

Cash Box

MARCH 7, 1964



Major Lance strolls across the front cover of Cash Box in the relaxed and free swinging style that has been so evident on his hot singles. The vocalist, who waxes under the Okeh banner, the Epic subld, has compiled a mighty impressive success average with his rhythmic sides. His three latest singles "Monkey Time," "Hey, Little Girl" and "Um, Um, Um, Um, Um, Um" have been top ten hits in both the pop and r&b markets and have established the Major as an important artist on the disk scene. His latest LP, dubbed "Um, Um —The Best Of Major Lance" features all his hit singles. The songster, busy with a chain of theatre dates, will do a stint at the Regal in Chicago early in March.

SHE'S NEW... SHE'S FRESH... SHE'S
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LINDA LLOYD

"I'M GONNA LOVE
THAT GUY" 4-42990

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SINGLES
SELL!



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Cash Box

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Cash Box

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A STAND FOR STABILITY

The Capitol label, which has been extremely prominent on the record scene since the beginning of the year with some of its product, last week made another major contribution to the long-term growth and progress of the entire record industry when it announced its new "Stand For Stability" album policy. (See other story on News pages.)

Although Capitol was not first to take this "stand," in this case, adding support is as important if not more important than being first. This is so because the Capitol move adds greater strength to the Columbia "Age of Reason" program introduced last year, and as a result makes the overall LP scene (which had been taking some very hard knocks during '63) a great deal healthier and certainly more stable than it's ever been before.

The Capitol move, which also applies to all Angel albums, varies somewhat from the Columbia step of last July. But from the broad viewpoint the technicalities are not

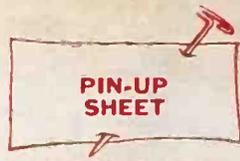
important. What is important is that Capitol is one of the record industry's giants. And when one of the giants publicly announces a step as significant as this one, the effect on the entire industry can be expected to be tremendous.

Although all of what ails the record industry cannot be erased overnight as we would like, progress is definitely being made. Most record companies have already had their fill of the era of "Profitless Prosperity." Perhaps some have forgotten for the moment how difficult things were in the industry just prior to Beatlemania. Of course, no one wants to see the industry return to that state ever again. But we must face the facts and realize that when the furor over the Beatles becomes only normal excitement, problems temporarily overshadowed may again be very vivid.

It's encouraging to note that our industry leaders are constantly thinking and coming up with moves designed to improve the entire record picture.



Cash Box TOP 100



MARCH 7, 1964

	Position	2/29	2/22		Position	2/29	2/22		Position	2/29	2/22			
1	I WANT TO HOLD YOUR HAND	(Duchess—BMI)	1	1	35	LIVE WIRE	(Jobete—BMI)	34	44	69	I'LL MAKE YOU MINE	(Saima—BMI)	76	90
	☆BEATLES-Capitol-5112					☆MARTHA & VANDELLAS-Gordy-7027						☆BOBBY VEE-Liberty-55670		
2	SHE LOVES YOU	(Gil—BMI)	2	2	36	STARDUST	(Mills—ASCAP)	46	70	70	YOUNG AND IN LOVE	(Robbins—ASCAP)	77	84
	☆BEATLES-Swan-4152					☆TEMPO & STEVENS-Atco-6286						☆CHRIS CROSBY-MGM-13191		
3	DAWN (GO AWAY)	(Saturday, Govadima—ASCAP)	3	4	37	BIRD DANCE BEAT	(Wilong—BMI)	41	64	71	PUPPY LOVE	(McLaughlin—BMI)	73	82
	☆FOUR SEASONS-Philips-40166					☆TRASHMEN-Garrett-4003						☆BARBARA LEWIS-Atlantic-2214		
4	PLEASE, PLEASE ME	(Concertone—ASCAP)	10	24	38	HOOKEA TOOKA	(Evanston, Woodcrest—BMI)	26	16	72	NEW GIRL IN SCHOOL	(Screen Gems, Columbia—BMI)	—	—
	☆BEATLES-Vee Jay-581					☆CHUBBY CHECKER-Parkway-890						☆JAN & DEAN-Liberty-55672		
5	JAVA	(Tideland—BMI)	4	5	39	CAN YOUR MONKEY DO THE DOG	(East—BMI)	42	45	73	TELL IT ON THE MOUNTAIN	(Pepamar—BMI)	—	—
	☆AL HIRT-RCA-Victor-8280					☆RUFUS THOMAS-Stax-144						☆PETER, PAUL & MARY-Warner Bros.-5418		
6	NAVY BLUE	(Saturday—ASCAP)	7	14	40	ANYONE WHO HAD A HEART	(U. S. Songs—ASCAP)	27	18	74	CROOKED LITTLE MAN	(Serendipity—BMI)	100	—
	☆DIANE RENAY-20th Fox-456					☆DIONNE WARWICK-Scepter-1262						☆SERENDIPITY SINGERS-Philips-40175		
7	CALIFORNIA SUN	(Loyd & Logan—BMI)	6	10	41	THE WAY YOU DO THE THINGS YOU DO	(Jobete—BMI)	67	96	75	(THAT'S) WHAT THE NITTY GRITTY IS	(Al Gallico—BMI)	79	—
	☆RIVIERAS-Riviera-1401					☆TEMPTATIONS-Gordy-7028						☆SHIRLEY ELLIS-Congress-208		
8	YOU DON'T OWN ME	(Merjoda—BMI)	5	3	42	VAYA CON DIOS	(Ardmore—ASCAP)	44	46	76	THE GIRL FROM SPANISH TOWN	(Marty's Music—BMI)	78	88
	☆LESLEY GORE-Mercury-72206					☆DRIFTERS-Atlantic-2216						☆MARTY ROBBINS-Columbia-42968		
9	GOOD NEWS	(Kags—BMI)	11	20	43	WORRIED GUY	(B. F. Wood—ASCAP)	56	66	77	AIN'T NOTHING YOU CAN DO	(Don—BMI)	—	—
	☆SAM COOKE-RCA-8299					☆JOHNNY TILLOTSON-MGM-13193						☆BOBBY BLAND-Duke-375		
10	FUN, FUN, FUN	(Sea of Tunes—BMI)	17	39	44	MY TRUE CARRIE LOVE	(Comet—ASCAP)	49	60	78	I'M YOUR HOOCHIE COOCHE MAN	(Arc—BMI)	86	—
	☆BEACH BOYS-Capitol-5118					☆NAT COLE-Capitol-5125						☆DION DI MUCI-Columbia-42977		
11	STOP AND THINK IT OVER	(Crazy Cajun-Red Stick—BMI)	8	12	45	RIP VAN WINKLE	(Lee—BMI)	50	69	79	MONEY	(Jobete—BMI)	—	—
	☆DALE & GRACE-Montel-922					☆DEVOTIONS-Roulette-4541						☆KINGSMEN-Wand-150		
12	SEE THE FUNNY LITTLE CLOWN	(Unart—BMI)	12	17	46	BABY, DON'T YOU CRY	(Leeds—ASCAP)	57	74	80	DEAD MAN'S CURVE	(Screen Gems, Columbia—BMI)	—	—
	☆BOBBY GOLDSBORO-United Artists-672					☆RAY CHARLES-ABC-10530						☆JAN & DEAN-Liberty-55672		
13	I LOVE YOU MORE AND MORE EVERY DAY	(Robertson—ASCAP)	13	22	47	STAY	(Cherio—BMI)	69	79	81	NADINE	(Arc—BMI)	93	—
	☆AL MARTINO-Capitol-5108					☆FOUR SEASONS-Veejay-582						☆CHUCK BERRY-Chess-1883		
14	I ONLY WANT TO BE WITH YOU	(Chappell—ASCAP)	15	19	48	MILLER'S CAVE	(Jack—BMI)	51	57	82	IT HURTS ME	(Pres'ey—BMI)	—	—
	☆DUSTY SPRINGFIELD-Philips-40162					☆BOBBY BARE-RCA-8294						☆ELVIS PRESLEY-RCA-8307		
15	HI-HEEL SNEAKERS	(Medal—BMI)	20	36	49	MY HEART CRIES FOR YOU	(Ross, Jungnickel, G'adys, Massey—ASCAP)	70	80	83	TELL ME BABY	(Sealark—BMI)	84	91
	☆TOMMY TUCKER-Checker-1067					☆RAY CHARLES-ABC-10530						☆GARNET MIMMS & ENCHANTERS-UA-694		
16	KISSIN' COUSINS	(Gladys—ASCAP)	24	52	50	A LETTER FROM SHERRY	(Nu-Star—BMI)	32	29	84	I WONDER WHO'S KISSING HER NOW	(E. B. Marks—BMI)	91	—
	☆ELVIS PRESLEY-RCA-8307					☆DALE WARD-Dot-16520						☆BOBBY DARIN-Capitol-5126		
17	UM, UM, UM, UM, UM, UM	(Curtom, Jolynne—BMI)	9	6	51	SHOO SHOO SONG (IT'S IN HIS KISS)	(T.M.—BMI)	81	—	85	I CAN'T STAND IT	(Saturn, Staccato—BMI)	92	95
	☆MAJOR LANCE-Okeh-7187					☆BETTY EVERETT-VeeJay-585						☆SOUL SISTERS-Sue-799		
18	WHAT KIND OF FOOL (DO YOU THINK I AM)	(Low-Twi—BMI)	14	11	52	NEEDLES AND PINS	(Metric—BMI)	80	—	86	RUN, RUN, RUN	(Jobete—BMI)	96	—
	☆TAMS-ABC-10502					☆SEARCHERS-Kapp-577						☆SUPREMES-Motown-1054		
19	THE SHELTER OF YOUR ARMS	(Print—ASCAP)	23	26	53	WHAT'S EASY FOR TWO	(Jobete—BMI)	48	50	87	HIGH ON A HILL	(Sultan—BMI)	89	97
	☆SAMMY DAVIS JR.-Reprise-20216					☆MARY WELLS-Motown-1048						☆SCOTT ENGLISH-Spokane-4003		
20	PENETRATION	(Dorothy—ASCAP)	22	35	54	422 GLENWOOD AVENUE	(Merjoda—BMI)	61	51	88	HAND IT OVER	(Ludix, Flo Mar Lu—BMI)	—	—
	☆PYRAMIDS-Best-13002					☆PIXIES THREE-Mercury-72208						☆CHUCK JACKSON-Wand-149		
21	GLAD ALL OVER	(Campbell-Connelly—ASCAP)	33	43	55	GONNA SEND YOU BACK TO GEORGIA	(Zann—BMI)	53	41	89	FROM ME TO YOU	(Gil—BMI)	—	—
	☆DAVE CLARK FIVE-Epic-9656					☆TIMMY SHAW-Wand-146						☆BEATLES-VeeJay-522		
22	HELLO DOLLY	(E. H. Morris—ASCAP)	35	68	56	IT'S ALL IN THE GAME	(Remick—ASCAP)	40	25	90	BYE BYE BARBARA	(Fisher, Elm Drive—ASCAP)	55	56
	☆LOUIS ARMSTRONG-Kapp-573					☆CLIFF RICHARD-Epic-9633						☆JOHNNY MATHIS-Mercury-72229		
23	WHO DO YOU LOVE	(Hill & Range, Palma—BMI)	25	28	57	GOING, GOING, GONE	(Gil—BMI)	45	30	91	HEY JEAN, HEY DEAN	(Schwartz—ASCAP)	—	—
	☆SAPPHIRES-Swan-4162					☆BROOK BENTON-Mercury-72230						☆DEAN & JEAN-Rust-5075		
24	I WISH YOU LOVE	(Leeds—ASCAP)	29	34	58	SOUTHTOWN, U.S.A.	(Gallico—BMI)	43	33	92	TO EACH HIS OWN	(Paramount—ASCAP)	—	—
	☆GLORIA LYNNNE-Everest-2036					☆DIXIEBELLES-Sound Stage-7-1517						☆TYMES-Parkway-908		
25	ABIGAIL BEECHER	(Claridge, Halseon—ASCAP)	28	32	59	SUSPICION	(Elvis Presley—BMI)	97	—	93	OUR EVERLASTING LOVE	(Mansion—ASCAP)	—	—
	☆FREDDY CANNON-Warner Bros.-5409					☆TERRY STAFFORD-Crusader-101						☆RUBY & ROMANTICS-Kapp-578		
26	HEY LITTLE COBRA	(Vadim, Daywin—BMI)	18	7	60	HE'LL HAVE TO GO	(Central Songs—BMI)	65	73	94	LOOK HOMEWARD ANGEL	(Rogelle—BMI)	—	—
	☆RIP CHORDS-Columbia-42921					☆SOLOMON BURKE-Atlantic-2218						☆MONARCHS-Sound Stage-7-2516		
27	BLUE WINTER	(January—BMI)	37	47	61	HE'S A GOOD GUY (YES HE IS)	(Jobete—BMI)	68	78	95	WOMAN, LOVE AND A MAN	(Chevis—BMI)	83	83
	☆CONNIE FRANCIS-MGM-13214					☆MARVELETTES-Tamla-54091						☆TONY CLARKE-Chess-1880		
28	OH BABY DON'T YOU WEEP	(Jim Jam—BMI)	31	31	62	THINK	(Forrest Hills, Rombre—BMI)	—	—	96	GOING BACK TO LOUISIANA	(Le Bill, Marbill—BMI)	99	98
	☆JAMES BROWN-King-5842					☆BRENDA LEE-Decca-31599						☆BRUCE CHANNEL-LeCam-122		
29	OUT OF LIMITS	(Wrist—BMI)	16	8	63	COME ON	(Fame—BMI)	47	27	97	T'AIN'T NOTHING TO ME	(Gregmark—BMI)	—	—
	☆MARKETS-Warner Bros.-5391					☆TOMMY ROE-ABC-10515						☆COASTERS-Atco-6287		
30	TALKING ABOUT MY BABY	(Curtom—BMI)	19	13	64	TWIST AND SHOUT	(Mellin, Progressive—BMI)	—	—	98	WHITE ON WHITE	(Painted Desert—BMI)	—	—
	☆IMPRESSIONS-ABC-10511					☆BEATLES-Tollie-9001						☆DANNY WILLIAMS-United Artists-685		
31	FOR YOU	(M. Witmark & Sons—ASCAP)	21	9	65	UNDERSTAND YOUR MAN	(Cash—BMI)	75	86	99	WHO'S GOING TO TAKE CARE OF ME	(Saturn—BMI)	—	—
	☆RICK NELSON-Decca-31574					☆JOHNNY CASH-Columbia-42964						☆JUSTINE WASHINGTON-Sue-797		
32	MY BONNIE	(Hill & Range—BMI)	39	49	66	HIPPY HIPPI SHAKE	(Maravilla—BMI)	—	—	100	THE MAN IN YOU	(Jobete—BMI)	—	—
	☆BEATLES with TONY SHERIDAN-MGM-13213					☆SWINGING BLUE JEANS-Imperial-66021						☆MIRACLES-Tamla-54092		
33	A FOOL NEVER LEARNS	(Cricket—BMI)	30	15	67	LONG GONE LONESOME BLUES	(Acuff-Rose—BMI)	71	77					
	☆ANDY WILLIAMS-Columbia-42950					☆HANK WILLIAMS JR.-MGM-13208								
34	MY HEART BELONGS TO ONLY YOU	(Regent—BMI)	60	—	68	LOVE WITH A PROPER STRANGER	(Paramount—ASCAP)	74	81					
	☆BOBBY VINTON-Epic-9662					☆JACK JONES-Kapp-571								

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MGM/Verve Releasing 16 Albums In March

NEW YORK—MGM/Verve Records is releasing 16 albums this month, 10 on MGM, six on Verve.

The MGM dates include: "Harry James' 25th Anniversary Album," Jayne Mansfield's "Shakespeare, Tchaikovsky And Me," "Great Country Favorites," Hank Williams, Merle Kilgore, Sheb Wooley, Osborne Bros., H. Forrester, Roy Acuff, Ben Colder, Jimmy Newman and Marvin Rainwater; "Yiddish Sing Along," Si Levittan, "Hank Williams Jr. Sings Hank Williams," "The Very Best Of Al Hirt," "Hit The Road," Conway Twitty, "Voices," George Mitchell

Minstrels, "The Very Best Of Big Bands," Arty Shaw, Charlie Barnett, Ziggy Elman, Jimmy Dorsey, Lionel Hampton, Gene Krupa, Count Basie, Harry James, Larry Elgart and Woody Herman and "The Very Best Of Kate Smith."

The Verve dates are: "Getz/Gilberto," "Mess Of Blues," Johnny Hodges and Wild Bill Davis, "Mondo Cane #2," Kai Winding, "Much In Common," Ray Brown & Milt Jackson, "The Essential Benny Goodman" and "Who's Afraid Of Virginia Woolf," Jimmy Smith.

Decca Salutes Big Bands In March LP Program

NEW YORK—A Decca Records' program for March salutes the big dance bands, the third straight year the label has devised a dance-band deal.

The program, assisted by the release of nine new albums, will center around a dealer incentive program, details of which are available at all local Decca branches and distributors.

Each LP includes a listing of the maestro's entire Decca catalog, making a total of 107 dance band LP's that fall under the deal.

In further support of the program, the label has prepared a colorful litho book, now in the hands of fieldmen. Spotlighting all the new product, the litho book also lists the complete catalogs of each artist on individual index cards for handy reference. Time-saving order forms also are included.

New sets are by Warren Covington, Peter Duchin, Jan Garber, Bert Kaempfert, Sammy Kaye, Wayne King, Guy Lombardo, Dick Rodgers and Artie Shaw.

ASCAP's U.S. Grosses Realize New High In '63

HOLLYWOOD—The west coast membership of ASCAP heard George Hoffman report a new high for gross receipts in the U.S. during 1963. Report came at an annual meet here last week at the Beverly Hills Hotel.

President Stanley Adams gave the president's report, and Ned Washington, member of the board of directors, gave the exec and public relations report.

Hoffman, executive assistant to the president, gave the treasurers report, prefacing his remarks to the members that though the figures loom large, members receiving benefits numbered 7,092 writer members, and 2,312 publisher members.

Domestic receipts for 1963 amounted to \$37,798,908, a new high. Of this figure, \$37,305,743 came from licensee's fees, \$351,283 represented interest on investments, and \$141,881 came from membership dues.

Expenses of operation for the year amounted to \$7,213,480. 50% of this amount went for salaries, with the other 50% going to usual operating expenses. This figure represented an overhead figure of 19.1% which was lower than the figure for 1962. The total amount distributed to members in 1963 was \$30,580,428, distributed April 10, July 10, October 10, and December 20.

In addition to the above figure, \$1,226,234 in May; and \$3,225,722 in December was distributed to members from foreign receipts. In May of this year there will be an additional \$1,373,000 distributed to members from revenues accrued in Canada, England, and Sweden.

George Goldner Is Partner, GM Of Leiber & Stoller Firm

NEW YORK—George Goldner has joined the Leiber & Stoller music operation, Tiger & Daisy, as a partner, and will function as general manager of the firm. Also, he will helm a new label to be formed under the set-up.

Norm Rubin will continue as Tiger & Daisy's national promo head, and will take on additional duties as assistant to Goldner.

Goldner told Cash Box that the New York-based firm has its doors wide open for new product, masters, writers, talent, etc.

Goldner's long career in the disk business has involved numerous affiliations, including Roulette, Gone-End, Tico, Rama and Gee.

Columbia Bows 20 New March LP's

NEW YORK—Columbia Records has announced the release of 20 new albums for Mar. to be spearheaded by the original caster of "What Makes Sammy Run?" starring Steve Lawrence, Sally Ann Howes and Robert Alda.

The pop issues are "Ain't Nothin' But The Blues" by Judy Roderick; "Saginaw, Michigan" by Lefty Frizzell; "Time Changes" by the Dave Brubeck Quartet; "Flatt and Scruggs Record Live At Vanderbilt University;" "The First Hurrah!" by the Clancy Brothers and Tommy Makem; "It's A Folk, Folk, Folk World" by the Banjo Barons; "Love After Midnight" by Patti Page; "Unforgettable—A Tribute To Dinah Washington" by Aretha Franklin; "The Exciting New Liverpool Sound—The Authentic Mersey Beat" with various artists; and from the Latin American division, "Rancheras De La Epoca De Oro—Golden Hits Of Old Mexico" with Cuco Sanchez and "Dejame

Llorar" by guitarist Antonio Bribiesca.

The label's Masterworks release includes the "Symphony Of Psalms" and "Symphony In C" by Stravinsky who conducts the CBS Symp Orch & Festival Singers of Toronto; "Song Of Ned Rorem" with Rorem at the piano; "Mozart Violin Concertos" with the Columbia Symp. Orch conducted by George Szell and Isaac Stern as violinist; "Mozart Piano Concertos" with the Columbia Symp Orch conducted by Szell and Rudolf Serkin as pianist; "Offenbach's Suit from the Ballet Gaiete Parisienne" and "Bizet's Suites 1 and 2 from L'Arlesienne" by the Philadelphia Orchestra with Eugene Ormandy conducting; "Also Sprach Zarathustra" by Richard Strauss with the Phila Orch and Ormandy; "Canzone Italiana—Twelve Favorite Italian Ballads" by Giuseppe di Stefano; and "The Golden Age Of The Organ" by E. Power Biggs.

Cassius' Post-Fight Knockout

NEW YORK—By Wednesday morning of last week, Beatlemania had given way to Clay-mania.

The world woke-up to a new heavyweight champion in the person of Cassius Clay, the sometime poet who writes hymns to himself, who astounded the sporting world with an upset victory over Sonny Liston the evening before.

The talk of every town, the Clay victory did not go unnoticed by the record industry.

Columbia Records, for one, suddenly found itself with a fast-selling album, featuring none other than the newly crowned champ. Its title: "I Am The Greatest."

The LP, cut in New York last summer, was released last Sept. and had a total sale as of last Tues. of about 30,000. But with the dawn of Wed. morning, the label was reporting a big order response that seemed to put the album in a big fat hit class.

In addition, Columbia also had the

baritone side of Clay in the market via a singles release, "Stand By Me, the old Ben. E. King hit, and "I Am The Greatest."

Other labels were also in the Clay act. While non could boast of having Clay's actual voice, they also tied-in with the Clay-Liston meeting. Carlton Records offered "The Ballad Of Cassius Clay" by the Alcoves, which was released prior to the fight. Only minutes following the fight, Louis Prima ordered the start of pressing on his deck called "I'm The Greatest" for his Prima Magnagroove label. Writers of the song are Prima, Louis Herscher, Irving Mills and Ruth Graham (published through Mill Music). The writers also have a companion tune, "Baby, I'm The Greatest."

Clay, famous for his prediction on the exact rounds he would defeat opponents, had predicted when first signed to Columbia that his album would outsell Columbia's "My Fair Lady" original-caster (some 5 million copies sold!).

RCA's '63 Earnings Top Estimates

NEW YORK—Earnings in 1963 at the Radio Corp. of America were higher than the firm had estimated several months ago. Same held true for fourth quarter earnings.

The net for 1963 was \$66,033,000 or \$3.61 a share, a 28% increase over 1962's \$51,535,000. RCA had figured on a 25% increase. Sales for '63 were \$1,789,277,000, up from '62's \$1,751,646,000.

Fourth quarter earnings were \$21,852,000, or \$1.21 a common share, up from \$17,257,000, or 96¢ a share, the year before. Firm had predicted a net of about \$21 million. Sales in the fourth quarter dropped to \$475,250,000 from \$486,173,000 due to a decline in defense business.

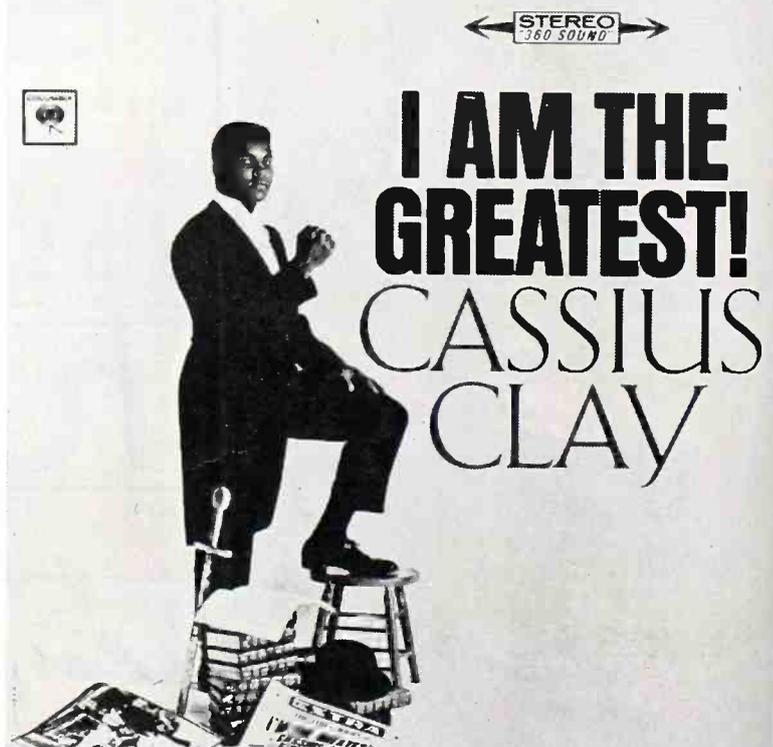
RCA has already gone on record as predicting record earnings in 1964.

Country Top 50 Now Credits Publishers

NEW YORK—Because of the growing importance of the country music field, the Cash Box Country Top 50 (see p. 45) will list publishers and collection agencies under each title on the chart. Our pop singles chart, the Top 100, has included publisher credits for the past several months.

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Immediately after Cassius Clay won the heavyweight title from Sonny Liston in last week's Miami slugfest, Columbia Records reported that the poet pugilist's while-back released LP, "I Am The Greatest," was creating new strong sales response. On the above-pictured slick of the album, Cassius strikes a typically arrogant pose.

CAPITOL BOWS NEW 1-PRICE-FOR-ALL LP POLICY; ABANDONS "BUY-IN" PROGRAMS; CONSTANT 38 + 9 + 10 DEAL

"STAND FOR STABILITY" MOVE DESIGNED TO STRENGTHEN CRDC'S POSITION IN "DETERIORATING" DISTRIBUTION PICTURE; LABEL INTENDS TO STAY IN DISTRIBUTION AND NOT BE DRIVEN OUT BY SUB-DISTRIBUTORS

NEW YORK—A revolutionary one-price-for-all policy and abandonment of special sales/discount programs are the key factors in sweeping changes in album sales policies disclosed last week by Capitol Records Distributing Corp. The new uniform prices apply to all dealer, one-stop and rack-jobber customers of CRDC. The policy which becomes effective Monday, March 2, was announced at a New York press conference last week by Capitol's resident Alan W. Livingston, and Stanley M. Gortikov, vice president and general manager.

Under the new policy, CRDC's album discount structure to all its customers is 38% plus 9% plus 10%. This converts to a \$2.02 price on \$3.98 albums; \$2.53 on \$4.98 albums; and \$3.04 on \$5.98 albums. And there will no longer be any buy-in programs. There is no change in current single-disc price structures.

The Capitol plan differs from the Columbia "Age of Reason" program introduced last Fall in that Columbia's plan offered a \$2.25 price to the dealer and an extra ten per cent (or \$2.02) to qualified jobbers and one stops performing the sub-distributor function. The Capitol plan gives the dealer, one-stop and rack-jobber the same \$2.02 price, the price Columbia offers only to sub-distributors.

Livingston termed CRDC's new policies "A Stand for Stability" and described the move as "bold, positive steps which realistically cope with industry problems. The risks are significant—but the potential gains for all are limitless."

CRDC's sweeping policy changes were motivated, Gortikov said, by a series of industry problems. The most critical of these problems, he said, related to profit reduction, loss of customers, increasing returns, and unnecessarily complex pricing and purchasing practices.

"Many retail accounts have been pressing for discounts equivalent to those of sub-distributors," Gortikov said. "Failing to get such a discount, some retailers have reduced their pur-

chases or, in some cases, begun purchasing entirely from those sub-distributors willing to share their additional discount. The net result of these trends has been significant loss of volume, of product exposure, and of consumer influence.

"On the other hand, rack-jobbers and one-stops have been pressing for full distributor discount and recognition," Gortikov continued, "and have been threatening to 'replace' existing distributors, whether label-owned or independent.

"Our new policies," Gortikov stated, "are intended to insure our company's remaining and growing in the distribution business. Although our own discounts, under the previous policies, have helped subsidize the services a rack-jobber now performs, we cannot allow those discounts to expel us from our own business. CRDC will not abdicate its distribution role or delegate it to any other channel."

The Capitol organization saw the handwriting on the wall. By continuing to offer functional discounts to sub-distributors, CRDC branches would eventually lose all their accounts, Gortikov said. Because many of the sub-distributors were giving a portion of their functional discounts to the retailer, more and more retailers were turning to sub-distributors (racks or one-stops) for product, resulting in a profit loss to CRDC. An increasing number of accounts were being lost to jobbers. This trend once more removed Capitol from direct influence on the dealer and as a result, also from influence on the consumer. According to Gortikov, it was also increasingly obvious that when a sub-distributor took over service of a dealer, less Capitol product was exposed. Less classical product was offered by the sub-distrib, as well as fewer singles and phonographs.

With more accounts being serviced by sub-distributors, the branch found no need for its existing sales staff, often prompting a cut-back in personnel, a complete reverse from a growth pattern. Gortikov also pointed out that dealers serviced by sub-distributors were frequently victims of large quantities of "shlock" merchandise, cut-outs, deal product, etc., which the sub-distrib had to deal with in order to average out his operation, meaning less room again for new Capitol product.

Gortikov also pointed out that sub-distributors were becoming purchasing agents for dealers. He also noted increasing returns and pointed to greater credit problems with many rapidly expanding yet under-capitalized sub-distributors.

It was obvious to Capitol, according to Gortikov, that if this negative situation were not fought, Capitol

CB Spotlights Tide Of English Disks In U.S.

NEW YORK—The musical sounds from England get the spotlight in this week's issue of *Cash Box*. Starting on page 47 is a special section devoted to the great crop of English disks that are being released in the aftermath of Beatlemania.

would eventually lose all its accounts as well as its whole distribution set-up to sub-distributors.

To combat this deteriorating situation the company decided to introduce its one-price-only policy and erase all discount "buy-in" programs.

He was well aware of the probability of an immediate loss of rack jobber volume and one stop volume. But he expected that Capitol would eventually regain its sub-distrib volume because the company hopes to continue to produce product the consumer will want and the sub-distrib will need.

He also pointed out the new price was still low enough for the CRDC customer to still offer price as a lure

to consumers. And the one price policy would keep inventory clean and prevent the guess work required for heavy buy-in seasons.

Abolition of discount programs in favor of uniform pricing marks a significant departure for CRDC. For over two years, on both the Capitol and Angel labels, CRDC has offered special-price, limited-period promotions concentrating on the product of individual artists and on various catalog categories. Cost confusion, inventory distortions, and other factors resulting from such promotions were another major element in CRDC's decision to adopt the one-price-for-all policy.

Gortikov also announced that plas- (Continued on page 40)

NARM BLASTS CAPITOL MOVE

PHILA., PA.—Jules Malamud, executive director of the rack jobber association, the National Association of Record Merchandisers, denounced, in no uncertain terms, the Capitol move:

"The action of Capitol Records in disregarding the important position of the rack jobber in the phonograph record industry is the most backward step taken by a record company in my memory. Motivated by a selfish fear that their traditional methods of distribution must be realigned, Capitol Records is ignoring one of the greatest contributing factors behind the tremendous growth in phonograph

record sales in the past ten years. Controlled by an international corporation, Capitol's British leadership cannot readjust to the American evolution in the marketing of phonograph records which has already taken place and will inevitably continue to take place.

"At the 1961 NARM Convention, Glenn E. Wallich, then president of Capitol Records cautioned the rack jobber not to 'kill the goose that laid the golden egg.' Capitol Records may well be reminded that the golden egg has no value until it is taken to the market place and sold."

Industry Execs See Capitol Policy Move

Leading To Label's Entry Into Sub-Distribution

NEW YORK—Some of the astute disk industry analysts contacted by *Cash Box* feel that the Capitol LP policy move is an initial step in what will eventually see Capitol enter the sub-distribution area. Some believe that it is a necessary off-shoot of the 1-price-for-all policy.

When approached on this matter,

Stan Gortikov, Capitol v.p. and an author of the Capitol plan, stated that Capitol had no desire to go into sub-distribution at present. But if market circumstances force Capitol into a position where such a move is necessary for growth and survival, Capitol will certainly consider the possibility, he added.

Columbia Will Stick With Its Own Plan;

Victor & Decca Want Time To Study Move

NEW YORK—Bill Gallagher, Columbia Records' vice president of marketing and one of the author's of the label's "Age of Reason" program, commented on the Capitol move with the following statement:

"In July, 1963, Columbia Records announced its 'Age of Reason' program. This has met with great success and approval from all segments of the record distribution system. We obviously have no plans to change in any respect what has been proven to be an outstandingly successful method of marketing the Columbia catalog which is the most saleable in the industry.

A Victor spokesman, in answer to

queries about the Capitol program, would only say: "A quick look at the program indicates broad implications at all levels of distribution and it would be unfair to comment further at this time."

Decca's vice president in charge of sales, Syd Goldberg, also indicated a desire to examine more closely the announcements and comment later.

Dave Rothfeld, Record Buyer for the Korvette chain, one of the record industry's largest users of disk product, called the Capitol move "a step in the right direction." He said he would learn to live with it and feels it is a more realistic policy than the Columbia policy.

Latin Disk Producers To Meet In Mexico, Apr. 13-15

NEW YORK—The third convention of the Latin-American Federation of Record Producers will take place from April 13-15 in Mexico City.

The gathering, which brings together music men from 20 Latin countries, is held every second year.

Cash Box will be represented at the confab by Miguel Smirnoff, South American director, and Enrique Ortiz, the magazine's rep in Mexico.

Those present who may not be fluent in either English, Spanish or Portuguese (the official language of Brazil) have been invited to contact Smirnoff, fluent in all three, or Ortiz, fluent in English and Spanish, that the two can act as translators or arrange contacts with those in attendance.

Following the meet in Mexico City, Smirnoff will head for New York, where he will stay for one week. U. S. music men are also invited to contact him for any information they may require on the Latin-American market.

CRDC Announces New Prices.

1. One-Price Policy on Albums

One price to all. No functional discounts. The same special trade discounts to be available uniformly to all dealers and sub-distributors alike.

2. A New, Realistic Price and Discount Level

Now 38% plus 9% . . . plus 10% to all! In reality, a sub-distributor price for all customers.

3. Year-Round Pricing

Planned purchasing now possible throughout 1964. You can stock only what you need.

4. No Discount Programs

Promotions will concentrate on product, not price. Heavier emphasis than ever on merchandising, on entertainment, on intriguing the consumer!

5. Basic Stock Protection Plan

Available to all. Adapted to special needs of dealer, rack jobber, one-stop. Insures cleaner inventories, realistic stock levels, better turn, reduced risk, improved profits. Policies continue on 10% exchange.

6. Plastic Shrink Wrap

On all new release albums beginning in May, earlier on some. All factory catalog replenishment to be wrapped beginning in April. Warehouse stocks go into plastic as soon as mechanically possible.

7. Single Records Policies Unchanged

No change in current single record price and protection policies.

8. Credit and Dating

Tailored to industry seasonal needs and patterns.

9. "Status Quo" on Industry Basics

No departure from historical industry "total" or "list" prices. No change in mono-stereo price differentials. These remain vital to present industry profit structures.

New Policies... For All



A STAND FOR STABILITY

Bold moves merit frank explanations. It is the intent of these comments to justify our rationale and excite your interest and faith in our approach and in our future... and yours!

In inaugurating the foregoing policy changes, CRDC takes a "Stand For Stability." No one set of prices and credos can provide everything for everybody. But it is CRDC's conviction that these revisions will bring greater growth, added profit, and sounder business practices to the entire industry.

COLUMBIA'S ACTION

Last July CRDC's competitor, Columbia Records, announced its "Age of Reason" policy. The Columbia move gained industry applause from many. In its new policies, CRDC effectively acknowledges Columbia's action and adds the refinement of price equalization.

PROFIT... A NEGLECTED GOAL

Increased profitability is the key objective of these policy revisions. Profits have been appreciably inadequate for our customers, and for CRDC. Current trends indicate a worse profit outlook, not better. Renewed cost stability will renew profit. It's time for a change.

WHY NO DISCOUNT PROGRAMS?

Capitol and Angel labels have been leaders in price and discount promotions. Great growth and customer traffic have resulted. But the interest of the dealer and the consumer is waning. Problems are becoming knottier than ever in purchasing, inventorying, cost confusion, and "guessing" right. It's time for a new direction.

WHAT! NO PRICE PROMOTIONS?

Not true. Conventional "hyped" discount programs are abandoned, yes. But CRDC's new price is deliberately set low enough to allow the dealer to schedule periodic price-oriented promotions. And these will continue to have strong support in displays, merchandising, and advertising.

SINGLE RECORDS POLICIES

No change is made in single record price and marketing policies, which currently yield dynamic sales and promotion action, artist birth and growth, and album by-product. Also recognized is the vital role of the one-stop in achieving the sales potential of the single record.

THAT PRICE DIFFERENTIAL

Of all the new policies, abandonment of the price differential between dealer and rack jobber is most likely to be questioned. Yet the historical industry

policy of having two different wholesale prices on the same product defies a natural tendency. And that tendency is for such prices ultimately to equate... at the lower price level of the two.

The prevailing 10% differential between retailer and rack jobber prices has spawned a host of problems and pressures:

1. The large retailer contends that he, too, is entitled to the 10% because of the services he performs in his own outlets and because of the volume he buys. He even has turned to buying some of his product from certain sub-distributors who are willing to share their own trade discount.
2. The smaller dealer feels that the price differential, in favoring the rack jobber, precipitates discounting practices from which he suffers. Further, he claims the rack jobber often benefits from the extra 10% in his own retail outlets for which he has unfairly bought product at the preferential price from some distributors.
3. Many rack jobbers claim that the prevailing 10% sub-distributor discount is "not enough" and that, since they perform distributor functions, they should enjoy full distributor prices. Further, they state both as a goal and as an inevitability, that it is only a matter of time before the rack jobber supplants the label distributor.

SERVING THE RACK JOBBER

CRDC, by its discounts, has long helped subsidize the services a rack jobber performs... but not in order to expedite its own expulsion from the distribution function. Over the years CRDC has made significant contributions, and many more can yet be made. The industry role of CRDC cannot now be delegated to the rack jobber by design nor by abdication.

Although many rack jobbers choose to replace the role of CRDC (and of all distributors), CRDC does not choose to abandon the rack jobber. Instead, we desire to serve him and serve with him. The prices announced herein can integrate with the interests of many rack jobbers and many of their customers. CRDC expects to meet the needs of its rack jobber customers in many other ways — through realistic credit terms, adequate expanded protection policies and by offering and promoting merchandise that creates demand and turnover.

THE IMPACT OF THE ONE-STOP

The services of the one-stop have been particularly beneficial to many segments of our industry — to the smaller dealer or record outlet, to the juke-

box operator, to the mail-order purchaser, and to the retailer of single records. Many of the new policy changes have long been advocated by many one-stops.

AND THE CLASSICS?

More than any other product line, the Classics lend themselves to sound merchandising and promotion. The new policies allow greater emphasis on these efforts and assurance of maintaining the gratifying market gains of Angel and Capitol Classics. CRDC intends that the classical enthusiast be more conscious than ever of the basic value and musical excitement in these lines.

IS RADIO AFFECTED?

Only to reiterate the important role of radio in creating consumer interest in records. Every possible effort will be continued to foster radio station support. Present service will be maintained, plus a constant search for new ways to merit airplay. Assuring the excellence of single record and album product, of course, remains the key to deserved radio exposure.

A NOTE TO THE ARTIST

You, too, have a stake in all industry marketing trends and policies. The changes herein described help to offset several current tendencies, which are most disadvantageous to the individual artist: lesser in-depth catalog stocking; lower catalog sales; increased difficulty in obtaining in-store exposure of many individual artists; resistance to showcasing the new artist; and the shortened life cycle of the new release.

WHEN?

The policy revisions described herein are effective at once... beginning March 2, 1964.

OUR PRODUCT—A PLEDGE

No price, no policy, no program can substitute for offering phonograph records that genuinely please and entertain the public. You can count on CRDC to seek and offer merchandise that gives this pleasure to people... and profit to you.

For further information, please contact your local representative.

**CAPITOL RECORDS
DISTRIBUTING CORP.**



CAPITOL-ANGEL DISC ALBUM DISCOUNTS—THE OLD AND THE NEW

Former Discounts		New Discounts	
Dealers	Rack Jobbers & One-Stops	Dealers	Rack Jobbers & One-Stops
38% + Programs	38% + Programs + 10%	38% + 9% + 10% No Programs	38% + 9% + 10% No Programs



RECORD REVIEWS

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

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

Pick of the Week

"TWIST AND SHOUT" (2:10)

[Mellin, Progressive BMI—Medley, Russell]

"THERE'S A PLACE" (1:58) [Gil BMI—McCartney, Lennon]

THE BEATLES (Tollie 9001)

The group that turned the industry upside down should quickly continue their fantastic ways with this single on Tollie, the new VeeJay label. It's the Isley Bros. smash oldie, "Twist And Shout" (culled from the crew's "Introducing The Beatles" VeeJay LP) that they belted out in exciting fashion. Tune, performed on the recent Ed Sullivan TV'er, is already busting wide open. The captivating less frantic thumper, "There's A Place" (also from the LP), can also zoom way up the charts.

"HEY, BOBBA NEEDLE" (2:16)

[Kalmann, C.C. ASCAP—Mann, Appell]

"SPREAD JOY" (2:19)

[C.C., A.M.G. ASCAP—Checker, Edwards, Joseph]

CHUBBY CHECKER (Parkway 907)

Checker's back with a chart-bound follow-up to his current smasher, "Hooka Tooka." Side to watch here is an enticing gal-in-search-of-her-guy tale, tagged "Hey, Bobba Needle," that mixes folk and rock in a tempting handclapping and choral shout back-and-forth fashion. On the fetching, up tempo folk-styled undercut Chubby tells that he's gonna "Spread Joy" all over the world. More money-in-the-bank for all concerned here.

"MONEY" (2:26) [Jobete BMI—Gordy, Bradford]

"BENT SCEPTER" (3:05)

[Zann, Burdette BMI—Galucci]

THE KINGSMEN (Wand 150)

The Kingsmen, who zoomed up to the top of the charts many months after the release of "Louie, Louie," should make it in no time flat with this follow-up stanza. In fact, the deck, a sock thump-a-rock revival of Barrett Strong's years-back giant, "Money," is already well on its merry chart way. It's an attention-getting 'live' performance (culled from their initial Wand LP) that sports the enthusiasm of their chart bow. The 'in person' coupler's an infectious all-instrumental rhythmic pounder.

"WHEN JOANNA LOVED ME" (2:30)

[Edwin H. Morris ASCAP—Wells, Segal]

"THE KID'S A DREAMER" (2:34)

[Jewel ASCAP—C. & M. Snyder]

TONY BENNETT (Columbia 42996)

The voice of Tony Bennett should soon be filling the airwaves with this new Columbia effort. It's a lovely, sentimental ballad romancer, tagged "When Joanna Loved Me," that sports a superb Marty Manning instrumental backdrop. Bobby Hackett's fine trumpet work's a feature of the pretty, Dick Hyman-arranged undercut, "The Kid's A Dreamer (The Kid From Fool's Paradise)." Both sides are in "The Many Moods Of Tony" LP.

"SHA-LA-LA" (2:15) [Ludix-Flomarlu BMI—Taylor, Mosley]

"HIS LIPS GET IN THE WAY" (2:10)

[Screen Gems Columbia BMI—Miller, Greenfield]

THE SHIRELLES (Scepter 1267)

The femmes can have one of their real sales sizzlers with this new Scepter session. It's a bright sounding, driving twist handclapper with the novelty tag, "Sha-La-La," that's chock full of hit vocal and instrumental sounds. Also keep close tabs on the infectious cha cha beat pairing, "His Lips Get In The Way." It could be a very big double-decker.

"LITTLE BEATLE BOY" (2:18)

[Grand Canyon BMI—Feldman, Goldstein, Gottcher, Farina]

"JAVA" (1:47) [Tideland BMI—Toussaint, Tyler, Friday]

THE ANGELS (Smash 1885)

The larks, who just added "Wow Wow Wee" to their rapidly growing hit collection, should easily continue the streak with this newest Smash stand. The side, inspired by that famous English group, is an extremely pretty cha cha beat affair tabbed "Little Beatle Boy," that should quickly win the teeners over. The coupler's a happy-go-lucky teen-angled version of the Al Hirt instrumental giant. Splendid support by Leroy Glover's crew on two sides found in the gals' "Halo To You" LP.

"AIN'T GONNA TELL NOBODY" (2:10)

[Dundee BMI—Davis, Jordan]

"YOUNG AM I" (2:02) [Nubia BMI—Ryals]

JIMMY GILMER (Dot 16583)

Gilmer, whose "Daisy Petal Pickin'" was a successful follow-up to his "Sugar Shack" gold-disk'er, can make it three big ones in-a-row with "Ain't Gonna Tell Nobody." Side's a bright rock-a-bouncer that Jimmy treats to a contagious vocal performance-delivering the title at a delightful double-time clip. The Fireballs, as usual, lend a first rate instrumental assist. However, don't overlook the throbbing beat-ballad undercut. It can also step way out.

Pick of the Week

"YOU'RE A WONDERFUL ONE" (2:42)

[Jobete BMI—Holland, Dozier, Holland]

"WHEN I'M ALONE I CRY" (2:40)

[Stein & Vanstock ASCAP—Broadnax, Foreman, Vandenberg]

MARVIN GAYE (Tamla 54093)

Gaye should once again be making chart news and the reason is his latest Tamla pressing. It's an engaging romancer, tabbed "You're A Wonderful One," that moves along at a steady driving, thump-a-rhythmic beat. Sensational job by Marvin and his combo-choral support. Back, a soft and pretty sentimental ballad, tagged, "When I'm Alone I Cry," is from the LP of the same name.

