway.

Capitol Records have had many great single hits in the Norwegian top charts, including "Buona Sera"—Louis Prima, "Return To Me"—Dean Martin, "Tom Dooley"—The Kingston Trio, and the Beach Boys with a series of hits: "Barbara Ann," "Sloop John B." and "Then I Kissed Her." They have all been in the charts for many weeks and have reached great sales.

Only a few weeks ago the LP market was very dull in Norway. This has now completely changed. You may say that the development has been remarkable in this field.

The standing of Capitol with their roster of world known artists such as The Beach Boys, Buck Owens, Frank Sinatra, Nat King Cole, The Kingston Trio, Tennessee Ernie Ford, Nancy Wilson and others is very favorable. At present Buck Owens with his country and western repertoire is leading the sales.

Capitol's well-selected repertoire, excellent recordings, and eye-catching sleeves, are a guarantee of maximum sales. We are pleased to mention the "Capitol Of The World" series. In this we are represented in America with several records by Norwegian artists, viz. "Songs of the Norwegian Fiords," "Christmas in Norway," "Sandefjord Jentekor," "Norwegian Songs of Faith."

Carl M. Iversen A/S have been representing Capitol Records in Norway for more than ten years.



Anna Frogh Iversen, Carl M. Iversen A/S, Youngs Gote 1, Oslo 1, Norway.

CONGRATULATIONS
TO
GLENN E. WALLICHS
ON A
'CAPITOL'
ACHIEVEMENT
from
BOB KINGSTON
and all at
SOUTHERN
LONDON

Capitol Internationally

(Continued from page 90)

and the EMI Organisation set about their task of developing still further Capitol's international image. Right from the start of Capitol's association with EMI the highest standards were set and have been maintained ever since.

Plentiful LP Product

Looking back over the years it can be said that although Capitol has had its fair share of hit singles it is undoubtedly as an LP label par excellence that it is best known in Britain and on the continent. Their roster of artistes past and present reads like a Who's Who of the all time standard greats, especially if one includes those who have made brief appearances as well as the ones of longer standing. Several artistes who come into this last category have already been mentioned such as Frank Sinatra, Nat 'King' Cole, Peggy Lee and Benny Goodman but to these must certainly be added George Shearing, Judy Garland and Ella Fitzgerald. The list is endless depending only on one's personal taste. Quality artistes all and therefore happier spinning around at 33½ r.p.m. than at 45 r.p.m. In the realm of soundtrack and original cast albums although Capitol is not associated with any film company, they have released some of the biggest ever soundtrack albums. 1956 was, in fact, a vintage year as far as these were concerned. This being the era of "Carousel," "Oklahoma," "The King And I" and "High Society." These have all proved perennial favourites and between them have sold nearly two million LP's to date, to say nothing of EP's and tapes from the same shows. With "Oklahoma" being released this year throughout Britain this particular LP should become even more popular.

Other notable soundtrack album releases were "Pal Joey" in 1958, and "Can Can" in 1960, both films of course, starring Frank Sinatra.

The original Broadway cast album of "Funny Girl" was released in late 1964, but the show with Barbra Streisand starring, did not open in London until March of 1966. Then it ran for only six months due to the necessary departure of Miss Streisand. At this time we are still waiting with the Sammy Davis, Jr., "Golden Boy" cast album unissued awaiting the coming of both show and star to London's West End.

Turning to the standard scene, the trouble with Capitol is where to start under this heading, except perhaps with the late Nat King Cole. His sad death was a great loss to the whole world of music, and a commemorative LP issued in May 1965 has proved to be his second best-selling one in Britain. With a selection of some of his most famous recordings and a linking commentary and tribute from South African-born deejay Alan Dell, the idea was born of a BBC tribute programme that the latter devised. Nat Cole's best selling LP ever is "Love Is The Thing," and that was released as far back as 1957.

Through the years there have been so many great Nat Cole LP's released that it is impossible to single out any for mention except perhaps the de-

lightful album he made with George Shearing in 1962. From this came one of his biggest British hits, "Let There Be Love" which was a follow-up to "Rambling Rose" and in the following year came the memorable warm season song "Those Lazy Hazy Crazy Days Of Summer."

Top Capitol Artists

Until his departure from Capitol in 1962, Frank Sinatra was undoubtedly the biggest artiste for the label in Britain. He had singles successes galore—"Love And Marriage" and "Learnin' The Blues" in 1955, "Love Is A Tender Trap" and "You're Sensational" in 1956, "Witchcraft" in 1957, "High Hopes" in 1959, and "Ole Macdonald" in 1960. Even those singles of his that were not big hits got so much airplay in Britain in those years that on looking back very nearly all of his releases can be counted as the highlights of the era.

Then those LP releases! In 1956 the fantastic "Songs For Swinging Lovers" with Nelson Riddle's Orchestra and arranging ability to make the most perfect selling ever for Sinatra's most perfect performance ever. Then down the years a whole succession of nearly as great performances. "This Is Sinatra" and "A Swinging Affair" in 1957, "Come Fly With Me" in the following year, a year later "Come Dance With Me," and in 1963 the three-album set so aptly called "The Great Years" a memorable musical survey of Sinatra's years with Capitol. To date, the top five Sinatra albums have sold over ¾ million copies.

The smokey-voiced Miss Peggy Lee was another artiste whose success in America was amply reflected in Britain. In 1958 came her biggest hit of recent years. Many other singers have recorded "Fever" but there has only been one original. Notable Peggy Lee albums from a British point of view have been many, but 1959/1960 were undoubtedly the vintage years with "Beauty And The Beast" with George Shearing as musical ally, and "Latin A La Lee"—perhaps one of the most gently perfect recordings of all time.

Of course, George Shearing has been one of the most consistent of the label's artistes on the instrumental side since he joined it in the fifties. Being of British birth even though a resident of the United States, his albums have always enjoyed a ready sale.

Another hallmark of Capitol's instrumental recordings in the late fifties were those by Nelson Riddle. Steady sellers here rather than hit albums, but releases like "Hey Let Yourself Go" in 1957 and "The Joy Of Living" in 1961 certainly brought joy to every British deejay's heart.

In 1955, Dean Martin had a memorable single release with "Memories Are Made Of This" and with "Volare" in 1958. That relaxed voice was successfully put to use on a number of LP's as well, notable amongst them being "This Is Dean Martin" of 1958 vintage, and "Sleep Warm" from the following year.

Another tremendous hit with the deejays in 1958 was Dakota Station's "The Late Late Show," a memorable first album by this artiste.

One of Capitol's major artistes over

the years has undoubtedly been Al Martino. Always a steady album seller, his recent string of excellent singles stirred up a lot of new interest in his recordings, and his single version of "Spanish Eyes" last year took him into the British Top 50. In Germany and Belgium it reached the very top of the charts.

New Capitol Artists

Of the newer artistes of quality, Nancy Wilson is now well accepted by the British LP-buying public. Her first album here was released in late 1961, with George Shearing—the title was aptly enough, "The Swingin's Mutual." In 1963 Nancy nearly made the charts with her U.S. hit single "How Glad I Am," but a brief promotional visit for TV and concerts in September 1965 helped to cement her acceptance as an LP artiste without the preface of a hit single. Her best selling LP to date has been "Today, Tomorrow, Forever," a September 1964 release, but this looks like it will be passed soon by an album two years younger called "A Touch of Today." From this LP "You've Got Your Troubles" was released as a single. It was not a hit but a truly tremendous amount of airplay was gained, with a satisfying position reaction on the sales of the album.

Another of Capitol's new names is that of talented Lou Rawls. His singles chart successes in America have not yet been reflected on this side of the Atlantic, but his "Live" LP was released here in September 1966 and has sold well. This and the follow-up albums are gradually building his reputation as one of the most outstanding singers of his generation.

By no means new to us in Britain, but a new signing to the Capitol label last year was Matt Munro. Still a frequent visitor to his homeland, although a resident now in America, Matt's albums always sell well and he has already had some very popular single releases. Perhaps the best of these has been "Born Free" the theme song from the film story of Elsa the famous lioness.

Nowadays, for a label to have what one might describe as a well-rounded catalogue is perhaps less of a necessity than in more conservative days. The times are trendier, the gulf between what is in demand and what is not is both deeper and wider, but it still pays to cater for minority tastes that do exist. If one does not, there is always the risk of missing out on trends, or at least of joining them too late.

Capitol has always had a wide representation of musical tastes in its catalogue, and this breadth has been echoed in Britain. Here country music appeals only to a minority, but several of the label's C&W artistes enjoy regular LP releases and a healthy public acceptance. Buck Owens, Tex Ritter, Hank Thompson, Jean Shepard and Ferlin Husky are the most outstanding of these, but in 1966 no less than twenty country albums were issued here by EMI, giving representation to most of the label's major artistes in this field.

In the jazz field, Cannonball Adderley is Capitol's current major name, and he is well-represented in the British market. His recent success in the U.S. with soul-sounding instrumental singles like "Why (Am I Treated So Bad)" has not been copied in Britain as yet, but these singles have caught the attentive ear of the more discerning deejay and that could be the first step.

In the field of sacred songs, Tennessee Ernie Ford's many beautifully sincere recordings have gained him a wide public, and his big single of 1955 "Sixteen Tons" still ensures that his secular albums will not be ignored. The Gordon MacRae-Jo Stafford duets on hymns have been request programme favourites for many years, and the 1962 LP "Whispering Hope" is now in many a home.

In 1966 Capitol's back-catalogue was

taped for a series of re-issues in the series called "The Great Big Bands." The first four releases featured Stan Kenton, Woody Herman, Billy May and Duke Ellington, and a follow-up from Benny Goodman is likely later this year.

So far in this review, although many hits have been referred to en passant, they have mostly been by singers with more than hit singles to their credit.

However, like all labels, some of Capitol's artistes have enjoyed a prominence based primarily on singles success, so let's do a little name-dropping in that direction. In 1956 for instance, Gene Vincent had a big hit, a million seller in fact, with "Be-Bop-A-Lula." This success was followed by a hit single and album, both called "Blue Jean Bop" and then were followed through with various singles and LP hits up until 1964—and the story is not yet finished, for an LP to be released later this year, to be called "The Best Of Gene Vincent" will undoubtedly sell well, and serve to revise interest in one of the "greats" of the rock era.

In 1957 the Four Preps entered the charts with a single called "26 Miles" and the following year, the folk-biased Kingston Trio had a hit by the name of "Tom Dooley." This group never hit as big as they did in America (perhaps the lack of the campus circuit was to blame), but they had some other widely accepted singles, "Where Have All The Flowers Gone" for instance, and a whole string of popular LP's.

In 1959, as later in 1962 with Nat Cole and George Shearing's "Let There Be Love," Capitol in the U.K. had a hit from left field with a single that had not been a hit in America. This year it was with "Ma, He's Making Eyes At Me" by the Johnny Otis Show. A joyful, noisy record that!

In 1960, the Piltown Men struck equally noisily, and equally effectively, first with "MacDonald's Cave" (that must have been Scotland's year, for Frank Sinatra had his hit with "Ole Macdonald" in 1966), then with "Piltown Rides Again."

Which brings us to the Beach Boys' chapter in Capitol's story. In 1963 their first native million seller crept into the British Top 30 and while they were enjoying a whole string of surfing sounded success on their own side of the Atlantic, it was not until 1964 that they had their first big success in Britain, with "I Get Around." The following year two singles in a row made the Top 30—"Help Me Rhonda" and "California Girls," these being followed by the unsuccessful "Little Girl I Once Knew." Then in 1966, there was no doubt about it, the Beach Boys had at last arrived. In rapid succession, "Barbara Ann" reached No. 4, "Sloop John B" No. 3, "God Only Knows" No. 2, and finally "Good Vibrations" topped all of the trade papers' charts in November of last year.

At that time, one British musical paper showed them in their charts with one hit single, two hit EP's and three hit albums.

Of these LP's the best seller was and is the U.K. compiled "Best Of The Beach Boys," a 14 track LP that stayed in the English LP charts for well over six months. It was released at the time of their November visit when for the first time, posters were used on London's double-decker buses to advertise a record and a recording act.

In 1966, Capitol's best year in Britain since 1960, with singles up by 300% on 1965 and LP's up by 60%, the Beach Boys had four hit singles, two hit EP's and five hit albums.

This year, having already had a top five hit with the revived "Then I Kissed Her" a release that was successfully copied in many other countries outside America, we are now anxiously awaiting the release later

(Continued on next page)

SONIDO INDUSTRIAL, S.A., (SISA)

MANUFACTURERS AND INTERNATIONAL DISTRIBUTORS OF CAPITOL AND ODEON

RECORDS FOR CENTRAL AMERICA AND PANAMA,

CONGRATULATES CAPITOL RECORDS

ON THEIR 25th ANNIVERSARY

Capitol Records In Austria



Frank W. Beh, Managing Director, Oesterreichische Columbia Graphophon Ges.m.b.H. Vienna.

Glenn Wallichs, President, Capitol Records Inc.:

Warmest congratulations and best wishes to you and your executives on the 25th Anniversary of Capitol Records. We are proud to represent Capitol in Austria. All the best to you and Capitol for continued success.

Oesterreichische Columbia Graphophon Ges.m.b.H. looks back upon a long period of close and successful co-operation with Capitol Records, Inc. As a joint result of their excellent material and fine artists and our promotion and distribution efforts, Capitol has been one of the most prominent American record labels in Austria for many years. Numerous Capitol artists like the Beach Boys, Peter and Gordon, Al Martino, Wanda Jackson, Nancy Wilson, Lou Rawls and others, are enjoying the highest rate of popularity among Austrian record buyers and many of their records are top runners on the Austrian charts. Beach Boy titles like "Sloop John B", "Barbara Ann", "Good Vibrations" or Al Martino's "Spanish Eyes" remained on number one position on the Austrian charts for five to six consecutive weeks. During their giant concert tour in 1966 Capitol's Beach Boys managed to draw a crowd of 14,000 fans at the Vienna Stadthalle thus breaking all previous records of this largest Austrian concert hall. Besides the great success of Capitol's teen and twenty artists, Capitol's great variety of popular albums are a continuous attraction to Austrian record collectors and we would especially like to congratulate Capitol on their constant efforts to expand their catalogue of fine LP's. It is with pride and great pleasure that we represent the distinguished Capitol trade mark in Austria and we are looking forward to many years of successful co-operation.

Capitol In Turkey



Alan Campbell, head of Capital in Turkey, with Glenn Wallichs.

We were very fortunate to be honoured by the visit of Glenn Wallichs to Istanbul from 5th to 10th November 1965. He was accompanied by his wife Dorothy and cousin Hazel Beatty. Glenn visited our factory and was most impressed with what he saw as he did not expect to see a smooth running record production plant in Turkey. He insisted upon visiting all our distributors and many of the retail shops in Istanbul where selling methods are so different to those in most western countries. We were all very pleased to have Glenn with us for a short time and sincerely hope he will visit us again in the not too distant future.

Capitol Internationally

(Continued from preceding page) this month of the brand new "Heroes And Villains." This should without a doubt be another successful chapter in the Capitol story.

So far, we have dealt almost exclusively with the fabulous roster of artistes and material that has come to us from Capitol—but the traffic has not all been from west to east. Over the years many British artistes have contributed to the Capitol coffers. Topping the list of course, are the Beatles, whose estimated U.S. sales are in the region of 100 million single units. The Beatles in America, as the Beach Boys in Britain, sent Capitol sales soaring to new heights. Other notable British artistes to enjoy American success on Capitol are Peter & Gordon, who besides single hits such as "To Know You Is To Love You," "True Love Ways" and "Lady Godiva," have had no less than eight

albums released in America. Australian group the Seekers, an immediate success in Britain with "A World Of Our Own" followed by a string of single and LP charters, have been equally successful in America on Capitol.

As already mentioned, the latest British talent to join Capitol is Matt Monro, now living in the United States and contracted to the label.

However, in this 25th Anniversary Tribute to Glenn Wallichs and his Capitol achievement, we are concerned not with Europe's contribution to Capitol, but with Capitol's rich and lasting contribution to Europe! We hope that the warmth of our appreciation may communicate itself via the greetings from Capitol's friends on this side of the Atlantic, which Cash Box in Europe is happy and proud to publish, together with this our story of "Capitol Internationally."

Capitol Records In Argentina

The Argentine disk market owes to Capitol Records some of its greatest hits. One of the all-time best selling albums here was the Nat King Cole "In Spanish" LP, which set sales records that have seldom been surpassed.

Capitol disks were first released in this country in 1954 in a period when such artists as Ray Anthony, Nat King Cole, and Les Paul and Mary Ford were becoming increasingly popular through the work of deejays, even though their records were not available here. The arrangement between Capitol and Musica Argentina e Internacional, the company representing the Hollywood-based label, opened a strong market for these artists. The success of Nat Cole's "In Spanish" LP prompted the singer to pay a visit to this country.

Capitol disks account for much of American music's popularity in this market. Recordings by Pee Wee Hunt, Duke Ellington, Benny Goodman and the above-mentioned Ray Anthony, as well as hits like Ernie Ford's "Sixteen Tons" and Peggy Lee's "Fever" have done especially well here.

In the near future, two Capitol artists in particular, are going to receive a strong push in this country. Nancy Wilson and Lou Rawls will see their

LP's released here and a strong press and promo campaign has been arranged for them by Odeon, which is currently representing the label. A strong success is expected, and this will help to maintain the high position of Capitol in Argentina, a position which has not weakened since the label's first releases here thirteen years ago.

Capitol In Peru

IEMPSA (Industrias Electricas y Musicales Peruanas S.A.) of Lima, Peru has maintained business relations with Capitol Records since 1957. The Capitol catalogue is well known throughout Peru, and artists such as Nat King Cole, Frank Sinatra, Andy Russell, Ray Anthony, the Beach Boys, the Four Amigos, Judy Garland, Les Baxter and the Lettermen (all of whom have recorded for Capitol) have delighted Peruvian fans.

IEMPSA is proud of its association with Capitol and feels that the label can boast of having contributed to the improvement of the record industry throughout Peru and indeed, throughout the entire world.

INDUSTRIAS ELECTRICAS Y MUSICALES ODEON S.A.I.C. OF ARGENTINA

wishes

CAPITOL RECORDS a very happy 25th Anniversary



THE GREATEST RECORDING ORGANISATION IN THE WORLD



CONGRATULACIONES



DISTRIBUIDORES EN EL PERU DE LOS HITS DE



INDUSTRIAS ELECTRICAS Y MUSICALES PERUANAS S.A.

GUILLERMO DANSEY 1247 - LIMA-PERU

SOUTH AFRICA SENDS BEST WISHES FOR THE CONTINUED SUCCESS OF CAPITOL RECORDS.

E.M.I. (SOUTH AFRICA) (PTY) LTD. ARE PROUD TO BE THE MANUFACTURERS AND DISTRIBUTORS OF CAPITOL RECORDS IN SOUTH AFRICA



GREAT BRITAIN

Following the tragic death last Sunday (August 27th) of Beatles Manager Brian Epstein, the Board of Directors of Nems Enterprises have announced that Epstein's younger brother Clive will become Chairman with Robert Stigwood as Managing Director. Vic Lewis and the other Directors will continue as before. The statement goes on: "The company will continue its activities in the manner which had previously been planned by the Board under the Chairmanship of Brian Epstein. There is no question of a replacement for Epstein as personal manager to the Beatles. However, the Directors and staff of Nems will continue to give them every possible assistance in the conduct of their affairs. The same will, of course, be true of Cilla Black and Gerry Marsden." The Beatles approved of the appointment and said they would handle their own affairs commenting that "no one could replace Brian."

Because of the suddenness of Epstein's death, there was no will and his 70 per cent shares in Nems go to his widowed mother. Death duties however are reckoned to be extremely high and there is some speculation as to whether she would have to sell them. The funeral took place at Long Lane, Liverpool attended only by members of his family. At the time of his death, the Beatles were attending a meditation study course under Maharashi Mahesh Yogi, and they are planning a trip to India in the near future to continue the course. No work plans have been formulated but John Lennon's film "How I Won the War" and Cilla Black's first movie role "Work Is A Four Lettered Word" are to be premiered in the autumn. Director Vic Lewis has postponed his Russian trip until October.

The Epstein era began in 1961 when, while working in the record department of his father's furniture store in Liverpool, he began to get requests for recordings by a group called the Beatles. He tracked them down to The Cavern Club, listened to them, and decided right away to become their manager. This was the beginning of a long and successful relationship which took the Beatles right to the very top. Epstein played tapes to recording companies and it was George Martin of EMI who was responsible for the first Beatles release on October 5, 1962, on the Parlophone label. The title was "Love Me Do" and it reached No. 17 in the charts. This was followed with "Please Please Me" on January 12, 1963, which rocketed to No. 1. Their first American No. 1 came in January, 1964, with "I Want to Hold Your Hand." The rest is history.

Earlier this year it was estimated that world sales of Beatles disks amounted to 200 million units. Epstein then moved his Nems company (North End Music Store) to London bringing with him such other artists as Gerry and the Pacemakers, Billy J. Kramer, the Fourmost and, of course, Cilla Black. Having firmly established himself in the pop music scene he turned to his first love—the theatre—and in April, 1965, became licensee of the Saville Theatre. At the beginning of this year, he started a series of Sunday pop concerts. Ironically, the new season of concerts started on Sunday, August 27, the day of his death, and the management cancelled the show as a tribute to him.

Hal Shaper, Managing Director of Sparta Music, just back from a four-week visit to South Africa setting up a company within the Francis Day & Hunter publishing company in Johannesburg to represent all Sparta material. This includes all Young Rascals copyrights. The group who hit here recently with "Groovin'" arrive in Britain on October 4th for a two-week nationwide tour on the same bill as the Traffic and Vanilla Fudge, after which they embark on a world tour including a visit to South Africa. Their current single "A Girl Like You" is released on Atlantic and their "Groovin'" album is set for September 29th release.

Philips Records hosted a reception for new group the Kaleidoscope who make their debut with their own composition "Flight From Ashiya" published by Flamingo Music. When Fontana's Dick Leahy heard the group he was so impressed he signed them to a three year contract. The first single was made and so delighted with the sound was Philips Managing Director Leslie Gould that he extended their contract to five years and asked them to make an L.P. This is to be issued in October. An all out campaign is to be undertaken to promote the group, and the first 10,000 singles will be issued in pictorial sleeves.

Roland Kluger of World Music Belgium in Britain recently for discussions with Geoffrey Heath, General Manager of his London company, Good Music. He had meetings with Derek Everett of CBS regarding future releases of Palette artists, Andre Brasseur, the Merten Brothers Style, the Pandemonium and the Loot and negotiated a deal with Jack Heath of RCA for the Waikikis. In the publishing field Kluger had meetings with Cyril Shane of Shapiro Bernstein and acquired for the Benelux territories theme song from the British movie "Some May Live" penned by Cyril Ornadel and Peter Callander. The Merten Brothers will record the number for Palette.

Top German duo Ester and Abi Ofarim have waxed two Bee Gees songs on their first British single release on Philips "Morning Of My Life" c/w "Garden of My Home." The duo open a season of cabaret at the Savoy Hotel, London, September 18th.

Arnie Harrison, Manager of the Johnny Mann Singers, in town and delighted with the British success of their Liberty single "Up Up And Away." Harrison hopes to bring the group to Britain for personal appearances in the near future.

Brian Mulligan, Press Officer for Philips Records for the past 2½ years, is leaving to take up a post with Variety. His successor is David Sandison.

Quickies: "San Francisco" still topping Best Selling Sheet Music Lists for Dick James Music. . . . First record for EMI since switching from Philips by Frankie Vaughan "There Must Be A Way" looks like hitting the Top 20. . . . Alan Keen has been appointed General Manager of Liberty Records publishing outlet Metric Music. . . . Dave Dee, Dozy, Beaky, Mick and Tich to Rome in October to take part in Italy's Festival of Roses.

Top Ten LP's

- | | |
|--|---|
| 1 Sgt. Pepper's Lonely Hearts Club Band—The Beatles (Parlophone) | 6 Are You Experienced—Jimi Hendrix (Track) |
| 2 The Sound Of Music—Soundtrack (RCA) | 7 Dr. Zhivago—Soundtrack (MGM) |
| 3 Piper At The Gates Of Dawn—Pink Floyd (Columbia) | 8 Fiddler On The Roof—London Cast (CBS) |
| 4 The Monkees Headquarters—The Monkees (RCA) | 9 Mamas And Papas Deliver—Mamas And Papas (RCA) |
| 5 The Best Of The Beachboys—The Beachboys (Capitol) | 10 Jigsaw—The Shadows (Columbia) |



CANADA

Corrine Burke, Columbia's gal in Winnipeg, has a red hot hit as the kids head back to school. It's the Epic outing by Lulu, "To Sir With Love." Discs are rolling out of the Columbia branch in the peg by the thousands. Everywhere the picture plays, the song becomes an overnight smash. Corrine tells C. B. it has been a number one song, and selling like a number one song, in Saskatchewan for most of the summer. Now it has taken hold in Winnipeg and throughout Northwestern Ontario.