"HERE'S TO OUR LOVE" (2:21) [Geld-Udell ASCAP—Udell]

"TWO KINDS OF GIRLS" (1:44) [Geld-Udell ASCAP—Udell, Geld]

BRIAN HYLAND (Philips 40179)

Hyland's new disk association can give him a first-time out-on-Philips click. Leadoff portion is "Here's To Our Love," a most attractive, hip-swinging beat-ballad romancer that's right up the teener's alley. Potent Alan Lorber-led vocal-instrumental showcase. The stomp-a-twist, multi-tracked coupler, "Two Kinds Of Girls," is also loaded with Top 100 potential.

"OH BOY" (1:50) [Nor Va Jak BMI—West, Tilghman, Petty]

"I'M LOOKING FOR SOMEONE TO LOVE"

[Nor Va Jak BMI—Holly, Petty]

JACKIE de SHANNON (Liberty 55678)

The talented cleffer-lark can take another vocal ride to chartsville aboard her latest Liberty stand. It's the years-back click delight (for Buddy Holly & the Crickets), "Oh Boy," that Jackie knocks out in sparkling, 'Liverpool' style. More top teen sounds, English-style, on the rockin' undercut. Powerful instrumentation on both ends.

"PUPPET ON A STRING" (2:35)

[Marc Jean, Keyman BMI—Smith, Relf, Nelson]

"MY WOMAN" (2:48) [Marc Jean, Keyman BMI—Smith, Relf, Nelson]

BOB AND EARL (Marc 105)

It's more than likely that Bob and Earl will have a solid chart-riding follow-up to their hit debut, "Harlem Shuffle." Deck to eye is "Puppet On A String," a pulsating thumper that the fellas carve out with telling effect. Striking Gene Page arrangement rounds out the winner. Artists slow things down to a heartfelt beat-ballad pace on the flip.

Newcomer Picks

"STAND BY ME" (2:11) [Progressive, Trio, ADT BMI—King, Glick]

"I AM THE GREATEST" (2:13) [Blackwood BMI]

CASSIUS CLAY (Columbia 43007)

The Champ is all mouth on this Columbia release that could make it very big on the singles scene. On it, Cassius displays a surprisingly good vocal technique as he revives the short-while-back Ben E. King hit, "Stand By Me," against a similar, teen-appealing Latin beat ork backdrop. Flip half, "I Am The Greatest," finds Clay reciting his self-proclaimed (except for being the champ now) virtues-while the roar of the crowd and a solid rhythm section backs up. Title is the same as his while-back click LP which is already heading back to chartsville.

"WE LOVE YOU BEATLES" (2:18)

[Edwin H. Morris ASCAP—Strouse, Adams]

"HOT BLOODED LOVER" (2:40) [Chappell ASCAP—Thorpe]

THE CAREFREES (London International 10614)

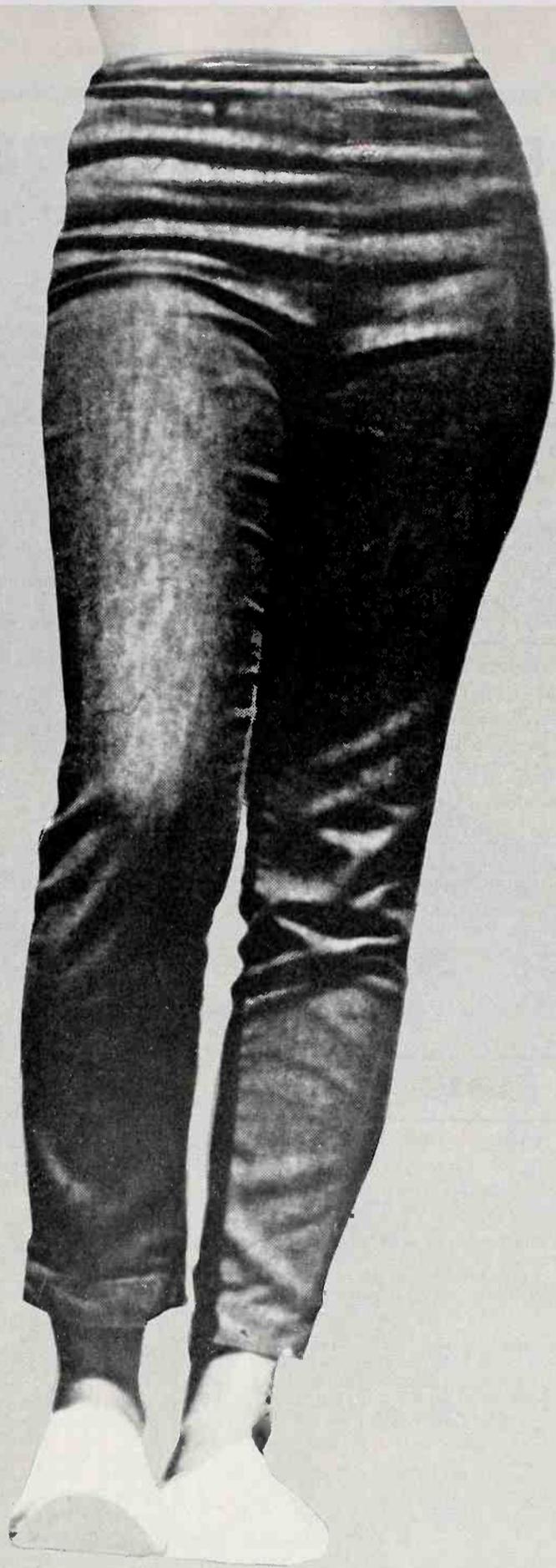
Looks like another 'Beatlemania' entry will be popping up all over the hit lists in the weeks to come. This time, it's by a group of newcomers, the Carefrees, who take the "Bye Bye Birdie" delight, "We Love You Conrad" and refit to include Ringo, John, Paul and George Beatle. Contagious martial-jump beat support on what could be an overnite sensation. Backing's a sizzling stomp-twist affair.

"5-4-3-2-1" (1:58) [Peter Maurice ASCAP—Jones, Hugo, Mann]

"WITHOUT YOU" (2:18) [Southern ASCAP—Jones]

MANFRED MANN (Prestige 312)

Prestige can make a big pop singles scoring with another import that's currently riding high on the British charts. It's a frantic, Liverpool-blues flavored affair, tabbed "5-4-3-2-1," that Manfred Mann and his instrumental accompanists zip thru in high gear. Backing's a throbbing, real funky beat-ballad opus tabbed "Without You."



'APPY 'APPY 'IT (NO. 2 ON CHARTS!) FROM ENGLAND!
NOW SHAKING ALL OVER THE U.S.!

HIPPY HIPPIY SHAKE
The Swinging Blue Jeans

#66021





RECORD REVIEWS

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

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

Newcomer Picks

"WE ARE IN LOVE" (2:08) [Maidstone BMI—Andrews]

"WHAT NOW" (1:57) [Ludlow BMI—Jaques]

ADAM FAITH (Amy 899)

Adam Faith can crack thru the 'hit ice' in the U.S. with this Amy release—that's currently red hot in England. It's a 'Liverpool'-styled jump-a-twist romancer, labeled "We Are In Love," that Adam and the Roulettes carve out with loads of teen appeal. Also keep an eye on the infectious quick beat coupler, "What Now," that Adam serves up in a manner reminiscent of the late Buddy Holly.

"YOUR BABY'S BAG" (2:31) [Phyris BMI—Gilmore, Weeks]

"WHO'S GONNA BE FIRST" (1:57) [Phyris BMI—Gilmore, Weeks]

LUKE WILLIAMS (Columbia 42997)

Columbia can cash in r&b and pop-wise with this novelty debut deck by Luke Williams. It's a steady beat, stomp-like delighter on which Luke tells (in multi-track style) about all the things that can be found in a gal's handbag. The undercut's a thumpin', chorus-backed affair tabbed "Who's Gonna Be First."

"THE BALLAD OF CASSIUS CLAY" (2:37)
[David Jones, Sultan BMI—Cari]

"HEAVEN" (2:00) [Sultan BMI—Cari]
The ALCOVES (Carlton 602)

The Alcovas can do with "The Ballad Of Cassius Clay" in the disk field—what the garrulous prize fighter did to Sonny Liston. It's the group's bow on Carlton and it's a catchy, twist beat novelty perfectly timed with Clay's big upset victory. Artists do a complete about-face on the beat-ballad underlid.

Best Bets

JERRY VALE (Columbia 42994)

● "AS SURE AS NIGHT MUST FALL" (2:17) [Marimba, Riverdale—ASCAP—Weiss, Sherman] Jerry Vale is sure to stir up plenty of sales and deejay interest with this very tuneful ballad sparkler served up with his usual warmth and distinct vocal style. Even the Top 40 programmers should go for this one. Good follow-up to "On And On."

● "THE LIGHTS OF ROMA" (2:58) [Harms—ASCAP—Sigman, Garinel, Giovannini, Travajoli] The songster gives an in-English & Italian rendition of another melodic goodie from Rugantino. A top-drawer reading by the songster geared for plenty of spins.

DREW-VELS (Capitol 5145)

● "EVERYBODY KNOWS" (2:00) [Beechwood, Edgewater BMI—Black] The team, a recent chart-maker with "Tell Him," can again make the grade with this potent follow-up. It's a quick beat jump'er that's chock full of hit ingredients, vocally and instrumentally.

● "IT'S MY TIME" (2:00) [Beechwood, Edgewater BMI—Black] This end's an inviting cha cha beat romancer that can also break into hit territory. A two-sided chart threat.

DANNY AND THE JUNIORS (Mercury 72240)

● "LET'S GO SKI-ING" (2:29) [Merjoda-BMI—Madara-White] Danny and the Juniors, who had "At The Hop" and "Rock and Roll Is Here To Stay" years back, return with a strong attempt at helping create a skiing disk fad. The group belts out that strong lindy beat which brought them their previous hits. The kids invite you to go skiing and many teenagers are sure to accept.

(B) "SAD GIRL" (2:10) [Merjoda-BMI—Huff-Carl] A pretty ballad which is sure to bring attention.

BEN E. KING (Atco 6288)

● "THAT'S WHEN IT HURTS" (3:08) [Cotillion-Mellin BMI—Wexler, Berns] King turns in another one of his emotion-packed performances that is sure to go over in a big way in both the pop and r&b areas. Potent mid-deck recitation and beat-ballad arrangement by Seymour Barab on a deck that can step way out.

(B+) "AROUND THE CORNER" (1:50) [Walden-Budd ASCAP—Leoni, Sigman] The up tempo coupler's an inviting, string-filled romantic affair that can also make noise.

THE PLATTERS (Mercury 72242)

● "JAVA FIVE" (2:08) [Advanced ASCAP—Oakland, Drake] The Platters could have their biggest success in years by turning out a strong novelty-rock sound on the oldtimer. Culled from their album, "Golden Hits of the Group," side can do much to re-establish the performers in the singles field.

(B) "ROW THAT BOAT ASHORE" (2:30) [Gleam ASCAP—Adapt. Hicks] A good build-up reading of "Michael," the hit by The Highwaymen.

LENA HORNE

(20th Century-Fox 460)

● "BLOWIN' IN THE WIND" (2:30) [Witmark ASCAP—Dylan] Stylist, who stirred some chart action (and controversy) with her last singles date, "Now!", offers another social-message item, the recent Peter, Paul & Mary hit. In this outing, the performer swings against a bright pop-gospel ork try. As it's entirely different from the PP&M date, deck could make it.

(B) "THE EAGLE & ME" (2:43) [Chappell ASCAP—Harburg, Arlen] More swingin' on the great freedom-song from "Bloomer Girl."

Best Bets

TOMMY ANDRE (Broadway 503)

● "ONE MORE TRY" [Wemar BMI—Carl, Philips] Andre tells that he hasn't given up on his gal yet as he knocks out this entry in contagious, falsetto-voiced manner. Terrific vocal and instrumental assist on a deck that bust thru. Label's a division of Sue.

(B+) "BLUEPRINT" [Saturn, Staccato BMI—Redd] This end's a very pretty cha cha beat all-instrumental.

THE HORNETS (V.I.P. 25004)

● "GIVE ME A KISS" (2:34) [Jobete BMI—Valvano, Williams, Sims] Chances are the Hornets will be buzzing 'round the charts soon with the Beatles-styled thumper that has much of the flavor of "I Want To Hold Your Hand." Very commercial deck. Watch it.

(B) "SHE'S MY BABY" (2:10) [Jobete BMI—Valvano, Paul] More of the teen-appealing 'Liverpool' sound on this rock-a-rhythmic coupler. Deck's distributed by Tamla-Motown.

WALTER RAIM (Liberty 55676)

● "STICKS" (2:38) [T.M. BMI—Darin] A catchy Bobby Darin-penned novelty, something that Europe's Bent Fabric might cut, is presented in a variety of happy instrumental arrangements, which build from an uncomplicated opening. Could catch-on.

(B) "TURNED DOWN THEME" (2:30) [T.M. BMI—Darin] More instrumental work in a happy light.

NANCY SINATRA (Reprise 0263)

● "JUST THINK ABOUT THE GOOD TIMES" (2:36) [We Three BMI—Levine, Levine, Brass, Cooper] Thrush could make the teen-market grade with this fine Latinish rock date. Inviting teen is multi-tracked by the thrush against a worthy Don Costa-directed rock-a-string format. Should be eyed.

(B) "WHERE DO THE LONELY GO" (2:24) [Zizane ASCAP—Leonard, James] A more intimate Latin-rock pose.

THE FIREBALLS (Dot 16591)

● "DAYTONA DRAG" (1:56) [Dundee BMI—Tomsco] The musicians, who've had hits with Jimmy Gilmore and as a solo attraction, enter the drag-sound field with an individuality that could realize hefty teen sales. Attack should be eyed.

(B+) "GENTLY GENTLY" (2:14) [Dundee BMI—George, Tomsco] Interesting, easy-go spotlight for the electric guitars.

THE SANDELLS (World Pacific 405)

● "OUT FRONT" (1:56) [Har-Bock-BMI—Georis-Blakeley] The Sandells demonstrate that it's time to hop on a motorcycle and burn rubber down a highway like the true sound effects do on this deck. The power-packed instrumental should get plenty of spins and sales. Watch it!

(B+) "SCRAMBLER" (2:17) [Har-Bock-BMI—Georis-Blakeley] More fascinating instrumental effects on this side.

TERESA BREWER (Philips 40177)

● "COME ON IN" (2:00) [Screen Gems-Columbia BMI—Duboff, Levenson] The lark could join artists on the Top 100 with this snappy, touch of raz-ma-taz session. Its infectious, banjo-led spirit could catch-on real big.

● "SOMETHING SIMPLE" (2:14) [Columbia BMI—Forest, Matz] Performer turns on ballad warmth in this portrayal of a lovely, folk-heritage number.

DON CORNEL

(20th Century-Fox 464)

● "LOST DREAMS & LONELY TEARS" (2:26) [Gil BMI—Duncan, Jones] The vet warbler joins the Nashville-Sound bandwagon with a brightly decked out reading of a countryish tune. Solid big-sounding job from the ork-chorus. Could catch-on.

(B) "FORGET ABOUT ME" (2:19) [South Mountain BMI—Randazzo, Weinstein] Nice legit moody from the artist.

DICK DALE & THE DEL-TONES (Capitol 5140)

● "MR. ELIMINATOR" (2:00) [Monsour ASCAP—Dale] The big west coast teen sound of Dale and his crew whip-up quite an instrumental storm a la surf'n' & hot-rod approaches. A real wild-one.

(B+) "THE VICTOR" (3:11) [Monsour ASCAP—Dale] An exciting rock salute to a matador who has succeeded in the bullring, an assumption one makes on hearing the South-of-the-Border flavor.

FIVE DU-TONES (One-derful 3059)

● "THE COOL BIRD" (2:25) [Vapac BMI—Hayes, Higgins] The group can get back in their money-making ways with this lively, uptempo hard-driving raunchy full ork-backed affair which intros a new twistin' dance. Teen acceptance indicated here.

(B+) "THE CHICKEN ASTRO-NAUT" (2:27) [Vapac BMI—Mackey, Higgins] Rhythmic, fast-moving tradition-styled r&b rocker with some fine highly-listenable lyrics.

NOLAN STRONG (Fortune 556)

● "(YEAH, BABY) IT'S BECAUSE OF YOU" (2:59) [Trianon BMI—Brown] Nolan Strong has had several previous Top 100 items and he can go the chart route once again with this swingin' chorus-backed r&b tearjerker in which he squarely puts the blame on his gal for all of his troubles. Could be big.

(B+) "YOU'RE EVERY BEAT OF MY HEART" (3:00) [Trianon BMI—Brown] More fine blues sounds. This one's a tradition-styled medium-paced lament with a nostalgic while-back sound.

FLOYD CRAMER (RCA Victor 8325)

● "NAOMI" (2:06) [Tideland BMI—Tousaint] The vet 88'er unleashes his keyboard and vocal talents full-blast on this top-drawer medium-paced honky-tonk novelty with a contagious, high-spirited riff. Side is highlighted by some clever vocal shouts. Watch it closely.

(B+) "WANT ME" (2:15) [Cramart BMI—Martin, Cramer] Slow-moving, shufflin' country-styled instrumental on a dramatic, romantic motif.

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RECORD REVIEWS

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

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Best Bets

THE STARLETTES (Siana 717)

● "RINGO" (2:18) [Viscount—BMI—Phillips] The Starlettes shower abundant adoration on their number one Beatle, Ringo, on this happy-sounding tuneful opus geared for fourteen approval. The Beatles are much in vogue and the gals could cash in on the mania and score in the sales department.

(B+) "ALL DRESSED UP" (1:56) [Viscount—BMI—Phillips, Ross] The gals do a complete switch on the reverse with an ear-arresting reading of a lyrical melody. They're all dressed up with no place to go.

LITTLE WILLIE PARKER & LORENZO SMITH (Mar-Vel 2700)

● "LOOKIN' IN FROM THE OUTSIDE" (2:36) [Hits Of Tomorrow BMI—Parker, Smith] Little Willie Parker and Lorenzo Smith could well make national names for themselves with this first-rate, medium-paced, shufflin' Sam Cooke-styled r&b tale of heartbreak delivered in an earthy, feelingful fashion. Eye it.

(B+) "FIREWATER" (2:51) [Hits Of Tomorrow BMI—Smith] On this end, a raunchy, hard-driving instrumental affair with Indian war-path-patterned shouts, Smith goes it alone.

ADORABLES (Golden World 94487)

● "DEEP FREEZE" (2:28) [Myto-BMI—Gorman-Blackburn-Mancha] The girls let loose with a jumper patterned after the tough new sound created by Martha and the Vandellas which has caught on like a brush-fire. The happy instrumental backing and the girls powerful vocal is just too much power to miss.

(B+) "DADDY PLEASE" (2:45) [Jobete-BMI—Smith-Hamilton-Friehush] A toe tapping, hand clapping stomp which could make noise fast. Eye it carefully.

LITTLE CHERYL (Cameo 307)

● "YEH, YEH, WE LOVE 'EM ALL" (1:59) [Kalmann—ASCAP—Mann, Appell] Little Cheryl and her pals defiantly declare they're gonna love all the Beatles no matter what people say. It's a strong teen-angled affair that could come in for plenty of spins and sales.

(B) "NICK AND JOE CALLIN'" (2:02) [Kalmann—ASCAP—Appell] An easy-paced instrumental rocker geared for teen dance acceptance.

MIRIAM MAKEBA (RCA Victor 8326)

(B+) "FORBIDDEN GAMES" (2:56) [Rayven BMI—Parker, Lanjean] The folk-blues lark can make some noise with this medium-paced, full ork-backed romantic ballad with a contagious, rhythmic beat. Tune, which is sung in English, is culled from the artist's new Victor LP.

(B+) "DUBULA" (2:15) [Makeba ASCAP—Makeba] This time out the songstress dishes-up an appealing, uptempo, high-spirited ethnic ditty which could bring the good music deejays out in droves.

THE SAXTONS (Regina 305)

● "THE BEATLE DANCE" (2:17) [La Forge ASCAP—Leonard, Darvell] A teen-dance salute to Beatlemania is done with solid upbeat rock polish by the boys and their combo backing. While the theme is Beatlemania, the overall sound stands tall on its own. Could move.

(B) "I'M SITTIN' ON TOP OF THE WORLD" (2:16) [Warlock & Leo Feist ASCAP—Henderson, Lewis, Young] Catchy teen view of the durable.

FREDDIE & THE DREAMERS (Capitol 5137)

● "YOU WERE MADE FOR ME" (2:17) [Edward B. Marks BMI—Murray] Capitol, running rampant on the charts with Beatles dates, have another distinctive English rock group in Freddie & The Dreamers, who recently made big chart news in England with this very tuneful & catchy stand. Could break big.

(B) "SEND A LETTER TO ME" (2:14) [Campbell—Connelly ASCAP—Garrity] Easier rock sentimental from the boys.

THE JUMPIN' TONES (Raven 8005)

● "GRANDMA'S HEARING AID" (2:15) [Original BMI—Kakuk, Zito] The Jumpin' Tones come up with one that's loaded with the few-years-back hit vocal and instrumental gimmicks. Solid Ed Martin arrangement on a novelty rocker that can make the teeners sit up and take notice. Keep close tabs on it.

(B) "THAT ANGEL IS YOU" (2:29) [Original BMI—Benevento] There's a complete change-of-pace on this feelingful beat-ballad romancer. Label's based in N.Y.

ANNIE & ORPHANS (Capitol 5144)

● "MY GIRL'S BEEN BITTEN BY THE BEATLE BUG" (2:02) [Flores—BMI—Sherwin, LeMel, Sherwin] Annie & the Orphans join the Beatle frenzy with this novelty ditty with a "Twinkle Twinkle Little Star" prelude. The gal tells her beau his hair can't match the Beatles' and he says he just plain bugged about it all. It's in keeping with the current craze and could catch on quickly.

(B+) "A PLACE CALLED HAPPINESS" (2:18) [Flores—LeMel] A nice 'n easy ballad litler here with a pleasant melody and schmaltzy lyric.

SI ZENTNER (Liberty 55675)

(B+) "I'M GETTING SENTIMENTAL OVER YOU" (2:57) [Mills—ASCAP—Bassman, Washington] The old T.D. theme gets an updated survey by the big band of Si Zentner. The orkster goes slightly uptempo from the original and gives it a swinging beat for dancing and easy listening. A smooth entry.

(B+) "SENTIMENTAL JOURNEY" (3:01) [E. H. Morris—ASCAP—Brown, Homer, Green] The orkster reaches back for another smooth oldie to come up with a pulsating rendition of the Les Brown biggie. Solid dance and programming fare.

THE VALRAYS (Parkway 904)

(B+) "YO ME PREGUNTO (I Ask Myself)" (2:23) [Survey BMI—Linde, Antell] Pretty Latinish tune is a worthy oldie, approach is of much original-sounding interest to the teen trade, with its busy rock format retaining the essential Spanish feel of the number. Could step-out.

(B) "TONKY" (2:25) [Survey BMI—Linde, Antell] Organ makes effective blues-waltz remarks in this all-combo showing.

RUTH BROWN (Noslen 102)

(B+) "TIME AFTER TIME" (2:15) [Styne & Cahn] The vet slyist, now cutting for Decca, shows-up on the St. Louis-based diskery with a worthy good-music reading of the beautiful evergreen. The jazz-ballad band styling, arranged and conducted by Oliver Nelson, is excellent. Strong contender for big good-music spins.

(B) "SECRET LOVE" (2:25) A wild Latin-jazz survey of another standard.

LEN WATSON (Coral 62397)

(B+) "TENNESSEE WALTZ" (2:47) [Acuff-Rose BMI—Stewart, King] The old waltz favorite is addressed to the blues-pop trade in this big-sounding rendition by the vocalist and a string-included ork-chorus under Henry Jerome's direction. Could come-up with some action.

(B) "DANCING WITH YOUR MEMORY" (2:17) [Sea-Lark BMI—Spencer, Johnson] More emphasis on the beat in this colorful stand.

THE RAYS (Amy 900)

(B+) "LOVE ANOTHER GIRL" (2:15) [Saturday-ASCAP—Crewe-Calello] The Rays, who years back had "Silhouettes," make their debut on Amy with a sharp shuffle beat that could attract a lot of attention. The group strongly wails this number. Could happen.

(B+) "SAD SATURDAY" (2:44) [Saturday—ASCAP—Crewe-Calello] This side is a fish tempo, sounding very much like their old hit. This could be a chart rider also, so watch it.

ANDY KIM (TCF 5)

(B+) "L'L LIZ (I LOVE YOU)" (2:40) [Michigan BMI—Higgins, Friday] Newcomer Andy Kim can make a name for himself with this pulsating teen-angled rocker all about a modest guy who hopes his gal will finally come to love him. Deejays should dig it.

(B+) "GIVE ME YOUR LOVE" (2:40) [Michigan BMI—Youakim] This time out the chanter offers interesting, chorus-backed romancer with a sentimental while-back sound.

TED TAYLOR (Okeh 7190)

(B+) "NEED YOU HOME" (2:28) [Ronnat BMI—Taylor] The vet r&b songster has had hits in the past and he can do it again with this top-flight, chorus-backed, teen-angled rhythmic lament about a lonesome guy who wants his gal to come back to him. Plenty of potential here.

(B+) "SO HARD" (2:38) [Ronnat BMI—Taylor] This time out Taylor dishes-up a slow-moving, tradition-oriented, low-down blues weeper.

EDDIE JEFFERSON (Stax 147)

(B+) "UH OH (I'M IN LOVE AGAIN)" (2:58) [East BMI—Jefferson] Eddie Jefferson could well create some sales excitement with this interesting, chorus-backed shufflin' blues tear-jerker all about a guy to whom romance means trouble. Spinners should really dig it.

(B+) "I DON'T WANT YOU ANY MORE" (2:40) [East BMI—Jefferson] On this end the chante renders an easy-on-the-ears slow moving r&b weeper complete with a moving mid-deck recitation.

JESSIE HILL (Downey 115)

(B+) "CHIP CHOP" (2:14) [Downey & Yogi Man BMI—Hill Boyd] Jessie Hill could create a stir with this extremely effective medium paced r&b novelty complete with some fine scat singing and a potent soulful beat. Good bet for ops and spinners.

(B) "WOODSHED" (2:26) [Downey BMI—Johnson, Hill Williams] High-powered, trombone spotlighted instrumental stanza with a delightful happy flavor.

JOHNNY COPELAND (Golden Eagle 2033)

(B+) "MAMA TOLD ME" (2:24) [Ka-Bo BMI—Booth, Stevens] Johnny Copeland claims both his mother and father warned him to keep away from a certain chick or this funky, slow-moving blues weeper rendered in a professional feelingful fashion. Jamie/Guyden distributes.

(B+) "YOUR GAME IS WORKING" (2:26) [Ka-Bo BMI—Copeland] Raunchy, teen-orientec danceable ballad with a first-rate guitar backing.

BILL & WILL (Checker 12961)

(B+) "GOIN' TO THE RIVER" (2:21) [Arc & Cal BMI—Riley, Sasser, Willis] The r&b duo unleash their potent, wide-range vocal talents full-blast on this lively uptempo hard-driving high-spirited tale of romantic rejection. A natural for airplay.

(B+) "LET ME TELL YOU BABY" (2:28) [Arc & Cal BMI—Riley, Sasser, Willis] Extremely slow-moving rhythmic lament essayed with winning authority by the boys.

BOBBY CHARLES (Jewel 728)

(B+) "EVERYBODY'S LAUGHING" (2:04) [Bar-Mar BMI—Charles, Lewis] Bobby Charles could garner plenty of spins with this top-notch medium-paced, dual-track happy bluser which boasts a snappy intro and an effective multi-dance, rapidly-changing beat.

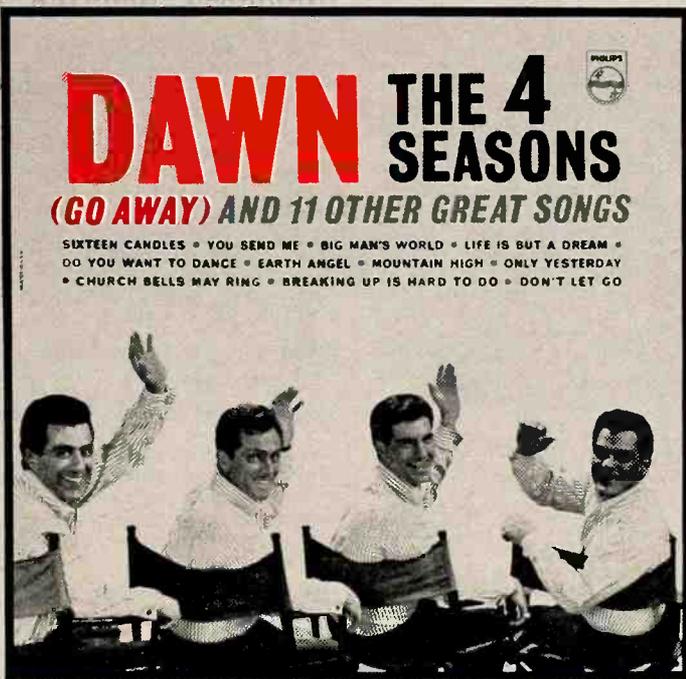
(B+) "EVERYONE KNOWS" (2:27) [Corette BMI—Snider] This time out the songster turns in a feelingful, slow-moving, shufflin' sentimental tale of woe.

CLASSMEN (Limelight 3016)

(B+) "DO YOU WANT TO DANCE" (2:12) [Clockus BMI—Freeman] The trio comes up with an exciting sound to Bobby Freeman's 'oldie-but-goodie.' Very good drum support in background and in the bridge give tune its hard rock beat. Deck deserves attention.

(B) "ALL TIME FOOL" (2:02) [Westbound BMI—Davis] The group also swings it on this side.

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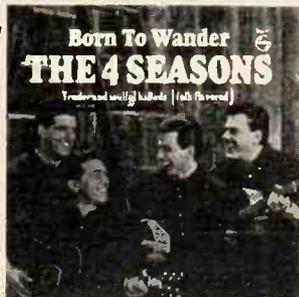
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RECORD REVIEWS

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

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ENZO STUARTI (Jubilee 5470)
(B+) "SUMMERTIME IN VENICE" (2:45) [Pickwick—ASCAP—Sigman] Enzo Stuarti's big powerful voice is toned down on this easy-going melodic romantic ballad. The chanter gets in the proper mood for this while-back flick tune with appropriate mandolin and strings background and comes up with a warm, feelingful reading. Pleasant listening.

(B+) "FOREVER AND A DAY" (2:15) [Cromwell—ASCAP—Martin, Gray] Stuarti follows through on the reverse with a similarly fashioned treatment of a tune from the Broadway production "High Spirits."

JERRY COLE & HIS SPACEMEN (Capitol 5141)

(B+) "BOSS DANCE" (3:08) [American—BMI—Economidis] Funky guitars and thumping percussion set the pace on this surf-in'-dragster-type instrumental by Jerry Cole and His Spacemen. It's loaded with the wild danceable qualities the youngsters dig in a big way. A good item for the ops.

(B) "NIGHT RUMBLE" (2:32) [American—BMI—Cole] The group creates an ominous sound on this apt-tagged outing. Also good dance fare.

KENNY CARLTON (Valli 305)

(B+) "YOU'RE SIXTEEN" (1:54) [Bluegrass—BMI] Kenny Carlton makes a strong bid for revival status for this years-back teen rocker. The songster's updated handling of the Johnny Burnette hit is a pleasant complement to the sparkling instrumental backdrop. Could see some second time around action.

(C+) "O' TELL ME" (2:16) [Cedar Lane—BMI—Hertel] A Latin-flavored opus here with a sing and female response arrangement. Both the material and the performance are colorless.

THE CHIC-LETS (Josie 919)

(B+) "I WANT YOU TO BE MY BOYFRIEND" (1:55) [Hollis, G&H—BMI—Zober, Salmirs] The Chic-Lets happily romp through this melodic, big beat ballad displaying plenty of polish along the way. It's a teen natural that should be picked up by Top 40 Spinners.

(B) "DON' GOOF ON ME" (2:40) [Grand Canyon—BMI—Feldman, Goldstein, Gottehrer] A jazz-boogie instrumental with party noises in the backdrop for an interesting effect.

KENNY STEVENS (Old Town 1158)

(B+) "IT WAS LOVE AT FIRST SIGHT" (1:57) [Maureen—BMI—Faust] Kenny Stevens offers up a warm and feelingful reading of this familiar-sounding tune with the usual rock-a-string backing. Multi-track adds color to the treatment. A bit of airtime could help it on its way.

(B) "ECHO IN MY HEART" (2:05) [Maureen—BMI—Faust, Rice] The chanter gets some vocal support from a choral group on this schmaltz-flavored romancer.

BILLY HOLDEN (Dot 16588)

(B+) "GOOD FEELIN'" (2:35) [Joy—ASCAP—Goehring Lee] Billy Holden takes a novel vocal approach to this gimmick-type offering from Dot. The chanter's multi-track delivery and a good instrumental backdrop are not strong enough to overshadow the material.

(B+) "WALKIN' AROUND WORRYIN'" (2:07) [Joy—ASCAP—Goehring, Lee] A middle-of-the-road rock and roll entry on the underside.

HENRY JEROME ORCH. (Decca 31597)

(B+) "THAT HAUNTING THEME" (2:40) [Champion & Andval BMI—Cooper, Reyab] Stan Harper is featured on harmonica in this light bouncy reading of a pretty tune. Fine job by The Jerome chorus and ork. Could happen.

(B) "HUM-A-LONG" (1:59) [Northern & Vandie ASCAP—Jerome, Simon] There's a catchy good-nature to this snappy instrumental with chorus chants. Date fits the bill for sunny programming.

CHUCK DALLIS (Glenn 2203)

(B+) "GOOD SHOW, BUT NO GO" (2:08) [Hits Of Tomorrow BMI—Hall, Dallis] Newcomer Chuck Dallis can quickly establish a name for himself with this hard-driving, pulsating, raunchy, funky bluser with some clever gimmick shouts. Loads of potential.

(B) "MY FRIEND" (2:18) [Hits Of Tomorrow BMI—Hall, Dallis] Slow-moving, shuffle-beat city-billy blues weeper rendered with poise and authority by Dallis.

HERBIE MANN (Atlantic 7257)

(B+) "HARLEM NOCTURNE" (2:16) [Shapiro Bernstein ASCAP—Hagen] The vet jazz flutist climbs on an intriguing melodic bossa nova-styled musical platform on this easy-going, lush ork-backed instrumental stanza. Nice change-of-pace programming. Eye it.

(B+) "NOT NOW—LATER ON" (1:53) [Rittenhouse—Maygar BMI—Sherman, Meade] This side's a rapidly-building funky bluser with a surprising teen-angled choral support.

MONTY BABSON (Palette 5118)

(B+) "HAVA NAGILAH" (3:48) [Zodiac BMI—Aleda] The Israeli favorite receives a properly joyous reading from the singer and his combo-chorus backing. Sung in Hebrew, the song is well-represented on this release, which at times gives out a la a Trini Lopez date.

(B) "JERICHO" & "MY BONNIE LIES OVER THE OCEAN" (3:13) [Zodiac BMI—Aleda] Two distinctly different P.D.'s are performed in a happy sing-along manner.

JESSIE PAUL (World-Pacific 402)

(B+) "JOHNNY LET ME GO" (2:55) [Beechwood BMI—Ross] A tune with an inviting melodic line is very agreeably done by the lark. Backing her is that old "Venus"-type full ork-chorus sound, always a pleasant teen-beat idea.

(B+) "MY FIRST LONELY NIGHT (Sukiyaki)" (3:29) [Beechwood BMI—Cason, Lesslie, Ei] Highly appealing, too, is this English version of the recent smash by Kyu Sakamoto.

JACK PEARCE ORCH. (Triumph 57)

(B+) "GERONIMO" (2:16) [Hill & Range BMI—Marvin] The sound, an import from England, makes effective melodramatic use of electric guitars to portray the famed frontier Indian chief. Pearce's brass section is also solidly represented. Could be a noise-maker.

(B) "THE LEGION'S LAST PATROL" (2:38) [Lavagnino, Rosso & Simon] Lead trumpet performs a mournful air against a bright martial sound. Theme is from a flick of the same name.

THE CHALLENGERS (Vault 910)

(B+) "HOT ROD HOOTENANNY" (1:58) [Miraleste & Vault BMI—Heiss, Hughes] Two hot sounds are blended in one potent rock showing. Vocal-combo sound moves a good-sounding quick-beat clip.

(B) "MAYBELLINE" (2:15) [Arc BMI—Berry] Boys do a straight upbeat reading of the old Chuck Berry success.

LITTLE HERMAN (Arlen 749)

(B+) "IT'S ALL RIGHT PARDNER" (2:27) [Tyco-Eastwick BMI—Bean] Songster hands-in an affecting, blues-flavored vocal. The organ-led combo is in full sympathy with the portrayal and is an asset to the overall effectiveness of the cut. Could mean pop-blues noise if it comes-up with enough airtime.

(B) "ONE OUT OF A HUNDRED" (2:26) [Tyco-Eastwick BMI—Bean] A more rhythmic blues-styled showing.

LARRY AND THE LEGENDS (Atlantic 2220)

(B+) "DON'T PICK ON MY BABY" (2:15) [Saturday—ASCAP—Crewe—Calello—Santos] A real happy stomp sound patterned after the Four Seasons hot sound. Teeners will love this party sound so look for real quick action in sales and spins.

(B) "THE CREEP" (2:00) [Saturday—ASCAP—Crewe—Calello—Santos] This end's an all instrumental which could also bring attention.

THE DEL-RAYS (Wide 931)

(B+) "JUNGLE DRUMS" (2:47) [Becks BMI—Morgan, Knapp] The Del-Rays create jungle excitement with this all-instrumental outing featuring Eddie Knapp at drums. Deck can spark attention if given enough air play.

(C) "WALK WITH ME" (3:44) [Becks BMI—Kreider] Backside is a vocal done in ballad tempo.

BUZZ KIRBY (Parkway 906)

(B+) "SPEEDO" (2:29) [Benell BMI—Mauarre] The old Cadillac's hit can make the chart scene again with this impressive version by Buzz Kirby. With enough exposure, the record can score.

(B) "SHE'S MY GIRL" (2:09) [Cameo-Parkway BMI—Jackson] Flipside is done in a softie manner with good support from ork.

OTIS REDDING (Bethlehem 3083)

(B) "SHOUT BAMALAMA" (2:05) [Boblo BMI—Redding] The songster, current success on the Volt label, works with The Pinetoppers in this colorful down-Louisiana-way blues attack. Good novelty stint for blues-pop consumption.

(B) "FAT GIRL" (2:10) [Boblo BMI—Redding] As the title suggests, the fun blues format continues.

JERRY & THE RADIANTS (Jox 016)

(B) "CALIFORNIA SUN" (2:28) [Lloyd Logan BMI—Glover] This is a cover version of the big hit by The Rivas (Riviera). Version, ala the original, has good vitality. Label hails from San Antonio, Texas.

(B) "TRASH" (2:00) [Epp's BMI—Dungagan] Infectious all-combo stand. Organ is the spotlighted instrument.

BOBBY FREEMAN (King 5373)

(B) "(I Do the) SHIMMY SHIMMY" (2:55) [Thin Man BMI—Massey, Shubert] Here's a worthy rendition of the hit novelty by The Orlons (Cameo). Solid rockin' fun.

(B) "YOU DON'T UNDERSTAND ME" (2:30) [Thin Man BMI—Massey] The vet artist's in a mellowtone here.

JIMMY BOWEN (Reprise 0264)

(B+) "THE BIG BUS" (2:35) [American BMI—Bowen] The longtime rockster heads-up an exciting rock-a-billy session, which concerns a fella who meets-up with a flame after a year's absence and discovers that she has teamed-up with another guy. Backdrop is an effective rapid-fire affair. Could get around.

(B) "THE BIGGEST LOVER IN TOWN" (2:30) [American BMI—Capehart] A plaintive expression in an emotional Nashville-styled vein.

JOEY BROOKS (Musicor 1037)

(B) "CRY CRY CRY" (2:20) [January BMI—Radcliffe, Brooks] Joey Brooks, making his bow on Musicor, delivers a rhythm filled sound with good support from ork. A delightful number that has a chance.

(B) "A GIRL WANTS TO BELIEVE" (2:50) [January BMI—Radcliffe, Brooks] Session is done soft and tender.

MARTINE DALTON & BENNIE BUNN (TCF 10)

(B+) "NO MATTER WHAT THE PEOPLE SAY" (2:10) [Hill & Range BMI—Shorter] A shuffle-beat duet number in which the boy and girl pledge their love to each other regardless of harmful gossip. A cute sound not unlike Dale and Grace. Could get the teens attention.

(C+) "I WISH THAT HE WOULD CALL ME" (2:08) [Hill and Range BMI—Shorter] A slow charming ballad on this side.

JOHNNY GREGORY (Fontana 1874)

(B) "SEIKURABE (Growing Up)" (2:15) [Near North BMI—Nakayama] Japanese tune, as delicate as a Japanese water color, receives a pretty, full ork sound under the direction of maestro Gregory. Effort was culled from an LP, "Melodies of Japan."

(B) "OBORO ZUKIYO (Night of the Misty Moon)" (2:24) [Near North BMI—Here, the listener is made aware of the western (music) influence in Japan. Also from the LP.

CLIFF BENNETT & THE REBEL ROUSERS (Ascot 2146)

(B+) "EVERYBODY LOVES A LOVER" (2:35) [Dominion ASCAP—Allen, Adler] The English crew gives the oldie the same sort of infectious blues beat that made it a recent chart vehicle for The Shirelles. Latter version is still too fresh in teen memories to mean big sales here.

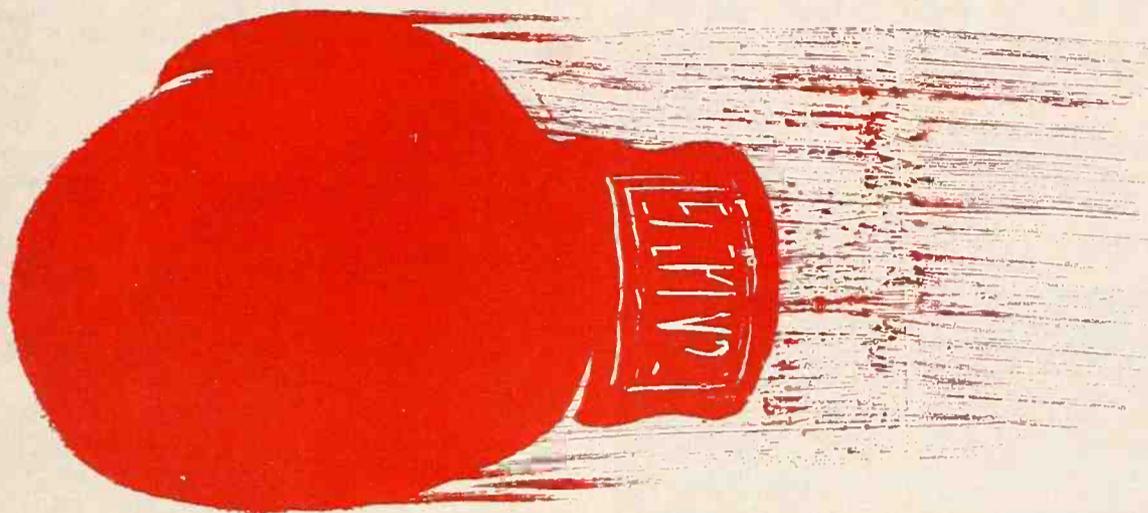
(B) "MY OLD STAND-BY" (2:35) [Campbell Connelly ASCAP—Rhodes] Very Nashville-flavored stand by the crew.

THE BUG MEN (Dot 16592)

(B+) "BEATLES, YOU BUG ME!" (2:10) [Dundee BMI—McCormick, Jordan, Jordan] The omnipresent Beatles bug one fella in this dissenting vote on the English sensation. It's done with wild-beat teen-lingo humor.

(B) "BLOOMIN' BIRD" (2:20) [Dundee BMI—McCormick, Jordan] Kids are offered a new novelty step here.

1-2-3



LOST DREAMS AND LONELY TEARS

DON CORNELL

45-464

FINDERS KEEPERS

b/w

I'VE GOT A SECRET

SHEPHERD SISTERS

45-468

THE GLORY OF LOVE

DEAN BARLOW

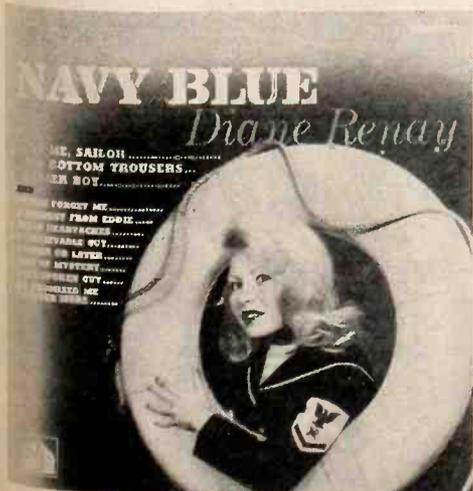
TCF-12

Selling Like The Single!

NAVY BLUE

DIANE RENAY

TFM 3133/TFS 4133



**THE RECORD AND THE
SOUND THAT SWEEP
ENGLAND—NOW AN
AMERICAN SMASH HIT!**



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**THE SOUND
THE
DAVE CLARK FIVE**

THE RECORD

**"GLAD ALL OVER"
5-9656**

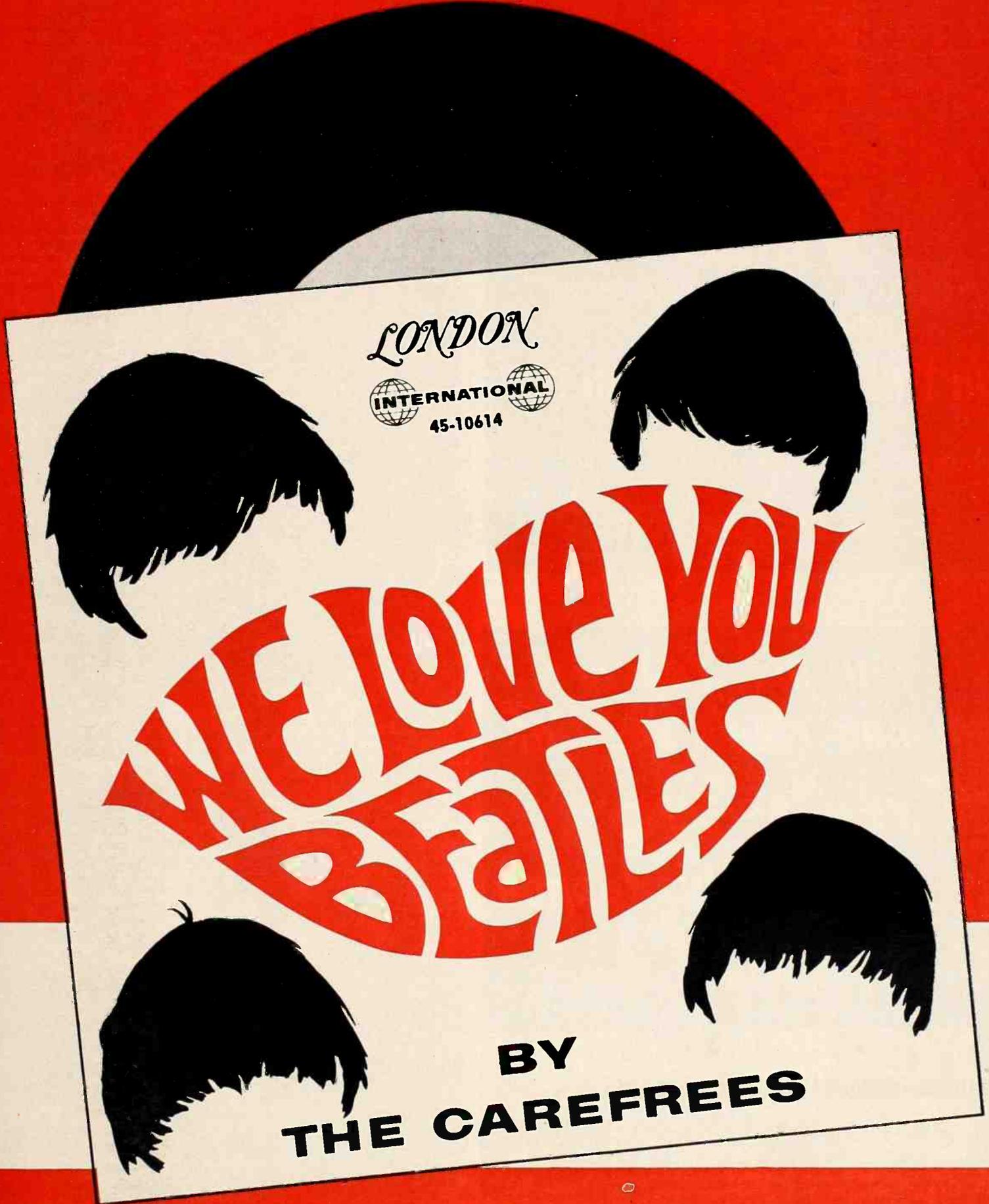


LOOKING AHEAD

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 | SHA LA LA
<i>Shirelles (Scepter 1267)</i> | 26 | MARY JANE
<i>Del Shannon (Amy 897)</i> |
| 2 | SEARCHIN'
<i>Ace Cannon (Hi 2074)</i> | 27 | HOW BLUE CAN YOU GET
<i>B. B. King (ABC Paramount 10527)</i> |
| 3 | WE LOVE YOU BEATLES
<i>Carefrees (London Int'l 10614)</i> | 28 | NEVER LEAVE ME
<i>Stratford (O'Dell 100)</i> |
| 4 | MY BOYFRIEND GOT A
BEATLE HAIRCUT
<i>Donna Lynn (Capitol 5127)</i> | 29 | BILLY OLD BUDDY
<i>Joey Powers (Amy 898)</i> |
| 5 | I'M LEAVING
<i>Johnny Nash (Groove 550030)</i> | 30 | POOREST BOY IN TOWN
<i>Paul Peterson (Colpix 720)</i> |
| 6 | JAILER, BRING ME WATER
<i>Trini Lopez (Reprise 0260)</i> | 31 | TRUE LOVE GOES ON AND ON
<i>Burl Ives (Decca 31571)</i> |
| 7 | ALWAYS IN MY HEART
<i>Los Indios Tabajaras (RCA Victor 8313)</i> | 32 | CHANGING MY LIFE FOR YOU
<i>Z-Debs (Roulette 4544)</i> |
| 8 | CASTLES IN THE SAND
<i>Little Stevie Wonder (Tamla 54090)</i> | 33 | THE BOY WITH THE
BEATLE HAIR
<i>Swans (Cameo 302)</i> |
| 9 | YOU'RE A WONDERFUL ONE
<i>Marvin Gaye (Tamla 54093)</i> | 34 | STOCKHOLM
<i>Lawrence Welk (Dot 16582)</i> |
| 10 | A HEARTBREAK AHEAD
<i>Murmaids (Chattanooga 636)</i> | 35 | OUT OF THIS WORLD
<i>Gino Washington (Wand 147)</i> |
| 11 | SO FAR AWAY
<i>Hank Jacobs (Sue 799)</i> | 36 | HENRY'S INN
<i>Sam Kimble (TOF 728)</i> |
| 12 | MOLLY
<i>Eddy Arnold (RCA 8296)</i> | 37 | HEY, BOBBA NEEDLE
<i>Chubby Checker (Parkway 907)</i> |
| 13 | OUT OF SIGHT, OUT OF MIND
<i>Sunny & Sunliners (Teardrop 3027)</i> | 38 | HEY, BIG BOY
<i>Secrets (Philips 40173)</i> |
| 14 | FOREVER
<i>Pete Drake (Smash 1867)</i> | 39 | CUSTOM MACHINE
<i>Bruce & Terry (Columbia 42956)</i> |
| 15 | I CAN'T MISS NOTHIN'
<i>Ike & Tina Turner (Sonja)</i> | 40 | TALL COOL ONE
<i>Wailers (Golden Crest 532)</i> |
| 16 | THERE'S A MEETIN' HERE
TONIGHT
<i>Joe & Eddie (Crescendo 195)</i> | 41 | LONNIE ON THE MOVE
<i>Lonnie Mack (Fraternity 920)</i> |
| 17 | HE WALKS LIKE A MAN
<i>Jodi Miller (Capitol 5090)</i> | 42 | WHERE DOES LOVE GO
<i>Freddie Scott (Colpix 724)</i> |
| 18 | CURFEW LOVER
<i>Anita Humes & Essex (Roulette 4542)</i> | 43 | SANDY
<i>Johnny Crawford (Del Fi 4229)</i> |
| 19 | WELCOME TO MY WORLD
<i>Jim Reeves (RCA Victor 8289)</i> | 44 | SWEET VIOLETS
<i>Bob Braun (Fraternity 919)</i> |
| 20 | THINK NOTHING ABOUT IT
<i>Gene Chandler (Constellation 112)</i> | 45 | LAZY LADY
<i>Fats Domino (ABC Paramount 10531)</i> |
| 21 | ROBERTA
<i>Barry & Tamerlanes (Valiant 6040)</i> | 46 | PERMANENTLY LONELY
<i>Timi Yuro (Liberty 55665)</i> |
| 22 | PEOPLE/I AM WOMAN
<i>Barbra Streisand (Columbia 42965)</i> | 47 | I'M JUST A NOBODY
<i>Bobby Byrd (Smash 1868)</i> |
| 23 | GEORGIA ON MY MIND
<i>Richard Chamberlain (MGM 13205)</i> | 48 | LITTLE BOXES
<i>Pete Seeger (Columbia 42940)</i> |
| 24 | STRANGE THINGS ARE
HAPPENING
<i>Little Jr. Parker (Duke 371)</i> | 49 | BOOK OF LOVE
<i>Raindrops (Jubilee 5469)</i> |
| 25 | YOU WERE WRONG
<i>Z. Z. Hill (M&H 200)</i> | 50 | ALL YOU HAD TO DO
<i>Chris & Cathy (Monogram 517)</i> |

THE KIDS LOVE  *    



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INTERNATIONAL 
45-10614

**WE LOVE YOU
BRATES**

BY
THE CAREFREES

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\$ \$ \$ \$ \$ (and so will you) \$ \$ \$ \$ \$

"AIN'T NOTHING YOU CAN DO"

CHICAGO
 DETROIT
 ATLANTA
 LOS ANGELES
 NEW ORLEANS
 CLEVELAND
 ST. LOUIS
 SAN FRANCISCO
 MIAMI



ALL OVER — THEY'RE TALKING ABOUT
BOBBY BLAND'S
"AIN'T NOTHING YOU CAN DO"

DUKE 375

GET ON THE \$ \$ WAGON NOW!

DUKE RECORDS, INC.

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PLATTER SPINNER PATER

Promotion-minded WIBG-Philadelphia has a new fun contest called "Wibbage Word Game" which has listeners tuned in sharper for awards of merchandising prizes and cash. Every hour the outlet broadcasts a different "Wibbage Word" while special operators make calls throughout WIBGland asking questions, "Do you know the Wibbage Word?" To listeners responding with the correct word for that hour goes a fabulous merchandise prize, such as a set of golf clubs and bag, a portable typewriter and touch-typing course, a transistor clock-radio, and others including cash.

A major expansion of local news coverage facilities, part of KHJ-Hollywood's stepped-up emphasis on news, was announced last week by Martin S. Fliesler, veep and general manager of the station. The news facilities include three radio news cars equipped with two-way short-wave radios that enable the vehicle to remain in constant contact with the KHJ newsroom while cruising the freeways and by-ways of greater Los Angeles.

The Broadcasting Executives' Club of New England will award two scholarship grants in 1964. The grants are made to graduate students attending accredited New England colleges. Recipients must be New Englanders and be engaged in a communications course. BEC president, John F. Crohan announced that one scholarship will be given in the name of Harold E. Fellows. A second will be named in honor of Nona Kirby, founder of the BEC and recently deceased.

WDGY-Minneapolis personality Paul Bunyan recently made radio history (as far as station officials are aware) by becoming the first announcer to receive a "Beatle" haircut on the air. Bunyan's "Beatle Bob" was administered by a local barber clad in formal attire, top hat, white leather gloves, and equipped with a 500 pound chair. A large crowd of the station's listeners jammed the studios as Bunyan attempted to keep his afternoon show on the air. "The only difficulty I had was that I couldn't announce and be cut at the same time," Bunyan reported. "This made it not only the world's first "Beatle" cut on the air, but probably the longest to give." . . . WDGY radio news has been named one of the eleven recipients of the Associated Press Radio and Television Association's "Cooperative News Awards" for outstanding coverage in 1963.

A Rio Linda, Calif. resident, William E. Haggard, has been adjudged the winner of KRAK-Sacramento's "Mystery Heart Beat" contest. He receives a \$50 savings bond from the station. During the period Feb. 1 through Valentine's Day, the station broadcast the actual heartbeat of Sacramento Union's featured columnist, Kirt MacBride. Clues were given as to the identity of MacBride and each announcement carried a message prepared by the Sacramento County Heart Association. Of the 731 entries received, 40% correctly identified Kirt MacBride. Judging was based on the earliest postmark.

Buddy Deane, heard daily on WITH-Baltimore, recently had a little fun the other evening with the current Beatlemania craze. He told his listeners he wanted to know who was more popular, the Beatles or Elvis Presley and immediately presented on the air what was thereafter known as "The Battle Of The Beatles" with the English group and Elvis Presley pitted in a showdown for the title "The Crown Prince of Rock and Roll." Listeners were to call by "phone" to cast a vote as Buddy alternated

Beatles and Presley records. And ca they did, because when the dust had settled, and it was all over but th shouting, Elvis was in the lead. Th final count was 685 for the Beatle and 743 for Presley. It probably would have gone on and on, but the presiden of the telephone company contacte the station to request that Deane ceas the telephone poll, as he was respon sible for completely tying up all th major exchanges in the city and th phone company equipment could no begin to handle the tremendous influ of calls. Deane called a halt.

The Clark Racers, an all-girl tear comprised of listeners throughout th Tri-State area, scored a resoundin, 7-6 victory recently over a beleaguere and battered team of KDKA-Pitts burgh all-stars. More than 6,50 hearty fans braved freezing tempera tures at Carnegie Tech field to watc the madness. Nonetheless, the Alle gheny County Association for Retard ed Children collected nearly \$1,000 fo the game, including a \$500 contribu tion from Howard Johnson's whic sponsored the hour-long game broad cast. . . . Tiger Troop No. 1 has bee formed—and similar groups will un doubtedly follow—if the lady listenee to Bob Tracey on KDKA have thei way. Inspired by the deejay's dai greeting, "Hi Tiger," suburban anc city homemakers have banded to gether in clubs which have been give the name Tiger Troops. While the groups are principally social, they ex pect to collect funds on behalf o Tracey for the Children's Hospita fund and collect other worthwhile projects. Already dozens of womee throughout KDKA's coverage area have joined the group and proudly di play membership cards with a shee ish tiger as their club symbol.

WCOP-Boston has been presentec a citation by the United Fund of Greater Boston. The citation exp ressed the grateful tribute to the staff of the station for outstanding public service in the support of the United Fund appeal.

The eight week search for the KEX Portland "Miss Nightside" girl has just been concluded with the selectio of attractive Portlander Judith Ann Ranslam. "Miss Nightside" will provide KEX's evening host Steve Davi with news and entertainment featur: within the Metropolitan Portland area. She will also be on hand for theatrica presentations, the new cats in the after dark entertainment circuit, the latest motion picture productions, con certs, etc.

CKY-Winnipeg has a new inventiv listener contest going these days tabbed "Sickly Singer." Every stati deejay has made a record and they'l be featured on a rotating basis at the rate of one an hour for two weeks. Listeners will be asked to vote for the man who's least likely to succeed as a pop singer. The winning (?) jockey picks one person from among those who voted for him and awards that person a similar contract and \$100 in cash.

What are the motivating forces, the tenets and goals of the world ideology which is known as Communism? The answers to this extremely important question will be provided by a series of thirty half-hour programs which will debut shortly on WJZ-TV-Balti-more.

VITAL STATISTICS:

Bill Roberts given the green light as record librarian of KDKA-Pitts-burgh. Kenneth T. MacDonald is the new assistant general manager of WJZ-TV-Baltimore . . . Dave Parker is now associated with WJAS-Pitts-burgh as a reporter-editor . . .

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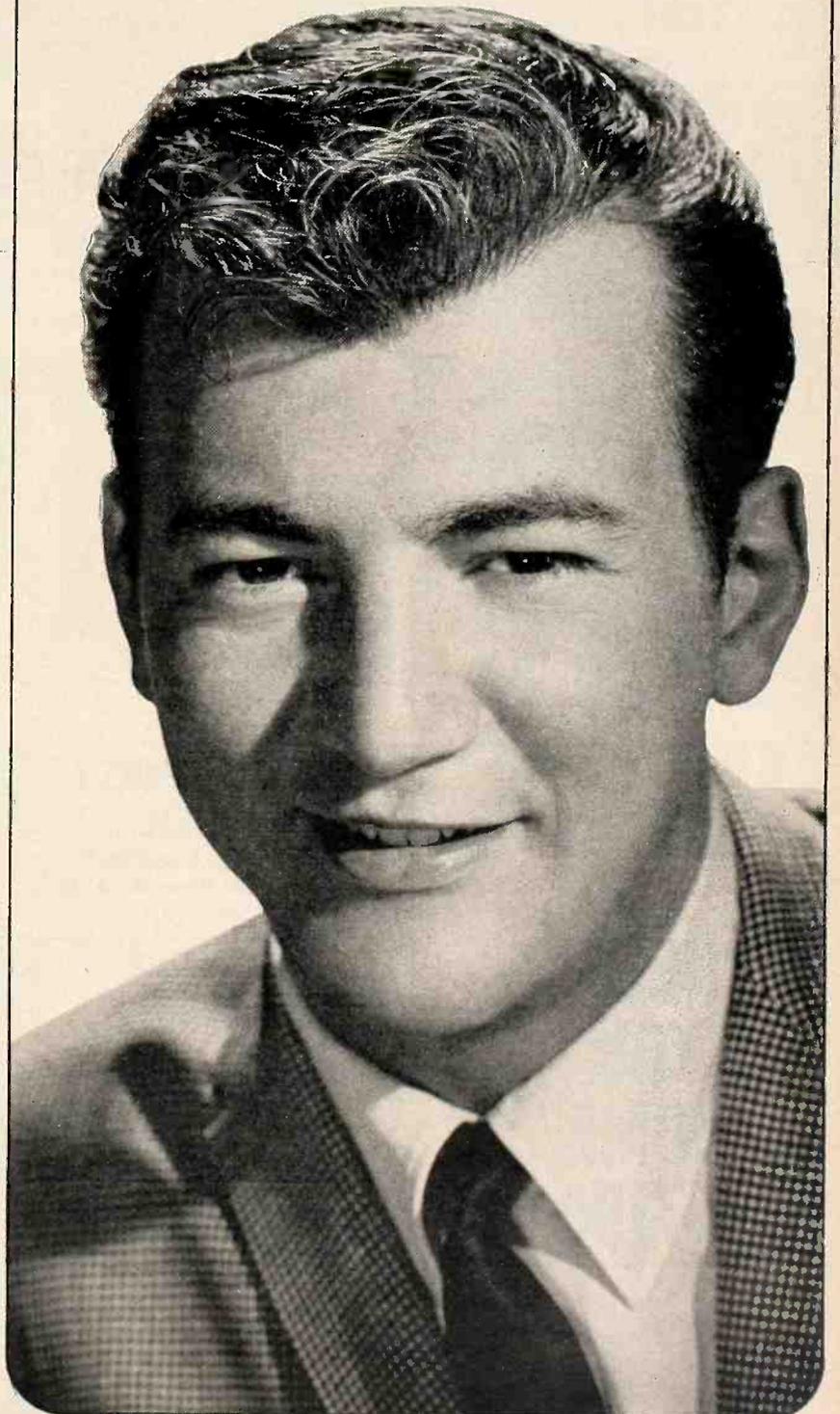
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- I AM A
- DEALER
- ONE STOP
- DISTRIB.
- RACK JOBBER
- COIN FIRM
- OTHER

**Another smash single
Bobby Darin-style**

***I Wonder Who's
Kissing Her Now
b/w As Long As
I'm Singing #5126***



**IT'S
NEW!**

**IT'S
PLAYABLE!**

**IT'S
SALABLE!**

**IT'S
TED
TAYLOR**



**"SO
HARD"**

**c/w
"NEED
YOU
HOME"
4-7190**

OKeh

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North Of The Border



MONTREAL—While playing an engagement in Montreal, Capitol's Al Martino was feted at a cocktail party thrown by Capitol Records of Canada. In the above pic Martino (second from left) looks over the position of his current hit single "I Love You More And More Every Day" in Cash Box. Also beaming happily at the chart action are (left to right) Dick Riendeau, the label's Montreal branch manager, Paul White, national ad manager, and John Murphy, CB's Canadian rep.

**BLUE NOTE
HAS THE HOTTEST
Jazz Singles**

NEW FOR MARCH

**STANLEY TURRENTINE
NEVER LET ME GO /
MAJOR'S MINOR**

BLUE NOTE 45X1894
From His New Album BLP 4129
"NEVER LET ME GO"

**THE THREE SOUNDS
THE
NEARNESS OF YOU /
ONE FOR RENEE**

BLUE NOTE 45X1898
From Their New Album BLP 4120
"IT JUST GOT TO BE"

GOING STRONG

**HAROLD VICK
OUR MISS BROOKS /
VICKSVILLE**

BLUE NOTE 45X1897
From His New Album BLP 4138
"STEPPIN' OUT"

**FREDDIE ROACH
PARTY TIME /
NADA BOSSA**

BLUE NOTE 45X1892
From His Hit Album BLP 4128
"MO' GREENS PLEASE"

**JIMMY SMITH
CAN HEAT**
BLUE NOTE 45X1905

D.J.'s: Write for Free Samples

BLUE NOTE

43 W 61st St. New York 23, N. Y.



**JUKE BOX OPS'
RECORD GUIDE**

ACTIVE with OPS

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

**LAZY LADY/I DON'T WANT TO SET
THE WORLD ON FIRE**
Fats Domino (ABC-Paramount 10531)

MARY JANE
Del Shannon (Amy 897)

HERE'S A HEART
Diplomats (Arock 1004)

HE REALLY LOVES ME
Debbie Rollins (Ascot 2148)

HAREM
Acker Bilk (Atco 6282)

I'M IN LOVE
Fourmost (Atco 6285)

CAN HEAT/MATILDA, MATILDA
Jimmy Smith (Blue Note 1905)

I'M TRAVELIN' ON
Jackie Wilson (Brunswick 55260)

THE BOY WITH THE BEATLE HAIR
Swans (Cameo 302)

**MY BOYFRIEND GOT A BEATLE
HAIRCUT**
Donna Lynn (Capitol 5127)

A HEARTBREAK AHEAD
Mermaids (Chattahoochee 636)

STAY WITH ME
Nick Noble (Chess 1879)

I ADORE YOU
Patti Page (Columbia 42963)

I'M A WOMAN
Barbra Streisand (Columbia 42965)

**MY HOME TOWN/A ROOM WITHOUT
A WINDOW**
Steve Lawrence (Columbia 42952)

WHO'S BEEN SLEEPING IN MY BED
Linda Scott (Congress 204)

THINK NOTHING ABOUT IT
Gene Chandler (Constellation 112)

WHY YOUNG MEN GO WILD
Miss La Vell (Duke 372)

STRANGE THINGS ARE HAPPENING
Little Jr. Parker (Duke 371)

THE LA-DEE-DA SONG
Village Stompers (Epic 9655)

SWEET VIOLETS
Bob Braun (Fraternity 919)

LONNIE ON THE MOVE
Lonnie Mack (Fraternity 920)

I'M LEAVING
Johnny Nash (Groove 0030)

SEARCHIN'
Ace Cannon (Hi 2074)

IT AIN'T NO USE
Lou Johnson (Hilltop 551)

BOOK OF LOVE
Raindrops (Jubilee 5469)

PLEASE, PLEASE, PLEASE
James Brown (King 5853)

DIANE
Batchelors (London 9639)

WE LOVE YOU BEATLES
Carefrees (London 10614)

PERMANENTLY LONELY
Timi Yuro (Liberty 55665)

HEY BOY
Paul London (Limelight 3015)

TELL OLD BILL
Chad Mitchell Trio (Mercury 72234)

**GEORGIA ON MY MIND/
STELLA BY STARLIGHT**
Richard Chamberlain (MGM 13205)

NEVER LEAVE ME
Stratfords (O'Dell 100)

HEY, BOBBA NEEDLE
Chubby Checker (Parkway 907)

BE MY GIRL
Dovells (Parkway 901)

**FROM ROCKING HORSE TO
ROCKING CHAIR**
Paul Anka (RCA Victor 8311)

**JAILER, BRING ME WATER/
YOU CAN'T SAY GOODBYE**
Trini Lopez (Reprise 0260)

STAY WITH ME
Frank Sinatra (Reprise 20249)

CURFEW LOVER
Anita Humes & Essex (Roulette 4542)

CHANGING MY LIFE FOR YOU
Z-Debs (Roulette 4544)

SHA-LA-LA
Shirelles (Scepter 1267)

FOREVER
Pete Drake (Smash 1867)

YOU'RE A WONDERFUL ONE
Marvin Gaye (Tamla 54093)

LET THEM TALK
Run-A-Rounds (Tarheel 065)

OUT OF SIGHT—OUT OF MIND
Sunny & Sunliners (Tear Drop 3027)

HENRY'S INN (PART 1)
Sam Kimble (T.O.F. 728)

MONDO CANE #2
Kai Windling (Verve 10313)

COME TO ME
Otis Redding (Volt 116)

OUT OF THIS WORLD
Gino Washington (Wand 147)

HELLO YOUNG LOVERS
Jimmy Durante (Warner Bros. 5410)

NEW ADDITIONS to TOP 100

62—**THINK**
Brenda Lee (Decca 31599)

64—**TWIST AND SHOUT**
Beatles (Tollie 9001)

66—**HIPPY HIPPI SHAKE**
Swinging Blue Jeans (Imperial 66021)

72—**NEW GIRL IN SCHOOL**
Jan & Dean (Liberty 55672)

73—**TELL IT ON THE MOUNTAIN**
Peter, Paul & Mary (Warner Bros. 5418)

77—**AIN'T NOTHING YOU CAN DO**
Bobby Bland (Duke 375)

78—**I'M YOUR HOOCHIE COOCHE
MAN**
Dion Di Muci (Columbia 42977)

79—**MONEY**
Kingsmen (Wand 150)

80—**DEAD MAN'S CURVE**
Jan & Dean (Liberty 55672)

82—**IT HURTS ME**
Elvis Presley (RCA 8307)

88—**HAND IT OVER**
Chuck Jackson (Wand 149)

89—**FROM ME TO YOU**
Beatles (VeeJay 522)

91—**HEY JEAN, HEY DEAN**
Dean & Jean (Rust 5075)

92—**TO EACH HIS OWN**
Tymes (Parkway 908)

93—**OUR EVERLASTING LOVE**
Ruby & Romantics (Kapp 578)

94—**LOOK HOMEWARD ANGEL**
Monarchs (Sound Stage 7-2516)

97—**T'AIN'T NOTHING TO ME**
Coasters (Atco 6287)

98—**WHITE ON WHITE**
Danny Williams (United Artists 685)

99—**WHO'S GOING TO TAKE CARE
OF ME**
Justine Washington (Sue 797)

100—**THE MAN IN YOU**
Miracles (Tamla 54092)

AIMED at OPS

**KIDDIO/THINK TWICE—Brook Benton—Mercury C-30119
HAND CLAPPIN'/JUMBO—Arthur Prysock—Mercury C-30117
BREAKING UP IS HARD TO DO/MY NEED FOR LOVE—Jivin' Gene—
Mercury C-30118
CANDY HEARTS/FAMILY BIBLE—George Jones—Mercury C-30120**

**CHUBBY HAS ANOTHER
2-SIDED SMASH!**

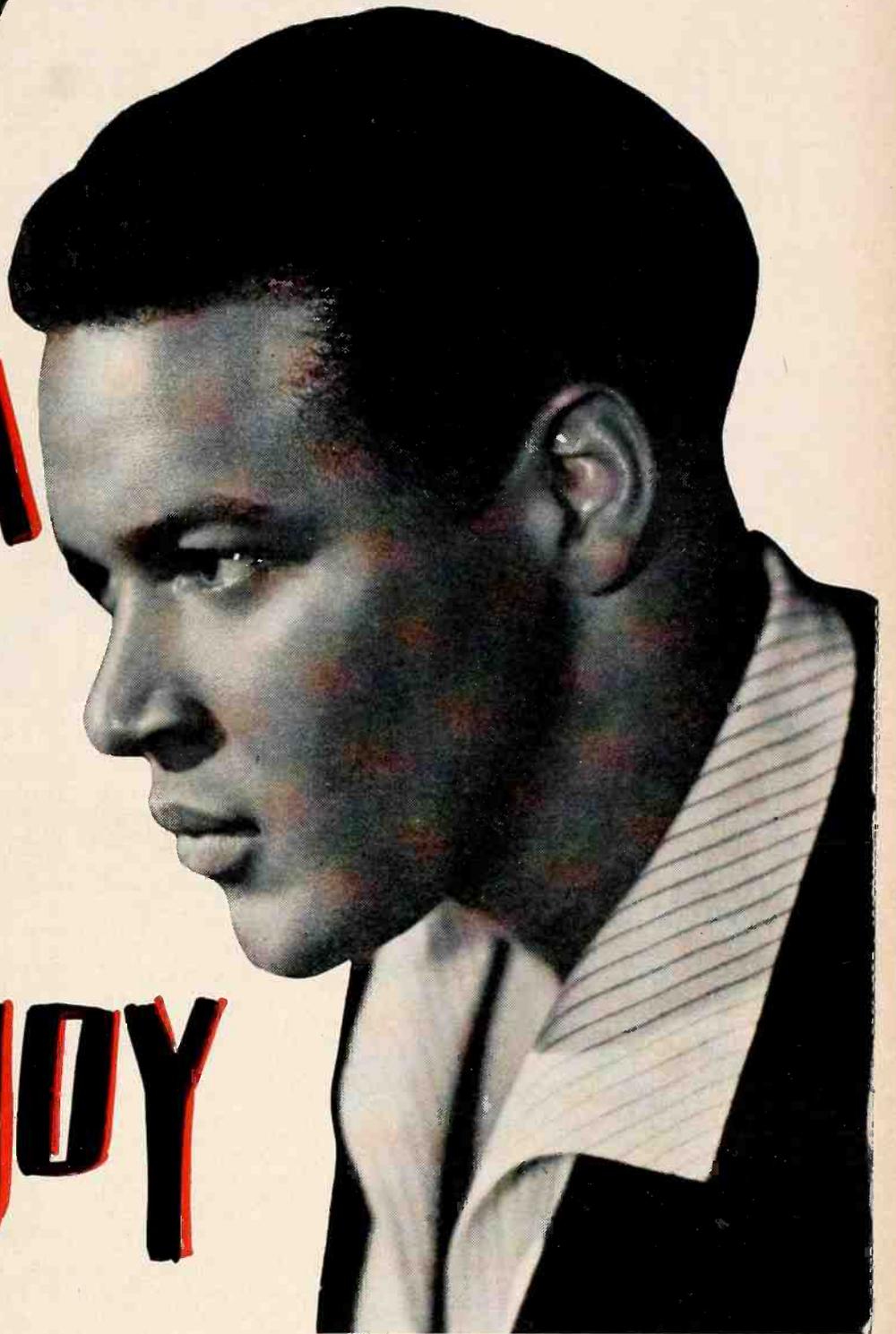
**HEY, BOBBA
NEEDLE**

B/W

SPREAD JOY

P908

CHUBBY CHECKER



THE BIG ONES ARE ON CAMEO/PARKWAY



Cash Box RECORD RAMBLINGS

A MAJOR TRIUMPH!

A GREAT NEW LP!

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OKA STEREO

THE BEST OF MAJOR LANCE

OKM 12106/OKS 14106

OKeh

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NEW YORK:

Si Zentner, appearing at Basin Street East until Mar. 7, has been tapped for a guest spot on the Garry Moore CBS-TV'er. The bandsman will do a big production number. . . . Joe Bushkin's Town Hall concert this month (20) will be recorded by Reprise Records. The Jose Ferrer-produced concert will feature the pianist on jazz classics and some new Bushkin compositions. . . . Teri Thornton soon out with two new sides for Columbia tagged "Cold Cold Heart" and "You Don't Know." . . . Tony Bennett cut some new ones for Columbia 48 hours after his sellout Carnegie Concert. . . . Mercury's The Smothers Brothers turned away more than 2,000 anxious fans at their re-



SI ZENTNER



ETHEL ENNIS



NORM CROSBY



ANGELA MARTIN

cent Stillwater, Oklahoma concert which was attended by 7,500. . . . Norm Crosby, nitery comic and Boston Records artist, has been tapped for guest appearances on the Garry Moore and Jimmy Dean TV'ers. . . . Bill Cosby set to appear on "That Was The Week That Was" on Feb. 28 and on Mar. 6. . . . RCA Victor's newest singing find, Ethel Ennis, opened last week at the Off-Broadway Club in San Francisco. Her debut LP for the label is, "This Is Ethel Ennis." . . . Columbia artists The Clancy Brothers and Tommy Makem bow their 5th LP this week (2) with a set called, "The First Hurrah," a collection of Irish folk songs. . . . Johnny Tillotson headlining a series of one-niters in Chattanooga, Clarksville, Jackson, Nashville, Little Rock, Tulsa and Oklahoma City. . . . Singing maestro Norm Ladd, who alternates at Roseland with Ramon Argueso, will have a new LP on the Meric label tagged, "Dancing On The Ceiling." . . . Tony Monaco has been pacted by Stan Wagner to choreograph a new act for the Ventures who made their flick debut in the "Wild, Wild Party" for Jack Warner Jr. . . . Wade Holmes has waxed "My Ladder Of Dreams" and "Actions Speak Louder Than Words" for Henry J. Sommers' Songs By Sommers label. . . . Congratulations to songster Bobby Darin for an Academy Award nomination for his performance in Captain Newman, M.D. . . . Bernard Gurtman, PR rep, sez the initial reports are first-rate for "The Record Way To Stop Smoking" by hypnotist Joseph Lampl on the Living Record Library label. . . . Spoke to lark Kathy Keegan last week who's much enthused about her first single for Don Costa Productions. Kathy's also prepping an LP to be cut in the near future.

Singer-ventriloquist Angela Martin will do a switch and become a dummy—or that is a paper doll. The lark will be a paper doll for the 1964 Technical Association of Paper and Industries Convention at the New York Hilton. Angela and her two puppets, Tiny and Suzy, will do an eight minute stint every forty-five minutes at the meet. She was recently seen on the Clay Cole and Joe Franklin TV'ers. . . . Our apologies to the Chordials for misspelling their name in a recent issue of CB. They have a new deck titled, "Tug Of War." . . .

We spent a very pleasant few hours with Henry Mancini last week who

stopped briefly in New York on his way to England to begin work on a score for the new Peter Sellers film, "Shot In The Dark." Hank just garnered his 4th Academy Award nomination-for "Charade." . . . Eydie Gorme is currently cutting a new album for Columbia with vocal and instrumental accompaniment by the Trio Los Panchos. Eydie will sing in Spanish and English on the disk. . . . Oscar Brand, with folksters The Clancy Brothers and Tommy Makem, will do a St. Patty's day tribute via NBC's "Sunday" TV show on Mar. 15. . . . Bobby Breen, out with a Motown entry dubbed, "Better Late Than Never," has been tapped for a return engagement at the Latin Quarter this coming Fall. . . . Singer Scott English, currently riding the charts with his

Spokane dinking of "High On A Hill," traveled to Hartford for the annual Bertha Porter Thank You show and then to Boston for a round of visits with Bob Levenson. . . . Mimi Weber, George Maharis' personal manager, has signed Tina Robin to a management pact. . . . Freedomland has launched a search for Miss Freedomland 1964 who will be the fun center's official hostess for the entire season beginning May 16. . . . Begun artists Jody Berry brings his revue into the VIP-Madison this month. . . . ABC-Paramount's Martin Walker into the Ankara Club in Pittsburgh on Mr. 8. . . . Ronnie Gilbert, who sang with the Weavers when they began 15 years ago, is doing a solo at the Bitter End. . . . Songstress Rita Dimitri headlines at La Chansonnette beginning this week (2). The lark, who appeared in Can-Can, will perform in eight languages. . . . Singer Guy Pastor, Capitol Records artist, has pacted with Gene LaBrie for personal management.

Disk Doings: Ray Meinberg breezed in from Miami last week much excited about a new deck tagged "The Beatle Squash" (Bee) by Sonny's Elephants. It's a way out thing featuring live elephants. It's distributed by Independent Record Producers in Miami. . . . Pianist Artie Lee holding forth at the Chateau Gay in Flushing. Artie's got a single called "Shadago" on the Fargo label. . . . The Soul Sisters, currently riding with "I Can't Stand It" (Sue), have planned to L.A. for the Steve Allen Show. . . . Phil at the Blue Note Record Shop here sez there's no let-up to the Beatle-mania. . . . One of the busiest promo guys around town these days is Roy Batachio of Capitol—what with the Beatles capturing all the chart honors with their many releases. Roy told us that Nancy Wilson will be in town Mar. 6 thru the 12th at the Apollo Theater. Nancy's newest, "Don't Rain On My Parade," from the Streisand Show "Funny Girl" (Capitol will cut the original caster), is getting plenty of airplay and could make a strong singles showing for the lark. . . . Freddie Van predicts big things for a deck tagged, "I Wish" by a lad named Eric (Production Records). . . . Bill Darnel of Herald-Ember-Comet reports breakout action in several areas of "Never Leave Me" by the Stratfords (O'Dell) and "Heart Of A Woman" by Johnny Foster (Capa). . . . Morty Wax sez Stanley Applebaum and Gerald Deitz are

pleased with the publication of two new ones by Music Music Inc. —"An American Heritage" and "The Headless Horseman." . . . Had a pleasant hour with London's Jack Welfeld last week who was flipping over the initial response to "We Love You Beatles" by the Carefrees on London International. Label execs also very excited about Caterina Valente's Persian Room opening on the 25th. Caterina's latest is "Songs I Sing On The Perry Como Show." . . . Regina promo rep Mike Kelly dropped by with "The Beatle Dance" by the Saxtons, which he predicts will catch on quickly. . . . UA's Lloyd Leipzig sends along word that chart status appears imminent for three new LP's: "One More Time" by the Highwaymen, "Fifty Fabulous Guitar Favorites" by

Al Caiola, and "Fifty Fabulous Piano Favorites" by Ferrante & Teicher. . . . Sid Frey, prexy of Audio Fidelity, expecting great things from "Ride The Train" by Harrison Jones.

Tony Richland sez Jack Jones' "Love With The Proper Stranger" should be as big as "Call Me Irresponsible," which has just been nominated for an Oscar. . . . MGM-Verve's Mickey Wallach paid a visit to CB last week to tell us of the growing strength for Chris Crosby's "Young & In Love," Connie Francis' "Blue Winter," and Kai Winding's "Mondo Cane #2." In the album area, Basie's "Hits of the 50's and 60's" look like a winner. . . . Jubilee A&R exec Mickey Eichner happy over the growing response to "Only Seventeen" by the Beatle-Ettes (Jubilee). "Let Me Tell You Baby" by Susan Raffey (Jubilee) and "Book Of Love" by the Raindrops.

Hank Williams Jr. will appear on the Mar. 5 Jimmy Dean Show to sing his current chart-rider on MGM, "Long Gone Lonesome Blues." . . . Bill Haley, who just finished three weeks in Mexico City, cut an LP in Spanish there for Orpheon Records. Bill's currently holding forth at the Flamingo Club in Newport, Ky., before going on to five weeks in Canada and a p.a. trip to Munich and Hamburg, Germany in May. . . . Lenny Lewis and Howie Stark of the Jet distrib in Gotham have been appointed by Joe Carlton to handle the Carlton line. The first deck to be handled by Jet is "The Ballad Of Cassius Clay" by the Alcovos.

CHICAGO:

A London-International single tagged "We Love You Beatles" rendered by The Carefrees has taken this town by storm, according to a report from Morry Goldman of James H. Martin Dist. Morry's had to re-order several times since the item's initial play on WLS a few days ago, and he spelled out the fact that the deck achieved his status here within a 24 hour period! . . . Jack White of Summit Dist. announced the appointment of vet promo man Charles "Deek" Adkins to handle the distrib's r&b line in this area. Post was formerly held by Carl Proctor who moved to Vee-Jay. . . . Rube Lawrence tells us the

(Continued on page 26)

NOT EVERY NEW
RECORD COMPANY
CAN START WITH



A MILLION SELLER
AS HAS.



WE AREN'T DELUDING OURSELVES
THAT EVERY RECORD TOLLIE PUTS
OUT WILL SELL A MILLION...
**HOWEVER WE EXPECT TO GET
MORE THAN OUR SHARE.**

FOR EXAMPLE WE THINK THAT
OUR NEXT RELEASES OF

T-9002

ALL MY LOVING
BY THE DOWLANDS

&

T-9003

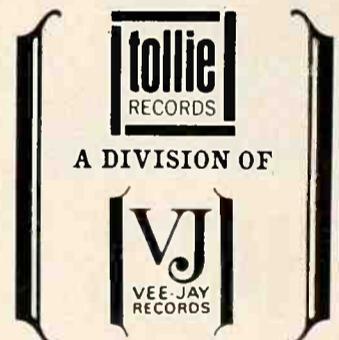
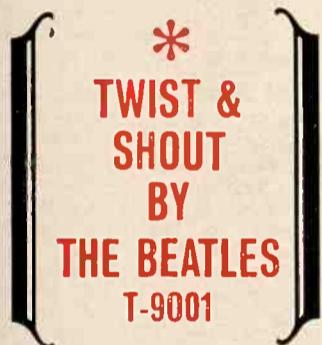
BACKFIELD IN MOTION
B/W

BAD MOTORCYCLE
BY THE ANGELOS

MAY NOT SELL A MILLION
BUT IT WILL SELL A LOT
OF RECORDS AND MAKE
US ALL A LOT OF MONEY.

OUR BIG BROTHER (YOU KNOW
THAT LABEL THAT SAYS IT IS
ONLY #9 IN SALES - VEE JAY) CON-
SIDERS US RATHER BRASH FOR A
YOUNG PUNK THAT IS PROBABLY
#799 IN SALES AT THIS MOMENT.

**WATCH US GROW... OUR
FIRST THREE RELEASES
ARE ALREADY GONE.**



**IT'S
NEW!**

**IT'S
PLAYABLE!**

**IT'S
SALABLE!**

**IT'S
WALTER
JACKSON**



**"THAT'S
WHAT
MAMA
SAY"
4-7189**

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Cash Box RECORD RAMBLINGS

(Continued from page 24)

Fiesta line is proving to be a very strong addition to the Record Dist. roster. Exceptional action is noted on the "I Remember Munich" package. . . . Tommy Wills, who's been held over at Club Laurel for an additional three weeks, dropped by with a copy of his new Gregory waxing "Tommy's Dream." . . . Our condolences to Carl Angott, of Angott Dist. in Detroit, on the death of his wife, Mabel. . . . Irv Brusso made the local promo scene with RCA-Victor newies "Naomi" by Floyd Cramer, "The Hurt" by The Escorts and "What Kind Of Bird Is That" by Hank Cochran. . . . A note from Morty Wax advisin' that Breakfast Club vocal group The Arbors performed the new American Heart Assn. theme "The Loving Heart" on a recent segment of the show. Tune's publisher Music Music Music is do-

Promo man Bill Hullinger is going all out for it. . . . Miriam Makeba and Oscar Brown Jr. performed their first joint concert at Arie Crown Theater 2/29. . . . Decca's Frank Scardino expected—and received—the usual jock reaction to Brenda Lee's latest pairing "Think" b/w "The Waiting Game." Also in line for two-sided action is songster Jay, who's getting plenty on the flip side, "I Rise, I Fall," of his Coral bow "How Sweet It Is." Frank urges us to watch Ruth Brown's first offering on Decca titled "Yes Sir, That's My Baby." . . . Bud Moore, topper of Valli Records in South Bend, Ind., advised that he recently released a single by newcomer Kenny Carlton coupling "You're Sixteen" with "O Tell Me." . . . Bert Loob of Apollo Record Dist. reports a tremendous breakout in this area on Johnny Lytle's "Village Caller" (Riverside). Deck's reportedly

first Challenge cut, "It's Wonderful Being Young." The major movie studios are eyeing the lad. . . . George Duning has completed recording his score for the pilot of "The Law maker," Bing Crosby production starring Richard Crenna. . . . Eddie Kiskack in town for major promotion on "The Swim," new dance craze on Domain Records. . . . The Irwin Zucker Firm has been retained to handle record promotion for Carol Lawrence, currently at the Coconut Grove. . . . Jimmie Haskell pre-scored a Joanie Sommers session for the picture "The Lively Set" at U.I. Songs were written by Bobby Darin. . . . Dick Shawn, star of the Thunderbird's "Anything Goes," busy promoting his newest album, "Dick Shawn and His Little Friends" released by 20th Fox. Adam Scott is recording a folk lore album for Cavalier Records. . . . Bit Records is blasting off with a timely



NORM LADD



BARBRA STREISAND



HARRISON JONES



ERIC

nating all royalties from the song to the AHA. . . . Here's word from Bobby Garmisa (Garmisa Dist.) that Fats Domino's "I Don't Want To Set The World On Fire" (ABC) is starting to sizzle here; and instrumental "Bluesette" by Toots Thielemans (ABC) is enjoying a sales revival sparked by spins during Rambler's NBC-TV commercials! . . . Jazz star Roland Kirk is the current attraction at McKies Lounge. . . . Tony Gideon of The Daylighters was up for a CB visit last week. Group's current single is "Oh Mom (Teach Me How To Uncle Willie)" on Tip Top. . . . Bill Casady buzzed about a pair of potent new singles from the Warner Bros.-Reprise stable. Sides are "I Can't Dance" by Allen Sherman and "The Big Bus" by Jimmy Bowen. . . . Larry Leverett arranged a full p.a. schedule for drummer Louis Bellson who opened in the Celebrity Lounge 2/24. . . . Erwin Barg spotlights the Peter Nero (RCA) and Mel Torme (Atlantic) versions of flicker theme "Sunday In New York;" "Diane" by The Bachelors (London), "Young And In Love" by Chris Crosby (MGM) and Moon" by Ray Coniff (Columbia). . . . Herman Clebanoff was in town 2/28-29 for appearances in suburban Wilmette-Mercury's John Wenzlaff, toutting Johnny Mathis' "Tender Is The Night" (LP) and "Bye Bye Barbara" (single), is brushin' up on his French to work the flip side of Lesley Gore's "You Don't Own Me," titled "Je N'ose Pas." . . . Louis Armstrong and his all-stars will be here 3/14 for a one-nighter at McCormick Place's Arie Crown Theater. Satchmo's currently riding the national charts with his Kapp reading of "Dolly." . . . Liberty dynamo Harvey Goldstein has some new singles to shout about, namely, "Dead Man's Curve" by Jan & Dean, "Oh Boy" by Jackie DeShannon, "You're Nobody Till Somebody Loves You" by Lloyd Price (Double L) and "Yeah Yeah" by The Bedbugs! . . . Daddy-O-Daylie has lined up Gloria Lynne, Jimmy Smith, Leo Gooden and Oliver Nelson for a performance at McCormick Place 3/20. . . . Barney Fields info's that Dot follow-ups "Crying For Laura" by Dale Ward, "Ain't Gonna Tell Nobody" by Jimmy Gilmer and "Winter's Here" by Robin Ward are shaping up beautifully here. . . . A new one to watch at B&W Dist. is "When You Get Tired Of Me" by Geraldine Jones (Sta-Set).

gained considerable ground this past week. Hopes are high at Apollo for newie "Please Send Me Someone To Love" by Jimmy Beaumont (Gallant).