CFOX, Montreal, have debuted a new printed chart, "The Now 40." It is published by the pop music outlet weekly. Currently charting number one on the newcomer is "The Letter" by the Box Tops. The station expanded to a 24 hour operation September 8th. Bob Baker hosts the new all-night session on CFOX. Music Director Frank Gould points out that his station was responsible for breaking a big Montreal hit as long ago as June 23rd when the record was introduced as a CFOX pick. Now it's on all Montreal pop stations. It's "Angel Of The Morning" by Evie Sands on Cameo Parkway. Frank claims the record will be a hit wherever it gets airplay. Another item that is stirring up Montreal action is the release by the Ohio Express, "Beg Borrow And Steal."

Don Grashey is extremely pleased over initial American action on a side that his Gaiety firm produced for RCA Victor. "Laborer" was a pop giant in many Canadian centers and now appears well capable of repeating in numerous American markets. The 49th Parallel, artists on the "Laborer" session, hail from Calgary and will shortly jet back to the coast to do a commercial for Coca-Cola Ltd. They have been big favorites at P.A.'s throughout the Canadian west, as far east as the Lakehead. New name for the group now known as the Plague. They become the Lexington Ave. Don says group's new session is a gas. A Myrna Lorrie release on Musicor is expected to do well on the C&W scene. It's "Tell Me Not To Go." The gal singer wrote the tune herself.

It appears that "Child Of Clay," the latest A&M entry from Jimmie Rodgers, has all the hit potential it needs to become a large chart item in all Canadian markets.

It has been one S.R.O. scene after another for the Tijuana Brass this summer on a string of Canadian dates. The Toronto show at Maple Leaf Gardens set a record for T. J. B. dates anywhere. Some 17,000 fans paid upwards of 90,000 dollars to see the fantastic musical aggregation in the Toronto one-niter. Ed Lawson set up a ring-a-ding-ding window display at Sam The Record Man's. Decked out like the famous Whipped Cream album cover, Miss Toronto, Lucille Boucher, backed up traffic for blocks as she posed in the retailer's show window.



BRASS PAYS GOLD—Almost 17,000 persons paid a total of nearly \$90,000 to see and hear Herb Alpert and the Tijuana Brass play Toronto's Maple Leaf Gardens Aug. 23rd. On the day of the performance, this display attracted people at Sam The Record Man. Shown here (from the left) are: Ed Lawson, Ontario promo man for Quality Records; Lucille Boucher, Miss Toronto; and Sam Sniderman.

Great Britain's Best Sellers

- | | | |
|----|----|---|
| 1 | 1 | 8 San Francisco—Scott McKenzie (CBS) Dick James |
| 2 | 19 | 2 *The Last Waltz—Englebert Humperdinck (Decca) Donna |
| 3 | 2 | 6 *I'll Never Fall In Love Again—Tom Jones (Decca) Tyler |
| 4 | 5 | 4 *Even The Bad Times Are Good—The Tremeloes (CBS) Skidmore |
| 5 | 6 | 4 *The House That Jack Built—Alan Price (Decca) Alan Price |
| 6 | 18 | 3 *We Love You—The Rolling Stones (Decca) Mirage |
| 7 | 15 | 2 *Excerpt From A Teenage Opera—Keith West (Parlophone) Robbins |
| 8 | 3 | 6 I Was Made To Love Her—Stevie Wonder (Tamala Motown) Jobette |
| 9 | 4 | 8 *All You Need Is Love—The Beatles (Parlophone) Northern |
| 10 | 7 | 5 Just Loving You—Anita Harris (CBS) Chappell |
| 11 | — | 1 Heroes And Villians—Beach Boys (Capitol) Immediate |
| 12 | 12 | 2 Pleasant Valley Sunday—The Monkees (RCA) Screen Gems |
| 13 | 8 | 6 *Death Of A Clown—Dave Davies (Pye) Carlin |
| 14 | 14 | 3 *Itchykoo Park—Small Faces (Immediate) Avakak |
| 15 | — | 1 Let's Go To San Francisco—Flower Pot Men (Deram) Carter-Lewis |
| 16 | 9 | 6 *Up Up And Away—Johnny Mann Singers (Liberty) Carlin |
| 17 | 11 | 6 Creeque Alley—Mamas And Papas (RCA) Dick James |
| 18 | — | 1 *The Day I Met Marie—Cliff Richard (Columbia) Shadows |
| 19 | 13 | 3 *Gin House—Amen Corner (Deram) Carlin |
| 20 | 17 | 7 *You Only Live Twice—Nancy Sinatra (Reprise) United Artists |
- *Local copyrights



Rock Roberts' Hit Lands Him Top Honor From Italian Ops Voting

MILAN—The Festival Bar contest, a yearly vote organized among all Italian juke box operators, has concluded this year with the final victory of top Durium talent Rocky Roberts.

As previously reported, Rocky is a singer from the States; in Italy, thanks to the pact signed with Durium, and his participation as "vedette" of the top TV weekly series "Sabato Sera" he has reached the top peak of popularity.

His present best seller is "Stasera Mi Butto," the winning song of the Festival Bar event, which is over the 500,000 mark in copies sold. The number is an original Italian copyright published by Curci.

Together with other single and albums released by Durium, total sales of his recordings have passed the million mark. For this reason, Durium has informed Cash Box that Roberts

will be awarded on Sept. 20 with a gold disk.

Ceremony will take place in Cannes and top International personalities of the music world will be present. Rocky will receive the disk from Krikor Mintagian Durium proxy and Giampiero Scussel, Durium A/R manager and producer of his recordings.

Caselli, Tony Follow

Second prize at the Festival Bar was awarded to Caterina Caselli, the top female talent of CGD Compagnia Generale Del Disco, thanks to her recording of "Sono Bugiarda," Italian version of the US smash, "I'm A Believer." Sugarmusic is the sub-publisher of the song in Italy.

Third prize of Festival Bar was awarded to another big Durium talent, Little Tony, for his recent recording of "Peggio Per Me," an original copyright owned by Durium.



CLEVELAND IN EDINBURGH—To mark the appearance of the Cleveland Orchestra at this year's Edinburgh Festival, EMI Records gave a reception in honor of George Szell, the conductor. Shown here (from the left) are: George Szell; Beverly Barksdale, general manager of the Cleveland Orchestra; Leonard Smith, general manager of the classical repertoire division of EMI; and Michael Maxwell, assistant manager of the Cleveland Orchestra. CBS in Great Britain arranged the reception on behalf of the parent firm in New York. Before flying to the festival in Lucerne, Switzerland, Szell spent a day recording with the orchestra in Edinburgh.



IT'S OPEN NOW—This Capitol Records (Canada) Ltd.'s new 50,000 sq. ft. home in Toronto. Among the special guests who flew in for the opening ceremonies were: Sir Joseph Lockwood (center, right), chairman of the board at EMI; Lloyd Dunn, vice president of Capitol in Hollywood and president of Capitol in Canada; and Glen D. Cavender, vice president and controller of the Capitol Record Club in the U.S.A. They are pictured here along with: G. Edward Leatham, executive vice president and general manager of Canadian Capitol (center, left); and Allan Black, general manager of the Capitol Record Club in Canada.

Peer-Southern's Global Branch Mgrs. Attending Int'l Convention In New York

NEW YORK—The World-wide Peer Southern publishing complex will hold its international convention of branch managers September 18 thru 22 at the firm's New York offices.

Previous conventions have been held in Geneva, Milan, Paris and Barcelona. This is the second time the convention has been held in New York. Monique Peer-Morris will hostess a cocktail party in honor of the managers Sunday night, Sept. 17 in the Garden Room of the Essex House.

Roundtable Discussions

The branch managers will attend daily roundtable discussions chaired by Mrs. Peer-Morris 10 A.M. thru 5 P.M. at the executive offices. Agenda shall include:

- 1) Discussions pertaining to continued expansion
- 2) Free exchange of ideas on a one to one basis which will help branch managers understand each other's problems and the mechanics of acquiring material, having it recorded and promoted in each of the representatives home countries
- 3) Discussions on new material and new recorded works
- 4) Improved communications
- 5) Foreign adaptation expediency
- 6) Open discussions on general business

In addition to daily roundtable discussions there will be regional meetings for the Latin American Managers, Far Eastern managers and European managers.

Guest Lists

In attendance from the domestic staff will be: Mrs. Peer-Morris, president and chairman of the board; David H. Morris, vice president; Ralph Peer II, vice president; Arthur L. Fishbein, company attorney; Maxwell Okun, company attorney; Lucky Carle, manager-professional division; Mrs. Dina Conti, manager-U.S.A. and European Copyright Division; Mario Conti, secretary, international professional manager; Miss Provi Garcia, international manager-Latin Ameri-

can division; Roy Horton, manager-country and western division; Roy Kohn, radio/TV promotion and publicity library of recorded music; Al Kugler, manager-sales and production; Wladimir Lakond, international director-serious music division; Miss Dorothy Morrison, manager-copyright renewals; John J. Petersen, treasurer, manager-accounting and royalty division; Miss Margarita Ponsi, manager-Latin-American copyright department; Alberto Salinas, assistant manager-Latin-American department; Del Serino, assistant professional manager; Sunny Skylar, A&R director; Miss Marie Yazujian, assistant manager-U.S.A. and European copyright division; Miss Suzanne Steele, Los Angeles executive secretary to the president; Miss Marilyn La Vine, New York executive secretary to the president.

In attendance from foreign divisions: Mario Alvarez, general manager Mexico, Miss Tessie Alvarez, assistant to Alvarez; Miguel Baca, assistant professional manager, west coast; Albert Brunner, general manager Switzerland; Alfredo Burgos, general manager Chile; Alberto Carisch, general manager Italy; Juan C. Crottogini, general manager Holland; Angel I. Fonfrias, general manager Puerto Rico; Paquito Fonfrias, assistant manager, Puerto Rico; Matt Heft, general manager Canada; Robert C. Kingston, general manager Great Britain; Rolf Marbot, general manager France; Ramon Raz, general manager Columbia; Ernesto Roca, general manager, Florida; Miss Fiorenza Saffiro, general manager Brazil; Manuel G. Salinger, general manager Spain; Theodore O. Seeger, general manager Germany; Mrs. C. Seeger, assistant general manager Germany; Luis Martinez Serrano, general manager Mexico; Chris Vaughan-Smith, general manager Australia; T.H. Ward, general European director Great Britain; T.F. Ward, assistant European coordinator Great Britain.

Aussy Manager In U.S. For Judy Stone Debut

HOLLYWOOD—Here from Sydney, Australia is Kevin Jacobsen, head of A.T.A., Sydney, and personal manager of Aussie singing star Judy Stone, who just made her debut on Monument Records, to talk over promotion plans with Monument and plan upcoming TV and personal appearance dates in behalf of his client.

Monument recently secured worldwide rights (excluding the Orient) to all of the Judy Stone masters from Festival Records (Australia), company releasing the ATA productions of the young singing star who has been winning awards in her home country with her recordings since 1961. Judy's first Monument single "And The Trouble With Me Is You" was just issued last week in the U.S.A.

Jacobsen will confer with Holly-

wood agencies on representation of his 21-year old singer plus meeting with Bobby Weiss, Monument vice-president and Director of their International Division to set promotional plans for his star attraction overseas and also confer with Mike Shepherd, national promotion director for Monument, about USA exploitation. Jacobsen expects to be in the U.S.A. for one week before returning to Australia.

Meanwhile, Monument licensees abroad are being serviced with special promo aids including a TV film clip spotlighting Judy singing her first Monument single and the Armed Forces Radio and TV Service was serviced with spot announcements and a special tape interview cut for the BBC.

Kassner To Cut Acts In Europe For U.S.

NEW YORK—Edward Kassner, president of American Metropolitan Enterprises and Kassner Associated Publishers, is leaving for Europe. He will produce recording sessions there of his groups, the Equals, currently released in the United States on President Records, and the Symbols distributed in the United States on Laurie Records.

Kassner will work out of his office at 25 Denmark Street, London, England for the next month.

President Records, which has been successful in Great Britain and Germany, has just been introduced in the

Dusty To Japan

TOKYO—Dusty Springfield arrives in Japan this week for two weeks of tours for disk promotion. Her Philips disk of "You Don't Have To Say You Love Me" has sold 250,000 copies in Japan since its release last Aug. A new single will greet her arrival.

United States by Kassner; and first release will be Sept. 15 with the English group, the Equals, followed by an Oct. 1 release on the Guardians Of The Rainbow. President is distributed in the United States by Laurie and through Europe and England by Kassner's own firm, Kassner Associated Publishers.



SCANDINAVIA

DENMARK

The charts here are topped by "Hvem har du kysset i din gadedør" (Who Did You Kiss In Your Door), a local tune from a variety show in Copenhagen last summer. Two recordings are taking the jackpot, Daimi on Metronome and Dirch Passer on Philips.

Nordisk Polyphon Akts. (NPA) just rushed out "We Love You" with Rolling Stones on Decca. Strong promotion is also given "The Last Waltz" with Engelbert Humperdinck, also on Decca, "Good Times" with Eric Burdon & Animals on MGM and "Time Seller" with Spencer Davis Group on United Artists. In addition, recent releases also include a large number of LP albums on A & M, Decca, CBS, Philips, Ace of Hearts and United Artists.

HNF (Hede Nielsens Fabrikker A/S) counts on getting another chart-topper after just releasing "Words" b/w "Pleasant Valley Sunday" with Monkees on RCA Victor.

EMI recording artists Keld & Donkeys on HMV have a new single just out, titles including "Det var på Frederiksberg," which is a Danish version of the almost 70 year old German tune "Es war im Schöneberg." Sir Henry & His Butlers, another local top selling group, has done "Camp"/"Pretty Style" on Columbia. Danish EMI also took advantage of the French group Les Compagnons de la Chanson appearing in a Danish TV show Sept. 2nd by a special promotion campaign for available recordings with the group.

NORWAY

A/S Nor-Disc started Sept. by a great campaign for music cassettes, releasing some 200 of them, Totto Johannesen told Cash Box.

Arne Bendiksen A/S just released an LP album with student songs performed by Ingrid Marie Hansen, Lasse Tomter, Oddvar Sanne and Arne Bendiksen. Same company is also out with another LP, "The Earth" with Anita Kerr Singers on Warner Bros. Among recent singles can be mentioned "Joys Of Love" with local group Young Norwegians on Triola.

A/S Nera is just out with five low-priced albums on RCA Camden as well as three RCA Victor Dynagroove albums including Harry Belafonte with "Belafonte On Campus," Stu Phillips with "Grassroots Country" and Floyd Cramer with "Floyd Cramer Plays The Monkees."

SWEDEN

Lucas, local quartet recently winning a pop group competition arranged by the Swedish Broadcasting Company, has just had their debut record at the Polar label released. Titles include "Go Now" and "Parchment Farm." Another Polar release includes Mats Olin with a new single, "Lek med mej" (Play With Me) by his father, Stig Olin, b/w a Swedish version of "San Francisco." Another Polar release includes "Millie"/"Jimmy" with Sonja Stjernquist, both titles from the motion picture "Thoroughly Modern Millie."

Gunnar Green, Swedish football player for many years professional in Italy where he became known as Il Professore, has done an EP with six songs in Italian at Scan-Disc. Annikas, also on Scan-Disc, now doing very well with their Swedish version of "Russian Folk Song" and "Silent Lips," will have another single out next week. Titles include a Swedish version of "Where Did The Summer Go."

Stig Anderson has signed the Swedish lyrics of "Jackson," here titled "Laxå" (a smaller place in central Sweden). United Artists Musikförlag AB is publisher and the Nancy Sinatra-Lee Hazlewood Reprise recording is now doing very well all over Scandinavia. Screen Gems Musikförlag AB is working hard with the tunes "Pleasant Valley Sunday" and "Words." Sweden Music AB is Scandinavian publisher of "Heroes And Villains," of which the Beach Boys Capitol recording just was released. Same publisher also obtained "The Letter," among others recorded by Box Tons "Twelve Thirty" recorded by Mama's & Papa's and "Almost Persuaded," the latter recorded by Hooten Singers under the Swedish title "Början till slutet" (The Beginning Of The End), are also published here by Sweden Music AB.

Latest EMI releases include Paul Jones on HMV with "Softly," Trio me' Bumba on Columbia with "Jambalaya" (in Swedish), Royal Guardsmen on Stateside with "Airplane Song" and Small Faces, also on Stateside, with "Itchycoo Park." Recent LP albums includes Robban Broberg on Columbia with an album titled "7 pieces Robban & 7 pieces Broberg."

Felix Stahl of Stockholms Musikproduktion is just out travelling. This office just had a colorful postcard from Mr. & Mrs. Stahl from Budapest, Hungary, where they attended an international Song Festival.

Sweden's turning to right hand traffic Sept. 3rd, was also including a Song Festival arranged by SBC-TV in order to get a song for the event. Winner was "Håll till höger, Svensson" (Keep To The Right, Swanson), written and composed by Peter Himmelstrand. Incidentally, the traffic change creating enormous local and international interest, turned out more successful than the authorities dared to expect.

Denmark's Best Sellers

This Week	Last Week	Weeks On Charts	Title	Label
1	2	6	*Hvem Har Dy Kysset I Din Gadedør (Daimi/Metronome & Dirch Passer/Philips) Multitone A/S, Denmark	
2	1	6	All You Need Is Love (Beatles/Parlophone) Multitone A/S, Denmark	
3	8	2	San Francisco (Scott McKenzie/CBS) Sweden Music AB, Sweden	
4	5	3	Maybe It's Because I'm A Londoner (David Jones/Pye) Francis, Day & Hunter Scandinavia A/S, Denmark	
5	3	3	She'd Rather Be With Me (Turtles/London) Mørks Musikförlag, Denmark	
6	—	1	Lad Mig Blive Nøget (Let Me Be Somthing) (Povl Dissing/Sonet) Musikförlaget Essex AB, Sweden	
7	6	5	La Maison Ou J'AI Grandi L'Amitie (Françoise Hardy/Vogue) No publisher	
8	4	6	A Whiter Shade Of Pale (Procol Harum/Deram) Musikförlaget Essex AB, Sweden	
9	9	6	Alternate Title (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden	
10	7	5	Peanuts (Wishful Thinking/Decca) No publisher	

Monument's Combine Music Inks Claremont For Foreign

HOLLYWOOD—Contracts have been concluded whereby the newly-formed Claremont House Music Co., of Boudleaux and Felice Bryant, will be represented by the Monument Record Corporation's Combine Music publishing firms and representatives globally.

Thus, this adds up to a total of 10

music publishing catalogues owned or represented by Monument's Combine, internationally, with representation in the key markets of England, Australia, New Zealand, France, Belgium, Holland, Germany, Switzerland, Austria, Scandinavia, Italy, Japan, Brazil, Argentina and South Africa.



AUSTRALIA

Latest salvo in the battle of the low-priced album field in this country has been fired by the giant EMI group with the introduction of their Regal label which is retailing at the attractive price of (Aust) \$2.50. Dealer price is \$1.45, plus 25% sales tax. Among artists featured in the initial release of the Regal material are Dean Martin, the Melachrino Strings, Frank Sinatra, Nat King Cole, Russ Conway, Four Freshmen, Big Ben Banjo Band, Les Baxter, etc. The Regal issues are those from the Music For Pleasure range that EMI have been successfully marketing in England for a couple of years. To introduce the Regal line, EMI conducted a number of functions for the trade, and it was noticeable that dealer interest in the releases ran high.

At the same time, it has been announced that two other EMI catalogs, Ace Of Clubs and Encore, will also in the future retail at \$2.50. However, the retail price of EMI's regular priced albums has been hiked from \$5.25 to \$5.50. One interesting feature of the releases in the Regal catalog is that they are available in either mono or stereo, but NOT in both. W & G Records have a range of albums retailing at \$2.50, and most other labels have a range in the \$2.95 bracket. It will be interesting to see if any other companies meet the challenge of EMI and launch a range of albums to retail at \$2.50.

First release of Regal contains thirty albums. At this stage there is no indication as to when the next release will be made, but it is known that EMI execs are very happy with the response to the first batch.

Over the past couple of years we have "lost" a great deal of top talent to overseas (acts such as the Seekers, the Easybeats, the Bee Gees, Normie Rowe, Johnny Young, etc., are now almost in permanent residence in England). However, there is some bright and capable new talent coming along to replace these names. One of the best at this stage is a combination called the Groop who have a very original sound and approach to most of their work. The Groop are contracted to CBS records (Australian Record Company) and have a good measure of success with their releases in the past, but their current single will undoubtedly be their biggest ever. It is "Woman, You're Breaking Me," an original composition by group members. The disc is now showing out well on this week's national list of best-selling singles across the nation. Peter Sanford, Victorian Manager of Australian Record Company, says the single is their biggest right now, which gives some idea of the growing popularity of the Groop.

"Woman You're Breaking Me" is certainly worthy of the attention of some overseas labels because it is a good commercial proposition. Publishing rights in the song are held by April Music (the publishing subsid of A.R.C.) who have already issued the sheet copy. The Groop won the recent 3UZ National Battle Of The Sounds. Among their prizes is a return trip to London for personal appearance bookings.

The Aulton Mob, an instrumental group, have a new locally-produced single out on the Festival label with "This Day Tonight" (the theme tune from a very popular news/documentary television series on ABC-TV in this country) and "Groovy Gravel March."

Astor Records have issued the follow-up single by Davy Jones to the currently hot "Theme For A New Love." Newie carries "Dream Girl" coupled with "Maybe It's Because I'm A Londoner." New product from Astor includes an album of soundtrack excerpts from the popular series "Till Death Us Do Part" and the "Cabaret" album by King Richard's Fluegel Knights.

Australia's Best Sellers

- 1 San Francisco (Scott McKenzie—CBS) Associated Music.
- 2 Up-Up And Away (5th Dimension—Liberty) Belinda Music.
- 3 The Monkees E.P. (Vol. 1) (The Monkees—RCA) Tu-Con Music.
- 4 Can't Take My Eyes Off You (Frankie Valli—Philips) Castle Music.
- 5 Theme For A New Love (Davy Jones—Astor) E. H. Morris & Co.
- 6 *Woman You're Breaking Me (The Groop—CBS) April Music.
- 7 Cry Softly Lonely One (Roy Orbison—London) Acuff-Rose.
- 8 All You Need Is Love (The Beatles—Parlophone) Northern Songs
- 9 The Day I Met Maria (Cliff Richard—Columbia) Belinda Music.
- 10 It Must Be Him (Vikki Carr—Liberty) B.I.E.M
- 10 Chapel In The Moonlight (Dean Martin—Reprise) J. Albert & Son

*Indicates locally produced record.



TOP 100 LABELS

A.B.C. 49, 76, 90	Laurie 80
Abnak 55	Liberty 4, 31, 41, 65
A&M 46, 81	London 34, 63
Atco 43, 60	
Atlantic 6, 13, 50, 54, 79	
Bang 21, 26	Mala 2
Bell 77	Mercury 24
Brother 35	MGM 8, 30
Brunswick 18	Money 92
Bunky 57	Motown 3, 68
	M.T.A. 98
Cadet 97	Parkway 84
Calla 100	Parrot 75
Capitol 1, 9, 82, 91, 96	Philips 29, 93
Chess 94	RCA Victor 36, 45, 70, 88
Colgems 16, 25, 69	Reprise 37, 48, 72
Columbia 17, 27, 62, 71, 85	Revilot 20
Crimson 66	Ric Tic 52
	Roulette 23
Decca 86	
Double Shot 32	Smash 5
Dunhill 19, 40	Soul City 99
Dnyovoice 51	Stax 33, 56, 74
Elektra 12	Tamla 64, 67, 89
Epic 14, 28, 58, 59, 83	Tower 39
Gordy 7, 38	Verve Forecast 73
Kapp 78	Warner Bros. 11, 22, 42, 44, 53
Keymen 95	White Whale 15
King 10	Zodiac 61



FRANCE

After a quite difficult season (1966-1967), different French record firms are really optimistic about the coming months. Prospects for sales are good.

The new season will be dominated by three facts:

1. In one month the European "Marché Commun" will be open. The disappearance of commercial frontiers will have important repercussions for cost.
2. After the success of Procol Harum's "A Whiter Shade Of Pale," labels will release their English and American artists through 45rpm singles. Presently they keep EP policy for French singers, but this might change in the next few months.

3. Rhythm and blues are taking a very important place in our country just when French teenagers are buying more and more original recordings.

Vogue Records just held its convention "Marché Commun" in Paris to prepare new European policy. At this occasion President Leon Cabat decided to release 45rpm singles in France. Vogue was the last firm refusing to forsake EPs. After the end of the convention, Leon Cabat was visited by M. Maitland, Warner Bros. president. During this visit the two presidents renewed the contract between Vogue and Warner/Reprise. Vogue will be distributed in Canada after the 1st of October by the new society created by Warner/Reprise.