HOLLYWOOD:

Singer Jack Jones in town and set up for a string of TV appearances, including Ed Sullivan, Bob Hope, and Jack Parr shows. . . . RCA-Victor executives George Marek and George Parkhill in town for confabs at Victor's West Coast headquarters. . . . Liberty's Don Blocker and wife, Shirley proud parents of a new baby girl, Dana Ann. . . . Pretty Diane Renay hitting the charts with "Navy Blue" in town for a few days and making the rounds with Mike Sheperd. . . . Dick Clark, permanently settled on the Coast hosts a party this Friday night at the Grenadier for local record biz friends. . . . Jimmy Darren, starring in the Universal picture, "The Lively Set," will record the title song for Colpix Records. Tune was penned by Bobby Darin. . . . Hypnotist Pat Collins, currently at Sunset Strip's Interlude will record her nitery theme song, "Hypnotized." . . . Dolton recording star, Vic Dana, has been set to entertain at the Hollywood Foreign Press Association's Golden Globe Awards banquet Mar. 10. He'll warble his smash version of "More." . . . KMPC's Ira Cook and Pete King are collaborating on a tune titled after Cook's sign-off saying, "Have A Happy Day" to be used as theme for his Armed Forces Radio Show. . . . Veejay Records hosted a cocktail party at Martonis Friday night to mark their move to their new West Coast headquarters. . . . Publisher-writer Buddy Kaye in town on business for his Kingsley and Key West Publishing firms and Kessler Management. . . . Glenn Yarbrough, former member of The Limelighters out with his first album as a single, "Time To Move On." . . . George Martin of EMI in town from London, huddling with Capitol's Voyle Gilmore on The Beatles next single release. . . . Bob and Earl out with their newest for Marc Records, "Puppet On A String" which looks like another hit for duo. . . . Star of Bonanza, Lorne Greene, recording "An Ol' Tin Cup" for RCA. . . . LeRoy Van Dyke, Mercury recording artist, has been signed by Richard Lewine to guest star on ABC-TV's "Hootenanny Show." . . . Don Brandon denting California charts with his

novelty single by the Jesse James Singers, "Income Tax Evasion." . . . Actor-singer, John Conte playing to packed houses at Ye Little Club, Beverly Hills, is hubby of Chattahoochee Records prexy, Ruth Conte. . . . The Wagner Co., publisher of the Living American Stories as told in full color, three dimensional illustrations with a compact, LP record narrated by Ronald Reagan, was awarded the George Washington Medal by the Freedoms Foundation. . . . Norman Rosemont discovery, Mark Thatcher, 21, is climbing charts with his Columbia release "One Solid 24 Carat Reason."

HERE AND THERE:

PHILADELPHIA—Matty "The Humdinger" Singer over at David Rosen reports top sales activity on the new Ray Charles singles, "Baby Don't You Cry" and "My Heart Cries For You," as well as the singer's new LP, "Sweet And Sour Tears." According to Matty one of the greatest and most cooperative men in the disk business is Enoch Light who visited with Matty for two days for a round of radio and TV interviews. Matty sez the local spinners have taken to Enoch's new 35/mm issue, "Rome," like a duck to water. . . . From Cameo-Parkway's Rhett Schwartz comes word that the label is clicking with three potential blockbusters with "Hey Bobba Needle" by Chubby Checker, "To Each His Own" by The Tymes, and "Yeh, Yeh, We Love 'Em All" by Little Cheryl. Red also informed us the firm hosted a deejay party for Carol Lawrence recently after her Coconut Grove opening in L.A. Her debut LP, "An Evening With Carol Lawrence," is picking up both in sales and airplay, according to "Rhett." . . . Columbia's local promo manager Ted Kellem info's that his sizzlers for the week are "People" by Barbra Streisand, "Understand Your Man" by Johnny Cash, "Girl From Spanish Town" by Marty Robbins, along with the new LP issues from Tony Bennett, Barbra Streisand and Jerry Vale.

BALTIMORE—Dave Carrico notes from Mangold that the hot platters in the Balto-Wash area are "Girls Grow Up Faster Than Boys" by the Cookies (Dimension), "Here Comes the Boy" by Tracey Dey (Amy), "It Ain't No Use" by Lou Johnson (Hilltop), and "A Week In The Country" by Ernest Ashworth on Hickory.

“!!”

**US VEE JAY PEOPLE
WOULD RATHER FIGHT
THAN ADMIT WE ARE
ONLY #9 IN SALES...**

**...we're trying awfully hard
to do better.**

**...SOME OF OUR CHAMPS
AND TOP CONTENDERS**

JERRY BUTLER

VJ-588 GIVING UP ON LOVE

★

BETTY EVERETT

VJ-585 THE SHOOP SHOOP SONG
(IT'S IN HIS KISS)

★

WADE FLEMONS

VJ-578 WATCH OVER HER

★

THE BEATLES

VJ-581 PLEASE, PLEASE ME

VJLP-1062 INTRODUCING THE BEATLES

VJLP-1085 THE BEATLES & IFIELD

★

THE FOUR SEASONS

VJ-582 STAY

★



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TOP 100 Albums



TOP 50 STEREO

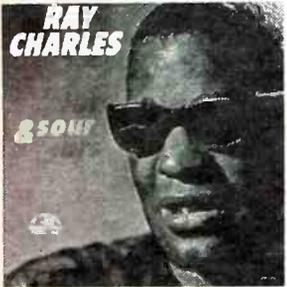
MONAURAL

MARCH 7, 1964

Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label
1	1	MEET THE BEATLES	Capital T 2047	1	1	MEET THE BEATLES	Capital T 2047	1	1	MEET THE BEATLES	Capital T 2047
2	3	INTRODUCING THE BEATLES	Vee Jay LP 1062	3	3	HONEY IN THE HORN	RCA Victor LPM 2733	2	2	HONEY IN THE HORN	RCA Victor LPM 2733
3	2	HONEY IN THE HORN	Al Hirt (RCA Victor LPM 2733)	2	2	CHARADE	Henry Mancini (RCA LSP 2755)	3	3	CHARADE	Henry Mancini (RCA LSP 2755)
4	4	IN THE WIND	Peter, Paul & Mary (Warner Bros. WB 1507)	4	4	IN THE WIND	Peter, Paul & Mary (Warner Bros. WB 1507)	4	4	IN THE WIND	Peter, Paul & Mary (Warner Bros. WB 1507)
5	5	CHARADE	Henry Mancini (RCA Victor LPM 2755)	5	5	WEST SIDE STORY	Filmtrack (Columbia OL 5670)	5	7	WEST SIDE STORY	Filmtrack (Columbia OL 5670)
6	7	WEST SIDE STORY	Filmtrack (Columbia OL 5670)	7	7	HELLO DOLLY	Broadway Cast (RCA Victor LCO 1087)	6	11	HELLO DOLLY	Broadway Cast (RCA Victor LCO 1087)
7	8	TENDER IS THE NIGHT	Johnny Mathis (Mercury MG 20890)	8	8	TALK BACK TREMBLING LIPS	Johnny Tillotson (MGM E 4188)	7	9	TALK BACK TREMBLING LIPS	Johnny Tillotson (MGM E 4188)
8	10	THE WONDERFUL WORLD OF ANDY WILLIAMS	Columbia CL 2137	10	10	DAYS OF WINE AND ROSES	Andy Williams (Columbia CL 2015)	8	8	THE WONDERFUL WORLD OF ANDY WILLIAMS	Columbia CL 2137
9	20	HELLO DOLLY	Broadway Cast (RCA Victor LCO 1087)	20	20	THE GIRL WHO CAME TO SUPPER	B'way Cast (Columbia KOL 6020)	35	35	THE GIRL WHO CAME TO SUPPER	B'way Cast (Columbia KOL 6020)
10	43	BARBRA STREISAND/THE THIRD ALBUM	Columbia CL 2154	43	43	THE BARBRA STREISAND ALBUM	Columbia CL 2007	29	29	THE BARBRA STREISAND ALBUM	Columbia CL 2007
11	6	THE SINGING NUN	Soeur Sourire (Philips PCC 203)	6	6	TRINI LOPEZ AT PJ'S	(Reprise R 6093)	44	44	TRINI LOPEZ AT PJ'S	(Reprise R 6093)
12	11	TIME TO THINK	Kingston Trio (Capitol T 2011)	11	11	FOUR DAYS THAT SHOCKED THE WORLD	(Colpix CP 2500)	45	45	FOUR DAYS THAT SHOCKED THE WORLD	(Colpix CP 2500)
13	9	LITTLE DEUCE COUPE	Beach Boys (Capitol T 1998)	9	9	LOVE HIM	Doris Day (Columbia CL 2131)	73	73	LOVE HIM	Doris Day (Columbia CL 2131)
14	14	THERE I'VE SAID IT AGAIN	Bobby Vinton (Epic LN 24081)	14	14	JOAN BAEZ IN CONCERT	(Vanguard VRS 9112)	50	50	JOAN BAEZ IN CONCERT	(Vanguard VRS 9112)
15	23	LIVING A LIE	Al Martino (Capitol T 2040)	23	23	WASHINGTON SQUARE	Village Stompers (Epic LN 24078)	32	32	WASHINGTON SQUARE	Village Stompers (Epic LN 24078)
16	13	THE VENTURES IN SPACE	(Dalton BLP 2027)	13	13	LAWRENCE OF ARABIA	Filmtrack (Colpix CP 514)	53	53	LAWRENCE OF ARABIA	Filmtrack (Colpix CP 514)
17	12	YESTERDAY'S LOVE SONGS—TODAY'S BLUES	Nancy Wilson (Capitol T 2012)	12	12	ROY ORBISON'S GREATEST HITS	(Monument M 8000)	46	46	ROY ORBISON'S GREATEST HITS	(Monument M 8000)
18	18	JOAN BAEZ IN CONCERT VOL. II	(Vanguard VSD 2123)	18	18	REFLECTIONS	Chad Mitchell Trio (Mercury MG 20891)	59	59	REFLECTIONS	Chad Mitchell Trio (Mercury MG 20891)
19	15	RICK NELSON SINGS "FOR YOU"	(Decca DL 4479)	15	15	PURE DYNAMITE	James Brown (King K 883)	78	78	PURE DYNAMITE	James Brown (King K 883)
20	22	MOVIN'	Peter, Paul & Mary (Warner Bros. WB 1437)	22	22	GREAT FOLK THEMES	Percy Faith (Columbia CL 2108)	60	60	GREAT FOLK THEMES	Percy Faith (Columbia CL 2108)
21	53	FUN IN ACAPULCO	Elvis Presley (RCA Victor LPM 2756)	53	53	BEAUTY AND THE BEARD	Al Hirt & Ann Margaret (RCA Victor LPM 2690)	47	47	BEAUTY AND THE BEARD	Al Hirt & Ann Margaret (RCA Victor LPM 2690)
22	19	PETER, PAUL & MARY	(Warner Bros. WB 1449)	19	19	I LEFT MY HEART IN SAN FRANCISCO	Tony Bennett (Columbia CL 1869)	61	61	I LEFT MY HEART IN SAN FRANCISCO	Tony Bennett (Columbia CL 1869)
23	16	THE SECOND BARBRA STREISAND ALBUM	(Columbia CL 2054)	16	16	THE MANY MOODS OF TONY	Tony Bennett (Columbia CL 2141)	64	64	THE MANY MOODS OF TONY	Tony Bennett (Columbia CL 2141)
24	27	WIVES & LOVERS	Jack Jones (Kapp KL 1352)	27	27	THAT WAS THE WEEK THAT WAS	BBC (Decca DL 9116)	34	34	THAT WAS THE WEEK THAT WAS	BBC (Decca DL 9116)
25	28	SURFIN' BIRD	Trashmen (Garrett GA 200)	28	28	HOW THE WEST WAS WON	Filmtrack (MGM T E 5)	65	65	HOW THE WEST WAS WON	Filmtrack (MGM T E 5)
26	56	JOHN GARY ENCORE	(RCA Victor LPM 2084)	56	56	HEY LITTLE COBRA	Rip Chords (Columbia CL 2151)	67	67	HEY LITTLE COBRA	Rip Chords (Columbia CL 2151)
27	37	KIND OF LOVE	Lettermen (Capitol T 2013)	37	37	WE SHALL OVERCOME	Pete Seeger (Columbia CL 2101)	66	66	WE SHALL OVERCOME	Pete Seeger (Columbia CL 2101)
28	31	CATCH A RISING STAR	John Gary (RCA Victor LM 2745)	31	31	LESLEY GORE SINGS FOR MIXED-UP HEARTS	(Mercury MG 20849)	52	52	LESLEY GORE SINGS FOR MIXED-UP HEARTS	(Mercury MG 20849)
29	21	ROMANTICALLY	Johnny Mathis (Columbia CL 2098)	21	21	EVERYTHING IS A O.K.	Astronauts (RCA Victor LPM 2782)	54	54	EVERYTHING IS A O.K.	Astronauts (RCA Victor LPM 2782)
30	24	CURB YOUR TONGUE, KNAVE	Smothers Brothers (Mercury MG 20862)	24	24	OLDIES BUT GOODIES VOL. 6	Various Artists (Original Sound 5011)	70	70	OLDIES BUT GOODIES VOL. 6	Various Artists (Original Sound 5011)
31	30	BIG SOUNDS OF THE DRAGS	(Capitol T 2001)	30	30	SURFER GIRL	Beach Boys (Capitol T 1981)	58	58	SURFER GIRL	Beach Boys (Capitol T 1981)
32	40	THE SOLID GOLD STEINWAY	Roger Williams (Kapp KL 1354)	40	40	BLUE VELVET & 1963's GREATEST HITS	Billy Vaughn (Dot DLP 3559)	57	57	BLUE VELVET & 1963's GREATEST HITS	Billy Vaughn (Dot DLP 3559)
33	36	YOU MAKE ME FEEL SO YOUNG	Ray Conniff (Columbia CL 2118)	36	36	BACH'S GREATEST HITS	Swingle Singers (Philips PHS 600 097)	39	39	BACH'S GREATEST HITS	Swingle Singers (Philips PHS 600 097)
34	26	DRAG CITY	Jan & Dean (Liberty LP 7339)	26	26	MARIA ELENA	Los Indios Tabajaras (RCA Victor LPM 2822)	41	41	MARIA ELENA	Los Indios Tabajaras (RCA Victor LPM 2822)
35	25			25	25	WONDERFUL, WONDERFUL	Lawrence Welk (Dot DLP 3552)	62	62	WONDERFUL, WONDERFUL	Lawrence Welk (Dot DLP 3552)
36	22			22	22	JOHN F. KENNEDY—THE PRESIDENTIAL YEARS	(20th Century Fox TFM 3127)	58	58	JOHN F. KENNEDY—THE PRESIDENTIAL YEARS	(20th Century Fox TFM 3127)
37	22			22	22						
38	26			26	26						
39	30			30	30						
40	32			32	32						
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51	51	BLUE VELVET	Bobby Vinton (Epic LN 24068)	51	51	FRANK FONTAINE SINGS HOW SWEET IT IS	(ABC Paramount ABC 470)	—	—	FRANK FONTAINE SINGS HOW SWEET IT IS	(ABC Paramount ABC 470)
52	88	TILL THE END OF TIME	Jerry Vale (Columbia CL 2116)	88	88	SINATRA'S SINATRA	Frank Sinatra (Reprise R 1010)	80	80	SINATRA'S SINATRA	Frank Sinatra (Reprise R 1010)
53	80	SWEET & SOUR TEARS	Ray Charles (ABC Paramount ABC 1964)	80	80	SING A SONG WITH THE KINGSTON TRIO	(Capitol KOA 2005)	63	63	SING A SONG WITH THE KINGSTON TRIO	(Capitol KOA 2005)
54	84	THE TIMES THEY ARE A CHANGIN'	Bob Dylan (Columbia CL 2105)	84	84	110 IN THE SHADE	B'way Cast (RCA Victor LC 1085)	49	49	110 IN THE SHADE	B'way Cast (RCA Victor LC 1085)
55	86	SUNDAY IN NEW YORK	Peter Nero (RCA Victor LPM 2827)	86	86	MOON RIVER	Andy Williams (Columbia CL 1809)	81	81	MOON RIVER	Andy Williams (Columbia CL 1809)
56	71	SINCE I FELL FOR YOU	Lenny Welch (Cadence 3068)	71	71	THE BEATLES WITH TONY SHERIDAN AND GUESTS	(MGM E 4215)	92	92	THE BEATLES WITH TONY SHERIDAN AND GUESTS	(MGM E 4215)
57	92	BOB NEWHART FACES BOB NEWHART	(Warner Bros. W 1517)	92	92	BORN TO SING THE BLUES	Brook Benton (Mercury MG 20886)	85	85	BORN TO SING THE BLUES	Brook Benton (Mercury MG 20886)
58	92	THE GOLDEN HITS OF JERRY LEE LEWIS	(Smash MG 27047)	92	92	THE COMPETITION COUPE	Astronauts (RCA Victor LPM 2858)	—	—	THE COMPETITION COUPE	Astronauts (RCA Victor LPM 2858)
59	87	BYE BYE BIRDIE	Filmtrack (RCA Victor LS 01031)	87	87	MANTOVANI MANHATTAN	(London LL 3328)	89	89	MANTOVANI MANHATTAN	(London LL 3328)
60	87	SOFT & SWINGIN'	Andre Previn (Columbia CL 2114)	87	87	SERENDIPITY SINGERS	(Philips 200 115)	—	—	SERENDIPITY SINGERS	(Philips 200 115)
61	74	ANY NUMBER CAN WIN	Jimmy Smith (Verve 8552)	74	74	HELLO YOUNG LOVERS	Jimmy Durante (Warner Bros. W 1531)	77	77	HELLO YOUNG LOVERS	Jimmy Durante (Warner Bros. W 1531)
62	—	FORGET HIM	Bobby Rydell (Cameo C 1080)	—	—	BYE BYE BIRDIE	Filmtrack (RCA Victor LS 01031)	68	68	BYE BYE BIRDIE	Filmtrack (RCA Victor LS 01031)
63	82	QUIET NIGHTS	Miles Davis (Columbia CL 2106)	82	82	SOFT & SWINGIN'	Andre Previn (Columbia CL 2114)	—	—	SOFT & SWINGIN'	Andre Previn (Columbia CL 2114)
64	75	THINK ETHNIC	Smothers Brothers (Mercury MG 20777)	75	75	ANY NUMBER CAN WIN	Jimmy Smith (Verve 8552)	74	74	ANY NUMBER CAN WIN	Jimmy Smith (Verve 8552)
65	—	WOODY HERMAN: 1964	(Philips 200 118)	—	—	FORGET HIM	Bobby Rydell (Cameo C 1080)	—	—	FORGET HIM	Bobby Rydell (Cameo C 1080)
66	76	MORE TRINI LOPEZ AT PJ'S	(Reprise R 56103)	76	76	QUIET NIGHTS	Miles Davis (Columbia CL 2106)	82	82	QUIET NIGHTS	Miles Davis (Columbia CL 2106)
67	69	PACKAGE OF 16 HITS	Various Artists (Motown 614)	69	69	THINK ETHNIC	Smothers Brothers (Mercury MG 20777)	75	75	THINK ETHNIC	Smothers Brothers (Mercury MG 20777)
68	69	TOP HITS OF 1963	Bobby Rydell (Cameo C 1070)	69	69	WOODY HERMAN: 1964	(Philips 200 118)	—	—	WOODY HERMAN: 1964	(Philips 200 118)
69	—	KISMET	Mantovani & Orch. (London PM 55001)	—	—	MORE TRINI LOPEZ AT PJ'S	(Reprise R 56103)	76	76	MORE TRINI LOPEZ AT PJ'S	(Reprise R 56103)
70	90	CHAD MITCHELL TRIO SINGIN' OUR MIND	(Mercury MG 20838)	90	90	PACKAGE OF 16 HITS	Various Artists (Motown 614)	—	—	PACKAGE OF 16 HITS	Various Artists (Motown 614)
71	—	MOZART REQUIEM	Boston Symphony Orch. (RCA Victor LM 7030)	—	—	TOP HITS OF 1963	Bobby Rydell (Cameo C 1070)	69	69	TOP HITS OF 1963	Bobby Rydell (Cameo C 1070)
72	72	JOHN F. KENNEDY—MEMORIAL ALBUM	(Premier 2099)	72	72	KISMET	Mantovani & Orch. (London PM 55001)	—	—	KISMET	Mantovani & Orch. (London PM 55001)
73	—			—	—	CHAD MITCHELL TRIO SINGIN' OUR MIND	(Mercury MG 20838)	90	90	CHAD MITCHELL TRIO SINGIN' OUR MIND	(Mercury MG 20838)
74	—			—	—	MOZART REQUIEM	Boston Symphony Orch. (RCA Victor LM 7030)	—	—	MOZART REQUIEM	Boston Symphony Orch. (RCA Victor LM 7030)
75	—			—	—	JOHN F. KENNEDY—MEMORIAL ALBUM	(Premier 2099)	72	72	JOHN F. KENNEDY—MEMORIAL ALBUM	(Premier 2099)
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COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS • Indicates Strong Upward Move

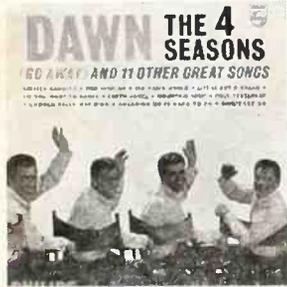
POP PICKS



"SWEET & SOUR TEARS" — Ray Charles — ABC-Paramount ABC 480
Ray Charles, who is currently skyrocketing up the charts with "My Heart Cries For You," unleashes his potent, wide-range vocal talents full-blast on this new chorus-backed set of cry-songs from ABC-Paramount. The chanter is completely at home with such moving laments as "Cry," "A Tear Fell" and "Teardrops From My Eyes." Disk should reach the charts in no time flat.



"FOLK SONGS AROUND THE WORLD" — Mantovani — London PS 360
Traditional folk melodies from a host of countries are rendered in a lush, soaring manner by the orchestra of Mantovani on this new entry from London which spotlights Mantovani Month. With a long string of million dollar albums to his credit, the maestro could very well have another with this superb listening set which includes "All Through The Night," "Hava Nagilah" "Minstrel Boy" and many others. Eye it for early chart status.



"DAWN" — The 4 Seasons — Philips PHM 200-124
The 4 Seasons, currently riding the top 3 of the singles chart with their "Dawn," tag this new Philips album romp after the biggie and include with it eleven other similarly fashioned items served up in the same pulsating manner. With a roundup of tunes covering both the old and the new, the group is sure to pull plenty of coin as they offer winning renditions of "Big Man's World," "16 Candles" and others. Watch it for an early ride to Chartsville.



"WAYNE NEWTON IN PERSON!" — Capitol ST 2029
All of the excitement that stems from a well-received nite club performance has been captured by Capitol on this second album from Wayne Newton cut live at Hollywood's Crescendo. The youthful songster couples a natural exuberance with polished and professional delivery that proves ever delightful as he romps through "Swanee," "I Wish You Love," "Mack The Knife," "Bill Bailey" and eight more equally potent items. A real chart threat.



"GENE PITNEY'S BIG SIXTEEN" — Musicor MS 3008
Over the past few years Gene Pitney has rolled up a truly impressive record of teen-angled Musicor chart-riders. This new LP outing spotlights the accomplished chanter reading a fine bevy of his most successful triumphs with all of his expected poise and verve. Among the best listening bets here are "Twenty Four Hours From Tulsa," "Mecca" and "Town Without Pity." All of the artist's many fans should come out in force for the disk.



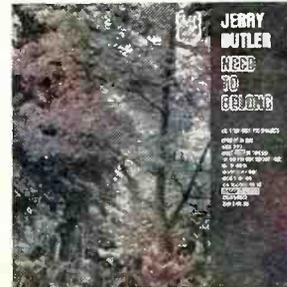
"SOFT AND SWINGING" — Andre Previn — CL 2114
Andre Previn turns up both sides of the musical coin on this new Columbia LP offering which showcases the 88'er-composer on two sets of tunes, one lush and lovely, and the other rapid-fire and swinging—but all of the songs by Jimmy McHugh. This set offers solid proof of his versatility as he serves up sparkling renditions of "A Lovely Way To Spend An Evening," "Don't Blame Me," "Diga Diga Doo" and "Exactly Like You." Lots of coin to be pulled with this one.



"NAVY BLUE" — Diane Renay — 20th Century-Fox TFS 4133
Diane Renay, who is currently riding high on the charts with "Navy Blue," tags this, her initial 20th-Century-Fox LP outing after the biggie and includes eleven other first-rate teen-angled items. The young lark's wide-range voice and polished delivery carries her in good stead as she dishes-up "Kiss Me, Sailor," "Please Forget Me" and "Man Of Mystery." Eye the disk for rapid consumer acceptance.



"THE BEST OF MAJOR LANCE" — Okeh OKM 12106
Major Lance, who is presently riding high in both the pop and r&b departments with "Um, Um, Um," sub-tags this new Okeh album after the biggie and includes eleven other potent, danceable Curtis Mayfield-penned hits. The songster's rich, vibrant, wide-range vocal style carries him in top-notch stead on "Hey Little Girl," "Gotta Right To Cry" and his while-back click of "The Monkey Time." LP seems sure to score heavily.



"NEED TO BELONG" — Jerry Butler — Vee Jay 1076
Jerry Butler, who scored heavily in the sales department a while back with his "Moon River" set on Vee Jay, should see similar success with this new package which proves an impressive showcase for the chanter's winning vocal style. Launching the program with the tag tune, the songster continues with warm readings of "Moon River," "Where's The Girl" and others. Butler fans will like this one.



"OPENING NIGHT WITH ED AMES" — RCA Victor LSP 2781
Ed Ames, who helped his brothers garner several gold disks over the years, does a solo act on this album outing on RCA Victor. The songster, with several Broadway credits to his name, is a natural for these excerpts from recent shows. His deep, rich voice serves him well here as he feelingfully essays such melodic items as "Try To Remember," "I Believe In You" and "Before I Kiss The World Goodbye." A powerful vocal entry that should see plenty of sales action.

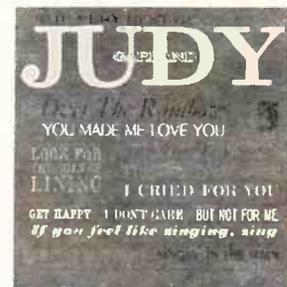


"THE GOLDBRIARS" — Epic LN 24087
In an era when carbon-copying established sounds is a rule of thumb, the Goldbriars are an extremely refreshing musical experience. This new pop-folk foursome tastefully blends a traditional folk perspective with bits and pieces of jazz, blues and even rock 'n' roll. The group's distinctive brand of harmony is effectively showcased on "Railroad Boy," "He Was A Friend Of Mine" and "Alabama Bound." Plenty of sales potential here.



"THE BEST IS YET TO COME" — Sylvia DeSayles — Regina 296
Once in a while a performer of exceptional magnitude comes on the scene and breathes new life into the entertainment world. Sylvia DeSayles is that kind of singer. Her debut on Regina merits special attention. The songstress delivers a dozen standards in a captivating manner as she combines vocal purity with sensitive and emotion-packed phrasing. The lark is sure to win many plaudits for her handling of "It Amazes Me," "You're Nearer" and "Married I Can Always Get." Programmers and 'good music' buyers will surely like her performances.

POP BEST BETS

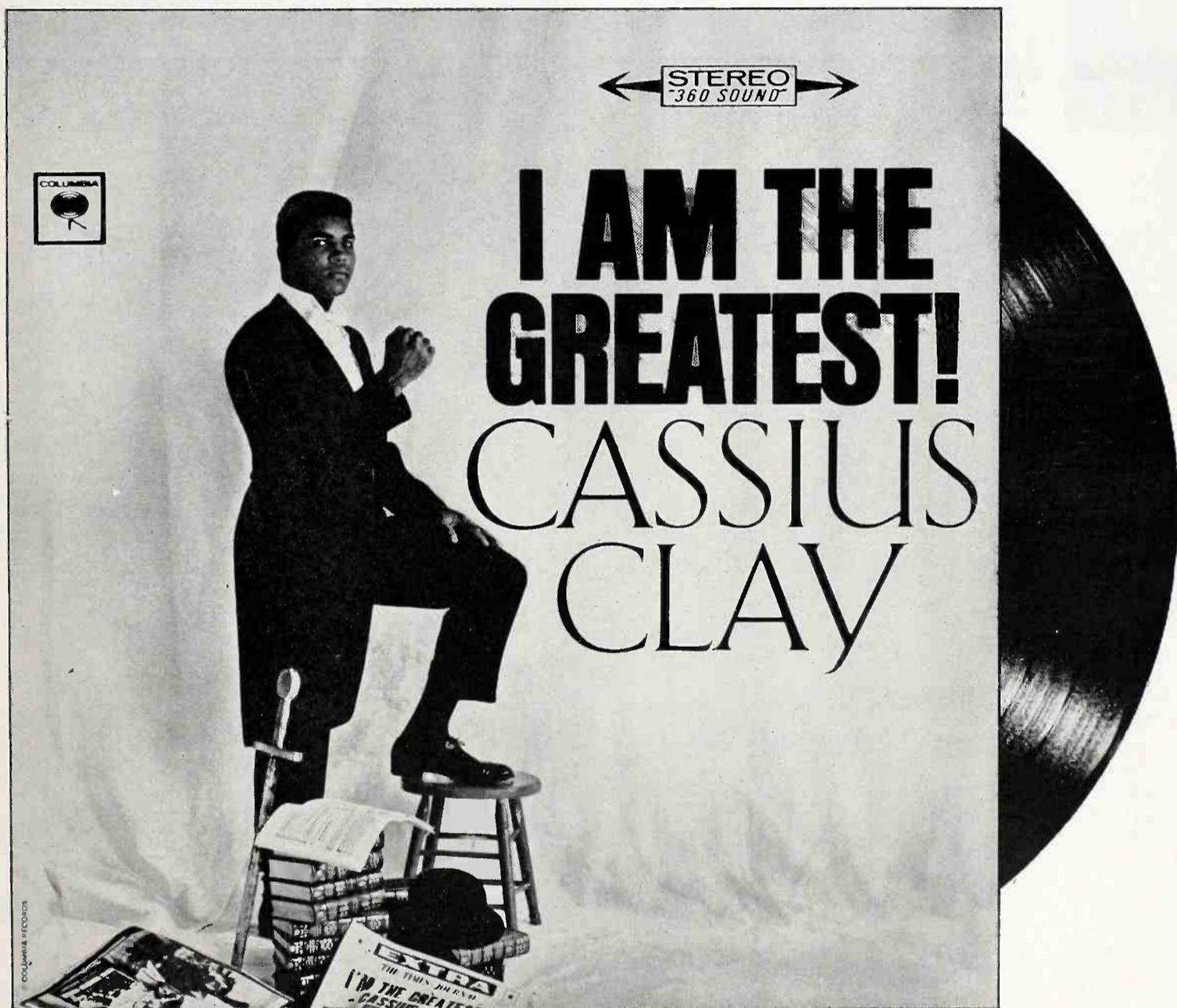


"THE VERY BEST OF JUDY GARLAND" — MGM E 4204
Here's Judy Garland performing a dozen tunes from her years-back MGM pictures, many of which have been closely identified with her through the years. Lots of nostalgia here as the lark recalls tune filled moments in "Over The Rainbow," "The Trolley Song," "Johnny One Note" and "Look For The Silver Lining." Judy's vast audience of admirers will like the set.



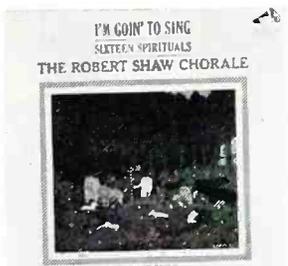
"THE SIMON SISTERS" — Kapp KL 1359
Although there is a plethora of new folksingers there is always room for two such talented newcomers as the Simon Sisters. The girls have a distinctive ethnic approach to the pop-folk idiom and, on this premiere LP, display fine professional singing voices. The duo is in superb form on "So Glad I'm Here," "Once I Had A True Love" and "A La Claire Fountain." A group to watch closely.

**Cassius Clay also said:
“This album will outsell
‘My Fair Lady.’”
Any arguments?**

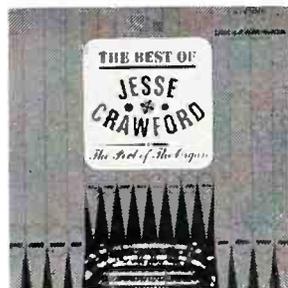


CL 2093/CS 8893 Stereo

**The comedy album of the year
On Columbia Records** 



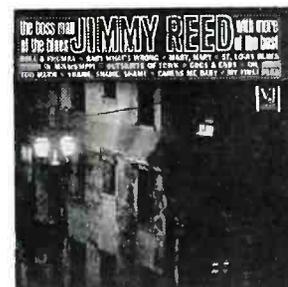
"I'M GOIN' TO SING SIXTEEN SPIRITUALS"
—Robert Shaw Chorale—RCA Victor LM 2580
Robert Shaw directs his musical attention at American spirituals on this new Victor offering and leads his Chorale in fine program of feelingful evergreen laments. The big chorus displays an amazing understanding of the gospel-folk idiom as they render superb versions of "That Lonesome Valley," "Steal Away" and "My Soul's Been Anchored." Deejays should find the material here an interesting change of pace.



"THE BEST OF JESSE CRAWFORD"—Decca DXSB 7171
Jesse Crawford, one of the most consistent best-selling organists in the country, demonstrates his masterful keyboard technique on two dozen tunes that span the musical spectrum on this deluxe two-disk set from Decca. The organist plays pop, sacred and the classics here on a wide variety of melodies that include "Softly, As In A Morning Sunrise," "Merry Widow Waltz," "Ave Maria," "Wedding March" and many others. Crawford fans should come out in force for the set.



"THIS IS GENE STRIDEL"—Columbia CL 2115
Gene Stridel makes an impressive wax debut on Columbia with this package of ballads and blues tunes geared for easy listening. With arrangements and conducting chores handled by Marty Manning, the chanter eases his way through such melodic goodies as "After You've Gone," "The Sweetest Sounds" and "How Blue The Night." The songster has a big emotion-packed voice that merits attention from buyers and spinners.



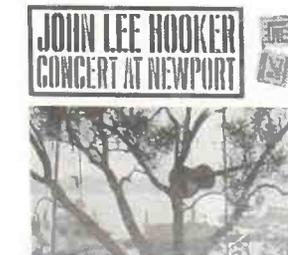
"MORE OF THE BEST OF JIMMY REED"—Vee Jay VJ 1080
Vet blues songster Jimmy Reed unleashes his potent, wide-range vocal talents full-blast on this top-notch Vee Jay program of blues, evergreens and self-penned while-back Reed triumphs. While backed by a fine funky combo the chanter-guitarist really wails on "Baby What's Wrong," "Down In Mississippi" and "Caress Me Baby." Disk should sell strongly in the r&b markets.



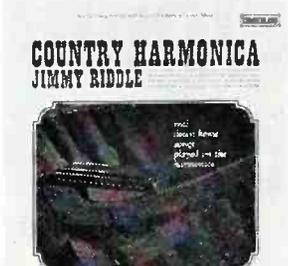
"SPIKE JONES NEW BAND"—Liberty LRP 3349
Spike Jones, who made an abrupt departure from his usual musical bill-of-fare with his last Liberty LP outing, continues in the same vein with this new outing directing his talents to some old and new hits. The orkster effectively combines a folk flavor with "trad jazz" in an ear-arresting manner on such oldies as "Kansas City," "Deep Purple" and "Charade." Top-notch programming fare.



"GREAT GOSPEL SONGS"—Tennessee Ernie Ford & Jordainaires—Capitol ST 2026
Tennessee Ernie Ford, with a half dozen best-selling religious LP's to his credit, joins the Jordainaires and Boyce Hawkins' gospel piano on this package of gospel songs from Capitol. The chanter and the quartet effectively combine reverence with good spirits on these happy tunes as they liltily offer "Hide Me, Rock Of Ages," "A Beautiful Life" and "I Can Tell You The Time." Brisk sales are indicated.



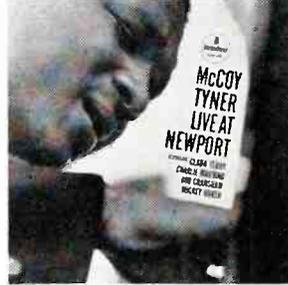
"CONCERT AT NEWPORT"—John Lee Hooker—Vee Jay VJ 1078
One of the highpoints of last summer's Newport Folk Fest was the appearance of vet blues chanter, John Lee Hooker. On this new Vee Jay offering, cut live at some of his Newport concerts, the artist is presented in a varied program of blues laments. While backing himself on the guitar, Hooker turns in some top-notch performances of "I Can't Quit You Now Blues," "Bus Station Blues" and "Talk That Talk Baby."



"COUNTRY HARMONICA"—Jimmy Riddle—Cumberland SRC 69511
Although less familiar than the guitar as a folk instrument, the harmonica has a rich heritage as a musical country-folk communicator. On this lively Cumberland set Jimmy Riddle displays a top-drawer, rhythmic contagious style as he breezes his way through a flock of standards including "John Henry," "Careless Love" and "Little Brown Jug." Loads of listening enjoyment here.



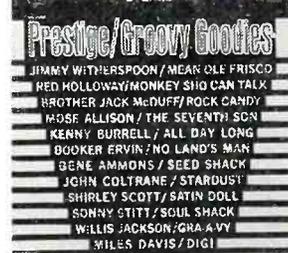
"JAZZ PICKS"
"GERRY MULLIGAN MEETS BEN WEBSTER"—Verve V 8534
Although the wax marriage of two jazz artists is nothing new, this session so skillfully blends the midstream baritone sax sounds of Gerry Mulligan with the more subdued progression of Ben Webster's tenor sax that it ranks as the finest thing that either man has done in quite a while. Neither artist kowtows to the other here. Instead, each lyrically compliment the other as they swing together on "Chelsea Bridge," "The Cat Walk" and "Tell Me When." Jazzophiles should dig the set.



"MCCOY TYNER LIVE AT NEWPORT"—Impulse A-48
Jazz 88'er McCoy Tyner has earned many laurels in the past but this sparkling set cut live at the while-back Newport jazz fest and featuring Bob Cranshaw, Mickey Roker, Clark Terry and Charlie Mariano showcases him in his most thoroughly engaging setting set. Tyner is obviously in the same groove with the boys as he turns some top-drawer imaginative readings of "My Funny Valentine," "All Of You" and "Monk's Blues."



"JAZZ BEST BETS"
"STEPPIN' OUT!"—Various Artists—Blue Note 4138
Tenor saxman Harold Vick steps into the spotlight for Blue Note on this album of jazz items which also features the talents of Blue Mitchell on trumpet, Grant Green on guitar, John Patton on organ and Ben Dixon on drums. The blues-based sax of Vick is the perfect complement to these melodies and the cooperative effect is potent as the crew offers up pulsating treatments of "Our Miss Brooks," "Trimmed In Blue," "Laura" and three others. Jazz buffs will dig it.



"GROOVY GOODIES"—Various Artists—Prestige PR 7298
Twelve of the country's top jazz artists perform an equal number of swingin' tunes on this new offering from Prestige. Some of the sides here are culls from the individual LP's of the artists but all are geared for top listening enjoyment. Included here are "Rock Candy" by Brother Jack McDuff, "Stardust" by John Coltrane, "Seed Shack" by Gene Ammons, "Dig" by Miles Davis and eight other Groovy Goodies. The set is a jazzophile's delight.



"CLASSICAL PICKS"
"MASS FOR JOHN F. KENNEDY"—Mozart's Requiem—Boston Symphony conducted by Eric Leinsdorf—RCA Victor LM 7030
The plethora of memorial disks to the late President have decidedly run their course but this superb recording of the recent solemn pontifical mass for JFK celebrated by Richard Cardinal Cushing of Boston and featuring the Boston Symphony rendering Mozart's "Requiem" under the baton of Eric Leinsdorf should attract many classical buyers. The conductor reads the moving work in an appropriate sweeping fashion with heavy emphasis on its qualities of sorrow. A standout achievement.



"KARL BOHM CONDUCTS RICHARD STRAUSS"—Berlin Philharmonic—Deutsche Grammophon 138 866
The Berlin Philharmonic, with Karl Bohm at the helm, performs four short works by Richard Strauss on this recent issue from Deutsche Grammophon. Opening with the Festive Prelude which builds to a gigantic climax, the orchestra follows with the tone poems Till Eulenspiegels and Don Juan, and finally Salome's Dance. Bohm's affinity for the compositions of Strauss is much in evidence here as the orchestra renders them with grandeur and excitement. A superb classical entry

"She breaks 'em up before she opens her mouth"



FOREMOST IN FINE RECORDING

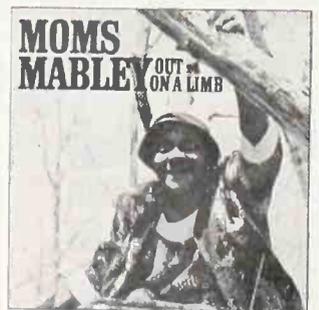


"MOMS" MABLEY Selling like crazy!

The funniest, ficklest female on wax... by far one of the most hilarious LP's on the market!

Note to Disc Jockeys: We have prepared an edited 45 RPM version of this album for air play. Write immediately if you haven't already received your copy.

MG 20 889 / SR 60 889



**"YOUR BABY'S BAG"
4-42997
LUKE WILLIAMS
IT'S IN THE BAG!**

COLUMBIA RECORDS

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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 FEB. 26TH)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
50%	Needles And Pins—Searchers—Kapp			89%
41%	Crooked Little Man—Serendipity Singers—Philips			88%
40%	Shoop Shoop Song—Betty Everett—Vee Jay			60%
32%	Stay—Four Seasons—Vee Jay			64%
30%	My Heart Belongs To Only You—Bobby Vinton—Epic			77%
29%	Book Of Love—Raindrops—Jubilee			29%
28%	Tell It On The Mountain—Peter, Paul & Mary—Warner Bros.			36%
27%	White On White—Danny Williams—United Artists			36%
27%	Miller's Cave—Bobby Bare—RCA Victor			56%
27%	Hey Dean, Hey Jean—Jean & Dean—Rust			77%
26%	Stockholm—Lawrence Welk—Dot			53%
26%	My True Carrie Love—Nat King Cole—Capitol			98%
25%	My Heart Cries For You—Ray Charles—ABC Paramount			99%
25%	Heartbreak Ahead—Murmaids—Chattahoochee			32%
24%	Glad All Over—Dave Clark Five—Epic			42%
24%	Hippy Hippy Shake—Swinging Blue Jeans—Imperial			29%
24%	Out Of Sight, Out Of Mind—Sunny & Sunglows—Teardrop			57%
23%	Forever—Peter Drake—Smash			94%
22%	I'm Your Hoochie Cooche Man—Dion Di Muci—Columbia			46%
21%	Kissin' Cousins—Elvis Presley—RCA Vctor			83%
20%	Young And In Love—Chris Crosby—MGM			20%
19%	I'm Gonna Love That Guy—Linda Lloyd—Columbia			19%
18%	Suspicion—Terry Stafford—Crusader			18%
17%	The New Girl In School—Jan & Dean—Liberty			17%
16%	Hello Dolly—Louis Armstrong—Kapp			88%
15%	It Hurts Me—Elvis Presley—RCA Victor			15%
14%	Our Everlasting Love—Ruby & Romantics—Kapp			32%
13%	Dead Man's Curve—Jan & Dean—Liberty			13%
12%	Money—Kingsmen—Wand			12%
11%	Daddy's Little Girl—Jimmy Interval—World Artist			11%

LESS THAN 10% BUT MORE THAN 5%

	TOTAL % TO DATE		TOTAL % TO DATE		TOTAL % TO DATE
He's a Good Guy Marvelettes (Tamla)	66%	I'll Make You Mine Bobby Vee (Liberty)	69%	Hand It Over Chuck Jackson (Wand)	22%
Nadine Chuck Berry (Chess)	18%	Hi-Heel Sneakers Tommy Tucker (Chess)	51%	T'aint Nothin' To Me Coasters (Atco)	28%
Lazy Lady Fats Damino (ABC Paramount)	9%	Where Does Love Go Freddie Scott (Colpix)	7%	Understand Your Man Johnny Cash (Columbia)	30%

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"THEME FROM EXODUS"
"THEME FROM MONDO CANE"

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by

BILL PURSELL

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*From the Brentwood-Reynard Production "Captain Newman," Co-Starring
Gregory Peck and Tony Curtis. A Universal Picture.



COLUMBIA SINGLES SELL 

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"Mine" Time



LOS ANGELES—Simultaneously with the release of his newest Liberty chart-riding single, "I'll Make You Mine," Bobby Ve guested on KCOP-TV's Lloyd Thaxton Show in Hollywood. Standing (left to right) in the above pic are Thaxton, the chanter and Liberty promo man Ray Hill.

Sims Extends LP Plan

NASHVILLE—Sims Records of Nashville has extended its LP plan—three free on 10—through April 30. Russell Sims, head of the label, said that the plan had been "extremely successful," which led to its extension.



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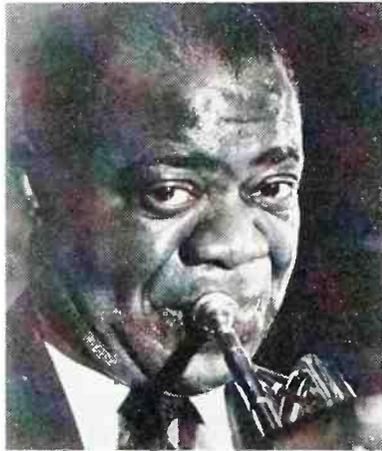


FREDDIE SCOTT
"WHERE DOES LOVE GO"
CP 724

COLPIX RECORDS A DIVISION OF COLUMBIA PICTURES CORPORATION

BIOS FOR DEEJAYS

Louis Armstrong



Proof-positive of the old show business adage that old warhorses can never be counted out is Louis Armstrong. The vet sixty-four year old trumpeter-chanter, who has had one of the most colorful careers of any artist in the realm of pop or jazz music, is once again riding the charts with his rapidly-rising Kapp recording of "Hello Dolly" (#22 on this week's Top 100).

Armstrong's personal history is closely intertwined with the most famous names in jazz. As a lad, he "broke in" to the business by running errands for King Oliver. Later, he took Oliver's place in Kid Ory's band. In 1924 Fletcher Henderson invited him to join his aggregation ensconced at the Roseland Ballroom in Gotham and Armstrong's career went into high gear. The artist shortly branched out a solo performer and his fame began to spread by leaps and bounds.

Over the last forty years Armstrong has been involved successfully in every area of his profession including, concerts, records, films, radio, TV, etc. He is also a proficient composer having written a long list of evergreens.

Chris Crosby



Chris Crosby, who is currently clicking with his first MGM release of "Young And In Love" on MGM, came to a musical career quite naturally: his father is Bob Crosby, the vet singer-orkster.

The twenty-one year old artist was exposed to music throughout his formative years. During his high school years Chris first began to sing and tinker around with the family piano. Later at Gonzaga University (the alma mater of his famous uncle) and the University of Southern California and Santa Monica City College his show business desires started to sprout.

Over the past year Chris has appeared with his dad in numerous personal engagements. He also appeared as himself in MGM's "Hootenanny Hoot" and has just completed co-starring in a new ABC-TV pilot tabbed "Shindig."

Much of Chris' non-working time is spent writing songs—one of which is "Raindrops In My Heart" which is back-sided with his current chart-rider. He is also a first-rate sportsman having won several awards for his surfing and swimming ability.

ALBUM PLANS

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

ABC-PARAMOUNT

12½% discount on all albums, including ABC-Par and Impulse! Expires: March 31.

ATLANTIC & ATCO

"Period of Adjustment:" 12½% discount on all LP's. 30-60-90 billing. Expires: March 31.

AUDIO FIDELITY

LP deal: buy-8-get-1-free, plus one stereo spectacular demo at \$6 with the purchase of each two catalog records. No termination date announced.

CARIB

Buy 10-get-1-free on entire LP catalog. 100% exchangeable. 30-60-690 billing. No expiration date.

DECCA-CORAL-BRUNSWICK

Incentive program on 107 dance-band LP's. Expires: Mar. 31.

LIBERTY & DOLTON

"Blockbuster": Special terms and dating to qualified dealers on both LP catalogs. Expires Mar. 31.

LONDON

Complete catalog available at discounts, dated billing, ad allowances, etc. Contact local distributor for full details. Expires: Mar. 31.

MERCURY-WING

"Five Plus Four Plan:" Part 1: pop albums under normal pricing program; Part 2: classical LP's on the basis of one free with four. Expires: March 1.

NASHBORO

Buy-7-get-1-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

ORIGINAL SOUND

LP catalog available on a buy-10-get-1-free basis. 100% exchangeable. No expiration date set.

PRESTIGE

All labels on a 10% discount until further notice. John Coltrane albums (Prestige 7000 Series) are available on a buy 12 get 4 basis until March 31.

REQUEST

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

ROULETTE

"Profit More in '64:" 15% discount on all albums. No termination date announced.

SIMS

3-free-on-10 albums. Expires: April 30.

SMASH

"1964—A Smash of a Leap Year:" 12½% discount on all Smash and Fontana albums.

STARDAY

"The Wonderful World of Country Music Sales Plan:" 15% discount on all regular-priced merchandise. 10% discount on Starday's economy line of seven LP's listing at \$1.98. 100% exchange privilege, dated billing and coop ads available from distributors. Described as a winter plan.

TAMLA-MOTOWN-GORDY

All LP's available on a buy-6-get-1-free basis. Described as a permanent program.

VEE JAY

10% discount on LP's.

The Impressions Strike Gold



CHICAGO—The Impressions, currently clicking with their ABC-Paramount dishing of "Talking About My Baby," are pictured receiving a gold plaque from local deejays for being the top group in the city. The affair was held at Birdland dance hall. In the above picture are (left to right) Sam Gooden and Fred Cash of the Impressions, E. Rodney Jones of WVON, Jim Reese of WBEE, Impression Curtis Mayfield, Big J of WJOB in Hammond, Ind., and Jerry-O of WJOB.

AF LP Discount

NEW YORK—Audio Fidelity Records is out with a new LP deal, according to Sid Frey, president. Offer is a buy-8-get-1-free affair, with or stereo spectacular demo record at 6¢ with the purchase of each two catalog records. No termination date was announced.

RICHARD RODGERS'

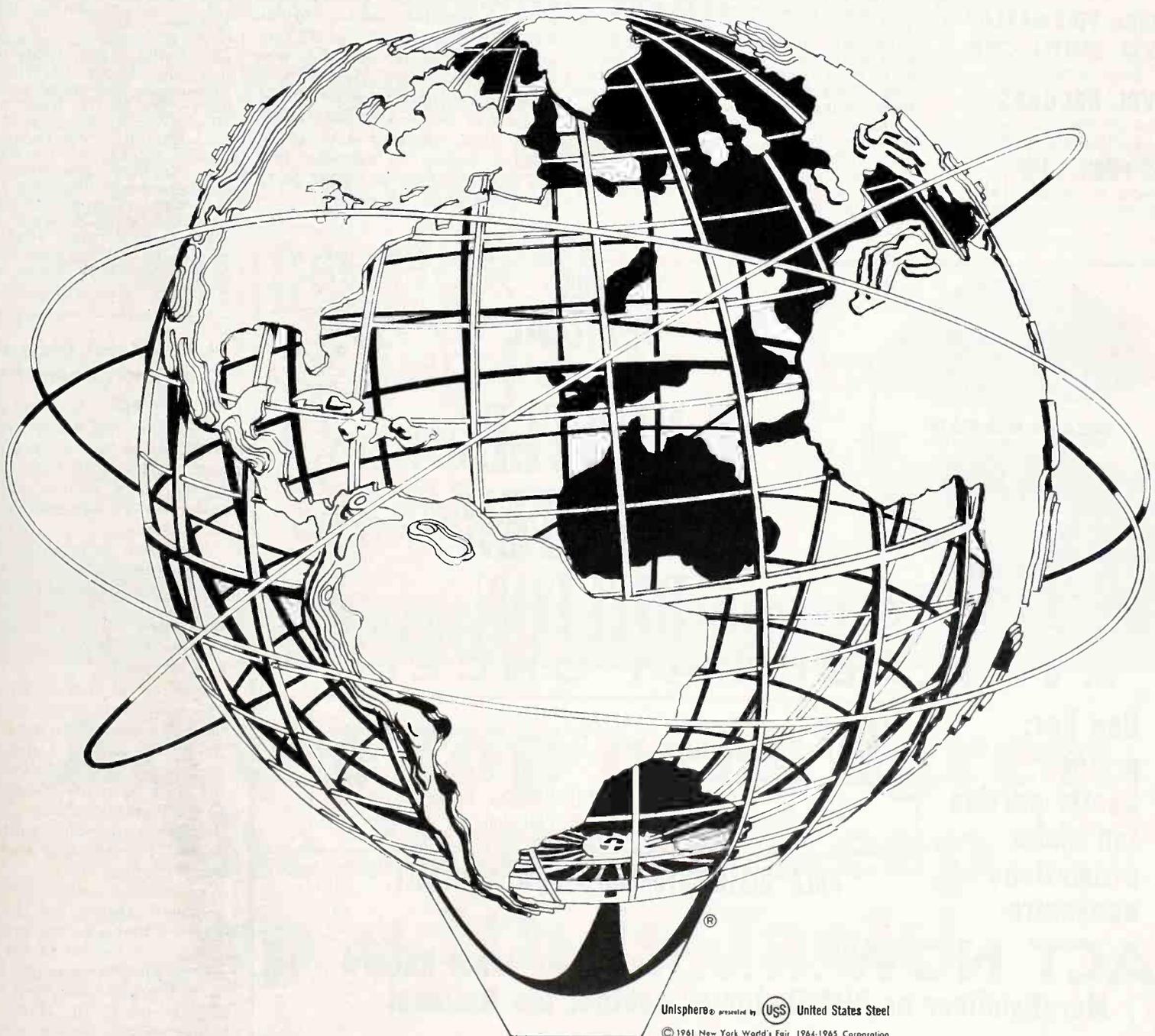
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Harvey Schein Down Under



SYDNEY—Harvey L. Schein (left), a vice president of Columbia Records International, examines a pair of cuff links presented to him by A. W. T. Smith, managing director of the firm here. Schein traveled to Australia for a routine visit to the label's headquarters where he was hosted at a reception at the Chevron-Hilton.

Swedish Music Man Visits New York

NEW YORK — Lennart Reuterskiold of the music firm of Reuter & Reuter in Stockholm, Sweden is back at his desk after a two week visit to New York.

The exec, accompanied by his wife, paid social and business calls on his music friends here. He said he placed some Swedish groups here which he feels can make it in the U. S. and also acquired some "good" American material for Sweden.

He and his wife also attended some Broadway musicals, some of which, he told Cash Box, should find their way to Scandinavia.

C-P Adds Carol Lawrence

PHILADELPHIA — Musical comedy-nitery star Carol Lawrence has joined the talent roster of Cameo-Parkway Records, according to Bernie Lowe, head of the label. C-P has already released its first LP by the performer, "An Evening with Carol Lawrence," which spotlights songs from her new career as a nitery artist, as well as her Broadway shows.

Dec. Phono Sales Off In Line With Year-End Slump

WASHINGTON, D. C. — Distrib and factory sales of portable/table model and console phonos continued to slide for the month of Dec. 1963, but totals for the full calendar year 1963 were substantially above those for calendar 1962, according to a report from the Electronic Industries Association.

Distrib sales of portable/table model phonos totaled 583,077 units in December 1963, compared to 598,254 units in Dec. 1962. The total for 1963, was 3,405,420, compared to 3,260,315 for 1962. The distrib sales total for consoles was 261,174 for Dec. 1963, compared to 266,715 for Dec. 1962, but the calendar 1963 total was 1,623,809, compared to 1,581,495 for 1962.

Factory sales of portable/table models for Dec. 1963 totaled 330,190, compared to 405,659 in Dec. 1962. The total for portable/table models was 3,474,216 for the full calendar 1963, compared to 3,329,645 for 1962. Factory sales of consoles totaled 176,780 for Dec. 1963, compared to 184,467 in December 1962. The calendar 1963 total was 1,667,883, compared to 1,624,789 for 1962.

Darin's T.M. Music Adds Harvey Geller In W. Coast Expansion

HOLLYWOOD — In an over-all expansion of west coast operations Bobby Darin, president of T. M. Music, has announced that Harvey Geller, vet of 20 years in the publishing and disk production field, has joined the firm in the newly created post of west coast professional manager.

Geller has free-lanced here for the past five years, representing such firms as Joy Music, United Artists Music and Elektra Records, and personalities such as Doris Day, the New Christy Minstrels and Richard Rodgers. Previously, Geller was head of national promotion for Joy Music for 10 years in New York, and prior to that handled national promo for London Records. He also produced the Martin Block radio show for WNEW and the Gallagher & O'Brien radio show at WMCA, both in New York.

Geller will headquarter in the T. M. Music offices in the Capitol Tower here, effective immediately, and will now be representing the Darin firm exclusively.

Geller's appointment is a continuation of the over-all expansion plan for the firm which began in February of '63 with the purchase of the Trinit Music catalog, and the opening of offices on both coasts. Ed Burton, vice president of the firm, heads the N. Y. office. The Gotham office, with staff producer-writers Ruby Clark, Arthur Resnick and Kenny Young, has been responsible for a good deal of his record activity during the past 12 months.

T. M. Music is currently represented with "Jailer Bring Me Water" by Trini Lopez (Reprise), "Shoo Shoo Song" by Betty Everett (Vee Jay), "It's In His Kiss" by Ramon King (Warner Bros.) & Merry Clayton (Capitol), "I'm Looking Over a Four Leaf Clover" by Wayne Newton (Capitol); and Merry Clayton's Capitol release, "Nothing Left To D But Cry." Current album release produced by T. M. Music is "Wayne Newton: In Person!" (Capitol). "Sou Of A City Boy" by Jesse Colin Young is due for late March release o Capitol.

N.Y.'s Hotel Dixie Plans Plantation Room Revival

NEW YORK—The Plantation Room, one of New York's most popular night spots during the war years, will once again brighten the scene at the Hotel Dixie, where a new entertainment policy will be launched sometime late next month.

The room is undergoing a major renovation to make room for a bandstand, dance floor and dining accommodations. Total capacity of the Plantation Room and the adjoining Terrace Room and dining room will be 450 persons.

The revival of the Plantation Room as a top entertainment spot will bring back memories of the days when headliners such as Toni Arden, Red Norvo and the McFarland Twins were packing them in at the Dixie. And it was at the Plantation Room that Al Trautstra introduced his bouncing ditty, "Mairi's Wedding," the rollicking song hit of the early Forties.

In keeping with "turn back the calendar" theme, the Hotel has announced that a no minimum, no cover policy will prevail in the Plantation Room. There'll be music for dancing from 7 pm to 2 am, and three shows nightly, at 8, 10, 11:30.

Commenting on the rebirth of the Plantation Room, H. B. Cantor, president of the Hotel Dixie, said that the new entertainment policy is intended to provide a springboard for new young talent. Discussions with talent agencies are currently underway.



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Ed Sullivan Show, Mar. 15

Jimmy Dean Show, Mar. 26

Bob Hope Show, Apr. 10

Joey Bishop Show, in April

Jack Paar Show, May 15

**All the top pros agree:
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(A word to wise record retailers, juke box operators and disc jockeys is sufficient:
over 100 million TV viewers will want to hear *more* Jack Jones.)



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PICK OF THE WEEK

"RUN, RUN, RUN"

The Supremes

Motown 1054

MOTOWN RECORD CORP.

DETROIT, MICHIGAN

CAPITOL'S 1-PRICE-POLICY

(Continued from page 7)

tic shrink-wrapping of all new-release Capitol and Angel albums would begin no later than May; factory wrapping of catalog replenishment stock will begin in April. Reduction of obsolescence losses and improvement of stock appearance were reasons given for adoption of the costly plastic-wrap process.

In revealing CRDC's new policy, Gortikov emphasized the company's Basic Stock Plan (BSP), whereby all CRDC customers receive 100 per cent exchange protection on all Capitol-Angel LP's in varying, pre-determined limits. "The combination of uniform price policies, BSP, and plastic wrapping of albums will," Gortikov said, "minimize our customers' risk, increase turnover, reduce inventory investment and, most important, it will

increase profit potential for everybody."

In concluding Gortikov stressed the continued desire to "serve and serve with" the rack-jobber and one-stop by offering "attractive, salable product, aggressive merchandising and exchange programs, service, and prices economically feasible for rack-jobbers."

CRDC's new policies were introduced to the firm's field sales managers in three simultaneous meetings in New York, Chicago, and Los Angeles, conducted by Gortikov, Bill Tallant, national sales manager and Pete Goyak, assistant national sales manager. Upon completion of the regional meetings, managerial personnel returned to their branch headquarters to disclose the new policies to the sales and operations personnel in each office.

Columbia Expands West Coast Studio

HOLLYWOOD—Columbia Records will expand its recording and technical facilities in its Hollywood offices, according to an announcement from Vin Liebler, technical operations director.

The new facilities will supplement the space Columbia occupies in the CBS Columbia Square building on Sunset Boulevard.

The label will take over a recording studio formerly used by KNX, the Columbia Broadcasting System owned and operated station in Los Angeles. This studio will be used to record small instrumental groups, freeing the label's main studio for full orchestra sessions.

In addition, Columbia will double its mastering facilities with the addition of two mastering rooms. Each room will be installed with a Scully lathe with a Westrex cutter containing all required audio channels. The label will continue to operate with its two editing rooms.

According to Liebler, the move was necessitated by the growing importance of Columbia's West Coast operation. Recently, a great number of the label's artists have been using the West Coast facilities, due in large part to personal appearance schedules and motion picture assignments which have involved their presence in California.

Among the Columbia artists who have recorded in Hollywood in recent months are Robert Goulet, Andy Williams, The Dukes of Dixieland and The New Christy Minstrels. Those artists who live in California, such as Frankie Lane, Mahalia Jackson, Percy Faith and the label's new discovery Linda Lloyd will continue to record in Hollywood.

The expansion of recording and technical facilities, an announcement said, will also enable Columbia to increase its service to outside record companies, whose use of the label's modern studio has been increasing steadily for the past year.

Label Correction

NEW YORK—A Newcomer Pick of the Week singles release from Columbia contains incorrect publisher info, erroneously listed on the label, in this week's issue. For both sides, "Your Baby's Bag" and "Who's Gonna Be First," the publisher is Phyris-Premier Music (BMI).

Capitol Major Backer In Buddy Hackett Musical

NEW YORK—Capitol Records is a major investor in a new musical, starring Buddy Hackett, that will show up on Broadway in Nov.

The show, "I Had a Ball," which casts Hackett as a Freudian Fortune-teller in the Coney Island area, has a book by Jerome Chodorov and songs by Jack Lawrence & Stan Freeman, who are teaming on Broadway for the first time.

Unusual aspect of the show, budgeted at \$300,000, is that it forsakes dancing and a singing chorus. Producer is Joe Kipness, co-sponsor of such Broadway hits as "High Button Shoes" and "La Plume de ma Tante."

Victor Inks Montenegro

NEW YORK—Hugo Montenegro has been signed to an exclusive RCA Victor Records contract, it was announced last week by Steve Sholes, pop A&R vp.

Montenegro, composer-conductor-arranger whose recordings have been released in the past on the VIK and Camden labels, is currently in the progress of recording his first album for Victor under the supervision of A&R producer Al Schmitt on the west coast.

The album is scheduled for release this summer and is tentatively titled "Russian Grandeur."

Albums recorded previously by Montenegro were "Loves Of My Life" and "Ellington Fantasy" for VIK, and "Sentimental Mood" for RCA Camden. He also cut some LP's for 20th Century-Fox and Time.

Kapp Joins Roster Of 3M's Tape Cartridge System

ST. PAUL, MINN.—Kapp Records has become the eighth label to sign-up for release of its product for use on Revere-Wollensak's new tape-cartridge player.

The 3M company, parent company announced last week that it had concluded a licensing agreement with the label to duplicate and distribute stereo music under the Kapp label for its system.

3M also has similar deals with Columbia, Warner Bros., Reprise, Command, Westminster, ABC-Paramount, and Music-tapes.

Playmates Sked Trek To Europe

NEW YORK—The Playmates, the teen-market singers on ABC-Paramount Records, open a six week European tour on Mar. 6. They'll tour U.S. Army posts and spend a few weeks in London.



NEW YORK—Heavyweight champion Cassius Clay is shown with Goddard Lieberson, president of Columbia Records (top photo) when he predicted that his debut LP, "I Am The Greatest," would sell more copies than "My Fair Lady."

In the other picture, Clay mugs with David Kapralik, general manager of April-Blackwood pubberies for the label, when Kapralik signed him to the label.

Errol Garner Signs Booking Pact With GAC

NEW YORK—Erroll Garner has signed a term booking agreement with General Artists Corporation, it was announced last week. The pianist-composer will be represented by the agency for night clubs, concerts, films, television, and fairs and exhibitions.

Garner was one of the first artists from the jazz idiom to successfully become established on the touring concert circuits, beginning the annual concert activity in 1950. From 1956 through 1962, the pianist was represented by S. Hurok, the famed impresario.

Under the new GAC pact, Garner will be presented more widely in fields other than the concert area.

Garner also is very active with his compositions, and is working with key lyric writers on treating some of his instrumentals. Most recently, lyricist Eddie Heyman wrote "No More Shadows" with Garner and also did the lyrics for the Garner opus, "Theme From A New Kind Of Love," which will be retitled "All Yours." Garner composed the latter for his first film assignment, as one of a group of four themes he wrote for the Paramount comedy "A New Kind Of Love." Garner also recorded all of the music from the score in a Mercury album of the same title.

GAC will give special attention to Garner in the film and theatre fields. It's already receiving booking requests for Garner for the spring of 1965.

Garner will be returning to the American concert scene after several foreign tours.

Dave Clark 5 & Vinton On Mar. 8 Sullivan TV'er

NEW YORK—Hot on the heels of the departing Beatles, the Dave Clark Five arrived this week (1) from London to make their American TV debut on the Mar. 8, Ed Sullivan CBS-TV'er and do some local promotion on their current Epic chart-rider, "Glad All Over." The hot British group scored a coup recently when they edged the Beatles out of the number one spot on the British best-seller lists.

Epic Records has announced it will release shortly a first LP by the Dave Clark Five tagged after their current click.

Also skedded for the Sullivan telecasting is the label's winner Bobby Vinton, who's current chart-climber (#34 this week) is "My Hearts Belongs To Only You."

Mercury Names Multi-Disc Its Distrib In N.J.; Name 3 Execs To Outlet

CHICAGO—Multi-Disc, the Mercury label's branch operation in New York, has taken over the distribution of the diskery in New Jersey. All-State of Newark was Mercury's previous distributor in the area.

To handle sales in the area, Mercury has brought in three new men, according to Kenny Myers, sales vp.

Bob Spencer has been named manager of Multi-Disc, replacing Bernard Yudofsky, who has resigned. Spencer was formerly branch manager for Capitol in Newark.

In charge of Newark sales will be Ron Biermieri, who was previously New Jersey sales manager for Dot. Working with them will be Ronald Roessler, formerly senior sales man with Wendy Distributors in Newark.

Exclusive DGG Pact For Von Karajan

NEW YORK—Berlin Philharmonic conductor Herbert Von Karajan has been signed to record exclusively for Deutsche Grammophon, it was announced last week by Arnold Maxin, president of MGM Records, distributors of DGG in the U.S. and Canada.

Von Karajan made his first DGG diskings in the early 30's, and last year recorded all nine Beethoven symphonies for the label. The set has sold close to twenty thousand copies in the U.S. and Canada, according to reports from its American distrib.

Future works planned by the famed conductor include Beethoven's "Missa Solemnis," the orchestral music of Brahms, Stravinsky's "Sacre du Printemps," Verdi's Requiem, Wagner's "Die Meistersinger," Puccini's "La Boheme," Mascagni's "Cavalleria Rusticana," Lencavallo's "Pagliacci," and works by Haydn, Debussy, Ravel and Bartok.

Cannon Session



NEW YORK—Freddy Cannon, who is currently riding on the Top 100 with his initial Warner Bros. release of "Abigail Beecher," recently flew into Gotham to cut an album which when released, will be tabbed after the hit single. The chanter is shown above at the Stea-Phillips studios here recording one of his LP numbers.

Dave Greenman Joins UA As Nat'l Promo Director

NEW YORK—David Greenman, disk business vet, has been named national promotion director for United Artists Records, it was announced last week by Si Mael, vp and general manager for the label.

Before joining UA, Greenman had a five year tenure as national promo director of Joy Records.

Greenman, who started in the music business shortly after World War 2, will be working with Andy Miele, UA's singles sales topper, in solidifying the diskery's relationships with radio stations and deejay throughout the nation.

UA is currently enjoying Top 100 action on three decks, Bobby Goldsboro's "See The Funny Little Clown," Garnet Mimms & The Enchanters' "Tell Me Baby" and Danny Williams' "White On White."

NARRD Picks D.C. Headquarters For FTC Rules Hearing

JENKINTOWN, PA.—NARRD, the national disk dealers association, will headquarter at the International Inn in Washington, D.C. for the upcoming trade practices conference.

The Federal Trade Commission's one-day hearing on its proposed trade practices rules will take in the nation's capitol on Fri., Mar. 13.

NARRD, according to Ben L. Finn, exec director, will be housed at the International Inn, Thomas Circle, 14th and M. St., N.W., from Fri., Mar. 13 to Sat., Mar. 14.

The national headquarters of NARRD is located in the Times Chronicle Building in Jenkintown, Pa.

Darin Receives Oscar Nomination For "Newman"

NEW YORK—Bobby Darin the Hollywood actor made news last week. The young performer received an Oscar nomination for his portrayal, in a supporting role, of a G.I. in "Captain Newman, MD." The achievement brings to mind Frank Sinatra's supporting role Oscar in 1953 for his performance in "From Here To Eternity," in which he also played a G.I. Like Sinatra's, Darin's role is a non-singing, dramatic part.

"Tosca" Is First Opera To Be Released By RCA Victorla

NEW YORK—A recording of Giacomo Puccini's "Tosca" is the first opera to be released on the new RCA Victorla label. The 2-LP, boxed set is part of Victrola's March release.

Erich Leinsdorf is the conductor for the recording which features the Rome Opera House Orchestra and Chorus. The cast stars soprano Zinka Milanow as Flora Tosca, the late Leonard Warren in the baritone role of Baron Scarpia and the late Jussi Bjoerling as Mario Cavaradossi, the tenor.

The opera is available both in mono and stereo and comes with a detailed account of the plot together with pics of three singing stars and conductor Leinsdorf.

Philips Hosts Serendipities At Chi Press Concert

CHICAGO—Philips Records hosted its Serendipity Singers last week (26) at a party and press concert at the Happy Medium a few hours before the group began a three-week engagement at Mister Kelly's.

Emceed by WBBM's Mal Bellairs, the affair was attended by local deejays, press reps, distributors and disk people. Each of the nine members of the group was introduced to the guests before performing tunes from their debut LP, including "Crooked Little Man," their current chart-rider.

Beatles Leave Chart Smashes Behind As They Return Home

NEW YORK—The Beatles, back in England after their historic confrontation with the U.S. public, are still knocking 'em dead on disks.

In keeping with their remarkable success here, strange things are happening, as comic Red Buttons used to say.

For instance, Cash Box has received action on the retail level of a disk that has not been released in the U.S. as yet. Evidentially, a Beatles cut, "Roll Over Beethoven," has made its way here from Canada, where it is on issue. It was believed for a while that Capitol Records had released the side, but this was denied by company execs.

Meanwhile, a new single by the group is out and is already making sure-fire headway on the Top 100. Vee Jay Records, in the Top 10 with the group's "Please, Please Me," released "Twist & Shout" from its LP, "Introducing the Beatles." The deck, which appears under the Vee Jay-handled Tollie label, is number 64 in its initial stand on the chart. Label's Randy Wood reported last week that the deck had a five-day order total of 400,000.

Older Beatles' dates, including "Please, Please Me," number 4, are still blanketing the listing. For the seventh straight week, Capitol's "I Want To Hold Your Hand" is in the top spot, followed by Swan's "She

Chet Woods Heads Sales At Joy

NEW YORK—Joy Records has announced the appointment of vet disk man Chet Woods as national sales manager for the Joy and Select labels. Woods formerly served as a vp at both the United Artists and Mercury labels.

Caterina Valente Wows 'Em At Plaza Persian Room

NEW YORK—There is nothing more delightful than watching a real pro in top form enjoying herself on stage while simultaneously pleasing an audience. And that was the story in a nutshell last week when London Records' Caterina Valente made her opening night performance at the Persian Room of the Plaza Hotel in New York.

The gifted vocalist was a delight to the eyes as well as the ears and in our book wins top honors for grace of movement. The fluid motions of her arms are too beautiful to describe and are an act in themselves.

Working in what must have been six or seven different languages, Miss Valente won raves for each and every number. Her arrangements were superb. Her choice of material wonderfully varied. Her delivery was always inventive, always surprising and always entertaining.

Her act moves at a torrid pace, features a wide range of high and low notes as well as some of the kookiest yet charming vocal gimmicks we've ever heard. Her guitar interlude during which she sang "Moon River" as it's never before been sung, had opening night guests including Henry Mancini, the song's composer, and Andy Williams, whose theme it is, shouting bravo.

It's unfortunate for Americans that the entire globe loves her and that club performance by the lark in the U.S. must be separated by years.

Loves You." MGM's "My Bonnie" is number 32 and Vee Jay's "From Me To You" re-appears on the chart as number 89.

The group is still to make its fourth & fifth appearances on the Ed Sullivan Show, whose Nielsen ratings have zoomed up since the boys initial guest-shot.

The survey for the Feb. 23 show put it in fourth place among network offerings. It was noted that the program could have placed number 1 if the survey were compiled on a weekly basis instead of covering a two-week period.

Beatles In Closed-Circuit Theater TV'er Mar. 13-14

NEW YORK—A closed-circuit theater telecast of a show featuring The Beatles is set for the weekend of Mar. 13 & 14.

Along with The Beatles, the show will also feature hot teen performers Lesley Gore and The Beach Boys.

Sponsor of the event is National General Corp., a division of Concerts, Inc. The Hollywood-based theater chain-flick producer has set out to use about 100 theaters as a medium for the showing of ballet, concerts and Broadway productions on closed circuit color TV, employing a new process.

The show, which was taped at the Washington Coliseum in the nation's capitol, will be presented four times, two performances each day.

Landslide House OK Of Bill To Limit FCC's Control Of Radio-TV Ads

WASHINGTON—By a landslide vote of 317 to 43, the House of Representatives last week voted on a bill to prevent the Federal Communications Commission to regulate the amount of commercials on the airwaves. The Senate will now take up the matter.

The House action was seen as representing a fear of FCC interference over the general spectrum of programming rather than the more limited area of commercials.

The FCC itself had previously backed down on more extensive control of radio & TV ads, and said it would look into such matters on an individual basis.

Andy Williams TV Package A Winner In O'seas Markets

HOLLYWOOD—"The Andy Williams Show," a series of 13 one-hour specials, has topped the previous high for sales of a musical variety show to foreign markets, it was announced last week by Alan Bernard, the singer's manager.

The shows were packaged by Barnaby Productions, distributed by MCA-TV, and sold in record time to stations in England, Australia, Canada, Brazil, Norway, Sweden, Denmark and the Philippines.

Bernard also said that deals were being firmed for the show's syndication in Japan, Spain, Italy and France.

Mancini Calls On N.Y. For Breather From H'wood; 3rd Straight Oscar Contender

NEW YORK—Henry Mancini, in a well-deserved breather from his prolific output of Hollywood film scores, dropped-in to New York last week.

Pointing-up the quality of his Hollywood work, the composer-maestro, last week along with lyricist Johnny Mercer, won his third consecutive Oscar nomination, this time for "Charade," from the pic of the same name. Two other nominees went on to receive "Best Song" Oscars. With lyrics also by Mercer, the songs were "Moon River" and "Days Of Wine & Roses."

The announcement came while Mancini was in New York for a three-day pleasure visit before departing for London and work on the new Peter Sellers film, "A Shot In The Dark."

While in New York, Mancini was hosted by RCA Victor Records at a small informal press gathering at Sardi's West where he discussed his varied film scoring chores, including his first effort, the 1952 Abbott & Costello flick, "Lost In Alaska." An award winner in the TV and screen media, Mancini said he wanted very much to do a Broadway musical.

The prolific composer is currently represented in four major films—"Charade," "Man's Favorite Sport," "Soldier In The Rain," and "Pink Panther," also a Peter Sellers film. "The Out Of Towners," the film cleffer's latest, is not yet in release.

Until this past year, Mancini never held any of the publishing rights to his film scores; now the composer holds the rights to everything he has written since "Charade," including "Panther" and "Soldier."

All Smiles



NEW YORK—Henry Mancini and his wife flew into New York last week from Los Angeles. The twice Academy Award-winning composer is in town for meetings with RCA Victor executives in connection with the nomination of his "Charade" score for a third consecutive Academy Award.

Connie B. Gay Sets Country Music Tour

NASHVILLE — The first country music spectacular to be produced by the newly organized Nashville division of the Connie B. Gay organization has been set for the West coast, with the initial show skedded for Seattle Mar. 4.

The tour, which will also include performances in British Vancouver, Portland and Spokane, will feature the talents of Webb Pierce, Faron Young and his Deputies, Kitty Wells, Carl Smith, Minnie Pearl, Johnny Wright and his Tennessee Mountain Boys, Bill Phillips and Bobbi Staff.

Advance promo on the tour is being handled by Oscar Davis, tour director for the Gay organization.

Johnny Burke Dies

NEW YORK — Johnny Burke, top-flight lyricist-cleffer, died here last week (25) in his hotel suite at the age of 55. Burke's death, in his sleep, was apparently of natural causes.

Burke's most fruitful collaboration was with Jimmy Van Heusen. The pair, who wrote for many Bob Hope-Bing Crosby "road" films, turned out such standout songs as "It Could Happen To You," "Imagination," "Polka Dots & Moonbeams," "But Beautiful" and many others.

The team received Oscars for "Swingin' On A Star." In addition to his success with Van Heusen, a teaming that lasted from 1939 to 1953, Burke also had hit songs with Harold Spina (e.g. "The Beat Of My Heart") and Arthur Johnson (e.g. "Pennies From Heaven") in the 30's.

Burke's talent for lyrics was mostly confined to songs which represented the best in Tin Pan Alley form. However, he proved he could write fine "plot" songs (both words and music) for the musical stage when in 1961 his show, "Donnybrook!," starring Eddie Foy, Jr. was presented.

Burke, born in Antioch, Calif. on Oct. 3, 1908, spent most of his youth in Chicago. In his twenties, he played with college dance orchestras as a pianist and later joined various publishing houses in New York and Chicago as a songwriter.

At his death, Burke was a partner with Van Heusen in a New York publishing firm. He is survived by his widow, Mary, his fourth wife, and four children, a son and three daughters.

Roberts Electronics Expands

LOS ANGELES—Roberts Electronics has completed plans to expand its line of tape recorders and markets to cover the entire mass-consumer field. The announcement was made by O. X. Pitney, vice president and general manager of the wholly owned division of Rheem Manufacturing, at a national sales meeting last week.

The object of the new expansion program, said Pitney, is to make Roberts the most complete line of tape recorders in the field. The new plan calls for the development of new product for both the high and the low end of the line, an expanded sales base to include new dealers and markets, and the expansion of trade and consumer advertising.

Subsidy For Nitery Singers?

NEW YORK—Should nitery singers be subsidized in the manner of the theater, dance and opera?

The team of Toni & Jan Arden blend their voices with a resounding "yes!"

The duo says that while the three art forms receives subsidies of one sort or another, night club singers must "develop by trial and error."

They declare that because there are only "three or four highly professional" men in the country who can put together a successful, they would cost "a fortune."

"For instance," they state, "the cost would be prohibitive to hire musicians and a writer of special material to take off a few months to work on our act."

They feel that a subsidization would also give a composer, arranger and writer of special material a chance to develop.

One source of a subsidy could be the night club owner, who, the pair points out, wants an act to succeed as much as the act itself.

Golden Names Jet Its N.Y. Distrib

NEW YORK — Golden Records has named Jet Distributing as the new distrib for its product in the New York area, according to Shy Raiken, sales manager. Jet, headed by Howard Stark, has already sold 50,000 copies of a 32-photo Beatles booklet, Raiken noted.

Many Labels Boast Oscar Nominations With Track LP's

NEW YORK — A host of labels is counting on moving more soundtrack merchandise based on last week's Academy Award nominations from Hollywood. The final winners will be announced April 13.

Four of the five best-film-of-the-year nominees are represented by soundtrack LP's, including "Tom Jones" (UA), "Cleopatra" (20th Century-Fox), "America, America" (Warner Bros.) and "How The West Was Won" (MGM) ("Lilies Of The Field" does not have a soundtrack album). The disk affiliates of the four film companies that released the flicks naturally got the soundtracks.

There is a liberal sprinkling of soundtrack-available product in many other non-music categories, the strongest example of which is UA's "Tom Jones," which received 10 nominations.

The music categories include: Best Song: "Call Me Irresponsible" by

James Van Heusen & Sammy Cahn ("Papa's Delicate Condition"), "Charade" by Henry Mancini & Johnny Mercer ("Charade"), "It's A Mad, Mad, Mad, Mad World" by Ernest Gold & Mack David ("It's A Mad . . ."), "More" by Riz Ortolani & N. Newell ("Mondo Cane") and "So Little Time" by Dimitri Tiomkin ("55 Days At Peking"). Mancini & Mercer can win their third Oscar in a row for "Charade."

Best Music Score (substantially original): "Cleopatra" by Alex North, "55 Days At Peking" by Dimitri Tiomkin; "How The West Was Won" by Alfred Newman & Ken Darby, "It's A Mad, Mad . . ." by Ernest Gold, "Tom Jones" by John Addison.

Best Scoring of Music (adaptation or treatment): "Bye Bye Birdie" by Johnny Green, "Irma La Douce" by Andre Previn, "A New Kind Of Love" by Leith Stevens, "Sundays & Cybele" by Maurice Jarre and "The Sword In The Stone" by George Bruns. Maurice Jarre can win his second Oscar in a row for "Sundays" (he won last year for Lawrence Of Arabia).

With the soundtracks of "55 Days At Peking," "Charade" and "A New Kind Of Love," the Columbia, Victor and Mercury labels, respectively, can also get on the Oscar bandwagon.

Caedmon Issues 2-Disk JFK—"Self Portrait"

NEW YORK—Caedmon Records has released a two-disk album package titled, "John F. Kennedy—A Self Portrait — The Gallant Warrior Of The Thousand Days."

The set, considerably broader in scope than the many albums of Kennedy speeches currently available, includes an introduction by Carl Sandburg and a compilation of remarks made by the late President from the beginning of his political career through his term in the White House.

The label has set a limited-time price of \$9.90 on the package.

Fabian Tapped By Clark As MC For "Caravan"

LOS ANGELES — Fabian has been signed by Dick Clark to perform the emcee chores on the "Dick Clark Caravan Of Stars" which begins a nine-week, seventy city tour on Jul. 1, it was announced last week by Clark.

The former rock and roll vocalist, now turned actor, will front as host of the musical talent to appear on the Caravan, and will also do grass roots promo work on his new Columbia flick, "Ride The Wild Surf," which will be shown coincidentally in the cities the caravan will play.

The tour opens in Boston and winds up in Phoenix on Sept. 9.

Singing On The Run



CHICAGO — Mercury's Smothers Brothers are booked so solidly on their current concert tour that they didn't even have time to leave the airport to sign a new recording contract during a recent stop-over in Chicago. So, the label's executive veep Irwin H. Steinberg, second from right, went to the airport, contracts in hand, and the three completed a new long-term agreement. At the left is Dick Smothers, and at right, Tom.

Jan & Dean To Sing Flick Title Tune

HOLLYWOOD—Jan and Dean, who are currently riding the charts with "New Girl In School" on Liberty, have been set to sing the title song of Columbia Pictures' "Ride The Wild Surf." The duo will also make their film debut as surfers in the Art and Jo Napoleon production.

Jan and Dean will also record the tune, which has been written by Jan, Roger Christian and Brian Wilson. It will be released by Liberty Records.

Claridge Music Hosts Dinner For Cannon

NEW YORK — Claridge Music last week hosted a formal dinner here at the Waldorf-Astoria in honor of Fred Cannon's seventh year as a successful recording artist. Frank Slay, president of the pubbery who produced all of Cannon's hits from the first one, "Tallahassee Lassie" up through the songster's current hit, "Abigail Beecher," acted as an informal emcee for the affair which was attended by a host of music biz luminaries.

Microfon's Kaminsky Visits New York

NEW YORK—Mario Kaminsky, general manager of Microfon Records in Argentina, left for home last week (28) after a 10 day visit to New York, where he visited some of the labels his firm releases there. The exec told Cash Box he intends to visit the upcoming Federation of Latin-American Record Producers in Mexico City, April 13-15 (see separate story).

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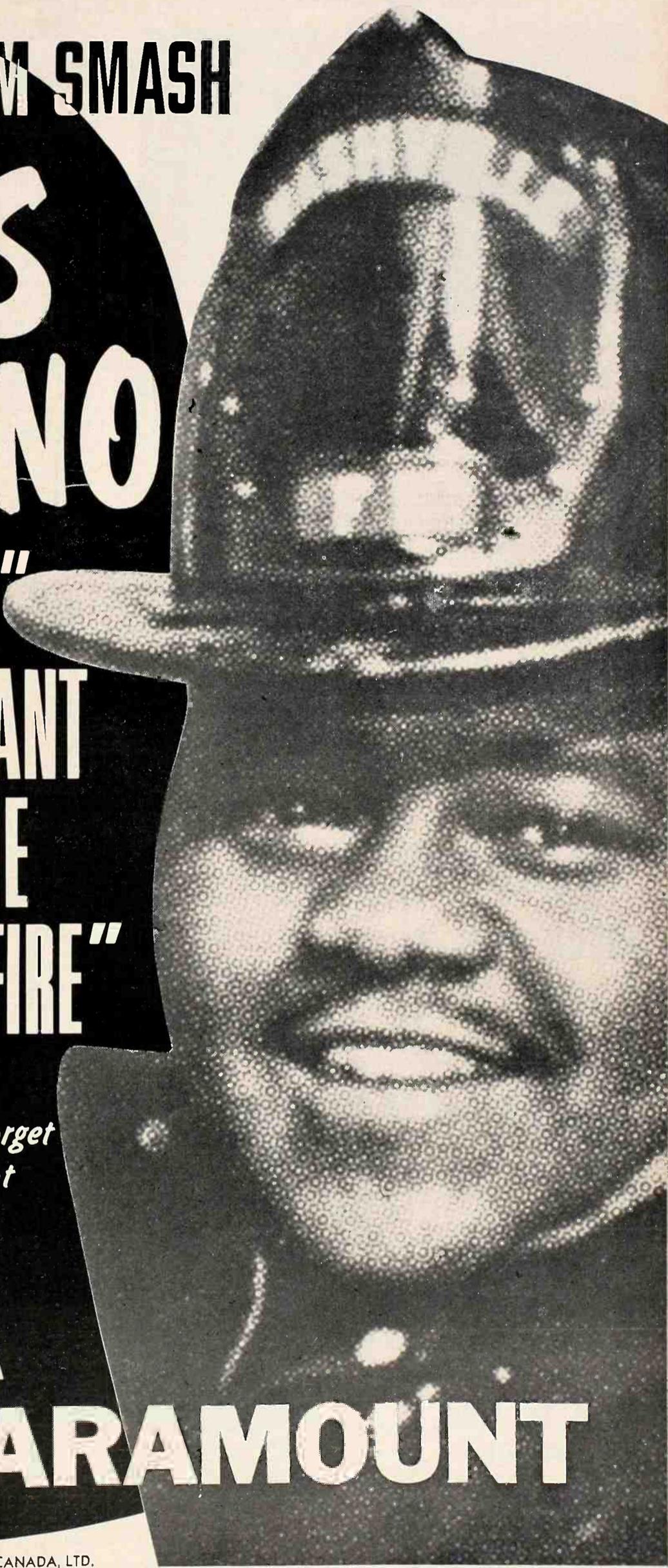
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Second City Stop-Over



CHICAGO—Gina Bachauer, famed classical pianist, chats with Mercury Records executives (left to right) Irving Green, president, Irwin Steinberg, executive veep and Kenny Myers, veep in charge of sales during her Windy City visit to perform three guest solo stints with the Chicago Symphony Orchestra. Mme. Bachauer and her husband, conductor Alec Sherman, were entertained at a formal dinner given in their honor by the Greek Consul-General.

Hale Smith Joins Frank Music

NEW YORK—Hale Smith, composer-pianist-editor, has joined the staff of Frank Music. He'll report to Arnold Brodido, head of the publications division. Move, an announcement said, stresses the continuing expansion of Frank Music and its growing emphasis on educational and standard publications drawn both from original sources as well as from its pop and theatrical catalogs.

Smith is at home in both the long-hair & jazz areas. A serious composition, a 12-tone opus, "Contours for Orchestra," was commissioned, performed and recorded by the Louisville Symphony Orchestra.

On the jazz scene, he recently appeared as pianist with the Oliver Nelson group. He has also arranged & composed for Chico Hamilton, Quincy Jones and Dizzy Gillespie.

Columbia Running Dealer Contest

NEW YORK—"Win Ten Columbia LP Albums of Your Choice! Enter Columbia Masterworks Rave Review Contest!" is the offer Columbia Records Sales Corp. is currently making to all its dealers throughout the country.

The contest consists of matching miniature photos of album covers with excerpts from well-received reviews these LP's have garnered in major magazines and newspapers. By correctly filling in a special entry/answer blank, Columbia Records dealers are eligible to win any 10 Columbia albums of their choice.

All information concerning the contest, including the entry blank, is printed on a special folder inserted into the sleeve of "The Sound of Genius" Feb. 1964 demonstration record being shipped to dealers. This special preview LP contains complete selections from the latest releases by Eugene Ormandy, Leonard Bernstein, Thomas Schippers, Vladimir Horowitz, Glenn Gould and The Budapest String Quartet and allows dealers to become more thoroughly acquainted with Columbia's Masterworks catalog. In addition, the record sleeve presents further interesting and pertinent information about the music heard in the album.

Deadline for entering the contest is midnight, Saturday, March 14. All entry blanks must be accompanied by a photo of the contestant.

He's Fond Of Fonda



NEW YORK—Piano personality Peter Nero entertains lovely flick actress Jane Fonda at a gala "Sunday In New York" party, hosted at Rockefeller Center on a recent Sunday by RCA Victor to herald the opening of the MGM-Seven film and Nero's debut as an actor and composer of the soundtrack score. Nero's "Sunday" LP is currently riding the LP charts.