August has been very good for Vogue and Reprise because of the Sinatra family. Nancy has been a great success with her "Jackson," and now father Frank is reaching the top of the chart with "The World We Knew." "Voilà," the last Françoise Hardy composition, is also one of the top hits of the summer, and the new Antoine's "Titine Achète Moi Un Camion" is off to a very good start.

Philips France also held its convention last week. Members verified the substantial increase of LP sales from 1966 to 1967. Because of that, the Philips turnover, after several bad months from January to March, is (for the first eight months of 1967) 2% over that of the same period of 1966.

This summer Philips realized that in ten years the firm sold 4 million records for children. So they decided to strongly promote albums for the youngest public. A subscription is already open for a Collargol ten album set. Price is 95 Francs instead of 135.

Two new collections will appear this autumn: "Soirée Musicale" will present classical music LP's at the rate of 19,95 Francs, and "Après Minuit" will be a series of mood music.

To promote its classical repertory and its catalog for children, Philips will soon release two EPs at the price of 2 Francs. First one will present two Bach compositions, and the other, a story of Collargol. First pressings will be 100,000 each.

Paul Mauriat will soon record an LP with fourteen Xmas songs from all over the World. This album will be titled "Noël Du Monde Entier." Philips will release it on the same day, September 25, in every country where the label is represented.

Quickies: Nino Ferrer presents a new EP through Riviera label with "Mao Et Moa" and "Mon Copain Bismark." . . . Philips will soon release an LP with 12 songs against the war. The album will be titled "Le Déserteur." New EP by Les Charlots through Vogue label for immediate release.

French EP TOP TEN

- 1 Adios Amor (Sheila) Philips; Carrère
- 2 The World We Knew (Frank Sinatra) Reprise/Vogue
- 3 Jackson (Nancy Sinatra) Reprise/Vogue
- 4 I Love You (Anthony Quinn) EMI
- 5 J'AI PEUR DE LA NUIT (Claude François) Philips
- 6 All You Need Is Love (Les Beatles) EMI; Northern-Tournier
- 7 Aranjuez Mon Amour (Richard Anthony) EMI
- 8 A Whiter Shade Of Pale (Procol Harum) Deral; Essex
- 9 Ma Reine de Sabbath (Laurent) AZ
- 10 Voilà (Françoise Hardy) Vogue; Alfa

Norway's Best Sellers

9/16	9/9	Total	
1	1	8	All You Need Is Love (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
2	2	4	San Francisco (Scott McKenzie/CBS) Sweden Music AB, Sweden
3	3	5	Alternate Title (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden
4	4	3	*Graveyard Paradise (1-2-6/RCA Victor)
5	6	2	Sussebass (Peek-A-Boo) (Oslo Harmony Quartet/Polydor) Southern Music AB, Sweden
6	7	10	A Whiter Shade Of Pale (Procol Harum/Deram) Musikförlaget Essex AB, Sweden
7	8	2	It Must Be Him (Vikki Carr/Liberty)
8	9	2	Death Of A Clown (Dave Davies/Pye) Belinda (Scandinavia) AB, Sweden
9	5	14	Silence Is Golden (Tremeloes/CBS) Edition Odeon, Sweden
10	—	1	Jackson (Nancy Sinatra-Lee Hazlewood/Reprise) United Artists Musikförlag AB, Sweden

Sweden's Best Sellers

9/16	9/9	Total	
1	2	3	San Francisco (Scott McKenzie/CBS) Sweden Music AB
2	1	6	All You Need Is Love (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
3	6	2	Jackson (Nancy Sinatra-Lee Hazlewood/Reprise) United Artists Musikförlag AB, Sweden
4	5	3	Kvällens Sista Dans (Goodnight My Love) (Lars Lönn-dahl/CBS) Sonora Musikförlags AB, Sweden
5	3	5	I'm Going Out (Tages/Parlophone) Edition Odeon, Sweden
6	8	8	A Whiter Shade Of Pale (Procol Harum/Deram) Musikförlaget Essex AB, Sweden
7	4	10	*Maria Min Vän (Larry Finnegan/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden
8	7	5	Alternate Title (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden
9	—	1	Privilege (Paul Jones/HMV) Sweden Music AB, Sweden
10	—	1	A Little Bit O'Soul (Music Explosion/Stationside) Southern Music AB, Sweden



ITALY

First operation of CBS Italiana for the coming season is concentrated on the top U.S.A. talent of Scott McKenzie. CBS Italiana released his top recording of "San Francisco" which has been presented to all Italian press representatives who have reported enthusiastically about this disc.

"La Vita Come Va" is the Italian title of the Dionne Warwick release "Windows Of The World" that the songstress has just recorded during her stay in Milan. Dionne was also star guest during the final night of the Festival Bar event held last Saturday in Salsomaggiore Terme, a resort near Milan.

Joe Giannini and Johnny Porta, top executives of CGD Compagnia Generale Del Disco, will leave for London next week to take part in the Warner Bros/Reprise meetings.

Thanks to the new agreement in Stockholm between Odeon and pop group Bob Azzam, the new recordings of this talent will be released in Italy by Carisch under the same Odeon label. First disc is "Can't Take My Eyes Off You" b/w "Soul Finger." Bob Azzam is presently in Italy performing at La Capannina in Forte Dei Marmi.

French songstress Sylvia Desayles has just recorded for Odeon in France "A Whiter Shade Of Pale" and "The Way Of Love." This single has been released here by Carisch.

Continuing the promotional operation of the Hollies, Carisch will release a new album of the English group entitled "Evolution" together with a new single "Kill Me Quick" and "We're Alove." Both numbers are from the soundtrack of the new Italian movie "Fai Fretta Ad Uccidermi . . . Ho Ferrto."

EMI has released in Germany a single by Peppino Di Capri, originally grooved under Carisch label. Titles of this single are: "L'Amore Viene E Va" and "Ritorna Da Me."

EMI Italiana has just released the Bobbie Gentry's "Ode To Billie Joe." The young songstress will be one of the main attractions of the International Roses Festival.

Anthony Quinn is making his debut as a singer. EMI Italiana has released the first disc recorded by this film actor. "A" side is "I Love You, You Love Me."

The first record released by the Beach Boys under their own label (Brother) has been just presented on the Italian market by EMI Italiana. A strong promotion is being conducted on "Heroes And Villains." EMI Italiana has reported that the Al Bano disc "Nel Sole" has now sold more than 400,000 copies.

R.I.F.I. has also informed CB that Mina's hit "La Banda" has surpassed the 300,000 mark and demand is still increasing week after week.

Italy's Best Sellers

This Week	Last Week	Weeks On Chart	
1	1	10	*Nel Sole—Albano/EMI Italiana Published by EMI Italiana
2	2	11	*La Coppia Piu' Bella Del Mondo—Adriano Celentano/Clan Published by Clan
3	4	8	La Banda—Mina/R.I.F.I. Published by La Cicogna
4	5	8	*La Mia Serenata—Jimmy Fontana/RCA Published by RCA Italiana
5	3	19	A Chi—Fausto Leali/R.I.F.I. Published by Curci
6	6	10	*La Rosa Nera—Gigliola Cinquetti/CGD Published by Sugarmusic
7	9	4	A Whiter Shade Of Pale—Procol Harum/Decca Published by Sugarmusic
8	7	8	*Non C'E' Piu' Niente Da Fare—Bobby Solo/Ricordi Published by Ricordi
9	8	17	*Stasera Mi Butto—Rocky Roberts/Durium Published by Curci
10	1	1	*Dio E' Morto—I Nomadi/EMI Italiana Published by Italiana
11	15	14	*Se Stasera Sono Qui—Wilma Goich/Ricordi Published by Ricordi
12	11	19	*29 Settembre—The Rokes/RCA Published by RCA Italiana
13	1	1	Inch'allah—Adamo/EMI Italiana Published by EMI Italiana
14	1	1	All You Need Is Love—The Beatles/Carisch Published by Ricordi
15	12	8	*Corriamio—Isabella Iannetti/Durium Published by Durium/Leonardi

*Denotes Original Italian Copyrights.

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ARGENTINA

The fantastic success (for this market) of the "Trisagio del Soltero," a humorous gag about the disadvantages of marriage coming from Mexico, is the matter of comment these days. Although radio programming of the record has been forbidden by several plants, record shops at Florida Street have been playing it around the clock with very good results. There are three versions by Napoleon Puppy (CBS), Los Wawancó (Odeon) and Chevere (RCA) and, of course, the tune is topping the lists this week.

Palito Ortega is back in town after several months in Spain and short visits to other European countries. The chanter will return to TV work and will probably start another film before the end of '67. In Spain, he shot "Amor en el Aire" with Spanish cinema actress Ricio Durcal and made guest appearances on TV. A new LP by him will be released in Buenos Aires soon.

Hugo Persichini of Phonogram infos that the second music package "Argentina Canta Asi" will be promoted through a series of TV programs on Channel 13 in the "Casino" show. The first record set, carrying tango and folk music standard hits, met with extremely successful sales last year, and this package is expected to follow the line. Los Fronterizos, Los Quilla Huasi, Ariel Ramirez and many other top artists are included in it.

Brazilian chanter Eduardo Araujo will be visiting Buenos Aires in a few days. Araujo's records are released here by Famous which has started a strong promo campaign in his behalf. The chanter will spend about two weeks in Argentina appearing on TV and probably will record some tapes for further airing.

Disc Jockey seems to have a sure winner in new chanter Julián whose first single, "Una Pasion Desesperada," may result in very interesting sales. The diskery has also released an album with a giant group of guitars played by Cesar Bo and the pupils at his guitar playing school. There is also a new single by French chanter Nino Ferrer, "Alejandro," sung in Spanish coupled with something called "Ah... Eh... Hein...!" which also could turn into a strong hit.

Several good records coming from CBS: there is the Scott McKenzie version of "San Francisco" which is receiving heavy air play; a new single by chanter Jorge Cafrune with two folk tunes from the Northern province of Jujuy; and the Los In version of "A Whiter Shade Of Pale." There are also classical music albums with Beethoven's "Fifth Symphony" cut by the Cleveland Orchestra, and "Lucia De Lammermoor" by Lily Pons.

Fermata's news are that "A Whiter Shade Of Pale," the Procol Harum smash, is being promoted day and night and several recordings have already been obtained. Apart from the original version released by Odeon and the above mentioned recording by Los In, there is a Melina De Capri waxing on RCA, one by Jose Limon on Polydor, and more to come.

Music Hall has released another Julio Jaramillo single, originally recorded by Onix in Ecuador, carrying "El Mendigo" and "Conociendo El Alba." There

Argentina's Best Sellers

This Week	Last Week	
1	3	Trisagio Del Soltero Napoleon Puppy (CBS); Wawanco (Odeon); Chevere (RCA)
2	1	Vamos A La Cama (Milrom); Niños Latinos, Locos Combo (Quinto); Ardillitas (CBS); Victrolita (RCA)
3	5	*La Balsa (Fermata); Los Gatos (RCA)
4	2	Puppet On A String (Fermata); Caravelli, Cuatro Voces (CBS); Sandie Shaw (Music Hall); Paul Mauriat (Philips); Violeta Rivas, Al Hirt (RCA); Bingo Reyna, Lucio Milena (Disc Jockey); Lea Zafrani (Neptuno); Frank Pourcel (Odeon)
5	6	Es La Lluvia Que Cae Los Iracundos (RCA)
6	4	Mon Amour, Mon Ami (Odeon); Marie Laforet (Music Hall); Barbara y Dick (RCA)
7	9	Summertime (Neumann); Billy Stewart (Microfon)
8	8	Amor De Pobre (Smart); Pepito Perez (Disc Jockey); Miltinho (Odeon); Los Nocturnos (Music Hall)
9	7	*Que Pasara (Fermata); Palito Ortega (RCA)
10	14	Cuando Tu No Estas (Fermata); Raphael (Music Hall)
11	11	Silence Is Golden (Odeon); Tremeloes (CBS); Four Seasons (Philips)
12	10	Somethin' Stupid (Relay); Caravelli (CBS); Frank & Nancy Sinatra (Music Hall); Juan Ramon, Paul Jourdan (RCA); Mac Ke Mac's (Microfon); Vincent Morocco, Cigarrones (Polydor)
13	12	Rosa Nera (Korn); Gigliola Cinquetti (CBS)
14	15	So Vou Gostar De Quem Gosta De Mim Roberto Carlos (CBS)
15	19	Sock It To Me Willie Bobo (Philips)
16	13	There Is A Kind Of Hush (Fermata) Herman's Hermits (Odeon); New Vaudeville Band, Claude Francois (Philips); Bingo Reyna, Lucio Milena (Disc Jockey); Popsingers (CBS); Johnny (RCA)
17	17	Plena Espanola Los Wawanco (Odeon)
18	16	Music To Watch Girls By (Relay); Andy Williams (CBS); Willie Bobo (Philips); Lawrence Welk, Roger Williams, Brass Winds (Music Hall); Mac Ke Mac's (Microfon); Ray Charles Singers (Prodisa); Al Hirt (RCA)
19	20	Stasera Me Butto (Fermata) Rocky Roberts (Music Hall); Leo Dan (CBS)
20	18	Propiedad Privada Rosamel Araya (Disc Jockey)
20	—	*Pastor De Nubes (Korn); Voces Blancas, Quilla Hussi, Fronterizos (Philips); Molina Cabral (Music Hall); Ginette Acevedo (RCA)
		*Local

Top LP's

This Week	Last Week	
1	1	Sgt Pepper's Lonely Hearts Club Band—The Beatles (Odeon)
2	2	Yo Soy Aquel—Raphael (Music Hall)
3	5	Nuestro Happening—Selection (RCA)
4	3	En Roma—Los Iracundos (RCA)
5	6	Con Todo—Cuarteto Imperial (CBS)
6	4	Modart En La Noche—Selection (Philips)
7	10	El Magnetismo—Palito Ortega (RCA)
8	8	Amor De Pobre—Pepito Perez (Disc Jockey)
9	9	La Discoteca De Maria Belen—Selection (Microfon)
10	—	Adamo—Adamo (Odeon)
10	10	Chansons Pour Toi—Caravelli (CBS)



JAPAN

Dusty Springfield arrives on Sept. 10 for fortnight tour for the record sales promotion. Philips department of Nippon Victor has an anniversary release with a single "I'll Try Anything"/"Will You Love Me Tomorrow." Her "You Don't Have To Say You Love Me" has now reportedly sold 250,000 copies.

Enrico Macias (well-known here with "L'amour C'est Pour Rien") arrives for performances the middle of October at the invitation of Ishii Music Office. Toshiba Records will have an anniversary release of this tune on Sept. 15.

Cliff Richard also arrives here the middle of October. Toshiba Records has scheduled an anniversary release of the "Cliff Richard Deluxe" LP Oct. 15.

Toshiba also released "Airplane Song" by Royal Guardsmen on Stateside, "Up-Up And Away" by Fifth Dimension on Liberty, "Carrie Anne" by Hollies on Odeon and "La La La La La" by Cliff Richard on Odeon.

King Records are out with "Yesterday's Paper" by Rolling Stones on London, "Out And About" on A&M by Voice & Hearts, "She'd Rather Be With Me" by Turtles. "Let's Go To San Francisco" by Flower Potmen on Derum will be released by King Records the end of September with much push, while "A Thousand Of Shadows" on London by the Seeds was released Sept. 1 also with much advertisement.

Nippon Grammophon released "Come On Down To My Boat" with Every Mothers Son on MGM and "When I Was Young" by Animals on MGM.

The best sold five singles released in August by King Records are: "I Love You" (Zombies), "Mini Mini Rock" (Gooseese), "Out And About" (Voice And Hearts), "Akumano Baby" (Takeshi Terauchi & Bunnys), "A Whiter Shade Of Pale" (Procol Harum).

Toshiba Records releases "Tokyo Night" on Capitol Sept. 15 with Masako Izumi & Ken Yamauchi. This is the 2nd tune composed by the Ventures in wake of the big hit "Futari-No Ginza."

Japan's Best Sellers

ALBUMS

This Week	Last Week	
1	1	Sergeant Pepper's Lonely Hearts Club Band—The Beatles (Odeon)
2	3	Pops In Japan—The Ventures (Liberty)
3	2	Kimikoso Waga Inochi—Sam Taylor (Polydor)
4	4	Sergio Mendes & Brasil '66—Sergio Mendes & Brasil '66 (London)
5	—	Young Beat—The Blue Comets (CBS)

LOCAL

1	1	Makka-Na Taiyo—Hibari Misora (Columbia)
2	4	Yubue—Kazuo Funaki (Columbia)
3	2	Nagisa-No Senorina—Michiyo Azusa (King)
4	6	Otoko-No Yakyoku—Mahina Stars (Toshiba)
5	3	Shiritakunaino (I Really Don't Want To Know)—Yochi Sugawara (Polydor)
6	8	Do-Do-Dokko No Uta—Kiyoko Suizenji (Crown)
7	—	Ai-Wa Oshiminaku—Mari Sono (Polydor)
8	9	Koyubi No Omoide—Yukari Ito (King)
9	5	Hakuba-No Runna—Yoko Naito (Columbia)
10	—	Hakata-No Onna—Saburo Kitajima (Crown)

INTERNATIONAL

1	1	Maria-No Izumi—The Blue Comets (CBS) Publisher/Watanabe
2	2	I Love You—The Carnabeats (Philips) Sub-Publisher/Shinko
3	3	Kimi-Ni Aitai—The Jaguars (Philips) Publisher/Shinko
4	4	Kaze-Ga Naiteiru—The Spiders (Philips) Publisher/Rythm
5	5	Kiri-No Kanatani—Jun Mayuzumi (Capitol) Publisher/Ishihara
6	8	All You Need Is Love—The Beatles (Odeon) Sub-Publisher/Toshiba
7	6	Seaside Bound—The Tigers (Polydor) Publisher/Watanabe
8	11	Somebody To Love—Jefferson Airplane (RCA) Sub-Publisher/—
9	7	La La La—The Shamrocks (Polydor) Sub-Publisher/Taiyo
10	—	Barairo-No Kumo—The Village Singers (CBS) Publisher/TOP
11	10	You Only Live Twice—Nancy Sinatra (Seven Seas) Sub-Publisher/Taiyo
12	9	Mini Mini Rock—The Goosies (Seven Seas) Sub-Publisher/Seven Seas
13	12	Hanky Panky—Tommy Jams (Roulette) Sub-Publisher/—
14	—	Mona Lisa No Hohoemi—The Tigers (Polydor) Publisher/Watanabe
15	14	I Really Don't Want To Know—Andy Williams (CBS) Sub-Publisher/Aberbach Tokyo

ARGENTINA (Continued)

is also a Chilean Luz Eliana recording, originally produced by Camilo Fernandez for the Demon label in that country, with "Te Voy a Esperar" and "Muriendo De Amor"; an Italian single by Gian Peretti cut for Vedette; and a locally produced record by Los Pick Ups, "The Rock Is Back."

Microfon infos that it has arranged a deal with the Diner's Club which will market a music package produced by Microfon and featuring the labels represented by Kaminsky's company and other local waxings. The set is titled "Music For Executives" and an advertising campaign is also planned. The diskery has also released the first LP of the "Hits Of Telemusica" series cut by Los Mac Ke Mac's and featuring the songs presented at the Raul Matas daily TV'er on Channel 11.

Odeon has released two records that were holding last week first and second place in the U.S. Cash Box Top 100: "Ode To Billie Joe" by Bobby Gentry, and "All You Need Is Love" by the Beatles. The album by the smash lark is also scheduled, and the diskery expects she will be well received. Other releases include the "Buttons" album by the Rolling Stones, new records by Lucho Gatica featuring the leit motiv from the "Derecho De Nacer" successful TV series, and a new single by the Fifth Dimension, this one under the Liberty label.

More from RCA: new singles by Noel Deschamps ("All The Girls Are Running Behind Me"), Rita Pavone ("La Zanzara" coupled with "Questo Nostro Amore") and Al Hirt with the main Monkees song, and another version of "Music To Watch Girls By."

Odeon Publishers inform that several new Adamo songs have been contracted with local recordings already obtained for some of them. Titles include "Ensemble," "Notre Roman," "En Bandolera," "Je Vous Offre" and "Inch Allah." From the Editions Barclay, Odeon has "2'35" De Bonheur" by Sylvie Vartan for RCA and local artist Susanita Ramos for Odeon.



HOLLAND

Owing to a misunderstanding, the Dutch column of Cash Box printed that Bospel Music conducted an exclusive contract with Shapiro-Bernstein, London. Cyril Shane reported that there is not such a deal with Bospel.

Hans Tecker, in charge of Phonogram's classical Decca-Brunswick repertoires, reported very satisfactory sales in Holland of the Rossini Opera's project on English Decca. Mr. Tecker was happy to announce one-LP highlights from these Italian casts, namely "La Cenerentola" with soprano Dora Carral, and "L'Italiana In Algeri" and "Il Barbiere Di Siviglia" both with Teresa Berganza. These highlights LPs, together with an Argo recording of four orchestral Rossini Sonatas by the Academy of St. Martin-in-the-Fields, were brought to the attention of the Dutch dealers in a special sales campaign.

John Mayall and the Bluesbreakers will make a full week tour through Holland starting November 2nd including a TV recording. Latest single release in Holland: "It Hurts Me Too" b/w "Double Trouble" (featuring Peter Green), while new Decca LP recording of the new Mayall Blues Group: "Cruisade" will be released in October. Promoter of the tour is the Paul Acket Organization. Rolling Stones' "We Love You" b/w "Dandelion" is Phonogram's hit parade leader since the first day of the single's release (August 20th). It may be worthwhile to report that Dutch fans seem to have no special preference; demand is for either title.

Tom Jones and Engelbert Humperdinck, Britain's contribution to the loud-voiced balled style, are selling better and better in the lowest part of the Continent. Tom's "Let's Forget What I Said" is a hit already, while his Decca colleague's "Last Waltz" is waltzing up to the Top Forty line. Dee-jays believe the waltz is going to last!

Last year, Phonogram contracted a highly talented and very popular young singer, Wally Tax. Wally belonged originally to a beat group entitled the Outsiders; their success was mainly based on the featuring of Wally Tax. Working as a single artist for the Philips label has brought him success with his original, well sung and humorous songs, penned by himself. A more romantic and melancholy song: "I Thought And Sat And Wondered Why" was the last phase to wide popularity, both in Holland and Belgium. Wally has now recorded an album for Philips, of which a single, "Let's Forget What I Said," was released in advance and has jumped up high. It is a funny novelty in "Twenty" style, and thanks to Phonogram producer Tony Vos the "original" sound of acoustic recordings from four decades ago has been achieved amazingly.

Dutch dee jays and pop column writers were pleasantly surprised with a small sample bottle of gin to have their attention focussed on the fascinating "Gin House Blues" by Deram's Amen Corner. A previous promotion action was done with tins of turtle soup in favor of the Turtles. Phonogram's management seriously hope that no pop group will ever record a song about rotten tomatoes!

On the occasion of the coming 80th birthday (November 14th) of the famous Viennese conductor and composer Professor Bernard Paumgartner, Philips' Phonographic Industries have issued a unique and remarkable three LP set devoted to "Serious and Merry, Known and Unknown from the Vocal Creations by Wolfgang Amadeus Mozart." Prof. Paumgartner, one of Bruno Walter's pupils, became famous as a leading expert on Mozart and he was one of the organizers of the yearly Salzburg Festivals. The three LPs, in a beautiful box with richly illustrated book on the man and the artist Paumgartner, is on sale for a surprisingly moderate price.

Nina Simone gave one sold out concert in Scheveningen (The Hague) in cooperation with Boy's Big Band. Miss Simone, on her way to Germany for color TV recordings there, was asked by bandleader and medical doctor Boy Edgar (52) to come to Holland when Edgar was in America for University lectures.

In October the King of the American R&B music, Lou Rawls, will come to Holland to make a television show. Bovema released this week Lou Rawls' brand new LP "Too Much." Last Saturday Vera Lynn made a wonderful show for Vara TV. Bovema's Joop Visser cheers about the comeback of Bobby Vee with "Come Back When You Grow Up." Roel Kruijze, Bovema's chief pop repertoires released this week seven light entertainment LPs from the budget line series with the Golden Gate Quartet, Benny Goodman, Frank Pourcel, Django Reinhardt & Stephan Grappelly, Amalia Rodrigues, the Dutch Group the Shepherds and the Dutch organist Cor Steyn.

Again a new label to enforce the Gramophonehouse repertoire. It is the famous jazz label "Blue Note" which Bovema is proud to present. Joop Visser reports the strong start with an introduction LP with Bud Powell, Thelonious Monk, Jimmy Smith, Miles Davis and John Coltraine. New releases to be rushed out by Bovema's pop dept; a.e. Keith West's "Excerpt From A Teenage Opera," Al Bano's "Nel sole," Anthony Quinn's "I Love You, You Love Me," of Scott McKenzie, "Sticks And Stones" of the Warm Sounds and "Hey Joe" of Cher.

Bovema has been very successful in having its artists taking part in the various important song festivals which have been organized lately. After the recent Knokke and Split song festivals there is yet another one: the "Coupe d'Europe," which took place at Gmunden in Austria from the 3rd to the 10th of September. The Dutch team consisted of the Bovema artists Patricia (riding high on the Dutch hit parade with "Je Bent Niet Hip") and Berry (female singer of the Luckberries duo), besides singer Edwin Rutten. Team-leader was Mr. J. van Schalkwijk, director of Anagon Publishing Company. Besides Holland nine other countries competed in the musical ring. Even two East European countries were in Gmunden. The whole program was screened on color TV and sold to all countries concerned.

The famous German singer Rudolf Schock will be in Holland in September with Robert Stolz and the soprano Margrit Schramm. They will give eleven concerts in Holland; among others in Amsterdam, The Hague, Rotterdam and one in Antwerp, Belgium.

Les Editions Internationales Basart N. V., Amsterdam, one of the leading Dutch publishers, who opened their own office in Brussels last year, has started in Belgium now with the production of their own records. They made only one single, produced by Mr. Alain Lelievre personally, president of the Basart Belgium operation, and with real beginner's luck they immediately hit the jackpot. "Het Miniokje" by Tony Corsari zoomed to the top of the Belgium charts and has sold up to now 30,000 copies, an exceptional high sales figure for this territory. The second recording of Tony Corsari, which is in preparation now, will be released in two weeks time. The trade ordered in advance 7,000 singles without even having heard this record.

Negram-Delta has planned the release of a magnificent third Motions LP, named "Impressions Of Wonderful." It will be issued in a special deluxe album. After "Introduction To The Motions," "The Motions Their Own Way" and "The Motions Greatest Hit," this album will be another highlight in the history of Dutch Beat. This week a single by the Motions found its way to the dealers entitled "Nellie The Horse"/"Let's Make It Legal." More releases into the single field include local recordings by the Honestman: "Mister,



MEXICO

DUSA Record Company changed offices to Insurgentes Sur 1877. At the same time we were informed that Edgardo Obregón left his job as A&R of this company and has been replaced by Andre Toffel.

Tomás Muñoz, General Director of Gamma Records, told us that the recordings of Spanish idol Raphael are being distributed in the United States by United Artists and that by this time the sales are about 50,000 copies of the first long play released there.

Among the first long plays released by the Camden label in stereophonic sound (\$2.39) are: Carmela Rey singing music of Agustin Lara, Exitos de Antonio Prieto, Instrumental Music of the Monkees, Music Themes with Peter Nero and Las Rejas No Matan with Miguel Aceves Mejia.

Armando Manzanero, number one seller in México, finished his contract with night club "Quid" and immediately started a month and a half tour through the country and United States. Manzanero's compositions "Esta tarde vi llover," "No" and "Adoro" are occupying the top three spots in México.

Orfeon Records cut two new albums: one with the veteran female duet of Las Hermanas Aguilera where they sing top hits "Algo tonto," "Adoro," "Celoso," "Servidumbre humana," etc., and the other with the band of Venus Rey playing "Winchester Cathedral," "Strangers In The Night," "Brazilia," "Last Kiss," "Fly Me To The Moon" and others. There are also new extended plays by Celia Cruz, La Consentida and on the Barclay label, four songs with the piano of Clyde Borly.

Musart Records is exposing nine new long plays: "Siguiendo el ritmo de Mike Laure" with La Agarradera, El Sinvergüenza, El Pulpito, etc.; "Tutto in Italia" with Torrebruno singing "Non Pensare a Me," "Cuore Matto," "Notte di Ferragosto;" "Todo el Mundo a bailar" with Carlos Campos playing "Mirando a las Muchachas," "Catedral de Winchester," "Confesion;" "El Negrito del Batey" with Alberto Beltrán with "Sin Ti," "A la Orilla del Mar," "Ven Guajira;" "Extraordinario para Bailar" with Beto Diaz including "Something Stupid," "Georgy Girl," "Watching the Girls Go By," "Romance en Rio" with Gran Orquesta Románticos de Cuba with "Orfeon Negro," "Mujer Hilandera," "Brazil;" "Lucha Villa-Vol. VI" with Te Quiero; and Los Aragón playing "Ven," "Amorcito Ven," "Something Stupid," "Summer Samba."

Mexico's Best Sellers

- 1 Esta Tarde Vi Llover—Armando Manzanero (RCA)—Marco Antonio Muñoz (RCA)—Los Cuatro Brillantes (CBS)—Angélica María (Musart)
- 2 Adoro—Armando Manzanero (RCA)—Carlos Lico (Capitol)—Manny Bolaños (Musart)—Enrique Guzmán (Acuario)—Sonia (RCA)—Los Cuatro (Tizoc)—Carmita Jiménez (CBS)—Los Dominic (Philips)—Antonio Vázquez (Peerless)
- 3 No—Carlos Lico (Capitol)—Armando Manzanero (RCA)—Gloria Lasso (Musart)—Antonio Prieto (RCA)—Angélica María (Musart)—Trío Romántico (Cisne)—Magda Franco (CBS)—Carmita Jiménez (CBS)—Olga Guillot (Musart)—Hnos. Castro (RCA)—Los Dominic (Philips)
- 4 Musita—Sonora Santanera (CBS)
- 5 Todo Lo Que Necesitas Es Amor (All You Need Is Love)—The Beatles (Capitol)—Los Shippys (Capitol)
- 6 Cuando Tu No Estas—Raphael (Gamma)
- 7 Yo Soy Aquel—Raphael (Gamma)—Carlos Lico (Capitol)—Martin Roca (Philips)—Polo (Peerless)
- 8 Tema De Los Monkees (Monkee's Theme)—The Monkees . . . (RCA)—Los Monky's (Orfeon)—Los Shippy's (Capitol)—(Mumusa)
- 9 Corazon Loco—Cesar Costa (RCA)—Little Tony (Gamma)—Torrebruno (Musart)
- 10 Si Hoy Fuera Ayer—Julio Jaramillo (Peerless)

HOLLAND (Continued)

Mister" and the Blues Demension: "The End Of The Battle" and "You Can't Leave The Past Behind," a double sided hit. On Kapp is released a very good single by Ruby and the Romantics: "We'll Love Again." The Dot catalog in Holland was enriched by a chartbound Beethoven soul single: "The Walls Are High."

Negram-Delta is expecting quite a lot of action on the newest LP by German chartbuster Peter Alexander. His first LP showed very strong sales, his second will certainly exceed sales figures of the first. The title of this marvelous long play album will be "Peter Alexander serviert Spezialitäten aus Bohemen, Ungarn, Osterreich." With "Light My Fire" in the Dutch top twenty, Negram-Delta has started another big promotion campaign on Elektra group the Doors. A flower power folder, a very very long biography and photographs of the group were sent to the press; negotiations were being entered to make the Doors visit Holland for live and TV appearances.

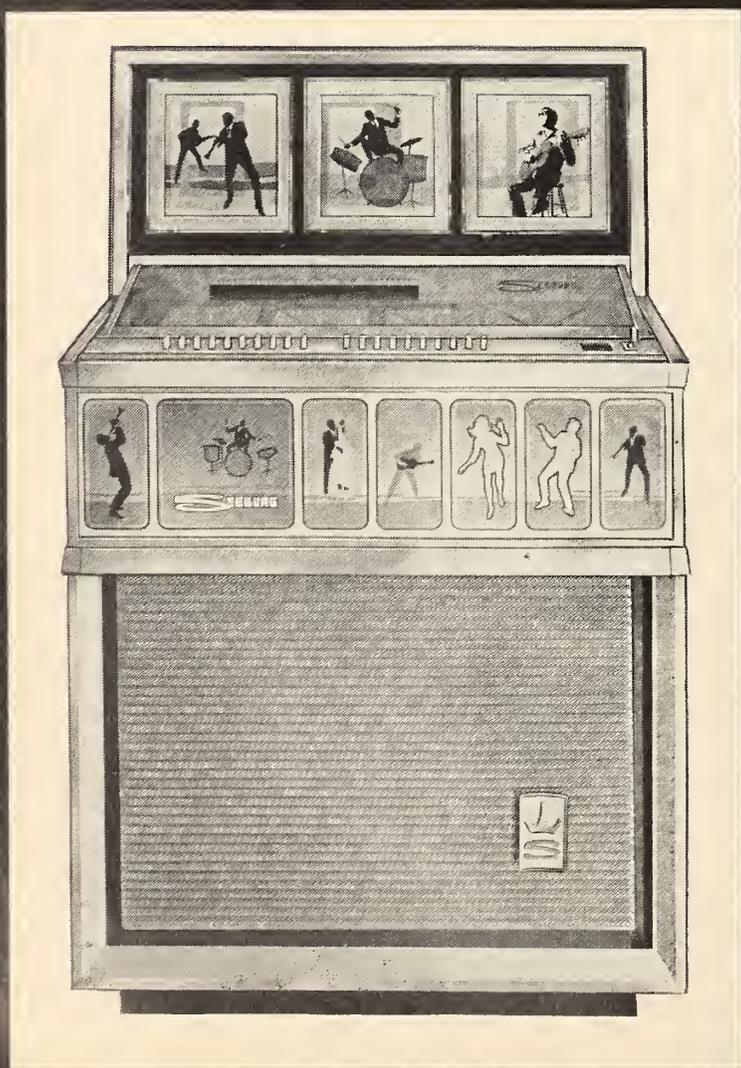
Inelco Holland released many albums and singles. First of all the Monkees: "Pleasant Vally Sunday." A big topper. In a few weeks number one??? Larry Adler recorded "Jerusalem, Jerusalem" in Israël and the sound really impresses. Lex Goudsmit, who is the star in the Dutch version of "Fiddler on the Roof," sings "Jerusalem, Jerusalem" and all people who hear his interpretation of this song are very enthusiastic about it. Elvis Presley's "Double Trouble" was released in Holland and that is for his many many fans in Holland, of course a "best-seller." Jim Reeves, Inelco's best selling artist, becomes even more popular than he already was. After his "The Storm," now a new album "Blue Side Of Lonesome." In "The Best Of" series, Inelco released "The Best Of Eddy Arnold" and "The Best Of Artie Shaw" last but not least: Nina Simone! Her new album "Nina Simone Sings The Blues" was released one week before she came to Holland.

Artone's subsid, Funckler Records, this week released Donovan's Latin flavored "There Is A Mountain" etching on the Epic Label in Benelux. Epic release further includes the successful pairing of C&W artists Tammy Wynette and David Houston on "My Elusive Dreams."

Pete Felleman reports the release of another bunch of biggies from the rich Rhythm & Blues catalog of Tamla-Motown. They include the latest Supremes' waxing entitled "Reflections" and featuring Diana Ross, as well as "Shoot Your Shot" by Jr. Walker & the All Stars. Besides, he gives full marks to "Everybody Needs Love," a further release by Gladys Knight & the Pips, and "Don't You Miss Me A Little Bit Baby," an outing by Jimmy Ruffin. In the meantime, Stevie Wonder's "I Was Made To Love Her" continues to enjoy local chart success.

Artone is making special promo efforts on behalf of their initial United Artists release of the Fortunes. The group's first new single in many a month, entitled "The Idol," was set for Benelux release on Sept. 1st. Packaged in an attractive full color sleeve, platter already pulls plenty of attention.

Suddenly moderate-income locations are profitable with new equipment.



Seeburg's Phono-Jet is here.

Small it is— $48\frac{5}{8}''$ x $30\frac{1}{2}''$ x $24\frac{3}{4}''$ —but big in sound and quality. And economical to operate.

Phono-Jet has two 12" full-range speakers for room-filling sound. Holds fifty 7-inch 45 rpm records—100 selections. Plays them with the Pickering precision cartridge for true, long-lasting reproduction and has the exclusive Tormat memory unit. Both are guaranteed 5 years. Phono-Jet's reliable solid-state circuitry is longer-lasting, trouble-free.

The Phono-Jet is Seeburg quality at a mini-cost. What's more, Phono-Jet needs only a stepper-kit for easy hookup to existing 100-selection wall boxes. So when moderate-income locations ask for new equipment, you've got a good comeback—the Phono-Jet. Contact your Seeburg distributor.

 SEEBURG — Growth through continuous innovation

The Seeburg Sales Corporation • International Headquarters, Chicago 60622



Editorial

The Bum's Rush is Over and the Gold Rush is On

There's a country & western tune that goes something like the title of this editorial and we think it's apropos of the prosperous fall sales season which made its grand entrance last Labor Day. For the next few months, the coin machine industry will enjoy its hottest selling and collection period of the calendar year.

As the sage said, "everything compensates somewhere along the line" and the coin business looks to the fall to make up for lost sales and location collections suffered during the normally lax summer. Sales charts at the factories, if past history bears out, will take a generous upswing in the weeks ahead. Likewise, our distributing companies should enjoy more prosperity, moving the various lines of new games and music equipment (witness the wealth of brand new product released in the last two weeks alone).

But it's the operator who makes or breaks this business and it is the health of his route collections that we, the manufacturers, their sales outlets and the associations are principally concerned about. How will they fare this year and what can be done, in addition to placing new machines, speakers, etc., to insure a fruitful harvest?

For starters, it's axiomatic that a new pingame, juke or whatever grabs off higher collections during its first few weeks on location. That's understood. But how else can the operator reap those extra coins? He can finally get on the "front money" bandwagon, if he isn't

already. Front money is virtually a necessity for efficiently amortizing new machines and should be secured wherever possible.

Plenty has been spoken about two plays for two bits on the music boxes but one more mention at this opportune time is warranted. And incidentally, all you operators stubbornly sticking to the old six for a quarter play should know it's past time to boost your price. Sure, many of the nickle locations look like they might die if the price was upped, but take a second look. Maybe you're just a little pessimistic.

The opportunity to boost games play to two plays for 15¢ has been available well over a year now. If you're leary about making a sweeping change to this price boost, select a couple of experimental locations and see how it works.

And while you're in the market for new equipment, consider those types of coin units you might not presently operate . . . can vendors, bulk machines, table soccer games, short-field shuffleboards, etc. . . . any or all of which could make a profitable substitute or adjunct to your standard units.

The whole idea is meet the fall season with an aggressive reach for extra income, not just blandly hope for it to drop into your lap. You can collect a heck of a lot more apples by shaking the tree than by standing below with a basket waiting for a strong wind to come and do the job.

The Action is "Alive" on New Bally 'Wiggler' 4-Player Pin

CHICAGO—Announcing delivery this week of "Wiggler," 4-player flipper type pinball game, Bill O'Donnell, president of Bally Manufacturing Company, Chicago, passed the word that the game lives up to the off-beat name.

"From the top of the Playfield," O'Donnell said, "where the 2000 per cent Rollover jumps from 10 to 200 when a ball is skill-wiggled off the lit rebound, to the Wigglesville Roll-over at the bottom, which yields 100, 300 or 500 on mystery-light basis, the 'Wiggler' playfield wiggles with the wildest score-boosting, play-promoting, profit-boom action, suspense and skill challenge ever engineered into a flipper game.

"The captive balls idea popularized in 'Capersville' takes an encore with a new twist in 'Wiggler,' putting up to 3 balls on the lively playfield when captive balls are wiggled loose by skill. Or captive balls may remain as a player to player, game to game incentive for follow-up players.

"A brand new attraction called Wiggle Alley delivers from 10 to 500 points per passage of one ball through



BALLY WIGGLER 4PL

the Alley, depending on Alley Roll-overs lit by skill; and a separate

Super Bonus Computer for each player keeps track of competitive skill in advancing the Bonus.

"World wide orders based on pilot

lot tests indicate that 'Wiggler' will out-class even the record-smashing 'Capersville' in sales, play-appeal and earning power," O'Donnell said.

MERCHANDISER'S HANDBOOK No. 9

Here's a suggestion for operators interested in gaining good will at the locations they're in and also for dropping the firm name in potential locations around the territory. The idea involves a little research on the operator's part but just about the only reference book he'll need will be the local yellow pages directory. After gathering up the names and phone numbers of two dozen or so of the local firms who service the various needs of the bar and restaurant business, such as the best places to buy bar equipment, furniture, fixtures, etc., assemble them in alphabetical order and print on a handy card with your own firm name at the top.

Your list would run from an advertising agency number, through banquet service caterers, electricians, income tax specialists, photographers, sign painters, taxi companies to vending machines, etc. Naturally, next to billiard supplies, cigarette machines, juke boxes, pool tables and vending machines would go your own name. A handy, reference list of numbers the bartender or restaurateur might need in a hurry would put you in good stead with your locations as just "one more service" from your operating company. It's inexpensive and easy to assemble. Give it a thought.

Seeburg Corp. Unveils Phono-Jet Compact Phono; "100-Selection Juke Answers Op's Needs" — Adair

CHICAGO—Bill Adair, president of the Seeburg Sales Corp., has announced the introduction of a new compact, 100-selection phonograph to the world music operating trade called the Phono-Jet (S-100). The new compact measures 45½" high, 30½" wide and 24¾" deep.

Adair noted the release of the Phono-Jet with the words, "this phonograph is ideally suited to entertainment locations where limited space has posed a problem in the past. There are still many locations that want coin operated phonographs but don't want to sacrifice a lot of floor space for a regular size model.

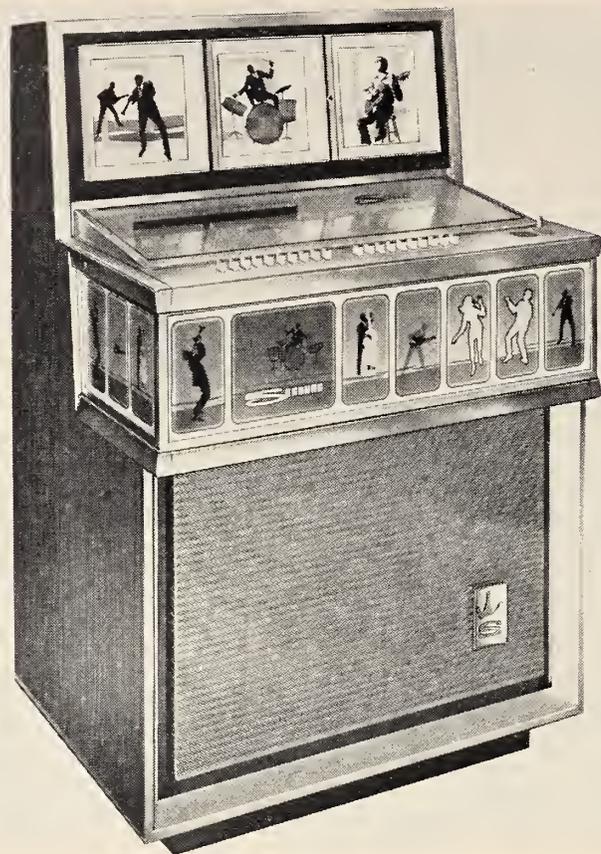
"There are also hundreds of locations that still have very old model phonographs in operation. The operator wants to give the location newer equipment. He knows he can increase the income if he does, yet he has been unable, for sound economic reasons, to give the location a brand new full sized phonograph. The arithmetic just wasn't there. But now the Seeburg Phono-Jet solves his problem," he further advised.

Adair cited some of the reasons why he thinks the Phono-Jet in so many cases will be the answer to the operator's needs. "First off, he can now offer a new phonograph to a moderate-income location, yet provide all the quality that goes with any product on which the Seeburg name is placed. Secondly, his initial investment is much lower than that usually required for a new full size phonograph. Yet, he can offer a phonograph that features the Seeburg Vertical Play mechanism that plays 100 selections via 50—45 RPM records. He gets a high compliance magnetic pick-up and the Seeburg Tormat Memory Unit, each with 5 year warranties."

"The operator will find built-in provisions for remote volume control, requiring only a simple connection of inexpensive cable to make the control operate remotely. The operator will find solid state circuitry for long-trouble free operational life," he added.

Few operators will use the compact Phono-Jet in locations where large model phonographs are currently in operation, according to Adair. Such locations are geared to the greater income producing features, selectivity and versatility that only full-size phonographs can provide. "No operator will want to jeopardize a top location by installing a compact phonograph. But smart operators will use the compact Phono-Jet to open new locations and to up-grade moderate income stops on their routes," he said.

Adair further noted that re-cycling of equipment is not too prevalent any



Seeburg PHONO-JET Compact

more. Thus moderate-income locations seldom see a new phonograph in their place of business, even if it is not the latest model machine. "In the past, these locations got newer equipment that was new to them and had been moved down from a higher income producing location. This abolishment of recycling by the operator has failed to introduce income-stimulating newer phonographs in moderate-income locations. Accordingly, some locations even dropped to a marginal status," he declared.

"Seeburg Distributors are currently showing the new Phono Jet and we suggest operators stop by to see first hand the exciting new phonograph from Seeburg," Adair added.

Al Bodoh, Seeburg vice president in charge of engineering, said: "This model is brand new, from top to bottom, and ushers in a fascinating new era of big sound with fabulous sound, color and new compactness. It's packed with Seeburg quality features from the Tormat Memory System with its five year warranty to its three exclusive display panels that denote fun and entertainment with their colorful musical scenes," he said.

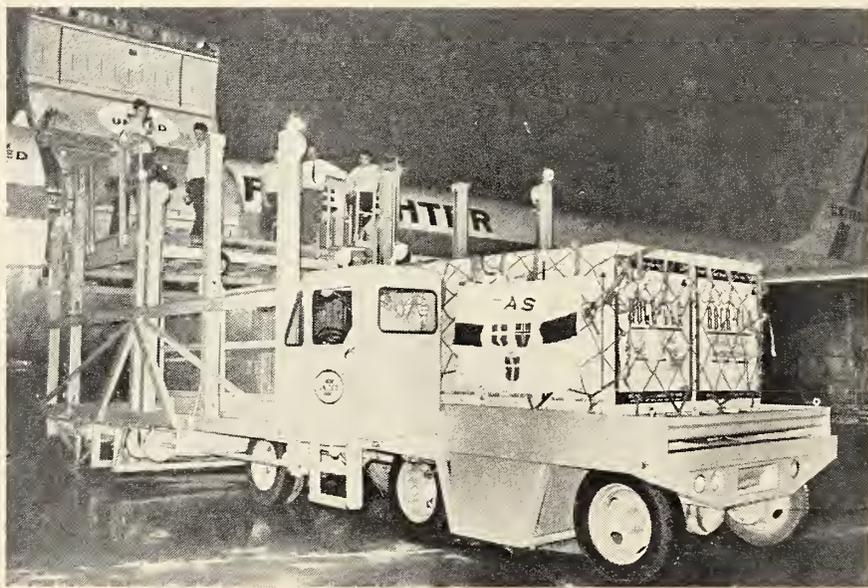
Bodoh noted that the solid state amplifier offers a 70-volt connection for utilizing any existing Seeburg Remote Speaker System and has a different type of remote volume control system. This new volume system permits the control to be removed from the phonograph cabinet and extended for use anywhere in a room just by the use of an inexpensive cable. He also pointed out that the solid state amplifier has 40 watts of output power and that two 12-inch full-range speakers are used in the phonograph itself.

"Operators will really be pleased to hear that a stepper can be used with the Phono-Jet" vice president Bill Prutting stated. "We're making a stepper for use with the Phono-Jet so that it will operate with the thousands of 100 selection Wall-O-Matics (Model 3W-100) that are installed and working perfectly with an out-of-date phonograph," Prutting added.

"Operators have been questioning me wanting to know when Seeburg would have a new 100 selection model phonograph so that they could update many of their locations where they had installed 100 selection wall. We've

been listening to their requests. Now, once again, Seeburg is giving the operator something he needs to strengthen his position with his location and to increase his income with a phonograph that is high in quality but compact in size and price," Prutting further advised.

Rock-Ola's New Ultra Phonograph Off to Hamburg — "Mach Schnell!"



HAMBURG, W. GERMANY—Alfred Adickes, president of Nova Apparate GMBH, prominent distributor for the Rock-Ola Mfg. Corp. in Europe, displayed the Chicago firm's new model 437 'Ultra' phonograph at the Hanover Fair last April to an enthusiastic audience of customers who, as he says, have been clamoring for delivery ever since. Therefore, in the grand Adickes style, when the first shipment was ready last month, the Nova executive ordered it transported by air via the Scandinavian Airlines System.

The machines were jettied to New York via a United Airlines cargo freighter, transferred to an SAS craft and ultimately flown on to Hamburg (via Stockholm) for dispersment throughout Europe.

S. Dakota Ops To Gather In Pierre Sept. 30

PIERRE, S. D.—Earl Porter, secretary-treasurer of the Music and Vending Association of South Dakota, announced that a weekend conference of the association's members will be held at the St. Charles Hotel, in this city, on Sept. 30th & Oct. 1st.

President Darlow Maxwell advises members to send their reservations in early since the hotel is holding "better rooms" for the operators.

Registration will be held Sat. from 8:00 A.M. until 10:00 A.M. Among the various activities scheduled, there is good likelihood that Williams and Seeburg will hold service sessions both days of the meet (according to Lieberman Music Company's John Ziegland).

"We are holding the meetings on Sat. and Sun. this time in the hopes that more of you will be able to attend," Porter advised members. "If it works out, we will continue to have them on these days. So let's all try to make this one a must," he added.