TOP 100 SINGLES (ALPHABETIZED)

* Denotes Red Bullet			
Abigail Beecher	25	Man In You	101
A Fool Never Learns	33	Miller's Cave	41
A Letter From Sherry	50	Money	71
Ain't Nothing You Can Do	77	My Bonnie	31
Anyone Who Had A Heart	40	My Heart Belongs To Only You	*34
		My Heart Cries For You	*44
		My True Carrie Love	41
Baby Don't You Cry	*46		
Bird Dance Beat	37	Nadine	*8
Blue Winter	*27	Navy Blue	1
Bye Bye Barbara	90	Needles And Pins	*52
		New Girl In School	72
California Sun	7		
Can Your Monkey Do The Dog	39	Oh Baby Don't You Weep	28
Come On	63	Our Everlasting Love	93
Crooked Little Man	*74	Out Of Limits	25
Down (Go Away)	3		
Dead Man's Curve	80	Penetration	20
For You	31	Please, Please Me	*4
From Me To You	89	Puppy Love	71
Fun, Fun, Fun	*10		
442 Glenwood Avenue	54	Rip Van Winkle	45
Girl From Spanish Town	76	Run Run Run	86
Glad All Over	*21		
Going Back To Louisiana	96	See The Funny Little Clown	12
Going Going Gone	57	She Loves You	2
Gonna Send You Back To Georgia	55	Shelter Of Your Arms	19
Good News	9	Shoop Shoop Song	*51
		Southtown U.S.A.	58
Hand It Over	88	Stardust	*36
Hello Dolly	*22	Stay	*47
He's A Good Guy (Yes He Is)	*61	Stop And Think It Over	11
He'll Have To Go	60	Suspicion	*59
Hey Jean, Hey Dean	91		
Hey Little Cobra	26	Talking About My Baby	30
High Heel Sneakers	*45	T'Ain't Nothin' To Me	97
High On The Hill	87	Tell It On The Mountain	73
Hippy Hippy Shake	66	Tell Me Baby	83
Hooka Tooka	38	(That's) What The Nitty Gritty Is	75
		Think	62
I Can't Stand It	85	To Each His Own	92
I Love You More And More Each Day	13	Twist & Shout	67
I Only Want To Be With You	14		
I Want To Hold Your Hand	1	Um, Um, Um, Um, Um, Um	14
I Wish You Love	24	Understand Your Man	*65
I Wonder Who's Kissing Her Now	84		
I'll Make You Mine	69	Vaya Con Dios	42
I'm Your Hoochie Coochie Man	78		
It Hurts Me	82	Way You Do The Things You Do	*41
It's All In The Game	56	What Kind Of Fool (Do You Think I Am)	18
		What's Easy For Two	53
Java	5	Who Do You Love	23
		White On White	98
Kissin' Cousins	*16	Who's Going To Take Care Of Me	99
		Woman, Love And A Man	95
Live Wire	35	Worried Guy	*43
Long Lonesome Blues	67		
Look Homeward Angel	64	You Don't Own Me	8
Love With The Proper Stranger	94	Young And In Love	70

Big 3 Music Unveils New Exploitation Plan

NEW YORK—The Big 3 Music Corporation (Robbins-Feist-Miller) has initiated changes in the operational patterns of its professional department in the New York home office.

The new Big 3 exploitation look calls for professional men to be assigned to specific record labels to service A & R men and disk artists in the manner that account executives at ad agencies service their particular "accounts."

New move is expected to establish closer record company ties with each Big 3 professional man hyping both current pop and standard material for singles as well as albums. The Big 3 objective is to make available to record companies the full spectrum of music material from all of the Big 3 catalogs via a steady single source contact. Film music, TV music, new pops, and standards will thus be made more readily available to diskeries which have been stepping-up use of the Big 3 music product in all forms.

Actual line-up of the Big 3 staff continues with professional men Oscar Robbins, Murray Baker, Al Kohn, Hy Ross, Al Rickey, Dick Milfred and Buddy Manning reporting to professional coordinator Ed Slattery with the entire operation under topper Mickey Scopp.

In conjunction with the new exploitation set-up Big 3 will increase its creative services which provide record packaging ideas and artist suggestions for diskeries.

World Artists Buys English Master

PITTSBURGH—World Artists Records has purchased a master from England according to Lou Guarino, president. Side, acquired from Ember Records (International) Limited, is "Yesterday's Gone" by Chad Stuart & Jeremy Clyde.

Darrell Boyd Named General Sales Manager Of Revere-Wollensak

ST. PAUL, MINN.—The promotion of Darrell H. Boyd to general sales manager of the Revere-Wollensak division of 3M Company has been announced by G. W. Sandell, division general manager.

In the newly-created position, Boyd will have complete responsibility for all sales programs of the division and will report directly to Sandell. Reporting to Boyd will be division sales and marketing managers from 3M facilities in St. Paul, Minn. and Rochester, New York.

Prior to this assignment, Boyd had been consumer products marketing manager for the division and earlier project manager for the Revere stereo tape cartridge system.

Boyd, an engineering graduate of Princeton University, has been with 3M for more than 15 years. He served in a variety of technical service and sales management positions with the firm's reflective products division prior to joining Revere-Wollensak in the fall of 1962.

London Execs Back From W. Coast Trek

NEW YORK—London Records' exec Herb Goldfarb (sales topper) returned last week from a swing of key west coast cities, where he visited with distrib execs and dealers in six major cities.

Herb Linsky (special markets sales rep) criss-crossed with Goldfarb on the western trip, visiting with execs of rack operations in Seattle, San Francisco, Los Angeles, Salt Lake City and Denver.

Goldfarb, who also hit Chicago last week for a one day meet with the label's sales-promo staff there, noted a steady increase in stereo sales, which, he asserted, looks like a forerunner of a bigger stereo boom within the year.

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CHUCK BERRY

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TOP 50 IN R&B LOCATIONS

		Pos.	Last Week
1	HI-HEEL SNEAKERS Tommy Tucker (Checker 1067)	7	
2	GOOD NEWS Sam Cooke (RCA Victor 8299)	2	
3	WHAT KIND OF FOOL (Do You Think I Am) Tams (ABC Paramount 10502)	1	
4	THE SHELTER OF YOUR ARMS Sammy Davis Jr. (Reprise 20216)	3	
5	I WISH YOU LOVE Gloria Lynne (Everest 2036)	9	
6	OH BABY DON'T YOU WEEP James Brown (King 5842)	6	
7	ANYONE WHO HAD A HEART Dione Warwick (Scepter 1262)	10	
8	UM, UM, UM, UM, UM, UM Major Lance (Okeh 7187)	4	
9	TALKING ABOUT MY BABY Impressions (ABC Paramount 10511)	5	
10	VAYA CON DIOS Drifters (Atlantic 2216)	11	
11	MY TRUE CARRIE LOVE Nat Cole (Capitol 5125)	16	
12	GOING GOING GONE Brook Benton (Mercury 72230)	8	
13	WHAT'S EASY FOR TWO Mary Wells (Motown 1048)	17	
14	PUPPY LOVE Barbara Lewis (Atlantic 2214)	18	
15	THE WAY YOU DO THE THINGS YOU DO Temptations (Gordy 7028)	26	
16	BABY DON'T YOU CRY Ray Charles (ABC Paramount 10530)	20	
17	HE'LL HAVE TO GO Solomon Burke (Atlantic 2218)	24	
18	MY HEART CRIES FOR YOU Ray Charles (ABC Paramount 10530)	31	
19	CAN YOUR MONKEY DO THE DOG Rufus Thomas (Stax 144)	12	
20	LIVE WIRE Martha & Vandellas (Gordy 7027)	14	
21	SO FAR AWAY Hank Jacobs (Sue 795)	27	
22	HARLEM SHUFFLE Bob & Earl (Mall 104)	15	
23	SHOOP SHOOP SONG Betty Everett (Vee Jay 585)	39	
24	WHO DO YOU LOVE Sapphires (Swan 4162)	19	
25	(THAT'S) WHAT THE NITTY GRITTY IS Shirley Ellis (Congress 208)	37	
26	GONNA SEND YOU BACK TO GEORGIA Timmy Shaw (Wand 146)	25	
27	LEAVING HERE Eddie Holland (Motown 1052)	28	
28	STRANGE THINGS ARE HAPPENING Little Jr. Parker (Duke 371)	35	
29	TELL ME BABY Garnett Mimms and Enchanters (United Artists 694)	36	
30	NADINE Chuck Berry (Chess 1883)	46	
31	I CAN'T STAND IT Soul Sisters (Sue 799)	40	
32	LOUIE, LOUIE Kinsmen (Wand 143) Paul Revere & Raiders (Columbia 42814)	13	
33	RUN, RUN, RUN Supremes (Motown 1054)	41	
34	AIN'T NOTHING YOU CAN DO Bobby Bland (Duke 375)	—	
35	CAN I GET A WITNESS Marvin Gaye (Tamla 54087)	23	
36	HAND IT OVER Chuck Jackson (Wand 149)	—	
37	THINK NOTHING ABOUT IT Gene Chandler (Constellation 111)	45	
38	OUR EVERLASTING LOVE Ruby & Romantics (Kapp 578)	—	
39	T'AIN'T NOTHIN' TO ME Coasters (Atco 6278)	—	
40	GO NOW Bessie Banks (Tiger 102)	44	
41	THE MAN IN YOU Miracles (Tamla 54092)	—	
42	SHIMMY SHIMMY Orlans (Cameo 295)	21	
43	WHO'S GOING TO TAKE CARE OF ME Justine Washington (Sue 797)	—	
44	TONIGHT YOU'RE GONNA FALL IN LOVE WITH ME Shirelles (Scepter 1264)	22	
45	HE'S A GOOD GUY (YES HE IS) Marvelettes (Tamla 54091)	29	
46	OUT OF THIS WORLD Gino Washington (Wand 147)	41	
47	YOU WERE WRONG Z. Z. Hill (M & H 200)	—	
48	NEED TO BELONG Jerry Butler (Vee Jay 567)	30	
49	WHEN THE LOVE LIGHT STARTS SHINING THROUGH HIS EYES Supremes (Motown 1051)	32	
50	DEEP IN THE HEART OF HARLEM Clyde McPhatter (Mercury 72220)	35	

Liberty Ups Ray Hill, Brings In Abe Kesh

NEW YORK—Liberty Records has made several changes in its promo dept. Ted Feigin, promo director, has announced the promotion of Ray Hill, previously southern Calif. promo head, to concentrate on the south and some midwestern markets. He has transferred to Cincinnati to handle his new chores.

His former post has been taken over by Abe Kesh, who joins the label after three years as promo director at Eric Distributors in San Francisco, where he serviced all of Northern Calif.

Prior to his tenure with Eric, Kesh worked the Detroit area for Music Systems in sales and promo.

DJ Georgie Woods Injured In Philly Auto Mishap

PHILADELPHIA—Georgie Woods, the R&B deejay in Philly, suffered cuts on the scalp, requiring hospitalization, when he lost control of his auto and crashed into a telephone pole on Feb. 22. The WDAS personality will be released from Germantown Hospital in time to emcee the "Freedom Show," sponsored by the NAACP, at Convention Hall on Mar. 17, which will feature a host of top R&B-pop names.

English Tour Set For Big Dee Irwin

NEW YORK—Dimension Records Big Dee Irwin has departed for England for six weeks of personal appearances and TV engagements. The singer's "Swingin' On A Star," which was a big hit for him in this country last year, is currently one of the top records in England.

Irwin has been set to appear on several video programs including "Ready Steady Go," "Lucky Stars" and "Saturday Club." He will also be guest on several interview shows.

Schedule of one-nighters calls for him to visit 26 cities throughout England. He is also scheduled to record while abroad.

Realm Names Distribs In Major Markets

NEW YORK—Realm Records has appointed new distribs in major markets throughout the nation. They are: Fidelity Electric Company, Seattle; David Rosen, Inc., Philadelphia; Bill Lawrence Inc., Pittsburgh; Schwartz Brother, Washington, D.C.; Best Distributing Co., Buffalo New York; All-State New Jersey, Inc., in Newark.

Initial releases by the distributors are "Jazz For Bach Buffs" and Dave McKenna's piano LP, "Lullabies In Jazz."

On the foreign scene, the label is distributed in Europe and England by Deutsche Gramophon on the Brunswick label.

Trini Cuts While In Gotham



NEW YORK—Trini Lopez, who is presently clicking with "Jailer, Bring Me Water" on Reprise, recently made a whirlwind tour of New York visiting deejays, label executives, etc. While in the city the artist took time off from his hectic schedule to cut some singles. Pictured (left to right) in the above pic at the Warner Bros. N. Y. offices are George Lee, eastern operations manager, Trini, Cash Box editor Irv Lichtman and Sid Shaeffer, the label's eastern sales manager.

Columbia Fetes Brothers Four



NEW YORK—Columbia Records recently hosted a cocktail party honoring the Brothers Four and their newest LP, "The Brothers Four Sing Of Our Times." The affair, which was held at the Establishment, was attended by radio personnel, visiting celebs and press representatives. Shown with the folk group in the above pic is John Krance, music director of WPAT.

90-Day P.A. Whirl Guarantees Lettermen \$203,000

HOLLYWOOD—The Lettermen have been guaranteed \$203,000 for 37-personal appearance dates for the 90-day period starting Sunday, March 1 and ending Saturday, May 16.

The Capitol Records' artists start the whirlwind tour with two dates on March 1; the Naval Academy at Annapolis and Brockport State Teachers College, New Rochelle, New York. Following group travels to Tennessee Wesleyan College, Madison College, Atlanta Christian, Hampton Sydney College, Findlay College, Southern Illinois College, Moravian College, Brenan High School, Austin Peay College, Rocky Mountain High, Mansfield State College, Southern State Teachers, Keokuk College, University of Tennessee, Western Reserve, Bethany College, Frederick College, Louisiana Tech and DePauw University.

In the home stretch, it's Ball State, Rye High, Erie County Tech., Genesee State, St. Elizabeth College, Bucknell University, University of Mississippi, Ferrum Junior College, St. Andrews College, Indiana University, Adelphia University, Wilkesberry College, Niagara University and Ohio University.

Ben-Ven Inks Paris Sisters For MGM Releases

NEW YORK—Nick Venet of Ben-Ven Productions has announced the signing of The Paris Sisters to a long-term pact. Venet will produce disks by the gals for release on the MGM label. The first single is due April 18, an album, sometime in July. The group is currently on a 7-week tour of the Orient that ends Mar. 20 in Hawaii. Gals were represented in the deal by Clancy B. Grass III, their personal manager.

Michael Arends Visits U.S.

NEW YORK—Michael Arends of Paul C.R. Arenda-Verlag, the German music publisher, is currently on a visit to the U.S. He is calling on publishers and affiliate and plans to visit Nashville before his return to Germany on Mar. 4.

Gallis Forms Indie Promo Firm In Chi

CHICAGO—Paul Gallis, vet record promo man in Chicago, Milwaukee and other mid-western territories for the past several years, announced last week the formation of his own free-lance promotion firm in the Windy City. Gallis noted that he intends to function on the basis that the indie promo man need not specialize in any one type of music but, rather, in all varied fields.

CHANGING MY LIFE FOR YOU

The Z-Debs
Roulette 4544

ROULETTE RECORDS

1631 B'way, N. Y., N. Y.

1964's First Big
Ballad Hit

BOBBY GOLDSBORO

Singing

"SEE THE
FUNNY LITTLE
CLOWN"

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The One To Watch

"I WAS A FOOL"

PAUL SINDAB

POWERTREE 144

POWERTREE RECORDS, INC.

144 W. 57th St., New York 19, N.Y.

New Shirelles Smash

"SHA-LA-LA"

Scepter 1267

A Winning Team



PHILADELPHIA—The three smiling gentlemen in the above pic at the Uptown Theatre in the Quaker City received awards for Major Lance's first three Okeh chart triumphs: "The Monkey Time," "Hey Little Girl" and "Um, Um, Um, Um, Um, Um." Standing (left to right) are Curtis Mayfield, the writer of the tunes, A&R producer Carl Davis and Major Lance. Shown at the extreme right is Georgie Woods of WDAS who presented the awards.

ELVIS PRESLEY	KISSIN' COUSINS	RCA VICTOR
ELVIS PRESLEY	IT HURTS ME	RCA VICTOR
THE BEATLES	TWIST AND SHOUT	VEE-JAY
RAY CHARLES	MY HEART CRIES FOR YOU	ABC PARAMOUNT
TERRY STAFFORD	SUSPICION	CRUSADER
THE BEATLES & TONY SHERIDAN	MY BONNIE	MGM
THE SAPPHIRES	WHO DO YOU LOVE	SWAN
THE BEATLES & TONY SHERIDAN	THE SAINTS	MGM
JOHNNY CASH	UNDERSTAND YOUR MAN	COLUMBIA
THE BOY WITH THE BEATLE HAIR	THE SWANS	CAMEO
THE CRICKETS	OLE FATHER TIME	LIBERTY
MILLIE FOSTER	LET GO OF MY HEART	TCF
DEMETRISS TAPP	IS THIS THE BEGINNING OF THE END	BRUNSWICK
DEMETRISS TAPP	IT AIN'T NO USE	BRUNSWICK
LOU JOHNSON	GOODNIGHT MY LOVE	HILLTOP
THE FOUR SEASONS	THE ABERBACH GROUP	VEE-JAY

DORIS TROY PLEASE LITTLE ANGEL

ATLANTIC 2222

Going all the way!

STAR DUST

The New Hit For

NINO TEMPO & APRIL STEVENS

(ATCO)

MILLS MUSIC, INC.
New York, N.Y. 10019

WB Pacts Castells

BURBANK, CALIF.—The Castells, onetime hit attraction on the Era label, have been inked to Warner Bros. Records, according to Joe Smith, A&R director. Their hits for Era included "Sacred" and "Could This Be Love." They are scheduled for several singles and album releases this year.

The foursome—Chuck Girard, Joe Kelly, Tom Hicks and Greg Van Krugel—have their diskings produced by Brian Wilson, who is also a member of the Beach Boys. They are managed by Mike Connor.

100 Tapes In Catalog Of 3M's Cartridge Player

NEW YORK—More than 100 pre-recorded tape cartridges now are available for use with the Revere stereo tape cartridge system.

The Revere-Wollensak division of the 3M Company has announced addition of 17 more titles to its growing line of pre-recorded tape cartridges. New cartridges include six on the ABC-Paramount label and 11 on the Westminster label which 3M will duplicate and market. The Revere stereo tape cartridge system is an automatic tape changing system and provides up to 15 hours of unattended stereo music.

New offerings include a host of classical selections from Westminster, many best-sellers from ABC-Paramount.

A special cartridge of children's music from Westminster includes Prokofiev's "Peter and the Wolf" with Artur Rodzinski conducting the Philharmonic Symphony Orchestra of London and Saint-Saens' "Carnival of the Animals" with Herman Scherchen conducting the Vienna State Opera Orchestra. Garry Moore narrates.

Other Westminster selections include: Tchaikovsky's "Violin Concerto in D Major," Opus 35 with Artur Rodzinski conducting the Philharmonic Symphony Orchestra of London; "Puccini for Orchestra," including famous melodies from "Tosca," "La Boheme" and Madame Butterfly" with Sy Shafer conducting the Vienna State Opera Orchestra; Brahms' "Violin Concerto in D Major," Opus 77 with Artur Rodzinski conducting the Philharmonic Symphony Orchestra of London; "Mephisto Waltz" and "Les Preludes" by Liszt, Saint-Saens' "Danse Macabre" and Weber's "Der Freischutz Overture" with Hermann Scherchen conducting the Vienna State Opera Orchestra; the ballet suite and waltz from Copland's "Billy The Kid," and four dance episodes from "Rodeo" with Maurice Abravanel conducting the Utah Symphony; Mozart's "Eine Kleine Nachtmusik and Symphony No. 40 in G Minor" with Sir Adrian Boult conducting the Vienna State Opera Orchestra; Hermann Scherchen conducting music for multiple orchestras by Beethoven, Orff and G. Gabrieli; Carl Maria Von Weber's Symphony No. 1 in C Major, Opus 19 and Symphony No. 2 in C Major with Victor Desarzens conducting the Lausanne Chamber Orchestra; six of Offenbach's famous overtures including La Vie Parisienne and Orpheus in Hades; Dvorak's Piano Concerto in G Minor, Opus 33 with Laszlo Somogyi conducting the Vienna State Opera Orchestra.

ABC-Par selections include: "We Got Us" by Eydie Gorme and Steve Lawrence; "60 French Girls Can't Be Wrong!" and "60 French Girls" by the Les Djinns Singers; "Modern Sounds In Country and Western Music" and "Ingredients In A Recipe For Soul" by Ray Charles; and "A Season For My Beloved" by Hugo Winterhalter.



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.

"SUSPICION"	TERRY STAFFORD	Crusader 101
"THINK"	BRENDA LEE	Decco 31599
"TWIST AND SHOUT"	BEATLES	Tollie 9001
"HIPPI HIPPY SHAKE"	SWINGING BLUE JEANS	Imperial 66021
"NEW GIRL IN SCHOOL"	"DEAD MAN'S CURVE"	Liberty 55672
"TELL IT ON THE MOUNTAIN"	PETER, PAUL & MARY	Warner Bros. 5418
"MONEY"	KINGSMEN	Wand 150
"NADINE"	CHUCK BERRY	Chess 1883
"IT HURTS ME"	ELVIS PRESLEY	RCA Victor 8307
"CROOKED LITTLE MAN"	SERENDIPITY SINGERS	Philips 40175
"AIN'T NOTHING YOU CAN DO"	BOBBY BLAND	Duke 375

Harry Owens Drops Baton For Pubbery Set-Up

HOLLYWOOD—Harry Owens, whose Hawaiian-inspired tunes include "Sweet Leilani," has set aside his career as conductor of his Royal Hawaiians and is going all-out into the publishing field.

His 30-year-old firm, Royal Music, of which he's sole owner, has a catalog of 300 songs. In addition to "Sweet Leilani," he has acquired the copyright renewals on two of his other successes, "To You, Sweetheart, Aloha" and "Hawaiian Paradise."

Since the first of the year, Owens, reported, there have been seven new recordings on "Sweet Leilani."

Royal Music is located at 14328 Sunset Boulevard in Hollywood.

Wax Date Recap



NEW YORK—Eddie Heller (left), Tribute Records prexy, recaps a Knockouts wax with group member Bob D'Andrea. Heller produced the two sides of the date to be issued on Mo Jo.

Powertree Label Bows

NEW YORK—Powertree Records has been formed by songwriter and publisher Curtis Lewis with headquarters at 144 W. 57th St.

Lewis has announced the pacting of 15 artists to the new label with "Hooka Dooka" by Lou Gossett and "I Was A Fool" by Paul Sindab as a ready on release.

George Warren, the label's Eastern promo rep, said that sales have been picking up in the Baltimore and Philadelphia areas with New England following suit.

Lewis is negotiating for additional distributors to handle the line.

Frank Garay Named Prexy Of Viking Of Minn.

NEW YORK—Frank Garay was elected last week president of Viking of Minneapolis Inc., manufacturers of tape recorders. Garay, a 16 year veteran of the firm, succeeds P. A. Rasmussen, founder of the firm. Rasmussen will act as chairman of the board of directors and retain the presidency of Viking Tool & Die Company and other associated enterprises.

Curtain Time



BALTIMORE—Larry Monroe, (left) WCAO spinner, introduces Santo and Johnny to the crowd during the duo's recent promo visit on behalf of the current chart biggie, "I'll Remember" In The Still Of The Night" on the Canadian-American label.



COUNTRY TOP 50



COUNTRY ROUND UP

	Pos. Last Week		Pos. Last Week
1 UNDERSTAND YOUR MAN	3	26 THROUGH THE EYES OF A FOOL	26
(Johnny Cash Music—BMI) Johnny Cash (Columbia 42964)		(Central Songs—BMI) Roy Clark (Capitol 5099)	
2 SAGINAW, MICHIGAN	1	27 WORST OF LUCK	37
(Tree Music—BMI) Lefty Frizzell (Columbia 42924)		(English—BMI) Bobby Barnett (Sims 159)	
3 MILLER'S CAVE	8	28 NINETY MILES AN HOUR	24
(Jack Music—BMI) Bobby Bare (RCA Victor 8294)		(Don Robertson—ASCAP) Hank Snow (RCA Victor 8239)	
4 MOLLY	6	29 GOING THROUGH THE MOTIONS	27
(Col.-Screen Gems—BMI) Eddy Arnold (RCA Victor 8296)		(Regent—BMI) Sonny James (Capitol 5087)	
5 BEGGING TO YOU	2	30 PILLOW THAT WHISPERS	32
(Marty's Music—BMI) Marty Robbins (Columbia 42890)		(Yonah—BMI) Carl Smith (Columbia 42949)	
6 FIVE LITTLE FINGERS	4	31 THE MORNING PAPER	36
(Moss Rose—BMI) Bill Anderson (Decca 31577)		(Acclaim & Samos Islands—BMI) Billy Walker (Columbia 42891)	
7 YOUR HEART TURNED LEFT	12	32 WAITING A LIFETIME	28
(Glad—BMI) George Jones (United Artists 683)		(Cedarwood—BMI) Webb Pierce (Decca 31582)	
8 WELCOME TO MY WORLD	10	33 EASY COME, EASY GO	38
(Tuckahoe & Neilrae—BMI) Jim Reeves (RCA Victor 8289)		(Moss Rose—BMI) Bill Anderson (Decca 31577)	
9 PEEL ME A NANNER	7	34 LOVE'S GONNA LIVE HERE	30
(Moss Rose—BMI) Roy Drusky (Mercury 72204)		(Bluebook Music—BMI) Buck Owens (Capitol 5025)	
10 LONG GONE LONESOME BLUES	16	35 TIMBER I'M FALLING	42
(Acuff Rose—BMI) Hank Williams Jr. (MGM 13208)		(Husky—BMI) Ferlin Husky (Capitol 5111)	
11 WIDOW MAKER	13	36 THAT'S WHY I SING IN A HONKY TONK	29
(Troy Martin—BMI) Jimmy Martin (Decca 31388)		(Central Songs—BMI) Warren Smith (Liberty 55615)	
12 HE SAYS THE SAME THINGS TO ME	21	37 PETTICOAT JUNCTION	45
(Geld Udell—BMI) Skeeter Davis (RCA Victor 8288)		(Carolyn Tone—BMI) Flatt & Scruggs (Columbia 42882)	
13 D.J. FOR A DAY	5	38 LIFE CAN HAVE MEANING	31
(New Keys—BMI) Jimmy Newman (Decca 31553)		(Acuff Rose—BMI) Bobby Lord (Hickory 1232)	
14 THE WHITE CIRCLE ON MY FINGER	18	39 KEEPING UP WITH THE JONESES	43
(Four Star Sales—BMI) Kitty Wells (Decca 31580)		(Tree—BMI) Margie Singleton & Faron Young (Mercury 72257)	
15 OLD RECORDS	14	40 DREAM HOUSE FOR SALE	41
(Al Gallico—BMI) Margie Singleton (Mercury 72213)		(Cedarwood—BMI) Red Sovine (Starday 650)	
16 B.J. THE D.J.	11	41 TEAR AFTER TEAR	35
(Cedarwood—BMI) Stonewall Jackson (Columbia 42889)		(Cedarwood—BMI) Rex Allen (Mercury 72205)	
17 THE GIRL FROM SPANISH TOWN	23	42 JUST TO EASE THE PAIN	40
(Marty's Music—BMI) Marty Robbins (Columbia 42968)		(Brazos—BMI) Hank Thompson (Capitol 5123)	
18 ALL RIGHT	19	43 THE FILE	—
(Cedarwood—BMI) George Morgan (Columbia 42882)		(Acuff Rose—BMI) Bob Luman (Hickory 1238)	
19 GOOD MORNING SELF	25	44 A LITTLE SOUTH OF MEMPHIS	46
(Pomper—BMI) Jim Reeves (RCA Victor 8289)		(Starday—BMI) Frankie Miller (Starday 655)	
20 LAST DAY IN THE MINES	9	45 TRIANGLE	33
(New Keys—BMI) Dave Dudley (Mercury 72212)		(Regent—BMI) Carl Smith (Columbia 42858)	
21 BEFORE I'M OVER YOU	15	46 MY TEARS ARE OVERDUE	—
(Sure-Fire—BMI) Loretta Lynn (Decca 31541)		(Glad—BMI) George Jones (United Artists 683)	
22 YOU'LL DRIVE ME BACK (INTO HER ARMS)	20	47 THERE'RE MORE PRETTY GIRLS THAN ONE	44
(Al Gallico—BMI) Faron Young (Mercury 72212)		(American—BMI) George Hamilton (RCA Victor 8250)	
23 BIG CITY GIRLS	17	48 NIGHT PEOPLE	—
(Four Star Sales—BMI) Carl Belew (RCA Victor 8270)		(Mansion Music—ASCAP) Leroy Van Dyke (Mercury 72232)	
24 A WEEK IN THE COUNTRY	34	49 THAT'S WHAT MAKES THE WORLD GO ROUND	—
(Acuff Rose—BMI) Ernest Ashworth (Hickory 1237)		(Painted Desert—BMI) Claude King (Columbia 42959)	
25 HOWDY, NEIGHBOR HOWDY	22	50 JEALOUS HEARTED ME	39
(Warden—BMI) Porter Wagoner (RCA Victor 8257)		(Peer International—BMI) Eddy Arnold (RCA Victor 8253)	

Jim Reeves is currently on tour in the north central portion of the United States. He and the Blue Ridge Boys headlined a package show at the Milwaukee Municipal Auditorium, Jim and Dottie West sang their new RCA Victor duet, "Look Who's Talking" and "Love Is No Excuse" and received a widely enthusiastic reception. While on this tour through Indiana, North

Drusky to star in separate segments of the "Leroy Van Dyke Show," currently being filmed in Toronto for the Canadian network and syndication in the U.S.A. Van Dyke, who has been bicycling between personal appearances and filming of his show, had to cancel an upcoming guest spot on ABC-TV's "Hootenanny" due to his heavy filming schedule. He will be as-



REX ALLEN



ROY DRUSKY



GEORGE HAMILTON IV

Dakota, Illinois, Wisconsin and Minnesota the songster received hundreds of requests for numbers included in his new Victor LP, "Good 'N' Country."

Rex Allen starting in this year's rodeo event for the San Antonio Livestock Show and Rodeo, broke all records according to Joe Freeman, chairman of the board. A total of 298, paid admissions in 10 days or 15 shows, an increase of over 23,123 against 1963. Allen has been signed to return in 1966 which will make the 8th appearance in 16 years.

Music City visitors last week took a second look upon entering or passing the offices of Moss Rose Publications located in the heart of the so-called Record Row. Swinging from a four-foot stalk was a for-real bunch of bananas. This "a-peeling" treat was staged by cagey Moss Rose Publications bossman Hubert Long to focus attention on the Roy Drusky Mercury click, "Peel Me A 'Nanner."

Tompall and the Glaser Brothers played in Charlotte, North Carolina, Feb. 22nd to a packed house that was sold out in advance. Negotiations are now under way for Tompall and the Glaser Brothers to tour Europe in the late Spring or early Summer after their overwhelming success in the Orient last Fall. They've also recorded some transcriptions for the Marine Recruiting Service.

On March 20th, WTID-Norfolk will present its first show of the year for the Tidewater area, starring in person Lefty Frizzell, the Osborne Brothers and top local talent, including Hank Doss and the Stringdusters, the Carolina Buddies and WTID's own Gus Thomas. The show will be co-sponsored by the Hampton Roads Junior Chamber of Commerce and will be emceed by the station's "T" men, Johnny Eustace, Gary Ingram, Gus Thomas, Tommy Thompson and gal deejay Ann Smith.

Producer Gene Nash has signed Margie Singleton, Skeeter Davis, George Hamilton IV, Ferlin Husky, Bill Anderson, String Bean and Roy

signed a guest appearance on a later program.

Heather Publications' Thurston Moore has come up with a novel country music set of playing cards. Actually, Thurston has real decks of cards featuring pics of top c&w personalities on the face of each one. The cards are high quality and come in attractive boxes designed for long use. Interested parties should write to the firm at 3285 South Wadsworth Boulevard, Denver, Colorado.

Linda Manning recently made the Music City scene for her first Rice recording session. She previously has recorded for Gaylord and Fraternity Records. Personal appearance tours are currently being worked out for the lark beginning June 1.

Trouble continues to stalk Mar-Vel topper Harry Glenn. Just last week Harry and Chuck Dallis, whose newie is "My Friend," had their car looted in Pittsburgh enroute to Wheeling, Pa. where they were to appear on Don Amon's record hop, via WKWK-Wheeling. Loss included clothes, instruments, records and a phonograph.

Fred Roy of Associated Country Music Artists and Russ Wheeler, local Toronto country chanter and sound man are producing a series of taped country songs which will be available to deejays and stations throughout the U.S. and Canada. Tapes will consist primarily of old, discontinued country favorites dating back as far as mid-1940's which have not been re-issued on LP's. A second series will consist of songs by the best-known Canadian artists and will include such as early Canadian-made songs by Hank Snow.

Dave Dudley is off on a tour of Missouri, Texas, and Oklahoma after completing a Marlin Payne tour of Canada that met with tremendous success. Arrangements are being concluded for the songster to make another Canadian tour with Marlin in the Fall.

Johnny's on the Move!

"THEY'RE ALL GOING HOME BUT ONE"

JOHNNY WRIGHT

DECCA 31593

1st his **"FRAULEIN"**

Then his **"GEISHA GIRL"**

Now his **"SQUAWLEIN"**

The Great Lover is

RCA Victor's **LAWTON WILLIAMS**

Who's Next? Or What?



COUNTRY D.J. REGIONAL RECORD REPORTS

JOHNNY DALLAS
KWOW
Pomona, California

1. D. J. For A Day (Jimmy Newman)
2. Begging To You (Marty Robbins)
3. Before I'm Over You (Loretta Lynn)
4. Surely (Warner Mack)
5. Saginaw, Michigan (Lefty Frizzell)
6. B. J. The D. J. (Stonewall Jackson)
7. Too Late To Try Again (Carl Butler)
8. Put Your Arms Around Him (Bob Morris)
9. Last Day In The Mines (Dave Dudley)
10. Miller's Cave (Bobby Bare)

KZIP

Amarillo, Texas

1. Welcome To My World (Jim Reeves)
2. This Is The House (Charlie Phillips)
3. Saginaw, Michigan (Lefty Frizzell)
4. Last Day In The Mines (Dave Dudley)
5. Molly (Eddy Arnold)
6. Miller's Cave (Bobby Bare)
7. Good Morning Self (Jim Reeves)
8. Understand Your Man (Johnny Cash)
9. Begging To You (Marty Robbins)
10. Too Late To Try Aagin (Carl Butler)

BENNY BLOOM
KREI

Farmington, Missouri

1. Have Yourself A Party (Wade Ray)
2. You Are My Flower (Flatt & Scruggs)
3. Find Out (Porter Wagoner)
4. Saginaw, Michigan (Lefty Frizzell)
5. Molly (Eddy Arnold)
6. Good Morning Self (Jim Reeves)
7. A Little South Of Memphis (Frankie Miller)
8. The Morning Paper (Billy Walker)
9. Tadpole (Tillman Franks)
10. Love's Gonna Live Here (Buck Owens)

JIMMY BELL
KROB

Corpus Christi

1. One Dozen Roses (George Morgan)
2. Before I'm Over You (Loretta Lynn)
3. My Worst Habit (Johnny Elgin)
4. A Dream House For Sale (Red Sovine)
5. Surely (Warner Mack)
6. Love Can Have Meaning (Bobby Lord)
7. Morning Paper (Billy Walker)
8. Begging To You (Marty Robbins)
9. Saginaw, Michigan (Lefty Frizzell)
10. Molly (Eddy Arnold)

The Warbling J's



NEW YORK—(Left to right) Johnny Tillotson, Jane Morgan and Jimmy Dean are shown during a recent telecast of the latter's ABC-TV musical series. Tillotson, currently clicking with "Worried Guy" on the MGM label, is skedded for another guest shot in a few weeks.

Back To The Fold



NASHVILLE—Two vet country personalities, Ray Price and Shorty Lavinder, recently came back to the fold of the Hubert Long Talent Agency. Lavinder, who was most recently a fiddler for chanter Price, will serve the talent stable as an agent. Price was inked by agency topper Hubert Long to an exclusive management contract. Left to right are Lavinder, Price and Long.

VERNE LOTZ SHEPPARD
KOTA

Rapid City, South Dakota

1. Last Day In The Mines (Dave Dudley)
2. Saginaw, Michigan (Lefty Frizzell)
3. D. J. For A Day (Jimmy Newman)
4. Welcome To My World (Jim Reeves)
5. Molly (Eddy Arnold)
6. Old Records (Margie Singleton)
7. You'll Drive Me Back (Faron Young)
8. Trapper Man (Buddy Meredith)
9. Begging To You (Marty Robbins)
10. A Week In The Country (Ernest Ashworth)

DAVE KIRBY

KRZY

Albuquerque, New Mexico

1. The Morning Paper (Billy Walker)
2. Old Records (Margie Singleton)
3. Your Heart Turned Left (George Jones)
4. Fort Worth Jail (Joe Carson)
5. Saginaw, Michigan (Lefty Frizzell)
6. Before I'm Over You (Loretta Lynn)
7. Molly (Eddy Arnold)
8. The File (Bob Luman)
9. Miller's Cave (Bobby Bare)
10. Through The Eyes Of A Fool (Roy Clark)

DAVID G. NITZ

WPAR

Parkersburg, West Virginia

1. Broken Love Affair (Danny & Audrey Harrison)
2. A Week In The Country (Ernest Ashworth)
3. Morning Paper (Billy Walker)
4. B. J. The D. J. (Stonewall Jackson)
5. The End (Don & Alice)
6. Miller's Cave (Bobby Bare)
7. My Sara Jane (Lester Flatt & Earl Scruggs)
8. Long Gone Lonesome Blues (Hank Williams, Jr.)
9. Waiting A Lifetime (Webb Pierce)
10. Before I'm Over You (Loretta Lynn)

JOHN EUSTACE

WTID

Norfolk, Virginia

1. Saginaw, Michigan (Lefty Frizzell)
2. Long Gone Lonesome Blues (Hank Williams, Jr.)
3. Widow Maker (Jimmy Martin)
4. Understand Your Man (Johnny Cash)
5. Too Hot To Handle (Frankie Miller)
6. B. J. The D. J. (Stonewall Jackson)
7. Miller's Cave (Bobby Bare)
8. Timber, I'm Falling (Ferin Husky)
9. Mind Your Own Business (Jimmy Dean)
10. Fivo Little Fingers (Bill Anderson)

Colonel Rose



NASHVILLE—Wesley Rose, president of the Acuff-Rose pubbery, is shown in the above photo with Tennessee Governor Frank Clement as the Governor appoints the vet music man as a colonel and aide de camp on his staff.

Brewing Up A Show



NASHVILLE—Faron Young (left) signs his name to a contract with the Pearl Brewing Co. which bought his Faron Young Show to be premiered on twenty stations in Texas, Louisiana, Mississippi and New Mexico in early April. With the songster are Bob Brown (center) and Tracy Locke of the ad agency representing the brewing firm.



COUNTRY REVIEWS

B+ very good
B good

C+ fair
C mediocre

THE CASH BOX BULLSEYE



"TO TELL YOU THE TRUTH"
(2:30)

[American BMI—Chilton, Huling]

"THE VIOLET AND A ROSE"
(2:50)

[Cedarwood BMI—Tillis, Auge, Reinfield]

WANDA JACKSON (Capitol 5142)

The vet country lark can score heavily with either end or both of this new Capitol release. One side, "To Tell You The Truth," is a slow-moving, shuffle-beat, chorus-backed tale of heartbreak rendered with feelinful authority by the artist. The other end, "The Violet And A Rose," the while-back Jimmy Dickens metaphoric romantic hit, is given a top-notch re-working by the thrush. Eye 'em both.

"TARNISHED ANGEL" (2:18) [Tree BMI—Miller]

"THE LAST TOWN I PAINTED" (2:17) [Glad & Ross BMI—Word]

GEORGE JONES (Mercury 72233)

George Jones, who scored last time out on Mercury with "Mr. Fool," comes up with a potent follow-up stanza with "Tarnished Angel," also cut during his days with the label. The tune is tender, medium-paced, shufflin' chorus-backed tear-jerker essayed by the chanter with all of his usual vocal ability. The flip, "The Last Town I Painted," is a twangy, bluegrass-styled affair about a guy who finally learns to see the light. Also merits a close look.

"HE LOVES ME, HE LOVES ME NOT" (2:28)

[Fred Rose BMI—Carter]

"YOU TOOK HIM OFF MY HANDS" (2:50)

[Central BMI—Stewart, Howard, McDonald]

MARION WORTH (Columbia 42992)

Marion Worth can rapidly re-establish herself with this new destined-for-chartsville entry from Columbia called "He Loves Me, He Loves Me Not." The song, based on the old kiddie nursery rhyme, is a slow-moving plaintive ballad in which the lark makes a moving plea for romance. On "You Took Him Off My Hands," the songstress dishes-up an appealing chorus-backed tradition-oriented hillbilly tear-jerker.

"SALT CREEK" (2:20) [Champion BMI—Monroe, Keith]

"DARLING COREY" (1:58) [Berwick BMI—Monroe]

BILL MONROE (Decca 31596)

Bill Monroe, who is also a potential strong record seller, can have another one of his sure-fire chart triumphs with this ultra-commercial item tagged "Salt Creek." The tune is an extremely fast-moving, high-spirited bluegrass instrumental stanza with an infectious listenable folkish sound. The attractive coupler, "Darling Corey," the famous folk ever-green, is rendered in a professional sincere fashion by Monroe.

CHUCK HOWARD (Fraternity 923)

(B+) "A THING CALLED SADNESS" (2:45) [Pamper BMI—Howard] Chuck Howard could well create some sales excitement with this moving honky tonk-styled pop-styled lament with a contagious shufflin' beat. Eye it.

(B+) "A THING CALLED SADNESS" (2:45) [Pamper BMI—Howard] This time out the songster offers a sentimental song-recitation chorus-backed weeper in a tradition-oriented country vein.

RAY BAKER (United Artists 698)

(B+) "FORTY STEPS" (2:28) [Acclaim BMI—Baker, Pinkston, Williams] Newcomer Ray Baker displays a potent, wide-range vocal style on this top-drawer bluegrass-flavored chorus-backed affair about a guy who is cryin' because he lost his gal.

(B) "LET MY HAND CONTROL THE PEN" (2:40) [Glad BMI—Word] Familiar-sounding country bluser sold with verve by the chanter.

DOYE O'DELL (Sand 367)

(B+) "PRETTY LITTLE GAL" (2:05) [Johnstone BMI—Atchison] Doye O'Dell can finally break through into the national limelight with this contagious, chorus backed high-spirited affair all about the benefits of Sat. night. Deeja's should really dig it.

(B+) "HOUSE BUT NOT A HOME" (2:10) [Sage & Sand BMI—Southern] Medium-paced, shuffle-beat chorus-backed lament with some extremely pretty lyrics.

JOHNNY FOSTER (Capa 118)

(B+) "HEART OF A WOMAN" (2:59) [Moss Rose BMI—Anderson] Johnny Foster has had hits in the past and he can do it again with this first-rate Bill Anderson-penned, chorus-backed item about a poor fellow who has his hands full with his favorite girl. Watch it closely.

(B) "I HATE MYSELF" (2:15) [Medico BMI—Whiting] Live-ly, rhythmic traditional hillbilly romancer rendered in an appealing, moving style by Foster.

Cash Box



BILLY J. KRAMER



CLIFF RICHARD



FRANK IFIELD



DUSTY SPRINGFIELD



BEATLES



KATHY KIRBY



MANTOVANI



SEARCHERS



CARAVELLAS



GERRY & PACEMAKERS



SHIRLEY BASSEY



BACHELORS



SHADOWS



FREDDIE & THE DREAMERS



HEINZ



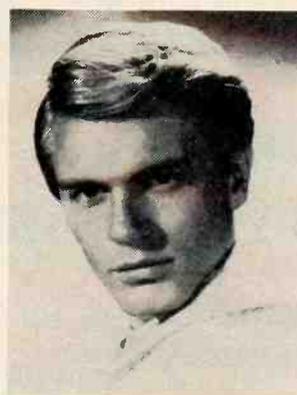
MATT MONRO



BILLY FURY



DAVE CLARK FIVE



ADAM FAITH



ROLF HARRIS



HOLLIES



SWINGING BLUE JEANS

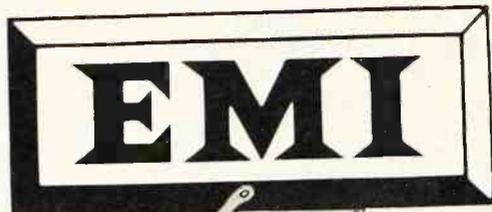


BRIAN POOLE & TREMELOES



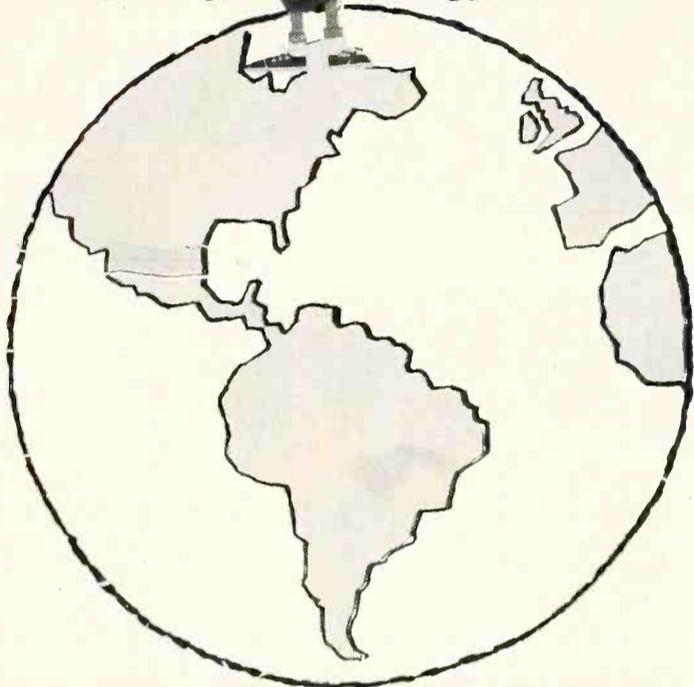
CILLA BLACK

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BRITISH HIT MAKERS and

The Beatles are back. Back from their first triumphant visit to America where they dealt a knock-out blow for Britain unparalleled in the annals of political or recording history. The impact that The Beatles have made, first in Britain and Europe, and now in the United States, since they emerged from the cellars of Liverpool just over a year ago is indescribable. They have carried the Liverpool sound from the Mersey to the Hudson and yeah yeahed their way into the hearts and homes of countless millions the world over. The prestige they have brought to the British record industry is an incalculable as the fortune they have taken from it in terms of record sales and music royalties. Their British sales now stand at well over six million and in the United States, where they have left no less than four singles in the Top 100 including the No. 1 and No. 2 and the No. 1 L.P., sales will be even higher. To date they have won four Silver Disks, a Silver E.P.

been achieved overnight but has been the outcome of several years progressive building on the home front. It all started way back in 1957 in London coffee bar called the Two I (shades of the Liverpool cellars to come). Here a young cockney seaman by the name of Tommy Hicks was discovered by agents John Kennedy and Larry Parnes. Rechristened Tommy Steele he took up the challenge as Britain's answer to Elvis Presley—then undisputed king of rock 'n' roll and firmly dominating the top of the charts. With a speed hitherto unknown Steele was rocketed to stardom and so became Britain's rock idol. A string of hits include "Singing The Blues"; "Doomsday Rock" and "A Handful Of Songs". Parnes and Kennedy subsequently launched a host of British talent with names like Johnny Gentle, Dick Pride, Marty Wilde and Billy Fury—all enjoyed considerable chart success, particularly Billy Fury, and gradually the British percentage of



BRIAN EPSTEIN

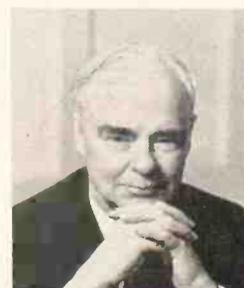


GEORGE MARTIN

two Silver L.P.'s and two Gold Disks plus one Cash Box International Gold Award for their chart topping "I Want To Hold Your Hand" with more to come. The man behind The Beatles and the whole Liverpool operation, 30 year old Manager and Impresario Brian Epstein, accompanied the group on their stateside invasion. This week he, and the entire staff of Nems Enterprises, move into luxurious new offices in the heart of London. From this nerve centre they will master mind the next moves in the Beatles bid to dominate the world. The Beatles two week onslaught on the new world marked the first climax of a steady British campaign to reverse the dominant American post-war trends and influence in popular music. A campaign designed to register internationally with songs, artistes and sounds identifiably British. It has been a collation and concentration of national composing, recording and performing talent which has gradually accumulated sufficient force and potency to achieve its present unprecedented impact.

chart ratings began to climb. In 1960 the battle for chart supremacy really got under way. A formidable array of British artistes launched an all-out attack on the Hit Parade led by Cliff Richard, destined to become the Golden Boy of the decade. Cliff, more than any other single artiste, has been responsible for promoting British material and prestige, not only our own Top Twenty but in the charts throughout the world. This was the year which gave him hits such as "Travellin' Light"; "Please Don't Tease" and "Fall In Love With You" starting him off on the road which was eventually to lead him to 16 Silver and 2 Gold Disks. It was also the year in which singer Ada Faith and M. D. John Barry teamed up to storm the charts with such hits as "What Do You Want" "Someone Else's Baby" and "He's About That." Other British artistes to get a foothold in the charts in 1960 included Cliff's backing group The Shadows, with "Apache" and Jerry Lordan. With this and subsequent chart entries, such as "F.B.I." "Kon Tiki" and "Wonderful Land" The Shadows established themselves as pioneers of the new sound which was to pave the way for the great successes of the future. Matt Monro established the ballad with "Portrait Of My Love" by Norman Newell and Cyril Ornadel; Mr. Acker Bilk and his Paramount Jazz Band sparked an unprecedented boom in jazz recordings with "Summer Set" and Anthony Newley, Mark Wynter, Ed Kane etc. made an impact on the Top Ten. Pianist Russ Conway, already well established with three successful hits "Side Saddle"; "Roulette" and "China Tea" maintained his popularity. By 1961 the tide was turning fast and furiously. Not only did the 1960 charters consolidate their positions with further entries but their ranks were quickly reinforced by more established British names turned to chartsville. From now

The position now with the all-conquering Beatles is the same, only more sensational, as the 1950's furore when Elvis Presley spearheaded the rock 'n' roll tidal wave only this time the tide is running in the opposite direction. Ten years ago the British charts were completely dominated by American material and artistes and it was very unusual for British artistes or compositions to enter the American charts and almost unheard of for them to get to No. 1. As far as memory serves prior to 1960 only Vera Lynn and Laurie London achieved the distinction with "Auf Wiederseh'n" and "He's Got The Whole World In His Hands." The charts of 1964, both British and American, tell a very different story with a host of British talent holding both the new and old worlds in their hands. The present popularity of British talent overseas in general, and in America in particular, has not



SIR EDWARD LEWIS
CHAIRMAN, THE DECCA RECORD CO. LTD.

Founded Decca Record Co. Ltd. in 1929 and became its Director in 1931. Decca entered the U.S. market in 1934 and introduced L.P.s to Britain in 1949. Sir Edward, who became Chairman of The Decca Record Company Ltd. in 1957, was knighted in January 1961.

THE MEN BEHIND THE SCENES

many new and promising artistes destined for future stardom began to arrive on the scene notably Helen Shapiro the teenage wonder who shot to stardom with three successive charters "Please Don't Treat Me Like A Child"; "Walking Back To Happiness" and "You Don't Know" all by British writers Mike Hawker and John Schroeder. John Leyton had three in a row with "Johnny Remember Me"; "Wild Wind" and "Son, This Is She" also from the British pen of Geoff Goddard. Other familiar names with shares in the takeover bid for the charts were Emile Ford, Anne Shelton, The King Brothers, Jess Conrad and The Allisons. Benny Hill and Peter Sellers came up with some comedy hits and jazz got another shot in the arm from Kenny Ball with "Midnight In Moscow" which led to "You're Driving Me Crazy" by The Temperance Seven. Lonnie Donegan, Johnny Dankworth, Cleo Laine, Shirley Bassey, Karl Denver and The

take The Tornados into orbit and win them the first Cash Box International Gold Award but blazed the trail for group mania, forerunner of Beatlemania. Whilst indie producer Joe Meek was busy in the south providing further hits for The Tornados such as "Globe Trotter" up in the north in the cellars of Liverpool powerful forces were at work planning to bring Beatlemania to London and the world at large. In the meantime Jet Harris and Tony Meehan registered at No. 1 with "Diamonds" followed by Cliff Richard with "Batchelor Boy"; "The Next Time" and "Summer Holiday"; Frank Ifield with "Lovesick Blues" and "Wayward Wind" and The Shadows with "Foot Tapper." A month later in February 1963 The Beatles marched south from Liverpool to storm the charts with two successive hits "Please Please Me" and "From Me To You" on Parlophone. Next came another northern group, Gerry and the



DICK JAMES



NORRIE PARAMOR

Springfields all contributed to the rapidly increasing percentage of British material entering the Top Twenty. At the same time many British artistes were gaining chart status with cover versions of American originals. For instance Frankie Vaughan "A Tower Of Strength"; Billy Fury "Halfway To Paradise"; Craig Douglas "100 Pounds Of Clay"; Mark Wynter "Venus In Blue Jeans"; Ronnie Carroll "Roses Are Red"; Susan Maughan "Bobby's Girl" and Billie Davis "Tell Him" etc. By now we were in 1962 the year which brought Australian born Frank Ifield to the top of the tree with "I Remember You" and "Lovesick Blues." A & R Manager, George Martin, of E.M.I. with a batch of highly original satirical disks such as Bernard Cribbens "A Hole In The Ground" and "Right, Said Fred" gave us a taste of the brilliant talent which was later to give The Beatles to the world. Most important of all 1962 was the year which found British artistes making their first serious penetration into the American market. The turning point came when a couple of British jazzmen Mr. Acker Bilk and Kenny Ball stormed the Stateside charts. Bilk getting to No. 1 with his own composition "Stranger On The Shore" and Ball to No. 2 with "Midnight In Moscow." British comedian Charlie Drake also made it with his comedy disk "My Boomerang Won't Come Back" as did Matt Monro with "Softly As I Leave You" by British writer Hal Shaper and Anthony Newley with his own composition "What Kind Of Fool Am I." However, the biggest impact of all came at the end of the year. When America launched their Telstar satellite to beam programmes to Britain they unwittingly supplied the perfect medium for British group, The Tornados, to bounce right back at them with their transatlantic smash "Telstar" destined to take the new guitar sound twanging its way around the world charts. Not only did "Telstar"

Pacemakers, who took E.M.I. to the No. 1 slot again this time on Columbia with two more lightning hits "How Do You Do It" and "I Like It." Then came Billy J. Kramer and The Dakotas straight to No. 1 with "Do You Want To Know A Secret" on Parlophone with Freddie And The Dreamers (Columbia) and The Searchers (Pye) in hot pursuit. By mid summer no less than six British groups were enjoying unparalleled success in the Top Ten record charts and at the same time British copyrights accounted for six out of the Top Ten numbers in the Best Selling Sheet Music Lists. Britain's fight for chart supremacy on the home front was now an accomplished fact. Undoubtedly The Beatles together with their fellow Liverpoolians and other virile popsters of the provinces played a vitally important part, as far as artistes are concerned, bringing about this fait accomplissement first on the home front and later in America. All credit to them and those already mentioned who helped to pave the way. But credit is also due to the new school of British writers who have emerged during the past few years and who are today supplying the material necessary for total success. Many of these writers have received encouragement and financial assistance from music publishers, several of whom besides adding independent recording to their publishing activities, have made an all out effort to promote British material. They have virtually been forced to do so, for despite the fact that nowadays there is no guarantee that because a number climbs high in the American charts it will meet with the same success over here, American publishers continue to demand advances out of all proportion to their European potential. Remembering, too, that the performance fee received for a British copyright is twice that of an American number and that 50 per cent of

(Continued on next page)

SIR JOSEPH LOCKWOOD
CHAIRMAN, E.M.I. LTD.

Sir Joseph Lockwood was appointed Chairman of E.M.I. Ltd. in 1954 and under his guidance the company has gone from strength to strength both at home and abroad. An energetic man of business Sir Joseph has made several round-the-world trips visiting the group's many companies. Sir Joseph was knighted in 1960.



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HEADING HIGH IN U.S. CHARTS

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'Stay awhile'



BRITISH HIT MAKERS and

(Continued from page 49)
 the fee for the latter goes to the Stateside publisher, the cultivation of home grown writers is understandable. Anyway, the proof of the pudding is in the eating and there are enough good British plums to be found in the Best Selling Record and Sheet Music Lists of 1964, both in Britain and America, to indicate that the recipe was a good one. A virtually new generation of song writers and tunesmiths has been responsible for Britain's first decisive entry into the international pop arena, and once again 'Beatles' is the prominent world. John Lennon and Paul McCartney, the Rodgers and Hart of the Mersey sound, have written a string of sensationally successful songs for their own group and other Mersey-siders. Already both are worth a fortune in song royalties alone from numbers such as "Please, Please Me"; "From Me To You"; "She Loves You"; "I Want To Hold Your Hand"; "Do You Want To Know A Secret" and "Bad To Me."

John Scroeder for Helen Shapiro. Nowadays his partnership with M. D. Arranger Ivor Raymonde is proving highly successful. Not only are they jointly responsible for Frankie Vaughan and Gene Vincent hits but have successfully launched Dusty Springfield on an international solo career with numbers such as "I Only Want To Be With You" and "Stay Awhile." Formerly a Musical Director, Raymonde now concentrates on song writing and arranging. His services in this direction are eagerly sought by British and American artists alike and top French star Richard Anthony comes to England especially to work with him. Like many other British writers today both Mike Hawker and Ivor Raymonde prefer to write with certain artists specifically in mind.

Jerry Lordan and Alan Klein, both contract writers for publishers Francis Day & Hunter, have contributed handsomely to Britain's list of international hits. Lordan with "Apache,"



TONY HATCH

All these and dozens more are handled by the celebrated publisher Dick James, kingpin behind his own Dick James Music Ltd., Northern Songs, Jaep and Metric subsidiaries. Altogether last year Dick James had seven No. 1's which between them kept him at the top of the charts for a total of 27 out of 52 weeks. Youth is the keynote of the crocheteers these days.

Gerry Marsden of Gerry and the Pacemakers after recording smash versions of items such as Mitch Murray's "How Do You Do It" and the contrasting Rodgers - Hammerstein ballad "You'll Never Walk Alone" has now blossomed out as a clefter in his own right with the hit parading "I'm The One." As well as the aforementioned "How Do You Do It" for Gerry and the Pacemakers, Mitch Murray, still in his early 20's, has penned a big seller for the Manchester group Freddie And The Dreamers titled "You're The One For Me" and came No. 2 in the Song For Europe contest with "I've Got The Moon On My Side."

Johnny Worth, not quite so youthful as some of his contemporaries, was influential under his own name as pen cloak of Les Vandyke in Adam Faith's disk selling boom of the late 50's and early 60's and also scored for and with Eden Kane. Young Chris Andrews newly ascendant on the scene and a contract writer for Freddie Poser Music has revived Adam Faith's disk fortunes once again by penning "The First Time" and "We Are In Love." Tom Springfield, founder member of the late and still lamented Springfields trio penned "Island Of Dreams"; "Say I Won't Be There" and "Come On Home" for the threesome and is now a full time tunesmith with Frankie Vaughan's "Hey Mama" and a batch of London Palladium show songs to his credit.

Mike Hawker notched up some solid successes in partnership with



JACK BAVERSTOCK

"Atlantis" and "Wonderful Land" for The Shadows and "Diamonds and Scarlett O'Hara" for Jet Harris and Tony Meehan. More recently cockney born Alan Klein captured and presented the authentic spirit of London's East End in "What A Crazy World." Originally a hit parading pop song recorded by Joe Brown and published by Pan Musik it developed into a Stratford, Theatre Royal stage production and is now a star studded film musical.

Southern Music, one of the first British publishing companies to make a one hundred per cent promotional effort with British material, have also reaped their reward via hits such as "Johnny Remember Me," "Wild Wind," "Country Boy" and the latest Heinz release "You Were There"—all from the pen of contract writer Geoffrey Goddard. Writers Hawker and Shakespeare also under contract have supplied them with "Will I What"; "Sweet And Tender Romance" and Jet Harris' current release "Big Bad Bass." Other British artistes to make the charts with Southern material include The Rolling Stones, Billie Davis, Mark Wynter and more recently Manfred Mann.

Contract writers for Robbins Music include Hal Shaper who scored spectacularly with Matt Monro's "Softly As I Leave You" and wrote this year's No. 3 'Song For Europe' "Beautiful, Beautiful" again for Matt Monro. Another Robbins contract writer Peter Lee Stirling penned the current Merseybeats hit "I Think Of You." Campbell Connelly's Ivv Music subsidiary who published The Tornados "Telstar," "Globetrotter" and "Robot" are currently having a transatlantic ball with "Glad All Over" composed and recorded by The Dave Clark Five. Leeds Music, thought British, too, and had a string of resounding hits from the Cliff Richard films "The Young Ones" and "Summer Holiday," much of the material being penned by



MR. LESLIE GOULD
 DIRECTOR, PHILIPS RECORDS LTD.

It was in 1958 that Mr. Leslie Gould came to London from Australia to join Philips Records London, at that time a division of Philips Electrical Ltd. In 1959 Philips Records Ltd. became a separate entity handling Philips, Fontana and Caedmon labels with Gould as General Manager. In 1960 he was appointed Director of the company. In 1962 Philips took over the distribution and marketing of the CBS product.



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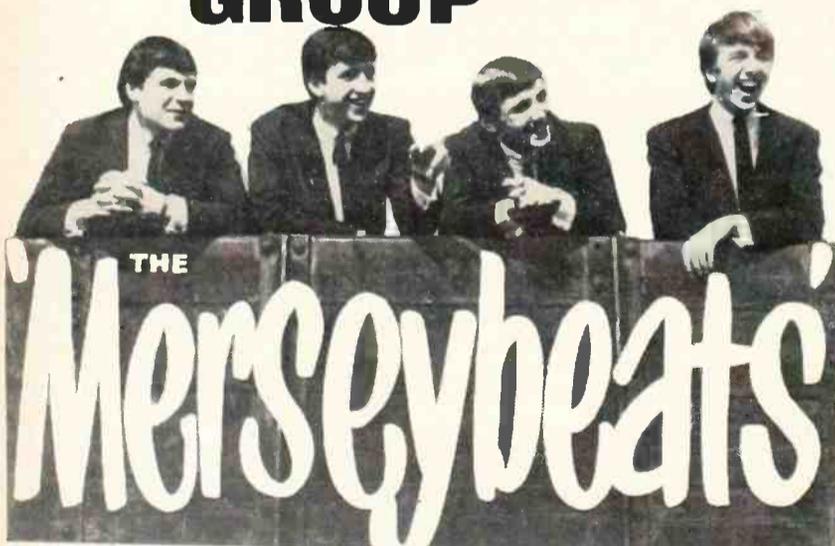
THE SEARCHERS
NEEDLES & PINS

THE UNDERTAKERS
JUST A LITTLE BIT

<p>THE KINKS Long Tall Sally</p>	<p>JACKIE TRENT If You Love Me</p>
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THE MEN BEHIND THE SCENES

the star himself.

In the realm of film musicals the name John Barry commands considerable respect. He penned the James Bond Theme and the scores for "Zulu"; "Seance On A Wet Afternoon" and "The Man In The Middle" which opens in New York next month. He has just completed the score for "Mr. Moses" starring Robert Mitchum. John Barry is also the A & R Chief for independent Ember Records Ltd. From film music to show music. The spotlight here is on Lionel Bart the man responsible for "Blitz" and the transatlantic smash "Oliver." In the same category we find Anthony Newley and Leslie Bricusse, the team responsible for the memorable "Stop The World I Want To Get Off" with its multi recorded standard "What Kind Of Fool Am I."

Next we come to the A & R Managers who whether working for major companies or as independents have played a major role in bringing about the world wide recognition en-



JOHN FRANZ

joyed today by British artistes and material. Heading the list at the moment is Parlophone's George Martin, a product of the Guildhall School of Music, London and a skillful musician and composer in his own right. Martin has attained the most spectacular and phenomenal results in A & R history for his discovery, signing and astute studio handling of The Beatles, Gerry and the Pacemakers, Billy J. Kramer and Britain's latest chart topper Cilla Black. His unusually perceptive flair for the original brought together the highly unlikely but highly successful duo Peter Sellers and Sophia Loren and produced the brilliant comedy successes by Bernard Cribbens followed by hits by Mile Sarne and Rolf Harris whose "Tie Me Kankaroo Down Sport" climbed into the American Top 10 to win the Cash Box International Silver Award. At the other end of the scale he has enjoyed considerable success with artists such as Shirley Bassey and Matt Monro.

Since joining E.M.I. ex-professional pianist Norrie Paramor has been the guiding light behind all the Cliff Richard successes on the Columbia label. He also records with equal success The Shadows and Frank Ifield. Another E.M.I. A & R Manager to achieve phenomenal results with the groups of the day is H.M.V.'s Wally Ridley responsible for The Swinging Blue Jeans currently up there with "Hippy Hippy Shake"; Johnny Kidd and the Pirates and Kenny Lynch. Among Ridley's major achievements has been the hot selling albums by George Mitchell's Black and White Minstrels with total sales now in excess of 800,000. Norman Newell, a prolific songwriter outside the studios ("Portrait Of My Love" in association with Cyril Ornadel) was responsible for the earlier Shirley Bassey sides and for pianist Russ Conway's long line of charters. He is frequently chosen by top American artistes like Connie Francis to supervise her

sessions when recording in Britain. Newell also records all the strict tempo albums by the fast selling Victor Silvestor. His assistant John Burgess is Adam Faith's constant A & R inspiration.

Alan Freeman is a veteran of the Pye set-up with the Petula Clark, Lonnie Donegan and Kenny Ball money spinners to his credit. As all these artistes are strong sellers overseas Freeman enjoys considerable international prestige. Petula Clark always comes to London to record under his guidance even her releases for the French market. Young ex-Guardsman Tony Hatch destined for a brilliant career has already made an auspicious start. He works on the Pye hit makers and produced The Searchers current chart topper "Needles And Pins" and their previous smash "Sugar And Spice" which he also wrote. As a composer he has already produced a string of international hits including "Look For A Star" which took Billy Vaughn into



DICK ROWE

the American Top Ten way back in 1960 and "Forget Him" Bobby Rydell's current American charter. He also wrote this year's entry for the 'Eurovision Song Contest' "I Love The Little Things." Back on the A & R side he has given Mark Wynter plenty of hits since "Venus In Blue Jeans."

Ray Horricks is the A & R ace for Pye's Piccadilly label which numbers Joe Brown's "A Picture Of You" and "That's What Love Will Do" among his hits. Horricks was formerly with Decca where he had success with several Anthony Newley numbers including "Strawberry Fair." Recently Pye's complete A & R force combined their talents in the control room for the London Reprise albums by Frank Sinatra and Sammy Davis Jr. John Schroeder, formerly Norrie Paramor's assistant at Columbia has notched up Oriole's share of hit paraders with Maureen Evans, The Spotnicks and others. Dick Rowe heads the Decca pop singles A & R operation and supervises all the company sessions. Together with staffman Mike Smith he is responsible for the recording fortunes of Brian Poole and the Tremeloes, Billy Fury, Kathy Kirby, Jet Harris & Tony Meehan and The Batchelors who have clicked consistently with revival diskings such as "Charmaine," "Whispering" and currently "Diane." Dick Rowe's Cambridge Strings album "Tunes of Glory" met with success on the American market a few years ago. Frank Lee, Hugh Mendl and Marcel Stellman are responsible for album recordings by Frank Chacksfield, Stanley Black, Edmundo Ros, Eric Rogers and Britain's top selling international maestro Mantovani, a consistently big seller in the American top album charts. The Phase 4 recordings under the guidance of American A & R Man Tony D'amato, took shape and form in the company's British studios. Decca engineers perfected the sound which has paid handsome dividends (Continued on next page)

MR. LOUIS BENJAMIN
DIRECTOR, PYE RECORDS LTD.



After 20 years experience in show business and theatre management Benjamin joined Pye Records Ltd. in 1959 as Assistant General Manager. In 1961 he was appointed Joint General Manager followed by a Directorship in July 1963. Under his leadership Pye has developed from a relatively small independent to a major force in the industry.

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- Karl Denver
- Bern Elliott
- Jet Harris
- Ted Heath
- Heinz
- Peter Jay and the Jaywalkers
- Kathy Kirby
- Mantovani
- Kenneth McKellar
- Tony Meehan
- Brian Poole and the Tremeloes
- Eric Rogers
- The Rolling Stones
- Edmundo Ros
- Chris Sandford
- Roland Shaw
- The Tornados



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IVY MUSIC The British Publisher

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(Continued from page 51)

on both sides of the atlantic. The Philips group A & R men are Johnny Franz for the actual Philips label with The Springfields, Frankie Vaughan, Susan Maughan and Dusty Springfield. Dusty is currently registering her first really big hit in America as a solo artiste via "I Only Want To Be With You." Jack Bavestock has hit the charts for Fontana with the Merseybeats "I Think Of You," Eden Kane and Cleo Laine. He is also notably enterprising in the field of modern jazz and has built up an enviable catalogue of works by exponents such as Tubby Hayes and Johnny Dankworth—now riding high with his "What The Dickens" L.P. He



JOE MEEK

had a bit hit with Dora Bryan at Christmas, the only Christmas hit of the year "All I Want For Christmas Is A Beatle." New names in the Philips A & R Division are Chris Parmenter on Fontana and Denis Berger who supervises Mercury's British recording operation. Independent producers are proliferating these days but those already at the top include Denis Preston of Record Supervision, Joe Meek of R.G.M. Sound and Robert Stigwood. Preston spawned the Lansdowne Jazz Series which go out on E.M.I.'s Columbia label. Originally a writer and broadcaster he geared his outfit for the boom in trad jazz with great success. He teamed clarinetist Acker Bilk with the Leon

Young String Chorale for the delightful "Stranger On The Shore" and "Taste of Honey" and has contributed in no small way to the growth and emergence of Jazzmen Terry Lightfoot and Humphrey Lyttelton. He has enlightened and enterprising views with regard to the recording the more esoteric jazz and folk artistes. His present interest and hope is the new Blue Beat trend of mixed West Indian and rhythm and blues origin. Joe Meek, formerly a staff man with Denis Preston is possibly Britain's most avant garde producer in terms of dramatic teen slanted studio sound. A prolific writer he penned the international smash "Telstar" for The Tornados. Heinz is another of his hot and currently successful recording properties. Robert Stigwood, an active agent and manager has achieved his biggest success as an indie producer with Mike Sarne's comedy disks "Come Outside" and "Will I What." Also prominent among the indies are Bunny Lewis with Ritz Records under whose aegis The Caravelles clicked with "You Don't Have To Be A Baby To Cry" and "Have You Ever Been Lonely" and Tito Burns whose Lindon waxings released through Fontana include Eden Kane's current success "Boys Cry." An indie of unusual interest and new one the scene in Ryemuse bossed musically by Arranger-MD Johnny Gregory with an avowed production policy of quality albums of all kinds and a studio equipped with the latest recording refinements. Today these men working with Britain's top artistes, musicians and arrangers in studios offering facilities of incomparably high standard re producing the recordings which are the admiration of the world. More and more top international artistes come to record in Britain including Frank Sinatra, Connie Francis, Sammy Davis Jr, Bobby Rydell, Chubby Checker, Mel Torme, Anita Lindblom, Richard Anthony, Johnny Halliday, Nana Mouskouri, Siw Malmquist, Francoise Hardy,



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THE MEN BEHIND THE SCENES

Caterina Valente, Marl Murphy, Nelson Riddle to name but a few. British A & R managers, in their turn, frequently travel the world keeping up with the latest trends and seeking new ideas which may be adapted to suit the particular needs of the British market at any particular time. In recent years the end product has proved increasingly acceptable not only at home but on the continent as well. Now in 1964 America, too, is sitting up and taking notice. Although the year is only two months old twelve British copyrights have already entered the Cash Box Top 100. This is as many as in the whole of 1963 and twice as many as in 1962. Fifty per cent of the total were written and recorded by The Beatles—"I Want To Hold Your Hand," "She Loves You," "I Saw Her Standing There," "From Me To You," "Please Please Me" and "My Bonnie." The other British copyrights to have taken British artistes into the Top 100 this year are "Tribute" written and recorded by Anthony Newley; "I Only Want To Be With You" written by Mike Hawker and Ivor Raymonde and recorded by Dusty Springfield; "Glad All Over" written and recorded by Dave Clark and the BBC's "In The Summer Of His Years" recorded by Millicent Martin. American artistes enjoying Top 100 success with British compositions are Bobby Rydell with "Forget Him" by Tony Hatch and Gene Pitney "That Girl Belongs To Yesterday" written by two members of The Rolling Stones group Mick Jagger and Keith Richard. In return several British artistes have found Top 100 chart success this year with American compositions namely Cliff Richard with "It's All In The Game," Frank Ifield with "Please" and The Caravelles with "You Don't Have To Be A Baby To Cry" and "Have You Ever Been Lonely." An auspicious start to a year in which the British record in-

dustry seems destined to extend still further its influence on the record markets in the world.

The Beatles: A Find For England's Balance Of Payments

NEW YORK—Like woolens, silverware and china, The Beatles are proving a valuable export for Great Britain.

One of the largest banks in England, Barclay's, has just reported that the group has made a "significant" contribution to the nation's balance of payments through the sale of their disks in foreign markets.

The bank's assessment of the team—which puts it on the level of a national asset—was outlined in its monthly newsletter, which stated:

"Two years ago, when Britain followed American tastes in popular music, British record companies were sending considerable royalties abroad. The Beatles, and the trend toward British music, have made a significant contribution to the British balance of payments by reducing this flow of foreign exchange. Moreover, as their reputation grows, royalties are beginning to flow into this country."

Previous to this report, Prime Minister Sir Alec Douglas-Home remarked that The Beatles were a "secret weapon" to keep the British pound table.

BUYERS READ CASH BOX

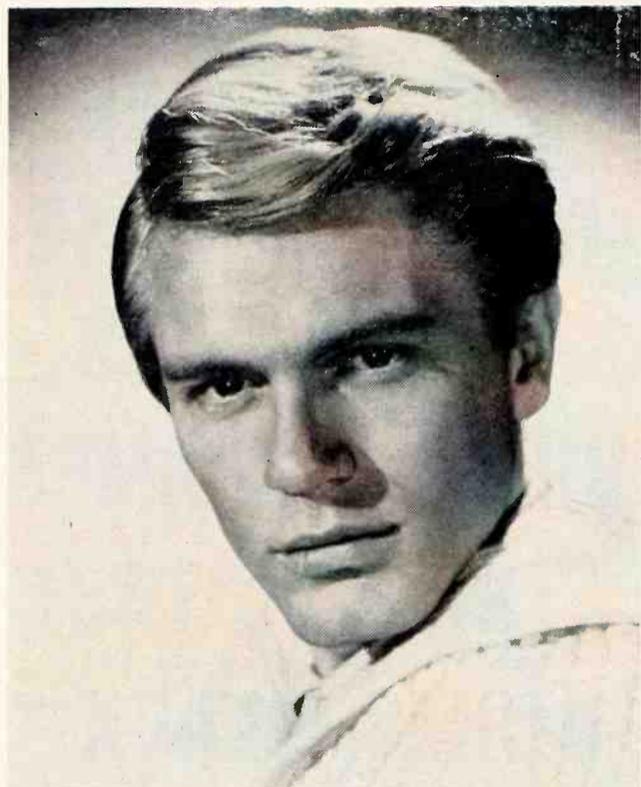
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THE GREAT ATLANTIC HOP:

British Disk Exposure At All-Time High in U.S.

NEW YORK—Britannia may no longer rule the waves, but our shores have been hit by an armada of English disk talent.

One can rightfully point to The Beatles as an immediate cause of this rush of product from Great Britain. However, the U.S. disk market had a number of signs—and big hits—over the past several years that augured well for this development, which seems to gain in momentum each time a jet aircraft lands here from England.

The English music business, as these columns have noted often in the recent past, has accomplished the notable feat of developing a rock 'n roll sound of its own. Working with the basic raw material of American-originated teen sounds, our cousins from abroad have sent along striking sessions that U.S. teeners apparently regard as refreshing. Whether its the Liverpool Sound of Mersey Beat or what have you, American youngsters, who show no signs of tiring of the basic rock 'n roll idiom, like what they hear—and are buying same.

Preceding the Beatles onslaught have been such big disk successes from England as Frank Ifield ("I Remember You"), The Springfields ("Silver Threads & Golden Needles") and The Caravelles ("You Don't Have To Be A Baby To Cry").

These recordings, among others, taken as a whole acted like a catalyst which wetted the appetite of teeners for more English-based sounds, priming them for an acceptance of the English rock sound en masse.

Then the Beatles came along—supported, in the happiest of a publicist's dream, by what was surely one of the most extensive consumer media coverage ever of any entertainment attraction.

With the amazing sales showing of the Beatles, the English sound is definitely IN.

Mike Collier, who returned to England, his native country, after music business associations in the U.S. to join Ivy Music Limited, has sized-up the situation this way:

"It is an amazing thing, but after a year of being back here and finding little or no interest in British records on the part of American labels . . . all of a sudden I am getting phone calls and letters from the States about master deals. . . . Business is booming here to the point where it is frightening . . . you are kind of waiting for the bubble to bust. Seeing as Britain has less than a third the population of the States it is incredible where all the money is coming from to purchase the vast number of records being sold [for U.S. release] here."

They're coming up with that cash,

for just in the past week or two various U.S. labels, indies and majors alike, are flooding the offices of Cash Box with their English acquisitions that they see as cashing-in on the English sound boom.

Some of the dates on release for about a month are already getting big chart action, including The Dave Clark Five's "Glad All Over" (Epic) and The Searchers' "Needles & Pins," (this tune, a recent noise-maker by America's Jackie De Shannon, is destined for even bigger sales by way of England).

A United Artist's deck by English crooner Danny Williams serves as an interesting example of the go-English upsurge. His recording of "White On White" was issued months ago, and, finally, this week it makes its initial appearance on the Top 100 in the number 98 position.

While four labels (Capitol, Vee Jay, Swan and MGM) have made showings with Beatles product, at least 10 other labels have rushed to market a collection of name teen-beat attractions from England.

Besides its regular English performers (e.g. Mantovani, Eric Rogers, Anthony Newley), London Records had made singles releases on the Batchelors, Rolling Stones, Billy Fury and Jet Harris-Tony Meehan.

Liberty Records has the talents of the Hollies and Billy J. Kramer. Epic Records is hot with the Dave Clark Five and Cliff Richard, while Prestige Records (the jazz diskery!) and Amy Records have current English best-sellers with Manfred Mann and Adam Faith, respectively.

Philips big English guns are the aforementioned Dusty Springfield and The Springfields, while Atlantic sports the Fourmost, a strong English success story.

Imperial, now Liberty's affiliate, is cut with a date by the Swinging Blue Jeans, while Laurie's contribution is Gerry & The Pacemakers. United Artists has Danny Williams and Shirley Bassey, both of whom have made the grade with good-music-slanted efforts.

Fontana, the Smash subsid, is represented with the Mersey Beats. In addition to its Beatles dates, Capitol Records just released a deck by Freddie & The Dreamers.

This remarkable musical tale from England has also earmarked the European continent and other areas of the world for disk exploitation. So, in addition to a regular diet of English sounds from now on, the U.S. market should prepare itself for a heavier concentration of general foreign product, with the likes of Bent Fabric, Freddy, Rolf Harris, Jorgen Ingman, Mina, Rita Pavone, Bert Kaempfert, Los Indios Tabajaros, The Swingle Singers and many, many more.



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Europe And America: Now A Two-Way Street

NEW YORK—That largely one-way street that sees the flow of American disk product stream across the seas may have to be widened to accommodate a rush of traffic in the opposite direction.

Product from abroad is beginning to make great impact on the American market. While foreign sessions have always made an impression here, it is only within the last year or two that

GLG Enters Foreign Market, Deal Made With Oriole

NEW YORK—GLG Productions, Inc., the indie producing firm of Steve Lawrence and Eydie Gorme and their business associate, Ken Greengrass, is moving in on the international market.

Joe Guercio, who conducts all musical sessions for Steve & Eydie, and heads production of all recordings out of GLG, returned from England last week after completing a preliminary search for new material.

Guercio will make other follow-up trips abroad in the next few months.

Taped material he purchased for the American market from Maurice Levy of Oriole Records in Great Britain will be re-packaged and released by GLC through various major U.S. companies.

In addition to the English deal, the firm made a tie-in with an Australian company, whose name was not revealed.

such product has, in some notable instances, upstaged American dates as leading sales items.

Obviously, the Beatles belong to that category of foreign attractions who have reached the status of a fad here, a hard-to-come-by level for any foreign act.

Though hardly a fad, the Singing Nun of Belgium has charmed American disk buyers into making her a favorite in the U.S.

The fact is that the European sound is beginning to speak for itself. No longer must Europe compete within its own area with American-made disks with American-like sounds. With most European countries now standing on their own economically, there has been a greater emphasis on local creativity, which has been aided, no doubt, by government-sponsored restrictions on the exposure of American sounds.

Thus, the American public is being exposed not to second-rate copies of U.S. sounds, but to endeavors which are refreshing and distinctive. This is, admittedly, what should be. That is, each market giving of itself with world-wide appeal.

But, such a development, with its long-range outlook, has also created a picture of what-might-be, some sections of which do not augur well for made-in-America product.

The greater acceptance there is of European product here, the greater are the possibilities that American

music men will eye the European market for their own exploitation.

This interest can take the form of trying to envelop American artists within the framework of a European sound, which at the moment does not constitute a trend, but a format that has already been marketed here.

In the jazz field, a major U.S. export abroad, such vaunted performers as Duke Ellington and Roland Kirk have cut dates in Europe under the influence of their fellow European jazzists. In the rock 'n roll field itself, Bobby Rydell recently made a strong come-back with a date—"Forget Him"—that was a product of English A&R'ing (even the tune is English).

As the move abroad continues, the American labels will become aware of a happy financial fact. Sessions abroad mean a financial outlay that is much less than a date of similar size required in the U.S.

The big classical labels were the first to recognize this balance-sheet factor. RCA Victor, for example, terminated its contract with the Metropolitan Opera and moved its opera recordings to Rome, where in its sparkling new studios there, it produces its complete opera releases—American singers included—at a savings of some 40% in recording costs. Another leading classical label, Columbia, is doing the same thing. Symphonic music is also becoming a European affair, which any low-priced affiliate of a major company can attest to.

Returning to opera, the American disk buyer has been fed a first-rate diet of European-produced works for a number of years. London Records, through its foreign affiliations, is famous for its imported opera production. All London product, pop, classical or otherwise, for that matter, is cut abroad and pressed in England

and exported to the U.S. When Capitol entered the opera catalog it, too, could boast of well-received opera sets that were the product of its tie-in with England's EMI.

American disk men might also take the economic hint from another area. More and more American performers are cutting their hit sides in foreign languages, another move that recognizes intense local-inspired disks. When they first cut records for specific export, the session usually took place at home.

But, the influx of American artists abroad and the generally long periods of p.a.'s in foreign countries enabled these artists to take time out to step into a foreign studio and cut sides in a particular language. The cash-register is ringing up lower session costs for American diskeries, and, as noted above, they may begin to see a strong dollar-and-cents reason for cutting their talent abroad even for U.S.-directed product.

The record business need only look at the current plight of Hollywood, which, many feel, has priced itself out of being a base for epic-type films. Such films, a few productions excepting, are now being filmed in such low labor cost areas as Italy and Spain.

Perhaps a record industry parallel, ala opera sets, could mean the production of expensive pop albums abroad on a major scale, with relatively low-cost singles remaining a prime domestic output.

Thus, two factors—great competition from foreign produced records and a major shift of recording activities abroad—could in time shake the entire economic structure of the business as we know it today. Europe may well evolve into THE major source of record activities.

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GREAT BRITAIN

Latest chart potentials from independent hit maker Joe Meek of R.G.M. Sound include the new single by Heinz on Decca, "You Were There," released to an advance of 30,000 and a new Tornadoes single "Hot Pot" also on Decca. The group who came up with a brand new sound a couple of years ago resulting in the world wide smash "Telstar" have infused a touch of the jungle into their "Hot Pot" dishing giving it an up-to-the-minute Blue Beat flavor.

Delyse Records reports a 700 per cent increase in turnover since expanding its distribution facilities via the EMI depots. The label continues to distribute through Selecta and other indie factors. The Delyse product has also been acquired by several majors for distribution in the United States, Canada and the Commonwealth. Thus firmly established in the home and international markets the label's director, Mrs. Isabell Wallich, is interested in acquiring suitable material from overseas for release in the United Kingdom. Currently engaged on large scale recording plans, the firm expects to double its catalog by the end of the year.

Welcome to the top of the charts Cilla Black. 21 year old Cilla has the same hometown, Liverpool, and the same manager, Brian Epstein, as the illustrious Beatles and is the first solo artist to reach the No. 1 spot since groups took over seven months ago. What is more she is the first female singer to claim the throne since Helen Shapiro wore crown in 1961. Cilla's first disk "Love Of The Loved (Parlophone) penned by John Lennon and Paul McCartney was released last September and entered the Top Thirty but missed the Top Twenty. Her second disk, another ballad this time American "Anyone Who Had A Heart," published by Aberdach has zoomed to the No. 1 slot in three weeks flat and delivered a knockout blow to the original Dionne Warwick

version. With sales already well over the quarter million mark it looks like Cilla's silver disk may turn to gold.

Swedish publisher Stig Anderson in London for meetings with Bens Music attorney Walter Hofer who also represents the American interests of British publisher Dick James. While in London Anderson acquired the Swedish rights to the latest Cliff Richards single, "I'm The Lonely One," for his Swedish Music pubbery. In Stockholm recently, Anderson set up an independent production company, Polar Music, which is having its first taste of success via a new group called The Hootenanny Singers. On its first LP, the group sing in Swedish, English and Spanish.

Cyril Shane of Shapiro Bernstein Ltd. has acquired world rights (excepting U.S.A. and Canada) to "Every Day I Have To Cry." A big hit for Steve Alaimo in the States in 1962, Pye's Julie Grant has now given the song her own special treatment which could give her the chart success she deserves. Dusty Springfield has included the number on her "I Only Want To Be With You" E.P.; Swedish singer Anita Lindblom has cut a German version and the French market has a recording by Claude Francois—all available on the Philips label. Other copyrights putting coffers into the Bernstein bank are "White On White," first American-cut disk by Danny Williams, now making a noise in America and issued here on H.M.V. and "Son Of Rebel Rouser" by Duane Eddy on R.C.A.

Another American publisher currently in London, George Pincus, visiting his British publishing outlet headed by his son, Lee. With paternal interests at heart Lee was successful in acquiring the American publishing rights to a string of Beatle hits for Pincus Sr. and the parent company Gil-Pincus. These included "She Loves You," "From Me To You" and "I Saw

Homecoming Day In London



LONDON—Pandemonium was the order of the day at London airport recently when the Beatles returned to their native land after their triumphant American tour. More than 8,000 hysterical fans roared their welcome as the foursome stepped off from their airplane.

Her Standing There" the flip side of—the No. 1 blockbuster "I Want To Hold Your Hand" as well as five tracks from the Beatles Vee-Jay album and two on the Capitol LP. Latest British composition handled by the Gil Pincus music company is "Lost Dreams And Lonely Tears" written by Jimmy Duncan and recorded by Don Cornell with The Don Costa Orchestra.

Also in the family is Brook Benton's latest Philips single "Going, Going, Gone" published in the States by Gil Pincus and here by Pincus Jr.'s Ambassador Music.

Before leaving for a nine day tour of Scandinavia jazzman Mr. Acker Bilk gave two s.r.o. concerts in Bristol and Bournemouth entitled "Strings Behind The Hits." These were the first of a series of concerts with an orchestra featuring the same string combination so successfully used in his three best selling albums released in the States on Atco—"Stranger On The Shore," "Above The Stars" and "Call Me Mister."

Quickies: Bobby Vee here for another tour of Britain has caught Beatlemania—on his current Liberty

disking he throws in a few years giving it a Hollywood-Liverpool flavour . . . The Swinging Blue Jeans "Hippy Hippy Shake" now released in States on Imperial . . . Big Dee Irwin and Bobby Vee both appeared on "Thank Your Lucky Stars" February 29 . . . The Beatles have been named 'Show Business Personalities Of The Year' by The Variety Club of Great Britain . . . The onslaught of the Beatles on America has brought about a rash of answer disks by American artists—"A Beatle I Want To Be" by Sonny Curtis issued here on Colpix and "The Boy With The Beatle Hair" by The Swans on Cameo-Parkway . . . Andy Cavell, a Joe Meek discovery, has new single "Tell The Truth" on Pye.

England Moves In On Top 100

NEW YORK—The English disk breakthrough in the U.S. is much in evidence on the Top 100.

English performers account for 11 decks on the Top 100. While in percentages, they hold 11% of the slots, their total sales volume is undoubtedly much greater, since three disks by The Beatles are among the top 10.

The Beatles, of course, are still going great guns, with outings by the team representing almost half of the English representation.

Their Capitol stand, "I Want To Hold Your Hand," is still the number 1 sound, for the seventh straight week. Down one number is "She Loves You" (Swan), while Vee Jay's "Please, Please Me" is the group's third top 10 disk, at number 4.

The Beatles have further Top 100 action with "My Bonnie" (MGM), number 32, and Vee Jay's "Twist & Shout," new to the charts in the number 64 spot.

Within the top 25 are Dusty Springfield's "I Only Want To Be With You" (Philips), number 14, and "Glad All Over" by the Dave Clark Five (Epic), number 21.

The other non-Beatles smash sounds from England are "Needles & Pins" by The Searchers (Kapp), which makes a red-bullet move to 52, and "Hippy Hippy Shake" by The Swinging Blue Jeans (Imperial), whose first appearance on the Top 100 is red-bullet 66.

Rounding out the English showing are "It's All in the Game" by Cliff Richard (Epic), number 56, and "White by Danny Williams (UA), number 98 in its initial Top 100 slot.

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THE SUNDOWNERS

'63 Disk Sales In England Reach New Peak

LONDON—More records were sold in Britain in 1963 than in any previous year. Board of Trade figures reveal that 1963 took the total volume of sales soaring up to the magnificent total of £21,731,000 (\$61,446,800) more than doubling, in one year, the increase that was achieved between 1960 and 1962. There can be little doubt that the groups who dominated the charts in 1963 also dominated the sales and the whole industry is grateful not only to the Beatles but to all groups from the cellars of the north and the coffee bars of the south who have contributed to this swinging sales bonanza. Board of Trade figures also show that December sales valued at £3,319,000 were about two fifths higher than in December 1962. Home sales increased by more than two fifths and export sales by almost a quarter. Taking the year as a whole sales in 1963 rose by a quarter compared with the previous year. Home sales were rising throughout 1963 and were particularly high in the last three months, the overall increase on the previous year was nearly one third. Export sales during 1963 were seven per cent less than in 1962. In De-

ember production, too, was a third higher than a year earlier. Three fifths more 33 $\frac{1}{3}$ rd r.p.m. were produced than in December 1962 and a quarter more 45 r.p.m.'s came off the presses. Taking the year as a whole output of both 33 $\frac{1}{3}$ rd and 45 r.p.m. disks was about a tenth more than in 1962 with 78s another 5 per cent down.