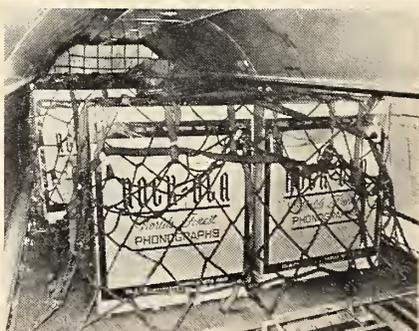
W. Va. Association Annual Sept. 21-23

CHARLESTON, W. VA.—The annual statewide convention of the West Virginia Music & Vending Association will be held Sept. 21, 22 and 23rd at the Heart O'Town Motor Inn, in this city, according to the organization's director John Wallace.

"WVMVA president J. C. Hunt has organized a terrific program for conventioners," Wallace advised, "and intends putting on a wonderfully entertaining as well as informative weekend for our operators and their guests."



George Satkus (left) and Tom Fritts of Associated Music Co., this city, pose with the new Seeburg Phono-Jet (S-100), during a visit to World Wide Distributors.



(Shown in the smaller photo are the Rock-Ola phonos resting securely in the belly of the SAS jet on their flight over the Atlantic.)

Williams Rocks Into the Fall with 'Beat Time' Two-Player Pinball

□ Adjustable for Three or Five Ball Play



Wms BEAT TIME 2PL

CHICAGO—Williams Electronics, Incorporated of Chicago, announced this week the release of their newest amusement game, called "Beat Time."

"Beat Time," is a two player, adjustable three or five ball play that

can be converted into an Add-A-Ball model. Play connected features include four top rollover lanes that allows the player to score an extra 100 points and will lite the three, six, nine and twelve, when activated by the player. Four rotating targets located on the "Beat Time" playfield also score 100 points and lights the three, six, nine and twelve. When the three, six, nine and twelve are lighted, the player is allowed an extra ball only by the three rollover lanes and the one rollover for Special. The targets, jet bumpers and rollover lanes will increase in value as the player makes each lighted number.

Design features of the cabinet include an all stainless steel front door, frame, moulding and other trim features. Also an automatic ball lift, plastikote playfield and match numbers.

"Beat Time," has optional single, double or triple chutes and individual lift out coin trays with protected coin switches. Williams has installed a new (on and off) switch underneath the impressive cabinet.

"Beat Time" looks like a really enjoyable game for the amusement game playing public.

Adv & Promo Vet Joins Wurlitzer Co.; To Assist Palmer Getting the Word Out



SAM VARCO, JR.

N. TONAWANDA, N. Y.—The appointment of Samuel Varco, Jr. to the position of assistant advertising and sales promotion manager for the Wurlitzer Company's North Tonawanda Division was announced last week by A. D. Palmer, Jr., advertising and sales promotion manager.

Varco comes to Wurlitzer with extensive advertising and public relations experience. Prior to his new appointment, he served as account supervisor and account executive on national accounts for the Norman, Craig and Kummel, and Young and Rubicam Advertising Agencies.

Varco received his early schooling in Buffalo and graduated from Nichols School and Canisius College. He subsequently served in the Public Information Office of the United States Coast Guard and was honorably discharged in 1955.

British Vendor Visits G.F.M. Center



Ronald J. Beckley, Churchill Fellow of 1967, compares American and English vending practices with William E. Lassiter, president and chief executive officer of Greyhound Food Management, Inc., and Terry Vince, G.F.M. director of research and development.

Beckley, an industrial caterer from Worcestershire, England, visited

G.F.M.'s Detroit research facilities during the midwestern leg of his 3-month tour through the United States.

Awarded the Churchill Fellowship to study American vending operations, Beckley noted that—while Americans vend more non-food items—the main differences are in the menus and contract pricing.



SPEAKING OF SOLID STATE...

you should see (and hear)

the new

JUPITER 100F

(the money making sound of music!)

We're proud to present the new Jupiter 100F... great new addition to a fine old European family... with such added features as a 50¢ coin chute, total play meter and solid state 30-watt amplifier. The specially designed multi-range speaker in concert with the solid state amplifier reproduces every nuance of sound exactly as it was recorded in the studio... full range of sound from 20 to 40,000 cycles... from the lowest bass note on a Mingus platter to the high E above C on a Pete Fountain clarinet solo. And, without distortion, ... even at full volume.

Throughout its classic continental chassis, the Jupiter mechanism is simplicity personified, a maintenance man's dream, an operator's salvation, ... since less servicing means higher net per machine. Spare parts available throughout the country, ... and not only is Jupiter superior mechanically, but it represents an important price break-through on both the distributor and operator level.

A few choice distributorships are still available in the U.S., Canada and the Caribbean. Write, wire or call

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PROFILE ON:

GEORGE KLERSEY — Helmsman for AMI's PhonoVue

This week, the Cash Box profile went to Whippany, New Jersey and the Rowe Manufacturing complex to confront George Klersey, sales manager of the PhonoVue program, with questions about the industry.

George has been with the Rowe firm since 1953 and has served as a field engineer, regional manager and moved into his present position in January of 1967.

Klersey prepares the weekly PhonoVue listings that appear in the trade press and supervises the entire film production of the PhonoVue program.

How long have you been with Rowe, George?

I joined the firm in 1953, fourteen years ago.

What positions have you held there?

I started as a field service engineer, then to regional manager and finally in January, 1967, I became sales manager of the Rowe AMI PhonoVue program.

Since you've been associated with both the technical and the sales aspects of coin phonographs, what would you say are the foremost reasons an operator buys a particular brand of machine?

I think the foremost things an operator looks for when purchasing a new piece of equipment is reliability and ease of maintenance. Quality also enters the picture. The operator has a great deal of money invested in his equipment, he must shop for the best quality, and when I say quality, I mean the machine's overall reliability, maintenance aspects and part superiority . . . this insures him of not having to cope with too many frequent mechanical breakdowns. He can't make money with a dead machine.

What mechanical innovations in coin operated music have you seen take place during your career?

One of the biggest and revolutionary changes began in the late forties, that was the changeover from 78 rpm to 45 rpm. Actually, it wasn't until



GEORGE KLERSEY

around the mid-fifties when the complete change was made in the coin operated music business. Then there was the high fidelity conception which eventually boosted the advent of stereo. The little LP's came around about the same time as stereo. The 45 rpm mono and 45 rpm stereo was also a help.

Would you place the PhonoVue among Rowe's greatest achievements?

I would say it's one of the greatest pluses to the music operators in many a year. Profit wise, it puts more money in their coin bags.

Is coin operated film here to stay? I believe so.

What is the principle behind the PhonoVue attachment?

The PhonoVue projection mechanism combines a rear screen principle with super 8mm cartridge film strips (twenty), each lasting approximately 2½ to 3 minutes, depending, of course, upon the length of the phonograph record paired with it. The projection glass is corrugated to cut down on glare from any outside light source. There are twenty title strips on the Music Merchant phonograph's selection panel, corresponding to the twenty film cartridges, and are keyed to special electronic circuits which actuate a specific film when the selection is made.

What factors do you consider in pairing records to specific films?

The most important factor is to marry the proper beat of the record to the action of the subject on the film. If the girl is performing a frug then it must correspond with that beat of music.

Can you give us a brief rundown on your film production program?

Yes, we're constantly making more film cartridges to meet the demand for them. We presently have three libraries and expect them to grow even larger in the near future.

Who produces the films? Continental Cinema of Miami, Florida.

Is the production expensive? It's fairly expensive, but as more units go on the street the expenses slow up somewhat.

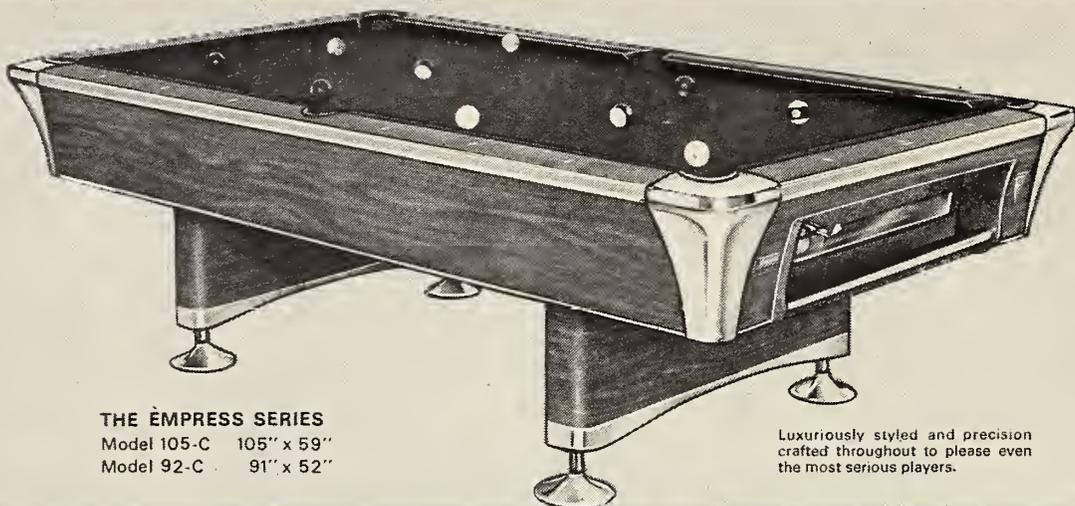
What is the number of films in the three libraries?

We have 250, with eight new ones on the market now.

PhonoVue is essentially one part of AMI's overall "Music Merchant Program" introduced in 1966. Do you think you've helped the trade toward a more positive merchandising approach?

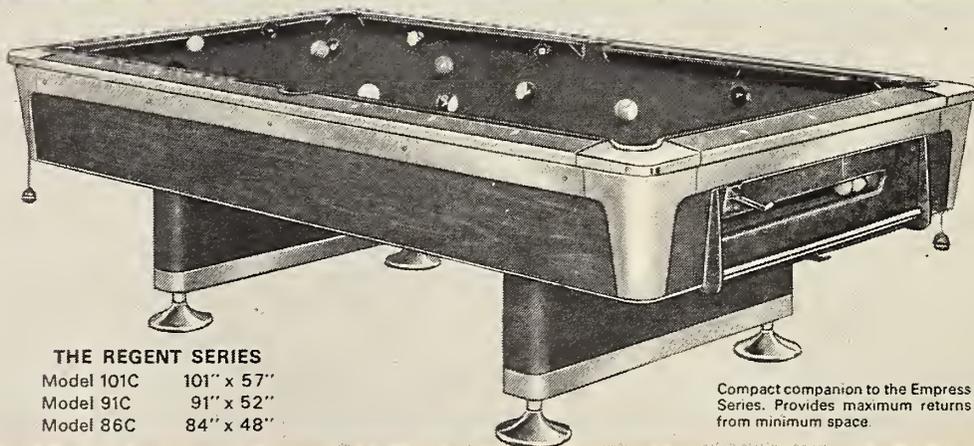
Yes, we've helped the operator a great deal. I think, in some instances, it's placed him in a better position to bargain with the locations and it's given him sort of an extra plus in the eyes of the customers.

What's behind the BIG DEMAND for FISCHER? SOLID QUALITY!



THE EMPRESS SERIES
Model 105-C 105" x 59"
Model 92-C 91" x 52"

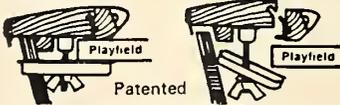
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See your Distributor or write for further information and prices.

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Ellis Announces COIN Association Meeting In Norfolk

OMAHA—Howard Ellis, secretary-treasurer of the Coin Operated Industries of Nebraska, Inc. (statewide music and games association), announced that a weekend association meeting will be held Sept. 16th & 17th at the Holiday Inn, in Norfolk.

"All attending operators and their guests must be at the Holiday Inn before 12:00 noon on Saturday in order that lunch may be served before we board a chartered bus for the races at Madison," Ellis stated. The party will return to the Inn thereafter for refreshments and dinner.

Sunday's festivities will begin at 1:00 P.M. with the banquet scheduled for 5:30 P.M. All arrangements for the weekend were made by COIN president Ralph Reeves and his wife.

State Of Israel Bonds Looks To Coin Industry For Leadership

PHILADELPHIA — Phila. Branch, State of Israel Bonds, has turned to the coin machine industry to provide the necessary leadership for the all-important Israel Bonds' Industry Division. Covering the automotive, metals, electronics and the coin machine fields, Martin A. Berger and David Rosen were named co-chairmen for the Industry Division.

Berger is president of the Cigaromat Corporation of America and Cigar-Pak Vendors Co., Inc., manufacturers of cigar vending machines. Rosen is head of David Rosen, Inc., distributors of Rowe AMI music, vending and amusement machines, phonograph records, and is the U.S. distributor for the combination movie-jukebox Cinejukebox machine.

In view of the Middle East emergency, the Industry Division is planning a number of major events for the fall. The first of such events will be a State of Israel Tribute Dinner honoring J. Harrison Jones, president of Continental Bank and Trust Company, who has provided financial strength and support to the local coin machine industry from the very beginning.

Joe Ash, head of Active Amusement Co., Rock-Ola distributor, has accepted the general chairmanship for the Harrison Tribute Dinner, which will be sponsored in conjunction with the coin operators of Philadelphia and the Amusement Machines Association of Philadelphia. The featured award dinner is scheduled for Sunday evening, October 22nd, at the Bellevue-Stratford Hotel.

Rowe Releases P/V Record Pairings

WHIPPANY, N.J. — Rowe AMI's PhonoVue record pairings for the week ending September 16th. has been released by George Klersey, director of the PhonoVue program.

Tommy James & The Shondells Roulette recording R-4762, "Real Girl" has been paired with P/V film cartridge "Hoe Down" (L-2908W).

"Slim Jenkins Place", by Booker T. and the M.G.'s on Stax 45-224, is paired by George for P/V recordings "Green Bikini" (L-2905T), "Go-Go In The Hay" (L-2905H), "Bachelor Girls" (L-2906W), "Calendar Girl" (L-2906Z), "Strip Fun" (L-2907F), "Devil Temptation" (L-2908C) and "Girl and Sultan" (L-2909L).

"The World We Knew", Frank Sinatra's juke tune on Reprise 8610 is paired for tapes "Red Devil Girl" (L-2905F), "Dixieland Fantasy" (L-2906K) and "Dream Date" (L-2907C).

Gary Lewis and the Playboys' "New In Town" on Liberty 55985 grooves well with P/V films, "Polka Dot Bikini" (L-2905L), "Montmartre Go-Go" (L-2906A), "Way Out West" (L-2906L), "Belly Dancer" (L-2907W), "Service With A Smile" (L-2908D), "Mermaids" (L-2908E), "Roaring Twenties" (L-2908G) and "Dating Machine" (L-2909Z).

"Plastic Fantastic Lover", the new one by the Jefferson Airplane on RCA 47-9248 is paired with P/V films "Living Dolls" (L-2907U), "Silhouette Dancers" (L-2907V) and "St. Peter's Spa" (L-2908X).

"Tip Of My Tongue", on Dunhill 45-D-4094 by The Grass Roots is matched up with P/V tapes "Girl and Sultan" (L-2905C), "Four Girls In Garden" (L-2905S), "Montmartre Strip" (L-2905W), "Pop Out" (L-2907H), "Where Did It All Begin?" (L-2907R) and "Pussy Cat" (L-2909X).

Spanky and Our Gang's release on Mercury 72714 of "Making Every Minute Count" swings with P/V films "Girl and Sultan" (L-2905C), "Montmartre—Les Girls #2" (L-2905P), "Four Girls In Garden" (L-2905S), "Montmartre Strip" (L-2905W), "Pop Out" (L-2907H) and "VooDoo" (L-2907J).



JUKE BOX OPS' RECORD GUIDE

PICKS for PROGRAMMING

The following records, selected from the CASH BOX Top 100, represent tunes and performances which appear to be especially suitable to the juke box on location. Ops should check with their one-stops for availability.

THE WORLD WE KNEW
Frank Sinatra (Reprise 8610)

TURN THE WORLD AROUND
Eddy Arnold (RCA 47-9265)

ODE TO BILLIE JOE
Bobbie Gentry (Capitol 5950)

SAN FRANCISCAN NIGHTS
Eric Burdon & Animals (MGM 13769)

FUNKY BROADWAY
Wilson Pickett (Atlantic 2430)

MAKING EVERY MINUTE COUNT
Spanky & Our Gong (Mercury 72714)

LITTLE OLE WINE DRINKER, ME
Deon Martin (Reprise 608)

12:30
Mamos & Popos (Dunhill 4099)

I DIG ROCK & ROLL MUSIC
Peter, Paul & Mory (WB 1700)

HIGHER & HIGHER
Jockie Wilson (Brunswick 55336)

CAT IN THE WINDOW
Petula Clark (WB 7073)

BALLAD OF YOU & ME & POONEIL
Jefferson Airplane (RCA 47-4297)

DANDELION
Rolling Stones (London 905)

I'LL NEVER FALL IN LOVE AGAIN
Tom Jones (Porr 40018)

A BANDA
Herb Alpert & Tijuano Brass (A&M 870)

***MORE THAN THE EYE CAN SEE**
Al Martino (Capitol 5989)

(* indicates first week on chart)

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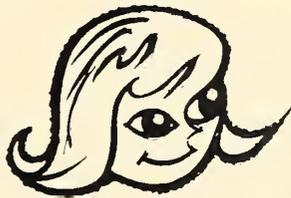
855 N. BROAD ST., PHILA., PA. 19123
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Seeburg DS160	575
Seeburg AY160	475
Seeburg AQ160	375

WURLITZER

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Wurlitzer 2500	325
Wurlitzer 2200	150
Wurlitzer 2150	115
Wurlitzer 2000	95

AMI

JAO Bandstand (New)	\$795
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'Round the Route



Eastern Flashes

ON TO THE LAURELS — New York State's music and games operators anxiously awaiting the big combined associations' weekend outing at the Laurels Sept. 22-24. United East Coast Corp's Irv Holzman and Williams Electronics, Inc. (which he distributes for in New York, Conn. & N. New Jersey) will be picking up the tab for all liquor consumed by the gang at the various cocktail parties at the Laurels. Should be a swinging affair. . . . Red Wallace's West Virginia organization will hold their annual at the Heart O'Town in Charlestown on the same weekend.

COLOR SELLS, SAYS SCHNELLER—Had a real nice chat with U.S. Billiards sales chief Len Schneller about current doings up in Camp Drum. Len used to operate pins and other games in the Camp's PX's but gave it up when he changed his base of operations. He says the collections were great during the summer but the troops really did a rough job on the games. Before he signed off, the U.S. Billiards exec revealed that a new look will come on the firm's coin pool tables and will be on display at the MOA show. "Just tell the trade it's all based on the sound marketing principle that 'color sells'", was all he allowed us.

PHILADELPHIANS OFF TO EUROPE—Joe Ash, chief at Active Amusement Co., now distributing Rock-Ola's brand new 'Ultra' phono, was off to Europe last week for a combined business-pleasure trip. Also off to the continent was Dave Rosen, regional AMI distrib. Dave's headed for Milan, Italy, where he'll supervise the shipment of a large order of Cinejukebox audio-viz machines coming off the assembly lines at the Innocenti plant. Dave info's he'll be showing the brand new Cinejuke model at the MOA exposition. Also to be on hand for the Chi Show will be Innocenti's exec Angelo Bottani.

WELCOME, SAM — Good buddy A.D. Palmer, sales promotion legend up at the N. Tonawanda Wurlitzer factory, is now joined in his department by Sam Varco. Sam, a vet of several New York based ad firms, will be working for one of the wisest promotion minds in the business and we wish him the best of luck. . . . also in the Wurlitzer vein, we received a note from Gail Hoekman, daughter of the factory's regional sales supervisor. Gail chides us for misspelling the family name in a recent story on Nat and the appointment of Charlie Brinkman's J & C Corp. for Wurlitzer. Sorry Gale . . . that is, Gail!

MORE FOR WOMETCO — Gerry Whaley of Wometco Enterprises in Miami announced that the giant vending firm's Canadian subsid, in British Columbia, purchased the Coca-Cola franchise serving the territory in and surrounding the city of Penticton, B.C. Wometco Ltd. is already the largest Coke bottling operation in Western Canada, serving Vancouver and Chilliwack. . . . While on the subject of Canada, we stopped by Expo '67 for a day, couple of weeks back, and must observe that vending operating has pretty well been kept down to a minimum. Don't know if that's the stated policy of the fair committee or simply the fear of too much competition from the hundreds of food service stations all over the fairgrounds. What vending was being conducted, tho, seemed real busy, especially the cold drink machines.

California Clippings

CMA MEETING SCHEDULED FOR SEPTEMBER 14TH MEETING AT C. A. ROBINSON. . . . Hank Tronick tells us that plans are all set for this Thursday's meeting of the California Music Association meeting that will take place in the C. A. Robinson showrooms. A buffet dinner and refreshments will be served prior to, and subsequent to, the business activities of the evening. Charlie Robinson, Al Bettelman, and Hank Tronick are going all out to get maximum operator attendance at the meeting in order to promote an awareness of the problems that face us in our business today. We at Cash Box, as well as the staff at Robinson's, would like to urge all operators in the Southern California area to make it a point to attend this meeting. We hear that anticipation is running high for the new Midway shuffle alley. Based on the success of "Premier" and "Cobra" shuffle alleys, the new game, from the originators of this standard of game business, can't miss.

Hear that Hank T. and family snuck off for a few days away from all the stress and strain of business. They spent a couple of days at Sequoia National Park, and then off to San Francisco and Tahoe, before returning to Los Angeles. Incidentally, H. T. was very happy to announce that son, Steven, is now happily married to the former Janice Keene. Nuptials were performed at the Sportsmen's Lodge in Sherman Oaks and the couple honeymooned in Carmel. To many of Hank's friends in the coin machine industry who have followed his son's career with great interest, this will come as a very pleasant bit of news. Steve, by the way, will continue working for his PhD in microbiology at UCLA. We are told that Sandy Bettelman, number 1 son of Al and Leah B., is swinging thru Las Vegas, Salt Lake City, Vancouver, Canada and then back to the coast, prior to taking up his studies at good old UCLA.

BOB PORTALE IS SINGING THE PRAISES OF CHICAGO COIN'S "SING ALONG." . . . Bob also reports to us that he is very pleased with the new Chicago Coin two-player "Twinkie" with the peacock feature of scoring. We are told that the operator response on the Chicago Coin "Cris Cross" skee game has been just tremendous. Bob says that he is indeed thankful that vacation time has just about come to an end. He tells us, "Now we can get back into the swing of things." Bob is also making preparations to go back east for the MOA convention the latter part of October.

FROM THE RECORD RACKS. . . . Jerry Barish of California Music reports that The Doors have been making some pretty interesting observations of people, with their newest single for Elektra, "People Are Strange." The Young Rascals are asking "How Can I Be Sure." Engelbert Humperdinck is singing about "The Last Waltz" for the Parrot label. Al Martino may have a winner with his latest for Capitol entitled "More Than the Eye Can See." The 4 Tops are telling us that "You Keep Running Away" on Motown.

Chicago Chatter

The compact, new Phono-Jet, 100-selection phonograph was officially unveiled by The Seeburg Corp. this past week. According to Seeburg prexy Bill Adair, the firm's network of distributors throughout the world have been enjoying tremendous operator response to the new piece with its many fine features and unique size! . . . The big news from Williams Electronics Inc., is the release of the firm's new 2-player "Beat Time". Sam Stern, Bill DeSelm, et al, are thrilled over initial reaction in the trade! . . . The Coin Operated Industries of Nebraska (COIN) will hold their next association meeting at the Holiday Inn, in Norfolk (16 & 17). Association prexy Ralph Reeves and his missus made all the arrangements for the weekend conclave which will be climaxed by a banquet on Sunday evening. Secretary-treasurer Howard Ellis expects a heavy turnout! . . . "Wiggler" is the name of the new 4-player, flipper type pinball game which was just premiered by Bally Mfg. Co. Prexy Bill O'Donnell announced that deliveries are being made this week. . . . Speaking of Bally, adman Herb Jones spotted a reference to the firm in a recent story in the Chicago Tribune, about "les Flippers" in France. The article states that "100,000 pinball machines are being played, juggled and tilted daily in France"! . . . Our condolences to Atlas Music Co. exec Mike Blumberg, on the death 9/1 of his father-in-law Joseph L. Frankelstein. . . . Newest addition to the Midway Mfg. Co. lineup is "Firebird", which is being released to the trade this week! . . . MOA prexy Jim Tolisano and exec veepee Fred Granger take off for Wichita, Kansas this weekend, to participate in the Kansas operators confabs to be held in the Howard Johnson Motor Hotel 9/16 & 17. . . . Bob Garrott, advertising manager at Wico Corp., items that Wico's new 24-page "Special Holiday Catalog Supplement" is completed and ready for mailing to operators and servicemen in the trade. Be on the look-out for it! . . . Among visitors at World Wide Distributors were George Satkus and Tom Fritts of Associated Music Co.—who, reportedly, flipped over the new Seeburg "Phono-Jet"! . . . Nice talking to Hymie Zorinsky of H. Z. Vending in Omaha. We learned that his recent weeklong open house, displaying the Rock-Ola "Ultra" and "Centura" phonographs, proved a huge success, attracting operators from all over the territory! Hymie's gearing himself for a busy 3-weeks of minding the store while son, Eddie, departs for Japan on the Rock-Ola trip. . . . It's vacation time for Mort Levinson of National Coin Machine Exchange. He'll be back in the fold on September 18! . . . Busy days at Empire International! Joe Robbins had barely a moment to say hello and "business is great"!

Speaking of Rock-Ola, the firm's Arizona distrib Valley Dist. and able general manager Joel Kaufman report unusually high sales on the new phono lineup, and already in these few short weeks the machines are available. . . . Ed Doris, Rock-Ola's non-stop sales director, is off to Tokyo for the trip this week, expecting to return by beginning of October. . . . Glad to hear so many of our overseas manufacturers will be represented at the forthcoming convention. Hear that Sega Enterprises will be coming in from Japan with their 'Basketball' and 'Rifleman' games, possibly other items in the Sega games lineup. . . . Good buddy Hank Leyser will be on hand to show off the NSM Console 130 phonograph from Germany. Hank's currently distributing the classic-looking music machine out of his Oakland, Calif. offices and says the fifty-plus units already on location in his territory are doing just fine in the collection department. . . . Sam and Bob Taran of Jupiter Enterprises in Miami are expecting the



'Round the Route



Gostelli's of the French manufacturing company to be on hand for the MOA show at their exhibit booth. . . . Fred Granger also revealed that Jupiter and Cinejukebox will be utilizing twice as much exhibit space as last year at the exposition. . . . A full list of exhibitors will be published next week.

Stevie Polcyn, the breathless assistant of NAMA's PR chief Walter Reed, is huffing and puffing more than ever these days tying up final details for their 1967 Convention. . . . The Grand Award in the National Association of Concessionaires' 1967 Idea Man contest was won by Daniel Cox of Alabama. Dan receives an all expense trip to the 1967 Annual Convention of the NAC due to enfold at the Americana Hotel in Bal Harbour, Fla. Oct. 16-20. He'll also receive a handsomely engraved plaque in recognition of his achievement at the meeting. Cox's winning theme was 'Stampede to Concessions' and consisted of a three week promotion to attract more folks to the food service facilities at his theater in Decatur, Alabama. The program resulted in a substantial increase in collections. Congrats to another successful merchandiser.

Upper Mid-West Musings

Dean Schroeder, Aberdeen, in Canada for a week's fishing. . . . Arnold Brevik in the cities for the day making the rounds. . . . Mr. & Mrs. Ike Pearson, Mitchell, on a four-week trip to the west coast. Taking their house trailer with them and are driving through the Rockies and on to Oregon and then down through California and home. . . . Earl Porter on a week's fishing trip to Canada for the big ones. . . . Ronnie Manolis of the M. K. M. Music Co. and Tony Ratchford of Huron have merged and are now known as the Manford Music & Vending Co. Inc. Merger took place July 1st. and they are now in their new quarters. . . . Stan Baeder of Fargo and his two managers, Red Kennedy, Cheyenne, and Ralph Sevrenson, Aneta, in the cities overnight buying records and parts and taking in the Detroit-Twin baseball game. . . . Mr. & Mrs. Rudy Grahek and their family in town for the day to see the Twin-Detroit game. . . . Ralph Harvey in Canada for a week's vacation and after some of the big ones. . . . Congratulations to Delma (Dee) Braith on her forthcoming marriage Saturday, Sept. 9th. Dee is the pleasant gal in the office at Lieberman Enterprises. . . . Einar Carlson in the cities for the day on a buying trip. . . . The Gordon Runnberg family in town for the day and Mrs. Runnberg buying clothes for the two girls going back to school next week. . . . We all wish Darlene Manolis a quick recovery from her illness. . . . Doug Smart in town for the day.

Milwaukee Mentions

The Variety Club of Wisconsin, at its shindig last week, raffled off a '67 Comaro—which was won by Bob Krueger of RCA-Victor Records who, by the way, purchased his winning ticket from Taylor Electric's Pete Stocke of Milwaukee. To further sweeten the winning pot, actress Sally Field was on hand to make the presentation! . . . Sam Hastings of Hastings Dist. had just completed a monthly sales check when we called last week. Result? August proved to be quite a banner month for the firm! Great! . . . Sam is getting set for the next Milwaukee Coin Machine Assn. meeting which is tentatively scheduled for 9/12. . . . Had a nice chat with Bob Rondeau of Empire Dist. of Menominee. Bob was out to Rhinelander last week visiting operators Ernie and Arnold Fieght, who were literally getting geared for the coming season—both were readying their SNOWMOBILES! (Ugh!) . . . It's almost time for the big Chicago Bears-Green Bay Packers game, which holds special significance for Empire Int'l.'s Joe Robbins—a staunch Bears fan—who attends every year and is constantly the target for gibes from local operators who are equally loyal to the Packers. This year, Joe's betting even money—that the Bears will show up! (Atta boy!).

MIDWAY RELEASES 'FIREBIRD' SHUFFLE



SCHAEER



ROSS

CHICAGO—The Midway Manufacturing Company of Schiller Park, Illinois (a suburb of Chicago), has released a new shuffle alley, "Firebird" to the trade.

According to Midway's general sales manager, Ross Scheer, highlights of the 6-player "Firebird" shuffle alley include new drum scoring units that score three times as fast as most shuffle alleys. Each score reel package is easily removable with the quick-disconnect jacks.

Scheer said, "scores are very easy to read; the numbers are close together and the 1,000 reel does not show the zero to facilitate reading the other three reels. Scores are illuminated by fluorescent lamps which give superior illumination and result in a cooler score box.

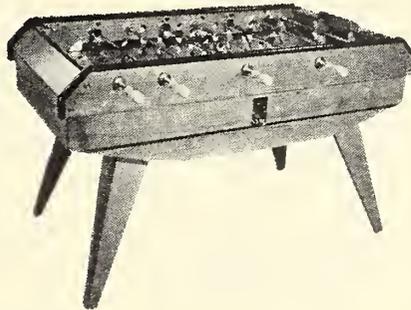
"With the six separate bonus units the player is allowed more varied and exciting play."

Hank Ross, Midway executive said in reference to "Firebird", "a rugged steel pin is used rather than a wooden one which tended to warp. All the pin switches have been eliminated to further decrease service calls. Two pin reset motors are used to insure reliability and a rugged reset mechanism is used rather than flimsy wire forms.

"Without making our game any wider our formica playing surface is two inches wider than competitive models."

Midway has eliminated 400 switches and 1,500 less solder connections on the "Firebird".

Ets. RENE PIERRE Automatic Games Manufacturer
39 Ranchot, Jura, France



FOOT-BALL
DERBY

Competition

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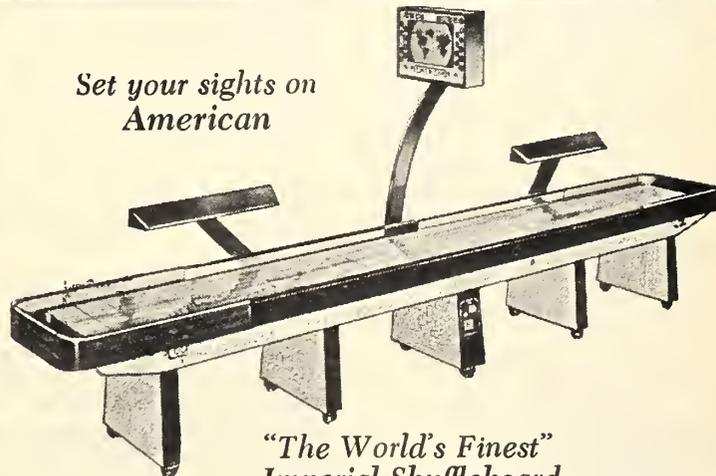
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Electra "6" 6' (6-pkt. table)
 Electra "7" 7' (6-pkt. table)
 Electra "8" 8' (6-pkt. table)
 Classic "6" 6' (6-pkt. table)
 Classic "7" 7' (6-pkt. table)
 Classic "8" 8' (6-pkt. table)
 Imperial Shuffleboard (16' to 22')
 Imperial Cushion Model (12')
 Bank Shot Model (9')
 Shuffle "88"

AUTOMATICS PRODUCTS COMPANY

Smokeshop "Satellite" 630; 18 Sel. Cap. 630
 Smokeshop "Satellite" 850; 27 Sel. Cap. 850
 Smokeshop Modular "900"; 18 Sel. Cap. 900
 Candyshop "100" Ten Columns 400 Capacity—
 Candy; Six Columns, 200 Capacity—Gum &
 Mint. First in-First out Feature. Multiple
 Pricing. Changemaker Optional.

AUTO-PHOTO CO.

Model 12 Studio

BALLY MFG. CO.

Loop The Loop 2P (9/66)
 Six Stricks 6P (3/66)
 1966 Bally Bowler (4/66)
 Deluxe Fun Cruise 1P (11/66)
 Bazaar 1P (11/66)
 Capersville 4PL (2/67)
 Rocket III Add-A-Ball Flipper (6/67)
 Wiggler 4P (9/67)

CHICAGO COIN MACHINE

Beatniks 2P (2/67)
 Park Lane Puck Bowler 6P (1/67)
 Vegas Bowler (3/67)
 Bullseye Baseball (3/67)
 Wild West Gun (5/67)
 Riviera Puck Bowler 6P (6/67)
 Ski Ball 4P (7/67)
 Twinky 2P (9/67)

COLOR-SONICS, INC.

Colorama 2600
 Combi 150 (To be released)

DANCARR MUSIC

Wallbox conversion unit

DUKANE CORP.

Ski 'n Shore
 Grand Prix Raceway
 Raq-It

FISCHER MFG. CO., INC.

COIN
 Empress 105C (105 x 59)
 Empress 92C (92 x 52)
 Regent 101C (101 x 57)
 Regent 91C (92 x 52)
 Regent 86C (84 x 48)
 Fiesta 58 (Rebound pool)
NON-COIN
 Empire 105 (59 x 105)
 Empire 8 (101 x 57)
 Empire 7 (92 x 52)
 Dutchess 8 (101 x 57)
 Dutchess 7 (92 x 52)
 Princess 58
 Crown Town & Country

J. F. FRANTZ MFG. CO.

Little Leaguer (12/62)
 Double Header (12/62)

Save Our Business
 U.S. Marshall 5¢ Gun
 Kicker & Catcher
 ABT Challenge Pistol
 ABT Guesser Scale
 ABT Rifle Sport
 Aristo Scale

D. GOTTLIEB CO.

Hi-Score 4P (6/67)
 Sing-Along 1P (9/67)

PAUL W. HAWKINS MFG.

Rodeo Pony
 Mustang
 Pony Cart
 Ben Hur Chariot
 Twin Quarterhorse
 Derby Pony Jr.
 Leo The Lion
 Sam The Clown
 Donny Duck

INTERNATIONAL MUTOSCOPE

Photomatic 60's
 Plasti-Matic
 Balloon-O-Mat
 Snack Bar
 Pony Cart

IRVING KAYE CO., INC.

NON-COIN MODELS
 Deluxe Continental (4 1/2' x 9')
 Ambassador 70 (85" x 47")
 Ambassador 75 (92" x 52")
 Ambassador 80 (106" x 58")
 Ambassador 90 (114" x 64")
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 36x40
 Jumbo 75x48

MARVEL MFG. CO.

Side-Rail Elect. Scoreboard
 Coin Box
 Cross-mount Scoreboard

MIDWAY MFG. CO.

Cobra Shuffle (4/67)
 Fun Ball Baseball (1/67)
 Space Gun (5/67)

MONDIAL INTERNATIONAL

Mondial Shoeshine
 Flash Soccer 2P (5/67)

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

ROCK-OLA MFG. CO.

Caravelle (20 Col. 800 Packs) Model 3002
 Cigarette Machine
 Model 434 Concerto phonograph, 100 selections, 45/33 rpm stereo-monoaural intermix. Compact size.
 Model 433 GP/Imperial phonograph, 160 selections, 45-33rpm stereo-monoaural intermix. Console size.
 Model 437 'Ultra' console-sized, 160 selection, 45-33rpm, stereo-mono intermix. Dollar acceptor optional.
 Model 436 'Centura' console-sized, 100-selection, 45-33rpm, stereo-mono intermix. Dollar acceptor optional.
 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

DAVID ROSEN, INC.

Cinejukebox (audioviz)
 Phono-Voice Recorder

ROWE MANUFACTURING

PHONOGRAPH
 Rowe AMI "Music Merchant"—Model MM-1 without dollar bill acceptor. Model MM-2 with dollar bill acceptor. "Stereo-Round" Music console—3-in-1 programming—200-160-100 selections—personalized panel. Album and single record pricing accepts dollar bills, half dollars, quarters, dimes and nickels. Plays 33-1/3 and 45 r.p.m. records Intermixed, stereo or monaural. Phonovue 120-sel. audioviz component.
PHONOVIEW—20 sel. Super 8 mm. film auxiliary projection unit.

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.
 HHG—Hideaway—selective stereo—100 sel.
 R—2092-A—Discotheque Speakers—Console Cabinets.
 EX-401—Wall Speakers.

BACKGROUND MUSIC SYSTEMS
 Customusic Programaster—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.
 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.
DOLLAR BILL CHANGERS
 6—Dollar Bill Changer. World's first dollar bill changer. \$150 and \$300 capacity. Heavy duty floor model.

THE SEEBURG CORP.

PHONOGRAPHS
 Seeburg Phono-Jet
 100 selection, 33-1/3 and 45 rpm stereo/mono, compact size.
 Seeburg Stereo Showcase
 160-selections, 33-1/3 and 45 rpm, stereo-mono play, rotating album display, optional dollar bill acceptor and Income Totalizer System, balanced tone arm transistorized.
 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.
 EBCS-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 Intercam Master Unit. Used with Stereo Communication Consolelet.

BACKGROUND MUSIC
 ICK-1—Intercommunication Consolelet Kit. Converts Stereo Consolelet to Sterea 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
 W10CNI—Mechanical. 10 Selections. 220 bar capacity.
 W8TIG—Mechanical. 8 Selections. 152 bar capacity.
CIGARETTE VENDORS
 4E6—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.

UNITED BILLIARDS

COIN-OPERATED TABLES
 "100" (78 x 46)
 "200" (88 x 51)
 "300" (93 x 53)
 "400" (103 x 58)
 "500" (114 x 64)

URBAN INDUSTRIES

Movie Theaters
 Model AP-10
 Panorama

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
 Coin-A-Copy (Photocopy unit)

VALLEY SALES CO.

Bumper Pool®
 Model 5225/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—101x7

WILLIAMS MFG. CO.

Arctic Gun (1/67)
 Altair Shuffle (3/67)
 Shangri-La 4P (4/67)
 Apollo 1P (6/67)
 Coronado Bowler (6/67)
 Beat Time 2P (9/67)

THE WURLITZER COMPANY

PHONOGRAPHS
AMERICANA Model 3100, 200-selection; Model 3110, 100-selections, stereo-mono, solid state amplifier, 25 watts per channel, panoramic pictorial dome panel display or optional dollar bill acceptor. Available with Golden Bar Top Tunes, and Little LP feature. Additional panoramas for special occasions. Brochure on request.
HIDEAWAY PHONOGRAPHS
 200-selection, Model 3117 and 100-selection, Model 3111. . . . Top Tunes unit optional. Both models offer complete selectivity from one or more Wurlitzer Wallboxes. Brochure on request.
REMOTE CONTROL EQUIPMENT
SATELLITE, Selective Remote Speaker Console, 100-selection Model 5131; and 200-selection Model 5132. Identical in lower design to companion AMERICANA Phonograph with same speaker complement. Includes 5-position, rotary volume control. Available with Tap Tunes Golden Bar and Little LP feature.
 Model 5220 . . . 200-selection wallbox with twin speakers, push-button volume control for loud, medium or soft music level, Little LP's and the Top Tunes "Golden Bar" feature.
 Model 5220-B . . . Same as 5220; but without the Golden Bar Button. In its place is a stylized plate with the star design. Price identical to Model 5220.
 Model 5220-A . . . 200-selection wallbox with out speakers or volume control. This model does not have the Golden Bar feature. It does have, as do all Model 5220 and 5225 Series Wallboxes, the Little LP selection feature.
 Model 5225 . . . 100-selection wallbox with twin speakers, push-button volume control, Little LP's and the Top Tunes "Golden Bar" feature.
 Model 5225-B . . . Same as 5225; but without the Golden Bar Button. In its place is a stylized plate with the star design. Price identical to Model 5225.
 Model 5225-A . . . 100-selection wallbox without speakers, or volume control. This model does not have the Golden Bar feature. It does, however, have the Little LP feature.
NOTE: As outlined above, all of these wallboxes will allow the patron to select Little LP records, provided, of course, the phonograph incorporates the built-in Little LP feature.
 #259B Stepper . . . 100-Selection for use with all AMERICANA Phonographs Model 3110, 100-selection, and 100-selection SATELLITE.
 #261B Stepper . . . 200-Selection for use with all AMERICANA Phonographs Model 3100, 200-selection, and 200-selection SATELLITE.
 Kit #197 . . . Combination Volume Control and CV line-matching transformer for use with SATELLITE.
 Kit #190 . . . Microphone Kit, inductance type microphone with push-to-talk, flip-to-stay-on switch, control relay assembly and volume control case . . . shipped with 10 ft. cord. Brochure available.



PARTS & SUPPLIES SPECIAL

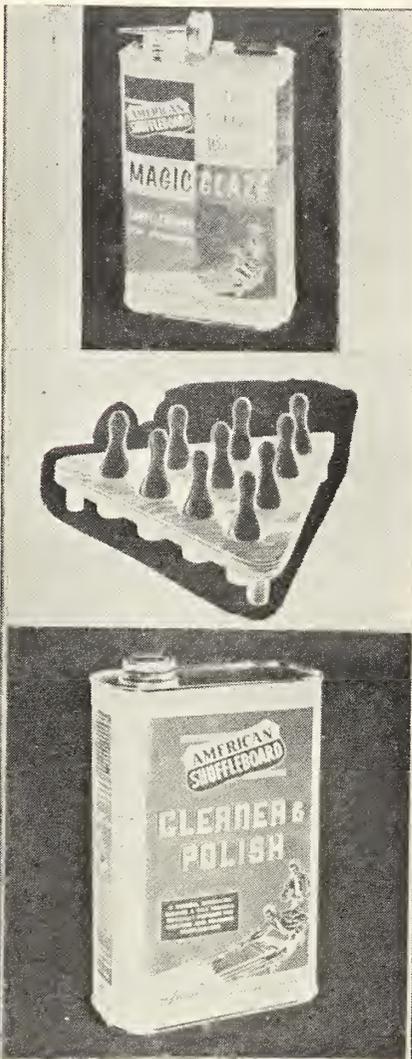
SPECIAL SECTION

This week, **Cash Box** presents its first quarterly Parts & Supplies Section. We sincerely feel that this segment of the coin machine industry, quietly laboring "backstage" so to speak, deserves the limelight of our attention from time to time as well as our thanks for so ably supplying the necessary "nuts and bolts" that fuel this great industry.

The section is far from a complete report on the entire spectrum of parts and supplies factories. Rather, it offers a sampling of each area of concentration. Other firms with other products and services will be reported upon in forthcoming specials as well as immediate weekly coverage continued as important developments occur.

We hope this feature will be helpful to the trade at large as well as to offer an expression of "well done" to the parts and supplies dealers themselves.

Shuffle Supplies From American



UNION CITY, N.J.—Like any other manufacturing firm which enjoys a high reputation in its field, American Shuffleboard has built their name on more than quality. Since 1928 American has been one of the front runners with their dependability of service and in the development of products for shuffleboards.

Among American products that have become standard supplies with operators are: their Climatic Adjusters, the three minute wax job in Magic Glaze and Sparkler Weights. American also has one of the largest line of supplies, accessories and trophies available.

American Shuffleboard recently prepared a parts and supplies catalogue with the operator in mind. The booklet can be obtained by writing to their main offices.

Other American products are: regular steel weights, speed powder, three kinds of shuffle alley wax, wall scoreboards (manual), coin-operated scoreboards, marking crayons, interior signs, powder dispensers, lamps, T-Squares, buffers, bowling pins, set-up racks, backstops, complete line of rubber padding, and trim accessories. American also has a complete line of their own shuffle alleys and pool tables.

American Shuffleboard Company is located in Union City, New Jersey.

Brant — Counting The Industry's Cash

The Brant Automatic Cashier Company which operates at several locations in Watertown is one of the world's largest manufacturers in its field of coin handling products. Brant machines have been sold throughout the United States and in most foreign countries. Brant equipment is used today in banks, savings and loan associations and in a wide variety of business enterprises where money is handled.

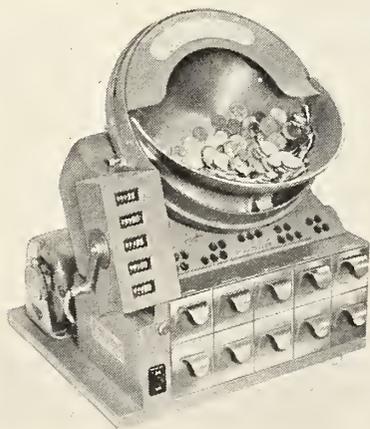
Brant Automatic Cashier, a coin paying machine that pays any amount from 1¢ to 99¢ upon depression of a single key on the full key board models, was invented by E. J. Brant, a native of Watertown, Wisconsin. These machines led to the founding of the Brant Automatic Cashier Company.

Brant was a native of Watertown and began his business career at the age of 18 as a bookkeeper for the Bank of Watertown. His positions with the Bank advanced over the years, successfully becoming cashier, vice president and director.

The Bank of Watertown prepared the cash payrolls for the local shops of the Chicago, Milwaukee and St. Paul Railroad, and the Chicago and Northwestern Railroad. Mr. Brant conceived the idea of a coin paying machine to relieve the monotony of making up these payrolls and to insure greater speed and complete accuracy.

Brant's machine won a number of medals including the Edward Longsbeth Medal of Merit presented to him by the Franklin Institute of Philadelphia in 1922, and from the Paris Exposition in 1900 and the St. Louis Worlds Fair in 1904. More than 75 different patents were issued to Brant covering a variety of products he invented in the coin handling field and in other diverse fields.

The potentialities of the field were quickly recognized and he started his first plant in 1890 at the age of 31 for the sole purpose of manufacturing this new marvel. Brant served as President of this Company from its inception to 1926. At that time he became Chairman of the Board, a position he held until the time of his death in 1937.



This is one of Brant's many styles of coin counters presently in production. All Brant machines are finished in durable, baked-on gray enamel.



Shown above is Brant's 71,000 sq. ft. production and development facilities, built in 1959 on a sixteen acre site in Watertown, Wisconsin. This plant took the place of Brant's original building constructed in 1893.

Three years later due to continued growth (despite the panic of 1893) he found it necessary to expand and put up a new four story building. In 1926 a Company Office building was constructed and since that date the Company expanded into three additional plants. In 1959 another new plant was built on a sixteen acre site for production and development facilities and contains 71,000 sq. ft. and the original new plant built in 1893 was abandoned.

From a single machine, designed for the preparation of cash payrolls, the line of products has grown over the years. First addition was a changer for use in theaters, cafeterias, etc. This unit made change, that is, eliminating mental calculations by subtracting for the operator. Improved methods of delivery of coins was made by having the coins go out directly to the customers rather than the trap door use as originally incorporated on these machines.

A complete line of varying types of coin paying and coin changing devices were introduced over the years in both manual models and in 1959, a full line of electrically operating coin paying machines were introduced.

In addition the Brant line added

Machine Protection From Randel Lock

VALLEY STREAM, N.Y.—One of the better known lock service organizations in the New York area is Randel Lock, with offices at 61 Rockaway Ave. in Valley Stream.

Randel has several types of vending machine lock systems and alarm locks. Also offered is a series of heavy duty coin bags, made of canvas duck fabric with self-locking safety zipper. The coin bags measure in size 7½ by 9½ inches and sell for fifty-cents each.

Randel has one of the most dependable locks on the market in their model number 125. The unit attaches to the side of your vending machine and is case hardened to provide maximum possible protection while eliminating the use of an outside padlock. The unit sells for \$6.00 each.

Randel's, Rand-Alarm, offered to the trade at \$8.50 each, is a smart looking, low-cost vending alarm, operating on batteries. They will be happy to answer all inquiries received in their offices.

Coin Sorters and Counters in 1932, Coin Counters and Packagers in 1934 followed by a complete line of coin wrappers and paper goods in 1937. These lines of machines and auxiliary equipment have been broadened to cover the needs and requirements of many varied fields that use Brant equipment. One being the coin machine industry.

During the entire history of the Brant Automatic Cashier Company it has been guided by the same family interest. When E. J. Brant became Chairman of the Board in 1926 his son-in-law, E. W. Quick, who started with the Company in 1918, became President. In 1960 E. W. Quirk died and his son E. James Quirk, who started with the Company in 1945, became President.

Other officers of the Company at the present time include Charles J. Wallman, vice president, who came with the Company in 1949, A. E. Radloff, secretary and treasurer, who started with the Company in 1936 and L. H. Rehbaum, assistant secretary, who started with the Company in 1935.

FROM THE INDUSTRY'S LEADING CRAFTSMEN

comes the finest name in pocket billiards

BELGIAN

8 Aranith

BILLIARD BALLS

turned for perfect balance and sphericity Made of PHENOLIC RESIN

Their Lustrous Colors NEVER FADE

Durability and resiliency enables balls to withstand tough treatment without cracking, chipping or breaking, making them... the best billiard balls for your tables.

see your local distributor or write...

eastern novelty distributors inc.

3726 Tonnele Avenue • North Bergen, New Jersey Telephone (201) UNION 4-2424

Eastern's West Coast Office at: 2939 E. 11th St., Los Angeles, Cal. (213) 269-5979

Eastern Novelty Serves The Billiard Industry From East To West Coast

NORTH BERGEN, N.J.—Eastern Novelty Distributors, one of the largest suppliers of billiard supplies in the United States, opened their west coast office in Los Angeles this past April to offer greater flexibility and convenience to their western customers.

Sol Mollengarden, the man who heads up the west coast branch has received numerous comments from customers about the easy and quick service since the move was made.

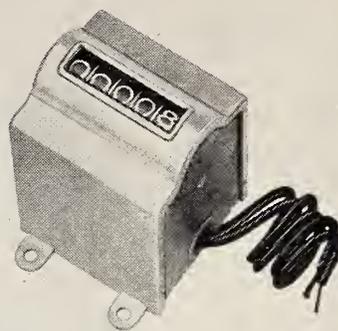
Eastern handles the Imperial line

of pool cues which offers the finest selection of jointed cues in the world. According to Bert Betti, President of Eastern Novelty, their major supplies are slates, cues, billiard balls and pool table cloths.

Besides distributing supplies to American concerns, Eastern exports to Canada, Hawaii and Puerto Rico.

Eastern's offices are located at 3726 Tonnele Ave. in North Bergen, New Jersey and 2939 E. 11th St. in Los Angeles.

Counting Instruments From ITT General Controls



GLENDALE, CALIF.—ITT General Controls, manufacturers of counting instruments for the coin machine and vending industries, offers a wide range of counters to the trade. Among the most popular is the 5-digit non-reset, model CE40AN electric counter.

All CE40 models are tamperproof constructed and cannot be removed without dismantling the counter. It features large white numerals on a black background for easy readability. The CE40 series can be reset to zero with one complete turn of the reset knob.

Special refrigerated vending machine application and brochures about the models will be furnished by ITT upon written requests to the following address: ITT General Controls, 801 Allen Avenue, Glendale, California 91201.

Billiard Supplies From Irving Kaye

BROOKLYN, N.Y.—The Irving Kaye Sales Corporation, located at 363 Prospect Place, Brooklyn, in keeping with their well known tradition of providing the trade with fast, quick service, has created a whole new arm of their business aimed solely at supplying coin machine operators with the finest in billiard table supplies.

The company has a fully complete billiard supply and parts catalogue available to distributors and operators for the asking.

Although Irving Kaye carries almost every available billiard part, they specialize in the following items, of which some are manufactured by themselves. Fibreglass cue sticks under the following brand names: Toughguy, Classic I and Classic II, available in the 48-52-57 inch cues.

Anodized aluminum ball racks and special formula glue used in applying cloth to slate, (this is the same glue used in Irving Kaye products for over ten years). Other products are: billiard chalk, tip glue, Brad tips & ferrules, Six Pocket & Klub pool balls, billiard cloth and cue stick racks.

The company's new supply catalogue can be obtained by writing to the main office of the Irving Kaye Sales Corporation.

Dynamic Dynaball

Continuous policy is to always furnish the best and latest supplies at the lowest competitive prices.

Dynaball has now added to its growing line of coin machine and billiard supplies a newly manufactured line of aluminum and wood billiard cues.

All models have been field-tested and proven to be very satisfactory. Now available for immediate delivery. Contact us at once for complete information and prices.

DYNABALL COMPANY

8040 RIDGEWAY AVE., SKOKIE, ILL.
(312) 677-0773

50 YEARS 1917 / 1967

of progress and service in providing all your requirements in

- ★ VENDING
- ★ MUSIC
- ★ AMUSEMENT

BANNER

Specialty Company

1213-31 N. 5th St. Philadelphia, Pa. (215) 236-5000

1508 Fifth Ave. Pittsburgh, Pa. (412) 471-1373

DISCOUNT HOUSE

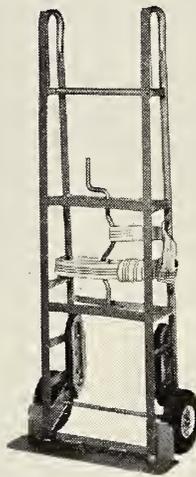
for all types of
coin machine
parts and supplies.

Please write for the
1966-67 D&R Catalog.



3420 W. IRVING PARK ROAD
CHICAGO, ILLINOIS 60618
PHONE: (312) 478-2700

New Hand Truck From Elkay Products



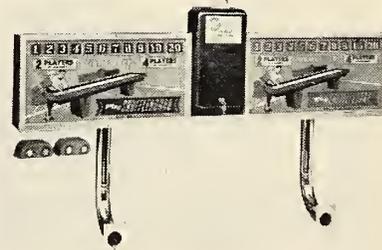
SPRINGFIELD, N.J.—Elkay Products Co., Inc. is the source for the new Dutro appliance hand trucks with big 8" semi-pneumatic roller bearing wheels.

The lightweight, tubular steel frame of this unique appliance truck has been specially modified to accept the oversize 8" semi-pneumatic roller bearing wheels. Other features include V-belt roller bearing stair climbers, positive-hold "offset" or geared belt tighteners, and vinyl non-marring, all-weather bumpers for complete utility and safety.

The 60" high trucks take a full load capacity of 800 pounds. The trucks have also won wide favor among tool and equipment rental dealers for their ease of operation and ability to stand up in long and continuous use.

For additional information on big-wheel trucks and on over 1500 other quality items for delivering, moving, and material handling, write Elkay Products Co., Inc., 35 Brown Avenue, Springfield, New Jersey 07081. Requests for more information on the "big wheel" trucks will also be sent a free "big wheel" telephone dial with double-size numbers to fit over conventional dial phones.

Marvel Scoreboards

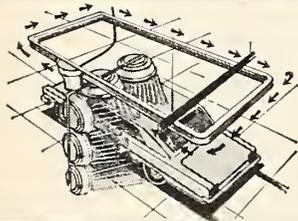


SIDE-MOUNT ELECTRIC SCOREBOARD Fits ANY Shuffleboard. Features: "Game Over" light flashes on at completion of game. Large coin box holds \$500.00 in dimes. 10¢ 1-player of 10¢ 2-player by simple plug switch-over. Completely equipped with chrome stands and scoring buttons for each end of shuffleboard. 25¢ play available. Easily serviced—entire scoring mechanism housed in cabinet. No crawling under shuffleboard for repairs. Walnut formica cabinet 15/21 Pt. or Horsecollar (50 pts.) Now available. \$249.50. Marvel Manufacturing Co., 2849 W. Fullerton Ave., Chicago, Ill. U.S.A. 60647.



This FREE BOOKLET will show you how to

**EARN
\$20,000
TO \$65,000
PER YEAR!**



YOUR OWN KWIKI AUTOMATIC CAR WASH BUSINESS

Reap immediate investment rewards — up to \$65,000 per year — depending on size and location of your new, automatic KWIKI WHIRLAWAY Car Wash! Customers deposit 50¢ — stay in their car. Sparkling wash in 2 minutes without labor! Professional people, executives, farmers own and operate a Kwiki Automatic Car Wash in addition to their regular occupation. Free franchise. Superior equipment with liberal guarantees. Send coupon for details and profit potential study of your community.



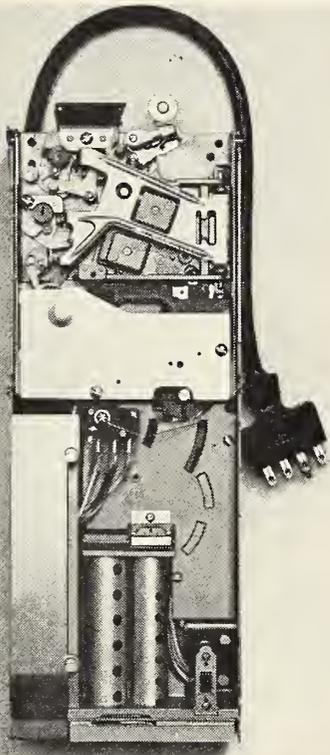
Kwiki Systems, Inc.
10318 State Line Road
Leawood, Kansas

Rush me franchise brochure, no obligation:

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CITY _____
STATE _____ ZIP _____
PHONE _____

Excellent distributorships still available.

Vendo Intro's Soli-Tronic Coin Changer



KANSAS CITY, MO.—Production of a new Soli-Tronic Coin Changer has been announced by The Vendo Company.

According to J. L. Burlington, vice president of marketing, the new Vendo solid state accumulator may be installed on any manufacturer's equipment which requires changers, or is available factory installed on all such Vendo models.

Burlington has announced a five-year warranty for the electronic pack of the new changer, with the regular one-year warranty on coin switches, payout motor and all other parts.

All credit and vend signals are handled electronically from the solid state circuit board, he says, resulting in a high degree of reliability.

In addition to the new solid state changer, Vendo is also introducing its new dual price Vari-Price Changer. The new model may be programmed to vend at any two prices in the 10 to 25 cent range.

Both changers are manufactured in the coinage department of Vendo's Aurora, Ill. plant.

Mike Munves With 50 Years Of Service

NEW YORK—The Mike Munves Corporation, of 577 10th Avenue, New York City, features one of the larger selections of coin machine parts and supplies to be found anywhere in the United States. Munves have been serving both operators and arcades for over 50 years and can truly be called a "one stop."

At Munves a customer can have his choice of all kinds of cue sticks, ranging from aluminum to wood to fibreglass. All other billiard supplies are on hand along with several grades of the finest billiard cloth that will be cut to customer orders. In addition to billiard supplies, Munves carry parts for equipment from all major coin machine manufacturers.

Munves makes many of their own parts such as Scientific, Pokerino, Set Shot, arms and flippers; belts for Seeburg Bear and Coon Guns; punch bags for Mutoscope and Mills punching bag games; films and tapes for Capitol Machines; tapes for Peppy the Clown machines; while, in printing, Munves provides cards for Grandmother, Swami, Doraldina and Esmeralda fortune tellers, cards for Mystic Pens, Palm Reader and Fortune Theatre Machines and scrolls for both Watling and Genco machines.

Munves brochures can be obtained by writing to their main office or calling at: 212-279-6677.

Standard Johnson Updates Model SCM

BROOKLYN, N.Y.—The Standard Johnson Company of 371 Pacific St., Brooklyn, manufacturers of coin sorters, counting and packaging equipment and paper coin wrappers, supplies a big segment of the larger vending operating companies with their complete line of equipment to handle coins.

In keeping with the tremendous growth of the automatic merchandising field Model SCM has been speeded up and updated.

Modifications on the separating section have increased the output of this heavy duty machine to a rate of over 1,200 coins per minute. This makes the Model SCM even more attractive to the larger companies in the industry.

Each counting section is equipped with a register which records in dollars and cents the amount of each lot of coin. All registers are mounted on the same shaft and are all reversed to zero with a single turn of a crank. Each register also has a non-reversible totalizing section which records the number of coins passing through the counting head.

Automatic locks are set for full bag amounts for 5,000 dimes and pennies, 4,000 quarters and nickels and 1,000 half dollars.

Automatic red warning light flashes when the bag lock amount is approached. Inspection light and coin tray are standard equipment.

Temporary traps to hold coins for comparison with deposit report are available.

Information about the SCM and other Standard Johnson products can be obtained by writing their main offices in Brooklyn.

Uniform Catalogue From N.Y. Accessories



NEW YORK—A new catalog, featuring a wide assortment of uniforms and work clothes, especially suitable for companies in this industry has just been printed.

This 20 page catalog, depicts a wide assortment of uniforms developed with the latest improvements in modern day fabrics and permanent press finishes. Many advanced uniform designs and innovations, in fact, are shown for the first time.

Illustrated in its pages are industrial work clothes and uniforms for every season and for such occupations as: Factory Workers; Warehouse Personnel; Drivers of Cars, Trucks, Busses and Material Handling Equipment; Outdoor occupations such as Police, Fire, Telephone and Utility Linemen, Construction Workers, Cafeteria and Kitchen Personnel; Route Drivers and Servicemen; Sales Personnel, Office Employees; etc.

A copy of this catalog is available without obligation, upon request to Vic Mari, New York Accessories Supply Company, 31-12 23rd Avenue, Long Island City, N.Y. 11101.

Theft Protection From Aqualarm



and its switches are undetectable to anyone attempting to enter the boxes."

Herscovitz further stated, "The one unique feature of the Autolarm is that if either the doors, trunk, or hood are opened, the alarm will continue to ring until it has been shut off with the key."

According to Herscovitz, the most recent vending companies to install the new alarm system are: ARA, Interstate Vending and Dew Line of Los Angeles.

Aqualarm's offices are located at 14238 Prairie Ave. in Hawthorne.

HAWTHORNE, CALIF.—Aqualarm Inc., manufacturers of alarms for boats, cars, trucks and coin boxes of vending machines, has announced a new alarm system for vending operators to use on their machines and vehicles.

Jack Herscovitz, president of the company, said, "The coin box protection is powered by a six-volt lantern battery and once installed, the alarm

Lewis Coin Bags

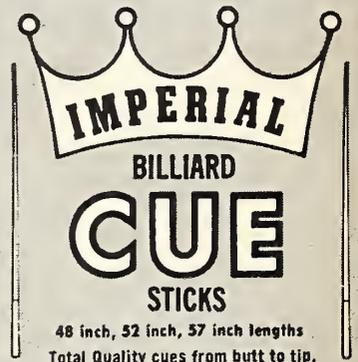
NEW YORK—One thing every coin machine operator needs is coin bags. Lewis Mercantile Company, 40 Great Jones St. in New York, is a coin bag supermarket, their products come in several styles.

Lewis offers to the trade, six types of bags. One being, style number 48, a zippered hand bag type. Another being style number 72, with an identification window.

Lewis also offers a night depositors bag (style No. N.D. 90).

Lewis is an established company with over 25 years of experience. Their complete coin bag catalogue can be obtained for the asking.

FROM THE INDUSTRY'S LEADING CRAFTSMEN



48 inch, 52 inch, 57 inch lengths
Total Quality cues from butt to tip.
Precision crafted for unsurpassed balance, appearance, durability and straightness.

see your local distributor

eastern
novelty distributors inc.

3726 Tonnele Ave. North Bergen, N. J.
Telephone: (201) UNION 4-2424

Eastern's West Coast Office at:
2939 E. 11th St., Los Angeles, Cal.
(213) 269-5979

ELECTRIC SCOREBOARDS . . 2 Models OVERHEAD MODEL

(Natural finish hardwood cabinet)

• Two-faced. Scores 15-21 and/or 50 pts.

• Large metal coin box holds \$500 in dimes.

• "Game Over" light flashes on at end of game.

• Easily serviced.

• 10¢ 1-player or 2-player by simple plug switchover.

ALSO NEW SIDE-MOUNT MODEL WALNUT FORMICA FINISH

F.O.B. \$249.50 Chicago

F.O.B. Chicago \$169.50

BILLIARD SUPPLIES

5 oz. Belgian Bumper Pool Balls, set of 10, \$9.00. Others \$5 up

2 1/4" 15 Belgian numbered and 2 3/8" Cue Balls. Set \$19.95

57" Cues—Str. \$2.95 ea. \$33 dz.

57" Jointed Cues \$7.50 up

Heath and A.B.T. Coin Chutes. Complete line. Write for new list.

Terms: 1/3 dep., Bal. C.O.D. or S.D.

MARVEL Mfg. Company

2849 W. Fullerton Chicago, Ill. Phone 342-2424

Proven Profit Maker!



CHICAGO COIN'S

TWINKY

"MULTI-ACTION"

2-PLAYER

• PEACOCK FEATURE

• BONUS SCORE

Mrs. of PROVEN PROFIT MAKERS Since 1931

CHICAGO COIN MACHINE DIV.

CHICAGO DYNAMIC INDUSTRIES, INC.

1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

Dynaball—Serving The Midwest

SKOKIE, ILL.—The Dynaball Company of Skokie, Illinois, is one of the largest parts and supplies dealers in the industry, concentrating primarily on billiard supplies.

Dynaball handles parts and supplies for all aspects of the coin machine and vending industries. When asked what parts were purchased most often by operators, Dusty Hohbein, coin machine sales manager for Dynaball, replied, "In regards to billiard supplies the parts replaced most often are balls, cue sticks and table covering. With phonographs it's tubes and needles. Along the amusement games line it would be the parts subject to normal wear and tear—T-Rubbers, rubber rings and coils. With vending machines, most popular parts are coin chutes and fuses."

In speaking about Dynaball's service policy, Hohbein said, "We dedicate ourselves to continue serving you in a prompt, efficient and courteous manner. We pledge ourselves to supply you with quality products at the lowest possible prices. We guarantee to your complete satisfaction the merchandise we ship you; our policy is to retain your continual interest. Our claim is to be completely at your service; we value your patronage."

This policy is just an indication of the Dynaball sincerity in serving its customers.

Dynaball has a history of fast and competent operation in meeting customer's demands for supplies. Their catalogue will be mailed to you upon request.

New Orleans Novelty Supplying The South With Parts

NEW ORLEANS—The New Orleans Novelty Company, 1055 Dryades Street, has one of the South's largest stocks of bingo and flipper game parts, backboard glasses, scorecards and other related parts.

Not only is New Orleans Novelty known for their parts and supplies knowledge over many years of service, but, James Sikes, the general manager of the parts department, is an expert mechanic and always ready and willing to advise his customers on repairing their equipment.

The company's very extensive shop and repair departments are adjacent and convenient to the parts department customers coming in to make purchases.

Gene Schaneville, head of the repair and maintenance department, is one of the better informed technicians in the know-how of operating and maintenance. Between Gene and Sikes, New Orleans Novelty has one of the best parts teams in the business, and offer invitations to all Louisiana and Mississippi operators to stop in and pay them a visit.



James Sikes, general manager of New Orleans Novelty's parts department is shown at the parts window after preparing a customer's order.

Reg. Dividend Increased By U.S. Tobacco. Gains In Sales And Earnings Cited By Bantle

NEW YORK—The regular quarterly dividend of United States Tobacco Company was raised recently from 40 to 45 cents per common share, it was announced by Louis A. Bantle, president, following a meeting of the Board of Directors. A regular dividend of 43¼ cents per share was declared on the preferred stock.

On the basis of the new dividend rate, payments advance from \$1.60 to \$1.80 per year on each common share. The first payment under the new quarterly rate of 45 cents per common share will be made on September 15 to stockholders of record on September 5.

In commenting on the increase in the dividend, Mr. Bantle called attention to the continuing growth of the company through its successful acquisition and diversification program within and outside the tobacco industry, and expanded marketing operations for traditional major products. He estimated that earnings this year would total \$3 or more per common share, in comparison with \$2.60 per share in 1966.

"Record sales and earnings were made by the company during the first half of this year, and growth is continuing along many lines throughout the parent company, its divisions and subsidiaries," Mr. Bantle said. "The current quarter promises to be the best in the history of the company. This favorable momentum should continue, with an all-time high in sales and earnings likely this year."

Net earnings for the first two quarters of 1967 totaled \$2,496,000, or \$1.32 per common share, in comparison with \$2,168,000, or \$1.18 per common share during the comparable period in 1966. Sales totaled \$30,168,000, in comparison with \$26,228,000 in the first six months last year. These gains were made despite high non-recurring shipping expenditures caused by the truck strike in Chicago during April and May.

Gains in earnings have been made by the company in each of the last six years. The per common share earnings were: 1961, \$1.78; 1962, \$1.85; 1963, \$2.05; 1964, \$2.25; 1965, \$2.32; 1966, \$2.60.

Dividends on common stock have followed this uptrend in earnings since 1961, with three increases in the regular quarterly rates and several extras.

Bulletin On Trailers

Available From Magline

PINCONNING, MICH.—A new bulletin has been published by Magline Inc. on its expanded line of hydraulic elevating trailers. The literature contains descriptive data, color photographs and information on the many different Trailevators manufactured by the company.

Included are half-ton and one-ton models in a number of body styles for handling a variety of loads and equipment. Magline's Trailerator lowers to ground level for easy "roll aboard" loading, then lifts its own load hydraulically to regular trailer height for conventional hauling. It can be loaded and unloaded without being uncoupled from the towing vehicle.

The bulletin can be obtained by writing to: Trailerator Division, Magline Inc., 1900 Mercer Street, Pinconning, Michigan 48650.

Coin Machine Alarm System Released By Auto-Matic

CHICAGO—The Auto-Matic Products Company, 1918 S. Michigan Ave. in Chicago recently released to the trade a coin machine alarm system that operates on standard 6-volt lantern batteries.

The model CM-1 is used for the protection of merchandise and coins in coin machines on location. The unit can easily be installed by your serviceman in a matter of a few minutes. Just fasten the instrument in the cabinet, mount the lock-switch in through the cabinet wall and install the bracket mounted switch so the

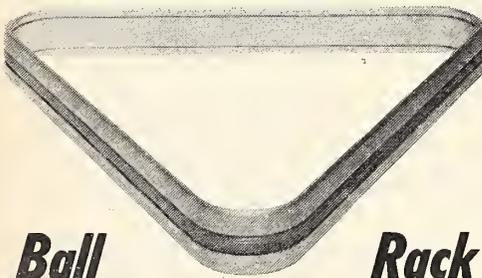
plunger is depressed by closing the door and connect the wires to the screw terminals on the contact strip.

When the key is turned to the right the alarm is set. Opening of the door will sound the dual horns of alarm. They continue to sound (even though the door is closed again) until the alarm is turned off by turning the key again.

Operator's price for the alarm is \$16.00, complete with battery. Information on the alarm can be obtained from the manufacturer.

Hot Items*

New! ANODIZED ALUMINUM



This anodized aluminum ball rack is superior to any rack on the market today. It will not break or warp like wood or plastic. In anodized gold or silver with a colorful plastic insert.

KAYE glue Special Formula

FOR APPLYING CLOTH TO SLATE
Famous for more than ten years in the industry. Not a contact cement... but a special formula glue that will cut down tremendously on recovering time. It's available ONLY from Kaye.

See your nearest dealer or write for the 1968 Parts Catalog, jam-packed with money saving parts and accessories.

Irving Kaye Co. Inc.

363 Prospect Place Brooklyn 38 N. Y.

from the
**IRVING KAYE
PARTS
DEPARTMENT**

Kaye Fiberglass Cue Sticks

TOUGH GUY

CLASSIS I

CLASSIC II

(two piece)

Each has a rugged neverwarp fiberglass shaft with a solid maple butt, a Brad Tip and precision aluminum ferrule

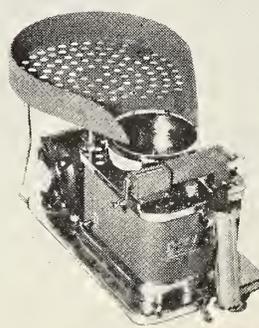
long life
low price

Kaye?

... OK!

*Manufactured by the
Irving Kaye Co.

Coin Counters From Kloop



Model DE

LIVONIA, MICH.—The Kloop Engineering, Inc. of Livonia, Michigan, manufacturers of coin handling equipment, recently offered to the coin machine industry an electric coin counter and wrapper.

The Kloop model DE, counts over 2400 coins per minute while wrapping twelve packages per minute. The model DE counts and wraps all in one operation and the flow of coin is automatically stopped when a wrapper is filled with the proper number of coins. One adjustment is all that is needed to change from one denomination to another.

The Kloop electric counter weighs 24 pounds and is 8 inches wide, 12 inches deep, and 8 inches high. The finish is polished aluminum and crackled gray enamel.

For information concerning the counter, write: M. C. Kloop at 35551 Schoolcraft Road, Livonia, Michigan, 48151.

NRI Promotes Five Within Marketing



CALANDRO

HOLMES

ROMINE

WHITE

ST. LOUIS—Five members of the marketing organization of National Rejectors, Inc., have been promoted to new posts including three to district managers, H. F. (Hugh) Sackett, NRI's director of marketing, announced recently.

The three new district managers are Vito J. Calandro, central district manager; Jack A. Holmes, north central district manager, and T. Earl Romine, western district manager.

Richard P. White, formerly sales coordinator, has been promoted to supervisor-order coordination. Gilbert (Skip) Cross, who had joined NRI in 1964 and subsequently left to perform military service in Korea, has rejoined the company as an area representative in the north central district.

In addition to his responsibilities as central district manager, Calandro will serve as supervisor of methods and training. He joined NRI as a service representative in 1956 and subsequently was promoted to service manager.

Holmes was formerly NRI's resident representative for the company's

north central district. Previously, he was a sales representative for Technical Tape Corporation.

After joining NR in 1955 as a field representative, Romine advanced to southwestern district manager and later to central district manager.

White joined NRI in 1955 as a section chief in production control. During the following years, he held the positions of sales correspondent, factory representative, and sales coordinator.

NRI is the world's leading manufacturer of coin and currency handling equipment. The company's extensive field force includes representatives in seven area offices and 22 regional locations throughout the nation. The

Canteen Breaks Ground For New Office — Service Building

Breaking ground for a 50,000-square-foot office and service building for Canteen Corporation in Dearborn are, left to right, Deane Baker, president of the Campbell Group which is designing and building the structure; Fred A. Hessler, Canteen Corporation operations manager-vending; Dearborn City Councilman Vincent Fordell; Patrick L. O'Malley, of Chicago, president of Canteen Corporation; Dearborn Councilman Thomas D. Dolan; H. Fred Campbell, chairman of the Campbell Group.



firm has manufacturing operations in both this country and in Europe. Domestic plants are located in St. Louis, Mo., and Hot Springs, Ark. The foreign operations are National Rejectors, G.m.b.H., of West Germany, with a plant at Buxtehude, near Hamburg, and National Rejectors (United Kingdom) Ltd., of London.

National Rejectors, a subsidiary of UMC Industries, Inc., has pioneered major advances in money validating and handling equipment for the vending industry since 1935 when it introduced the first truly successful slug rejector. These advances have played a fundamental part in the growth of automatic merchandising.

L & M Will Sponsor NFL-AFL Football

NEW YORK—A balanced television line-up, featuring weekly sponsorship of two new dramatic series and two returning shows, NFL and AFL plus professional football, has been announced by Liggett & Myers Tobacco Company.

The network TV line-up will be supplemented with network radio and local TV and radio spots to provide continuous promotional support to all L&M, Chesterfield and Lark brands.

New shows in the Liggett & Myers TV line-up this fall will include two new dramatic series, N.Y.P.D. and MANNIX, and the company will continue sponsorship for the second season of FELONY SQUAD and THE INVADERS.

Also new on the L&M roster will be professional football games in both the National Football League and American Football League. NFL sponsorship not only includes key pre-season games but an array of prime-time Monday night and holiday games; and all regular season, all-star and championship AFL games will also carry Liggett & Myers commercial messages for the first time.

Millions of viewers also will see Liggett & Myers commercials on ABC's WIDE WORLD OF SPORTS for the third straight year and on ABC's WEDNESDAY NIGHT MOVIES and SUNDAY NIGHT MOVIES for the second season.

N.Y.P.D. (ABC, Tuesday nights) stars Jack Warden as Det. Lt. Mike Harris, Robert Hooks as Det. Jeff Ward and Frank Converse as Det. Johnny Corso. Stories are based on the real-life drama of New York Police Department officers and their work. The series is sanctioned by the New York Police Department, and their staff is working with the TV crew.

MANNIX (CBS, Saturdays) is an hour-long adventure series of a maverick private eye in the employ of Intertect, the world's largest private investigation organization that specializes in the most advanced methods of criminology. Mike Connors stars in the title role of MANNIX and Joe Campanella is featured.

Both the ABC WEDNESDAY NIGHT AND SUNDAY NIGHT movies will feature an outstanding series of feature films including, "Ship of Fools," "The Greatest Show on Earth," "The Collector," "Under the Yum-Yum Tree," "Hatari."

Bally The Wiggler

23 WAYS TO wiggle UP HIGH SCORES

From the 2000 per cent Top Rollover, which jumps from 10 to 200 when ball is skill-wiggled off the lit Rebound, to the Free-Ball-Gate, which delivers an extra ball and 50 points, THE WIGGLER playfield wiggles with score-boosting, play-promoting, profit-booming action, suspense and skill challenge. Get Bally THE WIGGLER today for top earning-power.

wiggle alley
SCORES 10 TO 500 PER wiggle

wigglesville
MYSTERY-SHIFT SCORES 100, 300, 500

BALLS CAN'T wiggle THROUGH
FLIPPER-ZIPPER

wiggle jet
SUPER BONUS COMPUTERS

UP TO 3 BALLS
wiggle
ON LIVELY PLAYFIELD
WHEN CAPTIVE BALLS
RELEASED BY SKILL

1, 2, 3 OR

★ ★ **4** ★ ★

CAN PLAY

THE WIGGLER includes all newest Bally refinements... Lift-Up Top-Glass Frame, insuring quick, easy maintenance access to "vacuum-packed" clean playfield... new Light-Up Coin-Drop Inserts... Finger-Fit Flipper Buttons and super-sensitive flipper-switch... numerous other improvements. Avoid backlog blues. Order THE WIGGLER now.

See your distributor or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.

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.
I-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, 160, 100 Sel. '62-63
M-200 Tropicana '63-64
N-200 Diplomat '65
O-200 Bandstand '65

ROCK-OLA

1436, '52, Fireball, 120 Sel.
1436A, '53, Fireball, 120 Sel.
1438, '54, Comet, 120 Sel.
1446, '54, HiFi, 120 Sel.
1448, '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.
M100E, '51, 100 Sel.
M100L, '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.
AY1005, '61, 160 Sel.
AY1005, '61, 100 Sel.
DS 160, '62, 160 Sel.
DS 100, '62, 100 Sel.
LPC-1, '63, 160 Sel.
LPC-480 '63, 160 Sel.
Electra '65, 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-Mona., 100 Sel.
2800 Stereo-Mono., 100 Sel.
2900, '65, 200 Sel.

PINGAMES BALLY

Acapulco (5/61)
Barrel-O-Fun (9/60)
Barrel-O-Fun '61 (4/61)
Barrel-O-Fun '62 (11/61)
Beauty Contest (1/60)
Bongo 2P (3/64)
Bounty (Bingo) (10/63)
Bus Stop 2P (1/65)
Campus Queen 4PL (8/66)
Can-Can (10/61)
Circus Queen (2/61)
Cue-Tease 2P (7/63)
Funspot '62 (11/62)
Flying Circus 2P (6/61)
Folies Bergeres Bingo (11/65)
Grand Tour 1P (7/64)
Hoppy Tour 1P (7/64)
(Add-A-Ball Model)
Golden Gate (6/62)
Harvest 1P Pin (10/64)
Hay Ride 1P Pin (10/64)
(Add-A-Ball Model)
Hootenany (Pin) 1P (11/63)
Laguna Beach (3/60)
Lido (2/62)
Life-A-Line (2/61)
Mad World 2P (5/64)
Monte Carlo 1P (Pin) (2/64)
Moonshot (3/63)
Queens (Bch., Is.) (3/60)
Roller Derby (6/60)
Ship-Mates 4P (2/64)
Shoot-A-Line (6/62)
Silver Sails (11/62)
Sky Diver 1P (4/64)
Star Jet (Pin) 2P (12/63)
3-In-Line 4P (8/63)
Touchdown (11/60)
Twist (11/62)
2 in 1 2P (8/64)
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
Festival 4P (1/67)

GOTTLIEB

King of Diamonds 1P (1/66)
Mayfair 2P (6/66)
Central Park 1P (4/66)
Masquerade 4P (2/66)
Ice Review (1P) (12/65)
Ice Show (Add-A-Ball-Model)
Aloha 2P (1/61)
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)
Buckaroo 1P (6/65)
Captain Kidd 2P (7/60)
Corral (9/61)
Cover Girl 1-Plyr. (7-62)
Cow-Poke 1P (5/65)
Diamond Jack Add-A-Ball
Dancing Lady 4P (11/66)
Dneg. Dolls 1P (6/60)
Dodge City (4P) 7/65
Egg Head 1P (12/61)
Fashion Show 2P (6/62)
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 Chariots 2P (10/63)
Gaucha 4P (1/63)
Gigi 1P (12/63)
Happy Clown 4P (11/64)
Hi Dolly 2P (5/65)
Kewpie Doll 1P (10/60)
Sky Line 1P (1/65)
Lancer 2P (8/61)
Liberty Belle 4P (3/62)
Lite-A-Card 2P (3/60)
Majorettes 1P (8/64)
Melody Lane 2P (9/60)
Mry-Go-Round 2P (12/60)
Miss Anabelle 1P (8/59)
North Star 1P (10/64)
Oklahoma 4P (2/61)
Olympics 1P (9/62)
Paradise 2P (11/65)
Preview 2P (8/62)
Rack-A-Ball 1P (12/62)
Sea Shore 2P (9/64)
Seven Seas 2P (1/60)
Showboat 1P (4/61)
Super Score 2P (3/67)
Kings & Queens 1P (3/65)
Slick Chick 1P (4/63)
Spot-A-Card 1P (3/60)
Sunset 2-player (11/62)
Sweet Hearts 1P (9/63)
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-Mona., 100 Sel.
2800 Stereo-Mono., 100 Sel.
2900, '65, 200 Sel.

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)
Premier Puck Shuffle (4/66)
Mystery Score, (8/65)
(Novelty Game)

WILLIAMS

A-Go-Go 4P (5/66)
Alpine Club 1P (3/65)
Aztec Bowler (9/66)
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)
Coquette (4/62)
Darts 1P (6/60)
Eager Beaver 2P (5/65)
El Toro 2P (8/63)
Four Roses 1P (12/62)
Full House 1P (3/66)
Gld. Gloves 1P (1/60)
Heat Wave 1P (7/64)
Jumpin' Jacks 2P (4/63)
Jungle 1P (9/60)
Kingpin (9/62)
Lucky Strike 1P (8/65)
Magic Town 1P (2/67)
Magic City (1/67)
Mardi Gras 4P (11/62)
Merry Widow 4P (10/63)
Moulin Rouge 1P (6/65)
Music Man 4P (8/60)
Nags 1P (3/60)
Oh, Boy 2P (2/64)
Palooka 1P (5/64)
Trio O Gold 2P
Riverboat 1P (9/64)
San Francisco 2P (5/64)
Soccer 1P (3/64)
Serenade 2P (5/60)
Skill Pool 1P (6/63)
Space Ship 2P (12/61)
Teacher's Pet 1P (12/65)
Tom-Tom 2P (1/63)
Top Hand 1P (5/66)
Trade Winds (6/62)
Twenty-One 1P (2/60)
Valiant 2P (8/62)
Vagabond (10/62)
Viking 2P (10/61)
Whoopee 4P (10/64)
Wing-Ding 1P (12/64)
Zig-Zag 1P (12/64)

SHUFFLES—BOWLERS BALLY Shuffles

ABC Bowler (7/55)
Jumbo Bowler (9/55)
King Pin Bowler (9/55)
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)
Big 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)
DeVillie (8/64)
Triumph (1/65)
Bel Air Puck Bwlr.

Ball Bowlers

Super-Sonic Bowler (3/65)
Bowling League (2/57)
Ski Bowl 6P (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)
Imperial (9/66)

SHUFFLES—BOWLERS UNITED Shuffles

Encore Puck Shuffle (9/66)
Amazon Bowler (3/66)
Shuffle Shuffle (6/66)
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)
Circus Roll-Down (9/62)
Lancer (11/62)
Sparky (12/62)
Caravelle (2/63)
Crest (4/63)
Rumpus Tarquette (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-Roma (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 (9/62)
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 (12/56)
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 Mermaid (3/60)
Aquatl 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 Skeet Shoot (4/58)
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 (4/59)
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 Bonk Ball (1/63)
B Fun Phone (3/63)
Capitol Midget Movies
Pacer (4/64)
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 Str. Shovel (5/56)
CC Batter Up (4/58)
CC Criss Cross
Hockey (11/58)
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
Ex Shooting Gal. (6/54)
Ex Star Shtg. 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)
Ge Lucky Seven
Ge Sky Gunner
Ge Night Fighter
Ge 2-Player Basketball
Ge Rifle Gal. (6/54)
Ge Big Top Rifle Gallery (6/54)
Ge Super model (12/55)
Ge Gun Club
Ge Wild West Gun (2/55)
Ge Sky Rocket Rifle Gallery (5/55)
Ge Championship Baseball (9/55)
Ge Quarterback (10/55)
Ge Hi Fi Baseball (5/56)
Ge State Fair Rifle Gal. (6/56)
Ge Davy Crockett (10/56)
Ge Circus Rifle (3/57)
Ge Motorama (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 (4/58)
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. Little League B13 (1966)
Mid. Target Gallery (7/62)
Mid. Carn. Tgt. Glyr. (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)
Captain Kid Rifle (9/66)
Mills Panorama Peek (11/54)
Munves Bike Race (5/58)
Munv. Sat. Trkr. (5/59)
Mu Atomic Bomber
Mu Ace Bomber
Mu Dr. Saurer
Mu Fly Saucers
Muto Lord'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
Wm. Official Baseball (4/60)
Wm. Major League (3/63)
Wm. Voice-O-Graph 1962
Wms. Mini-Golf (10/64)
Wms. Hollywood Driving Range (4/65)
Double Play BB (4/65)

KIDDIE RIDES

Bally Champion Horse
Bally Moon Ride
Pony Twins
Bally Space Ship
Bally Speed Boat
Bally Trnvle. 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)
Capitol Donald Duck
Capitol Elsie
Capitol Palomina Horse
Capitol 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

OCTOBER						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

CONVENTION NEWS

Show Hotel And Banquet Reservation Blanks Out To Membership This Week

CHICAGO—1967 Convention plans are going along right on schedule, according to the latest word from MOA's executive vice president Fred Granger. Advance registration cards are going out into the mail to members Monday Sept. 11th along with advance blanks for banquet tickets. "We've found this service quite popular with the membership," Granger stated. "It saves them time at the show and also offers them first crack at rooms and banquet seats as they certainly deserve."

Granger also advised that officials of the Pick-Congress Hotel (headquarters of the 1967 show) have already signed a good number of coin machine manufacturing and distributing firms for hospitality suites and urges all additional interested parties to call the Pick as soon as possible

before space runs out.

"What really pleases us this year," Granger stated, "is the fine number of overseas manufacturing companies already signed to exhibit at the exposition. Tokyo's Sega Enterprises Ltd will show their line of games. "Sega, incidentally, has become the first truly overseas manufacturer-member of MOA" Granger declared. "We received their signed application last Tuesday." Also from overseas will be the Cinejukebox people from Milan, the Jupiter executives from France and NSM from Germany with the Console 130 phonograph.

"A special committee, headed by ACA's Hank Leyser has been formed to help foreign conventioners get the most out of the 1967 show," Granger advised, "and will go into operation if needed."



CHICAGO—Here's MOA executive vice president Fred Granger, with a floor plan of the upcoming convention and trade show in the Pick-Congress, on his left; exhibit space contracts on his desk, and a wide grin on his face! Evidence that this year's conclave should be a record-breaker in exhibits and attendance.

American Tobacco Announces Plans To Buy Kayser-Roth

NEW YORK—Robert B. Walker, President and Chairman of the Board of The American Tobacco Company, and Chester H. Roth, President and Chairman of the Board of the Kayser-Roth Corporation, has announced negotiations for American Tobacco to acquire Kayser-Roth.

It is anticipated that American Tobacco will purchase the interest of those now holding approximately 37% of the stock of Kayser-Roth for \$34.00 per share cash. The transaction contemplates that all other stockholders of Kayser-Roth would receive the approximate equivalent in the form of a security of American Tobacco.

The transaction is subject to approval by the Boards of Directors of both companies. The proposed transaction will be subject to the examination of the affairs of Kayser-Roth, taking of all action required for consummation and execution of instruments satisfactory to both sides. It is anticipated the transaction will be consummated well before the end of the current year.

Walker noted that Kayser-Roth, which manufactures fine apparel products for the entire family, will be a desirable acquisition for American Tobacco and its stockholders. Kayser-Roth products include Catalina Knitwear, Kayser Gloves, Supphose Stockings, Esquire Socks and Excello Shirts. Mr. Walker added that Kayser-Roth would operate as a separate entity under its present Management and personnel, and it is anticipated that Chester H. Roth would continue as Chairman of the Board of Kayser-Roth and would become a Director of American Tobacco.

For its fiscal year ended June 30, 1966, Kayser-Roth reported net sales of \$304 million, with earnings of \$12.4 million.

Kent & Newport Now In National Distribution

NEW YORK—P. Lorillard Company has announced establishment of full, nation-wide distribution for its two major 100-millimeter filter cigarettes, Kent and Newport Deluxe Length.

Both brands have been well-received by consumers, according to William A. Jordan, sales executive vice president.

Jordan said that Kent 100's, first test-marketed April 12, achieved national distribution early in August. Newport 100's, which opened in test markets June 1, were to be available nation-wide as of Sept. 5.

Lorillard's other two 100-millimeter brands are Menthol Spring 100's and York Filter 100's, both offered with Gift Stars coupons.

Big Play-Exciting Action

Gottlieb's

SING ALONG



That Extra Touch of Quality and ORIGINALITY

D. Gottlieb & Co.

1140 N. Kostner Ave., Chicago, Ill. 60651



- 4 color sequences advance hole value for super high score and special scores.
- 4 "Relay" kick-out holes provide exciting action.
- 12 rollovers and 4 targets advance color sequences.
- Bulls-eye target scores 100 points.
- Cross action rollunder scores 50 points.
- Electric auto-ball lift speeds play.
- 4 Reel scoring for greater player appeal.
- Delivered with triple chute combinations.

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Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$5.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is not enclosed with order your classified ad will be held for following issue pending receipt of your check or cash.

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

WANT

WANT AMI H I J 200'S, CONTINENTAL "2", JEL 200's, WQ-200/3 wall boxes, Rockola 1564 wall boxes 100 selection. 1494, 403, 430 Wall machines; AMI, Seeburg, Rockola hideaways; Holly Cranes. CROSSE-DUNHAM & CO., 225 WRIGHT BLVD., GREINA, LA. 70053.

WANTED TO BUY: KICKER AND CATCHER games, also other penny games, can use Playland Rifles, RELIABLE COIN MACHINE CO., 1433 W. Sherwin Ave., Chicago, Ill.

RECORDS, 45's AND LP's SURPLUS Returns, overstock cut-outs, etc. HARRY WARRINER KNICKERBOCKER MUSIC CO. —453 McLEAN AVE., YONKERS, N.Y. (Tel. Greenleaf. 6-7778).

WANTED—YOUR USED 45 RPM RECORDS. We pay freight and up to 13c. REC-O-RAC 942 DEODAR, ESCONDIDO, CALIFORNIA. (TEL. 714-745-5942).

45 RPM RECORDS, NEW. NO QUANTITY TOO large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060).

WANT: RECORDS, 45's, USED OR NEW. ALSO LP stocks, any quantity. Will buy on steady basis. BEACON RECORD DISTRIBUTORS, 725 BRANCH AVENUE, PROVIDENCE, R.I. 02904. PHONE: UN-1-7500 or JA-1-5121.

USED 45 RPM RECORDS, ALL TYPES AS they run, right off the route. No sorting or picking. We pay freight from anywhere in U.S.A. Standing order available for regular shippers. JALEN AMUSEMENT CO., 1215 S. HOWARD STREET—BALTIMORE, MD 21230.

WANT TO BUY USED AND NEW PINBALL GAMES ADDABAL one & two players every kind of models MFD 1964, 1965, 1966 and also guns, bowlers, arcade, make offer to Robert Mauro, ELECTROPHON, VIA MELCHIORRE 6101A 41a, MILANO (ITALY).

SELL YOUR SURPLUS 45'S TO THE NATION'S largest user. We are the nation's foremost packager of promotionally priced record packs. We purchase unlimited quantities on a steady basis. Wire—phone for quick deal. NATIONAL BAG-O-TUNES, 725 SHORE ROAD, SOMERS POINT, NEW JERSEY 08244, A.C. 609-927-5512.

WANT: NEW OR USED 45 RPM SINGLE NOT over 6 months old. We pay 11¢ each and the freight and we can use 200 of one number. Phone: 312-344-3300. CHAS. ALZNER, 2000 So. 3rd Ave., Maywood Illinois.

WE ARE ALWAYS INTERESTED IN USED AND brand new phonographs, pinballs, bingos, guns, arcade, kiddie rides, slot machines, etc., all makes, all models. QUOTE FOB SEA VESSEL TO HOLLAND BELGIE EUROPE, SPRL., 276 AVENUE LOUISE, BRUSSELS 5, BELGIUM. CABLE: HOBELEURO/BRUSSELS.

WANTED TO BUY USED AND NEW PINBALL games two or four players, Wurlitzer juke boxes, Jennings slot machines every kind of models 1965, 1966, 1967 and spare parts, make an offer to AUTOMAT-TJANST N STORGATAN 19 BJUV SWEDEN

USED 45 RPM RECORDS. WE PAY freight & top prices. KING SALES—1415 WASHINGTON STREET—BOSTON, MASS.

WANTED: WURLITZER 2510, SEEBURG KD-VL-201, AMI H-200, I-200, J-200, K-200, Rockola 425-426, Gottlieb Buckaroo, All Add-A-Balls. CLEVELAND COIN MACHINE EXCHANGE, INC., 2029 Prospect, Cleveland, Ohio, To 1-6715.

HOT SOUTHERN GROUPS NEEDED FOR LONG term recording contracts by indie producer. Please send audition tapes or dubs. JOHN BRUMAGE, P. O. Box 14422, Tampa, Florida, 33609. (813) 839-4880. PRODUCERS: I always have openings for good masters! Thank You!

WANTED: TWO MECHANICS FOR ROUTE work on Amusement Machines and Juke Boxes. Two mechanics for shop work. Age is no hold back if you can do the work. Salary to commensurate with ability. Contact COLE HENRY, STAR AMUSEMENT COMPANY, 136 State Street, West Columbia, South Carolina. Telephone: 256-1429.

WANTED: JUKE-BOXES, GUNS, BASEBALLS, arcade equipment, etc. Please send prices and condition with letter. MIKE MUNVES CORP., 577 10 AVENUE, NEW YORK, N.Y. 10036.

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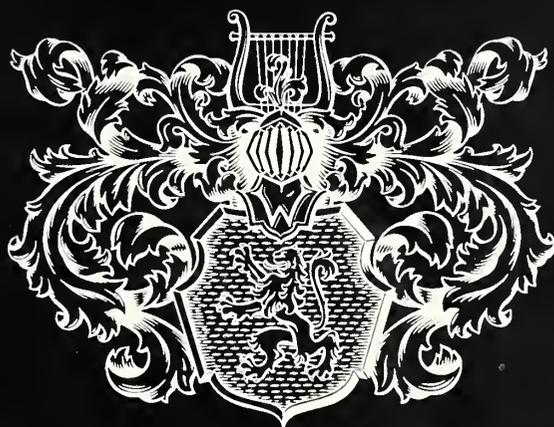
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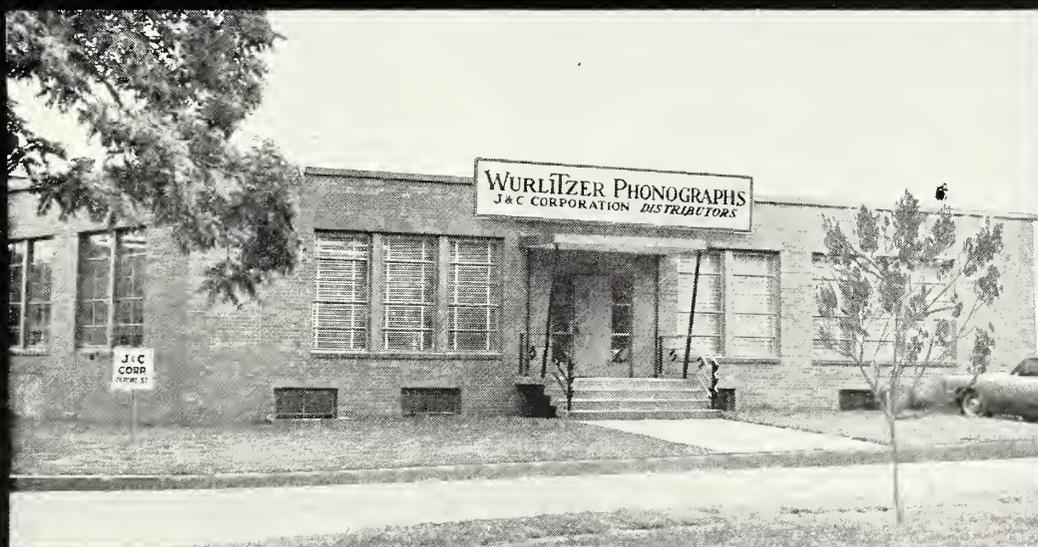
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