In view of last year's bumper sales the one time peak of 1957 pales by comparison. In that year the total value in £.s.d. was £14,092,000 falling unfavorably in the two following years 1958 and 1959. In 1960, the pendulum swung back into the right direction finishing up with a sales total slightly up on the previous peak figure of 1957. The upward trend continued and a couple of years later at the end of 1962, the industry was patting itself on the back with a new and healthy all time sales high of £17,423,000 thus from 1960 to 1962 the annual volume of sales increased from the 14,000,000 mark to the 17,000,000 mark.

Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	6	3	Anyone Who Had A Heart—Cilla Black (Parlophone) Aberbach
2	1	6	Needles And Pins—The Searchers (Pye) Metric
3	3	4	Diane—The Batchelors (Decca) K.P.M.
4	4	4	*5-4-3-2-1—Manfred Mann (HMV) K.P.M.
5	10	4	*I Think Of You—The Merseybeats (Fontana) Robbins
6	2	6	*I'm The One—Gerry & The Pacemakers (Columbia) Pacer
7	5	8	*Hippy Hippy Shake—Swinging Blue Jeans (HMV) Ardmore & Beechwood
8	8	6	As Usual—Brenda Lee (Brunswick) Jewel
9	13	3	*I'm The Lonely One—Cliff Richard (Columbia) Eugene
10	9	2	Candy Man—Brian Poole & The Tremeloes (Decca) Schroeder
11	14	3	Baby I Love You—The Ronettes (London) Belinda
12	7	13	*Glad All Over—Dave Clark Five (Columbia) Ivy
13	11	6	Don't Blame Me—Frank Ifield (Columbia) Campbell Connelly
14	17	2	For You—Rick Nelson (Brunswick) Feldman
15	—	1	*Bits And Pieces—Dave Clark Five (Columbia) Ardmore & Beechwood
16	12	12	Twenty Four Hours From Tulsa—Gene Pitney (United Artists) Arch
17	15	12	*I Want To Hold Your Hand—The Beatles (Parlophone) Northern Songs
18	—	1	*Boys Cry—Eden Kane (Fontana) 142 Music
19	16	10	Stay—The Hollies (Parlophone) Lorna
20	—	1	*Stay Awhile—Dusty Springfield (Philips) Flamingo

*Denotes local copyright.

Great Britain Top Ten LP's

1	1	With The Beatles—The Beatles (Parlophone)
2	2	Please Please Me—The Beatles (Parlophone)
3	4	How Do You Like It—Gerry & The Pacemakers (Columbia)
4	3	Meet The Searchers — The Searchers (Pye)
5	5	West Side Story — Sound-track (CBS)
6	6	Born Free—Frank Ifield (Columbia)
7	7	The Shadows Greatest Hits —The Shadows (Columbia)
8	—	16 Hits From Stars And Garters—Kathy Kirby (Decca)
9	—	In Dreams — Roy Orbison (London)
10	10	Stay With The Hollies—The Hollies (Parlophone)

Great Britain Top Ten EP's

1	1	All My Loving—The Beatles (Parlophone)
2	2	The Rolling Stones — The Rolling Stones (Decca)
3	4	The Dave Clark Five — Dave Clark Five (Columbia)
4	6	Big Three At The Cavern—The Big Three (Decca)
5	3	The Beatles Hits—The Beatles (Parlophone)
6	5	Twist And Shout—The Beatles (Parlophone)
7	7	The Beatles No. 1—The Beatles (Parlophone)
8	—	You'll Never Walk Alone—Gerry & The Pacemakers (Columbia)
9	8	Sweets For My Sweet — The Searchers (Pye)
10	—	The Best Of Chuck Berry—Chuck Berry (Pye)

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TOP 100 LABELS

ABC-Paramount	18, 30, 46, 49, 63	Marc	
Atco	36, 97	Mercury	8, 54, 57, 90
Atlantic	42, 60, 71	MGM	27, 32, 43, 67, 70
Best	20	Montel	11
Cameo		Motown	53, 86
Canadian-American		Muscor	
Capitol	1, 10, 13, 44, 84	Okeh	17
Chattahoochee		Parkway	38, 92
Checker	15	Philips	3, 14, 74
Chess	81, 95	RCA Victor	5, 9, 16, 48, 82
Columbia	26, 33, 65, 76, 78	Reprise	19
Congress	75	Riviera	7
Crusader	59	Roulette	45
Decco	31, 62	Rust	91
Dot	50	Scepter	
Duke	77	Smash	
Everest	24	Soundstage 7	58, 94
Epic	21, 34, 40, 56	Spokane	87
Garrett	37	Stax	39
Gordy	35, 41	Sue	85, 99
Hi		Swan	2, 23
Imperial	66	Tamla	61, 100
Kapp	22, 52, 68, 93	Tollie	64
King	28	20th Fox	6
LeCam	96	United Artists	12, 83, 98
Liberty	69, 72, 80	VeeJay	4, 47, 51, 89
		Wand	55, 79, 88
		Warner Bros.	25, 29, 73

In answer to numerous requests for such a service CASH BOX will run the Top 100 Labels feature on a weekly basis. It has been designed primarily as an aid to our international readers desiring a capsule summary of labels they carry and their representation on the CASH BOX Top 100. Feature can also be a handy order for distributors, racks, dealers and one-stops ordering disks by labels.

CB Publisher Visits Argentine



BUENOS AIRES—Cash Box publisher Joe Orleck is shown talking with disk executives from a variety of Argentinian producing and distributing firms during his recent month-long tour of South America and Mexico. The publisher's wife, Pauline, accompanied him on the trip. In the photos above are: (Upper left) Philip Brodie (left) of Odeon Records and Joe Orleck. (Upper right) (Left to right) CB correspondent Miguel Smirnoff, Joe Orleck and Max Wyngaard of Philips Records. (Middle left) (Left to right) Morris Brenner, Joe Orleck, Mario Kaminsky and Miguel Smirnoff. (Middle right) (Left to right) Smirnoff, Orleck and Ian W. Morris of Famous. (Lower left) (Left to right) Smirnoff, Orleck and Atilio Suva of Surco. (Lower right) (Left to right) Mrs. Orleck, Smirnoff, Joe Orleck, Hugo Celano and Ernesto Parma of Sprint Music and Editora de Los Exitos Musicales.

ALL LATIN AMERICAN HITS COME FROM FERMATA

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ARGENTINA

Let's have some words about the state of the record business in Uruguay, another of the South American countries. It is a rather small market, due to its 3,000,000 population; 1,300,000 live in Montevideo, the capital and main city. As we informed before, Palacio de la Musica (represents Odeon and EMI), RCA, Sondor (reps Columbia and CBS), Clave (several labels), Antar (labels Telefunken and others) and Tonodisc are the main diskeries.

Rene Sendic of Palacio de la Musica informed us about one of the details of the market in this country: Classical music sales take a big part of the whole volume: the companies are releasing old works, encouraged by the reception given by the customers to previous outings. On the pop side, biggest sellers are Argentine teen singers Palito Ortega, Johnny Tedesco, Chico Navarro and Leo Dan. Palacio is the biggest retailer in Uruguay, besides releasing EMI records. There is also a nice market for folk music: top names are Los Fronterizos (from Argentina) and local artists Santiago Chalar, Rodriguez Luna and Osiris Rodriguez Castillos.

Leon Jurburg of Clave is working hard on several new foreign labels whose representation has been acquired by his company. Clave has released several recordings made by CGD of Italy (Betty Curtis, Piero Focaggia and Johnny Dorelli) and is preparing the Barclay label launching (Aznavour, Dalida and Eddy Barclay). Jurburg has also Latin American label Marvela, and has already two LP's in the market (Cortijo and his Combo, and an album tagged "Plenas"), and also represents Discomoda of Venezuela and Panart (albums by Los Melodicos, Alberto Beltran and Armando Orefiche and the Habana Cuban Boys). On the local side, Jurburg is working on a roster of Uruguayan artists, including Anibal Sampayo, Rufino Mario Garcia, Los Ribereños, Anselmo Grau, las Voces de America and tropical artists Combo Camaguey. Several releases by these artists in other countries are expected by Jurburg: Fermata in Argentina has already outed a single by the Combo Camaguey. Leon is now also developing a publishing company, to promote several local composers that now have to go to Buenos Aires to see their works published.

Jorge Errazuquin, manager of Siweg, RCA licensee, is very glad with the work of his company, which took the representation last August (It was previously held by RCA of Argentina, which had a representative here). RCA has been doing very well with the teen artists presented by the Club del Clan TV'er, video-taped in Buenos Aires and aired afterwards by one of the four local channels. The relation with RCA of Buenos Aires is still in effect: Errazuquin travels every week to Argentina to select repertoire, although both companies are now independent.

Rodriguez Roque of Antar is also busy: he recently returned from the folk music Festival held in Cordoba, where he was invited, and is now preparing another one in Piriapolis, one of the main Uruguayan summer resorts. Antar has released new records by Les Olimareños, Amalia de la Vega and Daniel Viglietti. Due soon are "Hombres de Nuestra Tierra" and a new album by folk star Rodriguez Luna: "Te Todas Layas." Roque is also a very well known record critic and disk jockey, and has programs on Radios Carve ("El Fortin de los Horneros") and Austral ("Treinta Minutos con el Jazz" and "Sendas Abiertas").

Argentina's Best Sellers

This Week	Last Week	Artist/Label
1	1	*Sin Timon (Korn) Palito Ortega (RCA)
2	2	*Fanny (Mundo Musical) Leo Dan (CBS); Dany Montano (Music Hall)
3	5	Desencadena Mi Corazon (Korn) Trini Lopez (Reprise); Ray Charles (Ariel); Toscano (RCA); Donald (Music Hall)
4	9	*Mary Isabel (Mundo Musical) Leo Dan (CBS)
5	4	*Marisa (Mundo Musical) Leo Dan (CBS)
6	3	*Deci Por Que No Queres (Korn) Palito Ortega, Toscano (RCA); Leo Dan (CBS); Los Dukes (Music Hall); Tito Alberti (Philips) Los Portorriquenos (Polydor)
7	8	If I Had A Hammer (Fermata) Trini Lopez (Reprise); Brothers Four (CBS); Lalo Fransen (RCA)
8	11	*Un Sombrero De Paja (Korn) Chico Navarro (RCA)
9	6	*Amarraditos (Korn) Luis Ordoñez (CBS); Fetiche (Philips); Fulvio Salamanca (London); Los Nocturnos (Music Hall); Chico Navarro (RCA)
10	7	Celia (Mundo Musical) Leo Dan (CBS); Andy Macia (Disc Jockey) Dany Montano (Music Hall)
11	10	Chore (Aldon-Fermata) Rita Pavone, Violeta Rivas (RCA); Blanquita Silvan, Lucio Milena (CBS); Juan Ramon (Disc Jockey)
12	12	Se Mi Vuoi Lasciare (RCA Italiana-Fermata) Michele (RCA); Marty Cosens (RCA)
13	13	*Sabor A Nada (Korn) Palito Ortega (RCA)
14	14	Antes De Ti, Despues De Ti Catherine Snaak (CBS)
15	15	*Trasnochados Espineles (Lagos) Los Quilla Huasi (Philips) Cholo Aguirre (Microfon); Ramona Galarza (Odeon)

Italy's Best Sellers

This Week	Last Week	Weeks On Charts	Artist/Label
1	1	3	*Una Lacrima Sul Viso: Bobby Solo/Ricordi, Frankie Laine/CBS Published by Ricordi
2	3	3	*Quando Vedrai La Mia Ragazza: Little Tony Durium, Gene Pitney/CGD Published by Durium
3	2	3	*Ogni Volta: Paul Anka/RCA, Roby Ferrante/RCA Published by RCA
4	4	3	*Non Ho L'Eta' Per Amarti: Gigliola Cinquetti/CGD, Patricia Carli/CGD International Published by Sugarmusic Inter. Published by Southern
5	—	1	*Sabato Sera: Bruno Filippini/MRC, Fraternity Bros./CGD Published by Aberbach
6	5	3	La Citta' Vuota: Mina/RI.FI, Gene Mc Daniels/EMI Published by Bluebell Published by Curci
7	8	2	*Motivo D'Amore: Pino Donaggio/EMI, Frankie Avalon/Bluebell Published by Curci
8	9	3	*La Prima Che Incontro: Fabrizio Ferretti/RI.FI Fraternity Bros. CGD Inter. Published by Kramer
9	7	2	*Ciao Ragazzi: Adriano Celentano/Clan Published by Italian Yank Ricordi
10	—	1	*Che Me Ne Importa A Me: Domenico Modugno/Fonit Published by Curci



ITALY

Two events are at the top of this musical week in Italy, and stress out how deep is the interest in the music of young people, and of course, also the exceptional interest of the music industry in the particular taste of the youngsters.

With the slogan "A New Label for the Young," RCA Italiana has announced the creation of a new mark completely devoted to the young public. The new label is called ARC, but the event is not only limited to the presentation of a new series of disks, but shall be considered as the creation of a new independent record firm in the bosom of the big RCA Italiana's operation. This means that the production of ARC will be handled independently from the production of RCA Italiana, and will be promoted and delivered through new channels.

During a cocktail party given in Milan at the presence of all the representatives of the Italian music world, the General Manager of RCA Italiana, Giuseppe Ornato introduced the new, young head of the record firm, Sergio Bardotti, and the artists who form the first group of new talent under the new label.

The production of the new label will be released through the experienced system of indie producers. This system was adopted in Italy for the first time by RCA Italiana, followed after by some other record companies. The adoption of this new system constituted a revolution on our record-making conceptions and it's the first time that a new firm is built exclusively on such a format. In fact, until now five producers and talent-scouts have cooperated with the debut of the new record company: first on the list is the well known indie producer, Nanni Ricordi, who produced the first ARC disk of his new singer, Oscar; second is Carlo Rossi, a lyric writer who also makes his debut as a record producer, presenting the talent of Roby Ferrante. Third is the well known talent-scout Teddy Reno, who produces for ARC. Fourth is another top lyric writer, Franco Migliacci, who presents his new singer Giancarlo Guardabassi, and last but not least is another Migliacci discovery, the young artist Gianni Morandi, who reveals his talent as a record producer with the first waxing of Ivana Borgia.

All are extremely young: Roby Ferrante is 19, first record is the San Remo hit penned by himself "Ogni Volta." Reno is 18, and his first cut is entitled "Eravamo Amici." Ivana Borgia is 16, and her first title recorded is "Fiocca Fiocca La Neve." Oscar is 20 and recorded "Vola Con La Spyster" (Italian version of "Come On Little Angel"). Giancarlo Guardabassi is 26, the title chosen for his debut is "Da Retta A Me."

The second event of the week concerns EMI Italiana whose idea is connected with the beginning of a deep revolution in the traditional means for record promotion.

Once again this idea is devoted to young people: It was conceived by the young head of the EMI Italiana's press and publicity office, Eraldo Di Vita. Under the name Club 45, EMI Italiana has created, in the center of Milan, a club for the young. EMI Italiana brings together every Saturday, in a big hall, all the members of this new club. There they can dance, listen to their favorite singers, speak with them, and what is more interesting, to listen and judge the new unpublished disk of the EMI talent. This is the first time that such an initiative has taken place in Italy and this creates a direct contact and connection between the teeners and the industry which produces their favorite entertainment.

Such a direct contact, as we said above, will create new, important promotional means that can be considered a new force besides radio, TV and the juke box. It's a direct contact between the industry and its potential buyers and this direct contact will make it easier to create product according to the taste of these young buyers.

We are sure, of course, that this example will be immediately followed by other record companies and this will deeply modify in our country the custom of entertainments among the young.

The first such event conducted by EMI Italiana recently gave unexpected results: more than 1,500 young people took part in the first meeting, during which EMI Italiana presented the top Belgian/Italian singer Adamo along with the upcoming talent of Vasso Ovale, and the new voice of Gianna Foretti. The success of the evening was so strong that the police had to calm the big enthusiasm of the girls and boys. Adamo, Vasso Ovale, Gianna Foretti presented their new recordings, and a strong success in the sales in the shops of Milan has served as a confirmation of the strong promotional power of such an initiative, which convinced EMI and the organizer Eraldo Di Vita at once to open the Club 45 in all the principal centers of Italy.

Another important event of this week is the visit in Italy of the well known jazzman Thelonious Monk of CBS, who gave a concert in Milan on February 23, and took part also to a TV show with our jazz performers, Basso and Valdambri. Thelonious received a strong welcome: his records, according to the sales of jazz disks in Italy, are obtaining a good success on our market and his appearance on our TV screen, of course, will increase such sales. In this regard we have noted that such personal appearances of such famous jazz musicians in our country are strongly contributing to the diffusion of jazz in Italy. Other concerts will be given by Monk in Torino and Bologna.

On the jazz theme, Ricordi has taken the distribution in Italy of the American catalog Blue Note, formerly distributed by Karim.

Catherine Spaak, the film actress and songstress, under contract with Dischi Ricordi, recorded recently for the background of a new film entitled "I Malamondo" two songs, titles of which are "Questi Vent'anni Miei" and "Penso A Te." Both songs as well as all the background music of the film are published by Campi. The film is a report on European youngsters.

Tony Dallara, the top artist of the Saar label, has recorded his San Remo hit "Come Potrei Dimenticarti" in Japanese. The recording will be distributed in Japan by King Records.

Among the classical releases of the week, let's mention a Decca album recorded by Ernest Ansermet. The well known orchestra conductor presents in this new album, three of the best pages penned by Ravel Honneger and Dukas: First is the "Sorcerer Apprentice" by Dukas, second the "Bolero" and "Valse" by Ravel, and third "Pacific 231" by Honneger.

And we conclude our column mentioning four new groovings of our top talent Peppino Di Capri: the four titles chosen by him for his two new singles are "Ieri Sera A Quella Festa," "Shout," "Piccatura" and "Chi Accende Le Stelle."



GERMANY

The Beatles are coming! That's the word of the day on the German record market. The fabulous group from England has cut their first 2 sides in German language which will be released on March 6. The tunes are "I Want To Hold Your Hand" and "She Loves You" and the two hits are coupled on one single. The English versions of the tunes are already racking up tremendous sales and a Beatles record should soon find its way into the German top 10. Electrola reports that the group is also planning a trip to Germany for p.a.'s and TV appearances. In the meanwhile, German A&R men are frantically trying to put together groups with the "Liverpool sound" to beat the Beatles to the punch. The Searchers have already recorded their hits "Sugar and Spice" and "Needles And Pins" in German for Vogue, and another group The Teambeats have done "Please Please Me" here. It looks like a good fight is shaping up as to who will have the hit group but in any case, the "Liverpool Sound" should put a shot in the arm to the sagging singles business in Germany. 3 Beatles records are already in Germany's top 50. There's another fight taking place in Germany. Tenor Rudolf Schock who is now signed with Ariola's "Eurodisc" label has 2 LP's released by his old firm Electrola under the title "Rudolf Schock—The Great Years." Eurodisc has tried to put a halt to the sale of the two LP's saying that the disks do not represent the artist at his best. A court order stop took place but on January 29, the Cologne court of law decided that the records could be released.

Italian lass Anita Traversi will represent Switzerland at the "Song For Europe" contest to be held on March 21 in Copenhagen. The 24 year old songstress will do an Italian language tune for the festival. Last year, the Swiss entry was Ester Ofarim, who took 2nd place at the festival. Anita records for Ariola here. Ariola also reports that Duke Ellington has a tour set for Europe from the 2nd of March to the 22nd. He will visit Stuttgart, Zurich, Munich, Frankfurt, St. Moritz, Milan, Stockholm, Helsinki, Goteborg, Malmo, Copenhagen, Hamburg, Berlin and Paris during the tour.

Billy Mo from Trinidad was awarded a Tirol Hat for the sale of 1/2 million copies of his hit "I'd Rather Buy A Tirol Hat" during the Olympics in Innsbruck. Two other Teldec artists, Vico Torriani and Hannelore Auer, were on hand for the award.

Hans Gerig reports that the firm is swinging with the German version of "Sugar And Spice" by The Searchers and two San Remo songs, "Un Bacio Piccolissimo" which has been recorded in German by Ulla Niesen for Decca, and "Sole Sole" which is the most recorded San Remo tune in Germany, as Margot Eskens from Polydor, Siw Malmkvist and Umberto Marcato of Metro-nome. Vivi Bach and Dietmar Schoenherr of Philips, Ulla Niesen and Uwe Grimm of Decca and Nana Gualdi of Ariola have all done vocal versions of the tune in German and Will Glahe is turning out an instrumental version of the work.

CBS publicity man Lothar Graf reports that the firm has signed Olympic and world champion skating star Marika Kilius to a contract and her first single has already been released.

Rudy Slezak of Aberbach music tells us that he has a not full of hits at present. The Chubby Checker version of "Loddy Lo" is selling like hot cakes and the German version of the tune by Gerd Boettcher is doing even better. "Bossa Nova Baby" is a top 10 tune with versions by Elvis Presley, Bill Ramsey and Ted Herold racking up top sales. The firm is also moving out with the German version of "A Love So Fine" by Gina Dobra, "The Kind Of Boy You Can't Forget" by Ingela Brander and the new Presley single "Mexico" from his LP "Fun In Acapulco." Teldec Records has a left field hit on their hands with a new waxing by newcomer Ronny. It's a German language waxing of "Oh My Darling Caroline." The record has passed the 50,000 mark in 2 weeks of sales. Deutsche Grammophon has divided its organization and has formed a "Germany Department" with the pop production of their Polydor label falling under this department. The new department goes into effect on April 1 and will have offices in Hamburg at Rothenbaumchaussee 5. The new department will handle all advertising, making of record covers and distribution of the Polydor product. This division will make it possible for more concentrated work on the pop product and the international and classical product.

Germany's Best Sellers

Week	Last	Weeks	On Chart
1	1	5	Das Kannst Du Mir Nicht Verbiehen (You Can Never Stop Me Loving You)—Bernd Spier—CBS—Edition Accord
2	2	13	Wenn Ich Ein Junge Waer (If I Was A Boy)—Rita Pavone—RCA Victor—Rolf Budde Music
3	3	10	*Drei Musketiere (Three Musketeers)—Conny Froeboess—Electrola—Metronom/Froeboess/Rolf Budde
4	4	5	America—Trini Lopez—Ariola/Reprise—Chappell/August Seith
5	—	1	*Der Platz Neben Mir—Sacha Distel—Polydor—Hans Gerig Music
6	10	2	*Glueck Gehoert Dazu (It Helps To Be Lucky)—Rex Gildo—Electrola—Hans Gerig Music
7	5	12	*Es Gibt Kein Bier Auf Hawaii (There's No Beer In Hawaii)—Paul Kuhn—Columbia—Paul C. R. Arends Music
8	—	7	*Wenn Nur Jede Woche Mal Der Erste Waer (If Every Week Was The First Week Of The Month)—Gus Backus—Polydor—Karlheinz Busse Music
9	7	6	*Nachts Hoer Ich Immer Alle Uhren Schlagen (At Night I Always Hear All The Clocks Strike)—Peter Alexander—Polydor—Hans Gerig Music
10	—	1	*Nino—Connie Francis—MGM—Schneider Music

More Nations Choose Songs For Eurovision Contest

ZAGREB, Yugoslavia—Yugoslavia will be represented at the Eurovision Song Contest in Copenhagen, March 21, by "Zivot Je Zatvorio Krug" (Life Has Closed The Circle), composed by Srdjan Matijevic and lyrics by Stevan Raickovic. It will be sung by Sabahudin Kurt, who is under exclusive contract to Jugoton Records in Zagreb. The Yugoslavian delegation will also include an orchestra-leader, but the name is not available yet.

LISBOA, Portugal—"Oraçao" (Prayer) is title of Portugal's entry at the Eurovision Song Festival in Copenhagen in March. It is composed by João Nobre, lyrics by Rogério Bracinha, and will be sung by Antonio Calvario, recording for His Master's Voice in Portugal. The Portuguese delegation to Copenhagen will also include orchestra-leader Armando Tavares Belo, who will conduct the Portuguese number. The artist, Antonio Calvario, was recently voted "King of Portuguese Radio" on a contest held by one of the most important local magazines.

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BELGIUM

As noted before, the sale of Beatles disks is now gaining momentum in Belgium, and the demand for LP's and EP's as well as on singles is growing steadily. June 5 and 6 have been tentatively advanced as dates for an appearance of the Beatles in Belgium. Their fan club is becoming a real army. Other information about Gramophone performers is the steady demand for Richard Anthony's records, who is one of the most popular French stars in Belgium. Adamo has left for Milan where he is to appear on radio- and TV-shows. He will also travel to London to do English language versions of his hits. We wonder whether this is the right decision, as in Britain original records done by Aznavour and Piaf are circulating. The latter haven't taken the risk.

Inelco has come out with a number of attractive records which are bound to do well. Most striking are "Lady Music" by Little Peggy March, "Un Air De Banjo" by Sacha Distel; a first EP by Conrad Pringel, an EP with four impressive new tunes by Claude Nougaro, who is very popular with the Walloons; an EP featuring Albert Rainer, who presents the popular French TV-feature "Age Tendre Et Tete De Bois" playing the mouth organ and the following songs: "Quand Tu Joues," "Le Snap," "Meteor Special" and "Last Space Train." These are all really good. There is now also an EP by the Los Indios Tabajaras, with Maria Elena naturally as principal attraction. Other tunes are "Los Indios Danzan," "Ay Maria," "Moonlight Serenade."

Polydor is preparing a second single for its top performer John Larry. We have been told by M. Mertens, artistic manager with this firm, that the new disk will be as successful as the previous one, all pieces having been selected to bring out John's best vocal qualities. Larry has been introduced to the audience of "Good Records, Good Friends" and brought a rendering of "Alleen," chart topper in the Flemish part of the country.

Decca is awaiting The Tornados, who will be in Belgium from March 5 to March 9. Press promotion is in full swing. Most dailies and weeklies are publishing pictures and articles about this British guitar ensemble who earned world wide reputation with "Telstar." It will be The Tornados' first appearance in Belgium. In the meantime other Decca notables have got a special welcome: The Blue Diamonds. This Dutch-Indonesian pair of brothers, who produced a topper like "Ramona" recently were discharged from the army and they are doing their best to regain their former popularity. Their latest record "Hey Ba Be Re Bop" seems to be doing well. They appeared in the Sunday evening TV-contest of the Flemish transmitter "Een Tegen Allen" in which one contestant faces a whole town in a quiz game. Apart from this, a show has been taped for "Good Records, Good Friends" to be telecast on March 6. French TV in Belgium has taken over this show which may afford the opportunity for The Blue Diamonds to make a clean break in the Walloon country. They will later travel to the Far East to appear in concert halls, in radio- and in TV-programs.

Palette has started promotion for blind singer Jo De Clerck, who has cut "Anne-Marieke" and "Vergeet Het Maar" for his first record. Special efforts are also being made for Sophie Pascal, Walter Jung and Ariane and Les 10/20 through the "Revelation" operation.

Belgium's Best Sellers

FLEMISH

- 1 Vous-Permettez Monsieur? (Adamo/Pathé/Ardmore and Beechwood)
- 2 Alleen (John Larry/Polydor/Passe Partout)
- 3 I Want To Hold Your Hand (The Beatles/Parlophone/Vedette)
- 4 She Loves You (The Beatles/Parlophone/Belinda)
- 5 Maria Elena (Los Indios Tabajaras/RCA/World)
- 6 Tombe La Neige (Adamo/Pathé/Ardmore and Beechwood)
Tchin, Tchin (Richard Anthony/Columbia/Southern)
- 7 La Mamma (Charles Aznavour/Barclay/Peter Plum)
- 8 Anyone Who Had A Heart (Dionne Warwick/Scepter/Vogue)
- 9 Sixteen Tons (Lou Neefs/Moonglow)
This Land Is Your Land (Trini Lopez/Reprise)
- 10 Ein Traum Wird War (Alberto Cortez/Show/Belga)

WALLOON

- 1 Vous-Permettez Monsieur? (Adamo/Pathé/Ardmore and Beechwood)
- 2 Maria Elena (Los Indios Tabajaras/RCA/World)
- 3 Tombe La Neige (Adamo/Pathé/Ardmore and Beechwood)
La Mamma (Aznavour/Barclay/Peter Plum)
- 4 Excusez-Moi, Partenaire (Johnny Halliday/Philips)
- 5 Ma Biche (Frank Alamo/Barclay)
- 6 Va Pas Prendre Un Tambour (Françoise Hardy/Vogue/Vogue International)
- 7 Tchin, Tchin (Richard Anthony/Columbia/Southern)
- 8 C'est Bien Jolie d'Etre Copain (Le Petit Prince/Barclay/Plum)
- 9 Je Suis Perdu, Je Fais Serment (Robert Cogoi/Philips/Primavera)
- 10 J'en Suis Fou (Dick Rivers/Pathé/Ardmore and Beechwood)

Israel's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist	Label
1	1	7	Don't Talk To Him	Cliff Richard	Columbia
2	4	6	I Want To Hold Your Hand	The Beatles	Parlophone
3	2	8	Sweet Impossible You	Brenda Lee	Arton/"Hed Arzi"
4	8	5	As Usual	Brenda Lee	Arton/"Hed Arzi"
5	5	6	Whispering	Nino Tempo & April Stevens	Atlantic/"Hatakliit"
6	6	5	Needles And Pins	The Searchers	Top Hits/"Hatakliit"
7	12	4	Swinging On A Star	Big Dee Irwin	Colpix/"Hatakliit"
8	3	9	You'll Never Walk Alone	Gerry & The Pacemakers	Columbia
9	7	7	Secret Love	Kathy Kirby	Decca
10	10	4	For You	Ricky Nelson	Arton/"Hed Arzi"
11	11	4	Hello Love	Julie Grant	Top Hits/"Hatakliit"
12	14	4	I Only Want To Be With You	Dusty Springfield	Philips
13	13	6	24 Hours From Tulsa	Gene Pitney	Musicor
14	9	10	Washington Square	The Village Stompers	Epic
15	16	3	Glad All Over	Dave Clark Five	Columbia
16	20	2	You Don't Own Me	Lesley Gore	Mercury
17	18	2	The Boy You're Kissin'	Mark Wynter	Top Hits/"Hatakliit"
18	—	1	I'm Watching (Every Little Move You Make)	Peggy March	RCA
19	—	1	Come On	Tommy Roe	ABC Paramount
20	15	6	Geronimo	The Shadows	Columbia



BRAZIL

Carnival is over and Brazil is Dominiquing again. . . . However, some new releases are coming into the race: Philips is doing an excellent job at the present time with: "Mama" by Connie Francis (released again; it had been already, as MGM was represented by Musidisc); "The Platters Saudam A America Latina" (with Mercury label); "Dreamstreet," Erroll Garner; "Outro Show De Bossa" with Corisco and His Sambaloucos; Xavier Cugat—"Great Successes From The Movies;" "Cannon Ball" Bossa Nova with the Bossa Rio Sextet." CBS comes along with: "Um Pistão, Um Trimbone E . . ." with Alexandroe Gnatali and Orchestra; "Viva A Bossa," Breno Sauer; "The Brothers Four;" "El Varon Del Tango," with Julio Sosa, the top tango singer of the moment appears in Brazil; "Specially For Youngsters" by several well known U.S. artists; "O Bem Do Amor" by Ellis Regina and "Os Cariocas," Bossa Nova quartet. RGE shows up with: "Evolução," by Manfred Fest; "Vanguarda," featuring the great Agostinho Dos Santos; "A Nova Bossa—Violão," with Paulinho Nogueira and his guitar; and "Alegria . . . Viva," the Mills Brothers (with the label, RGE-Dot) and others.

The hopes of the São Paulo teenagers for a quick recovery of Bobby Rydell were founded. Bobby's Show opened on the Teatro Record with great success, which could have been even greater if it wouldn't have been still on the last part of the school vacations. The young American artist had the opportunity to show to the Brazilian public, who applauded him ardently, that he is not only an excellent singer, but a very good pianist and drummer as well. People were sorry about the lightning appearance of only two days . . . they wanted more. . . . We had a chance to talk with Bobby and his manager Frank Day, who told us about the great success Bobby had in Buenos Aires (in 1 day, 4 shows—28,000 people!) and said they would probably come back to Brazil, around September, counting on the success of his new film "Bye Bye Birdie," which will be released in this country in the near future. Bobby's LP's (Fermata) are being very well accepted by the young Brazilian set.

Again the sad news hit the Brazilian popular music world, with the interval of only one week: Vicente Paiva, the famous composer passed away. He is the author of many a hit like "Calendário," "Exaltação A Bahia," "Tudo E Brasil," "Olhos Verdes," "Ave Maria" and, most of all, that remarkable number with Carmen Miranda made famous all over the world and which has something like 1.000 recordings all over the world—"Mamãe Eu Quero" or "I Want My Mamma!" Vicente Paiva was born in São Paulo. He was musical director of the famous Casino da Urca, during its great days one of the best musical comedy companies. Vicente travelled very often with Brazilian musical shows through all Europe. He left, besides his immortal music, another inheritance to Brazilian show business—his attractive daughter Daisy Paiva, who is already a big name on local TV.

Mary Martin was in São Paulo, on the way to her "fazenda" in Goiás, with her husband.

Also in Brazil, Jimmie Van Heusen and Sammy Cahn ("All The Way," "They Came To Cordura," "High Hopes," "Come Dance With Me," "All My Tomorrows," etc.), the famous American composers and Frank Sinatra's favorites. They stated that their visit was only on a pleasure basis. But, knowing how close they are to "The Voice" . . . shouldn't the Brazilian public nurse some hopes for that long wished for visit of the artist to this country?

It was also said that the famous pianist Horace Silver was seen among the enthusiastic tourists in Rio's Carnival. With a great idea it would be to show a selection of the Escolas de Samba parading along the US streets. The owners of the luxurious, enormously decorative and rather expensive (several millions of Cruzeiros each . . .) "fantasias" (costumes) have been invited to show them in Argentina, Uruguay. And it's worthwhile.

Brazil's Best Sellers

- 1 Dominique (Fermata) Giane (Chantecler); Soeur Sourire (Philips); Trio Esperança (Odeon); Poly (Continental)
- 2 Acorrentados (Vitale) Agnaldo Rayol (Copacabana); Trio Cristal (RGE)
- 3 Parei Na Contra Mão (Mundo Musical) Roberto Carlos (CBS)
- 4 Pombinha Branca-vola Colomba (Ricordi) Silvana (Copacabana); Altamar Dutra (Odeon)
- 5 Sabe Deus—sabrã diós (Embi) Carlos Alberto (CBS); Lucho Gatica (Odeon); Oslnain Galvão (RGE)
- 6 Veneno (Fermata) The Clevers (Continental)
- 7 Mulher Governanta—Silvinho (Philips)
- 8 Mais Que Nada—Jorge Ben (Philips); Conqunto Farroupilha (Fermata)
- 9 Blue Star (Todamerica) The Jordans (Continental)
- 10 Quem Tudo Quer Nada Tem (Nossa Terra) Anisio Silva (Odeon)

BRAZIL'S TOP FIVE LP'S

- 1 Samba Esquema Novo—Jorge Ben (Philips)
- 2 Moacyr Franco—Moacyr Franco (Copacabana)
- 3 Rita Pavone—Rita Pavone (RCA)
- 4 O Jovem Dr. Kildare Canta—Richard Chamberlain (Philips)
- 5 Nico Fidenco—Nico Fidenco (RCA)

BRAZIL'S TOP FIVE EP'S

- 1 Doce Amargura (Mondo Cane—More) Moacyr Franco (Copacabana)
- 2 Dominique—Soeur Sourire (Singing Nun) (Philips)
- 3 Pombinha Branca (Vola Colomba) Silvana (Copacabana)
- 4 Dominique—Giane (Chantecler)
- 5 Hully Gully—Chubby Checker (Fermata)



Rydell Tours S.A.

SAO PAULO—Bobby Rydell (right) talks with Cash Box correspondent Luis De M. C. Guedes during the singer's recent personal appearance tour of South America. Rydell's current chart stand is "Forget Him."



MEXICO

The biggest promotion ever for a Mexican artist is now at CBS Records for folk singer Irma Serrano. This promotion will last several weeks, and the artist will tour the whole country, welcomed in each place by big displays, radio and TV spots, photos, records, contests, etc. Irma has a nice voice and a provocative style.

Back from their first trip to a foreign country, Caracas, Venezuela, is the Mexican duet of the Hermanas Jiménez, at the same time that their third long play was released by Orfeon Records. The Jimenez sisters had successful appearances in Venezuelan night clubs and on TV.

From Argentina we received a post card from rock and roll group Los Teen Tops, who are performing now in that country, which has taken very much to Mexican artists of the new wave. CBS released their latest record, the Spanish versions of "Everybody" and "Dee Dee Dinah."

Gamma Records released the winning song of the recent "San Remo Festival." The song is "Non Ho L'Eta" (Too Young To Love You) and is sung by its San Remo performer Gigliola Cinquetti in perfect Spanish. This young Italian singer, who is still a teenager, also recorded several songs in our language and Gamma Records is trying to popularize her.

Panamericana de Discos released an extended play with four of the most popular songs sung by the sensational group, The Beatles. Those songs are "I Saw Her Standing There," "I'll Get You," "She Loves You" and "I Want To Hold Your Hand."

Los Hermanos Carrión, one of the most popular romantic groups of the new Mexican wave, recorded at CBS two new songs "Las Cerezas" (The Cherries) and "Las Sombras" (The Shadows). On the first song they accompany themselves and on the second the Chuck Anderson orchestra performs. Los Hermanos Carrión will leave town very soon to perform in Argentina and other South American countries.

Alberto Videz left PHAM publishing to accept a job as sales manager of CAMPEI publishing, where we were informed that Jack Mills (of the publishing company) will arrive very soon to the Mexican capital.

CBS-Columbia had a cocktail party to present the first long play recorded by the famous Mexican actor Ignacio López Tarso. In this album, Ignacio reads popular narrations of the Mexican revolution with a wonderful feeling. The production of this record was made by Fernando Z. Maldonado and some parts of Ignacio's narrative were supported musically by the fabulous Duetto América. I am sure that this album will have a strong demand with the Mexican population of the United States and some Latin American locales.

Johnny Mathis arrived in Mexico City to debut on February 20 at the Terraza Cassino. The place is crowded every night, and it is possible that Johnny will choose several Mexican songs to record when he returns to his country.

Based on the world famous song "Dominique," a Mexican producer will do the film with the life of the Singing Nun. They just don't know who will be the actress, Angélica María or Rocio Dúrcal. Both of them are singers of "The New Wave" and very popular in México.

The Gay Clonners recorded at RCA Victor with a big orchestra background the song "El Robot," which also represents a new rhythm.

Popular comic duet Los Mimos recorded at Peerless Records two new creations, "El Baile De Las Poquis" and "El Beisbol" (The Baseball). This last record is a narration of the baseball game made by a Cuban, a Frenchman, an Argentinian, a Brazilian and a Spaniard.

Mexico's Best Sellers

- 1 Dominique—Los Dominic (Orfeon)—Angélica María (Musart)—Sor Sonrisa (Philips)—Queta Garay (Peerless)—Luis Perez Meza (Cisne)—Hna. Alegria (CBS)—Chuck Anderson (CBS)—(Fermata Mexicana)
- 2 El Martillito (If I Hard A Hammer)—Trini López (Reprise)—Los Mabers (Musart)
- 3 Magia Blanca—Hnos. Carrión (CBS)—Trío Venezuela (Velvet)—(Grever)
- 4 En La Revancha—Sonia López (CBS)
- 5 Quiero Quedarme Aquí (I Want To Stay Here)—Steve Lawrence—Eydie Gorme (CBS)—Los Dominic (Orfeon)—Los Yorsys—Lena y Lola (Musart)—(Brambila)
- 6 Recuerdos De Ipacarai—Neil Sedaka (RCA)—Monna Bell (Gamma)—(Fermata Mexicana)
- 7 La Calambina—Los Polivoces (Orfeon)
- 8 Gracias—Connie Francis (MGM)—Lucho Gatica (Musart)—Javier Solís (CBS)—Flor Silvestre (Musart)
- 9 Divina Ilusion—Neil Sedaka (RCA)
- 10 Enamorado—Los Yorsys (Musart)—Ray Barreto (Gamma)

A Mexican Farewell



MEXICO CITY—Cash Box publisher Joe Orleck and his wife Pauline make their farewells at the airport after a recent round of visits with representatives of the Mexican record industry. In the above photo are (left to right) Mrs. Orleck, Sonia Lopez, Columbia artist and leading motion picture actress, Coral, a secretary at CBS, Joe Orleck, and Hector Mejia of CBS Records.



HOLLAND

Philips' Phonographic Industries has released a double-LP album of a "St. Mark Passion" by Bach's contemporary and compatriot Ceorg Philipp Telemann. (Telemann has written more than 1500 religious vocal works). The hitherto forgotten work has been recovered by the German conductor Kurt Redel, who leads the Pro Arts Orchestra of Munich, a Youth Choir and soloists among whom Heinz Rehfuss sings the (baritone) part of the Evangelist. Otto Glastra van Loon, classical pro of Phonogram, told Cash Box that a large press-campaign has started in the Dutch press, and that the work will be performed for TV during Easter-week.

In the Dutch Philips GR-series (10 inch LP's) two interesting LP's were released of performances by The Minneapolis Symphony conducted by Antal Dorati. They are: Gershwin's "Rhapsody In Blue" and "An American In Paris" (featuring pianist Eugene List), and the popular "Young Person's Guide To The Orchestra" by Britten with Morton Gould's "Spirituals for Orchestra."

Andre Previn's music for the film-version of "Irma La Douce," was released by Phonogram in the form of a magnificent United Artists-album. The film is a great cash-box success in Holland.

Johnny Hallyday still belongs to the five best-sold foreign artists in this country for ten continuous months already. He has three fast-selling singles in the Dutch hit-parade at this moment: "Pour Moi La Vie Va Commencer," "Ma Guitare" (both tunes from his first movie) and "Tes Tendres Annees," the French version of The Tender Years. Hallyday's latest 12" LP album is also a quick seller: a live-performance at the Parisian Olympia Theatre.

Holland's most important traditional Jazz Band is the Dutch Swing College, lead by clarinetist/saxophonist Peter Schilperoort. The Band started in 1945 as a combo for a Jazz Club at the Hague, being professional already two years later and doing world-wide tours since 1948. The late Sidney Bechet used to play very often with the DSC and even composed a tune for the Band. In 1949 the DSC made a couple of 78 rpm's, of which the 45 single pressings are still selling well these days, 15 years after recording dates. One of them is "At The Jazzband Ball" b/w "Margie," of which Philips made a special single-release again.

Two important American jazz-LP's were released by Phonogram this month: "Woody Herman 1963" on Philips and a re-release of Sarah Vaughan's 1954 recordings for Mercury with Clifford Brown. Since she did a live performance here last year for TV (Grand Gala du Disque, with Doug Duke at the Hammond-organ) there is also a demand for her earlier recordings. Furthermore, Frank Visser of Phonogram's Press Dept. reported the rush release of the following US-hits: "Dawn" by The Four Seasons (Philips), "Going Going Gone" by Brook Benton (Mercury) and "24 Hours From Tulsa" by Gene Pitney (United Artists).

Bovema's Atlantic-label exclusively handling all MJQ-albums in this country, reports that the group will appear in Holland in the course of April next. Concert dates and places have not yet been set so far. In the pop area, the new April Stevens-Nino Tempo-Hit "stardust" will be out very soon.

Also in the can for Atlantic is the in-person visit of bassist Charlie Mingus and a sextet on April 10 in Amsterdam (Concertgebouw). Mingus will be presented here by impressario Paul Acket, who also plans to bring altoist Ornette Coleman in the coming season.

Famous pianist Annie Fischer performed Schumann-works from February 17-19 in Amsterdam. Bovema's Columbia-label strongly promotes her Schumann-pianocerto under Klemperer on the occasion. . . . Label chief Cees Pompe says that the Dave Clark Five are now rapidly rising to stardom in Holland too; their latest hit "Glad All Over" has been well received in the business.

Dutch Imperial-news this week: Cor Steyn's now preparing his 3rd solo-LP on the Magic Organ. There are 3 new jazz singles out by Erroll Garner, the late Lester Young and organist Tyrone Parsons. There's a new EP by the Swan Silvertones; title "God And Me."

Gramophone house's Stateside-label has singles out by Diane Renay (Navy Blue) George Chakiris and the late Marilyn Monroe. The company's HMV-label will release an album of Adamo-Hits soon. The Swinging Blue Jeans' "Hippy Hippy Shake" will also be released in the states. Rex Gildo and Gitte made another duet vocal: "Zwei/Auf Einer Bank"/"Ein Wunderland Der Grosse Liebe."

Holland's Best Sellers

This Week	Last Week	Title
1	1	Pour Moi La Vie Va Commencer (Johnny Hallyday/Philips) (World Music/Brussels)
2	2	I Want To Hold Your Hand (The Beatles/Parlophone) (Les Ed. Int. Basart/Amsterdam)
3	3	Spiegelbeeld/Tes Tendres Années (Willeke Alberti/Philips, Johnny Hallyday/Philips) (Francobel/Brussels; sole agency: Editions Altona, Amsterdam)
4	4	Dominique (The Singing Nun/Philips) (Editions Altona/Amsterdam)
5	6	This Land Is Your Land (Trini Lopez/Reprise) (Les. Ed. Int. Basart/Amsterdam)
6	5	Nimm Deine Weisse Gitarre (Gert Timmerman/Telefunken) (Les Ed. Int. Basart/Amsterdam)
7	8	Drina (The Spotnicks/CNR, Jörgen Ingmann/Metronome) Editions Altona/Amsterdam)
8	7	Maria No Mas (Cliff Richard/Columbia) (Holland Music/Amsterdam)
9	9	She Loves You (The Beatles/Parlophone) (Belinda/Amsterdam)
10	10	Rozen Hebben Doornen (Anneke Grönloh/Philips) (Uitgeverij Portengen/Haarlem)

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CANADA

It's been a good week for new singles just loaded with that "sell" sound. Imperial is represented with a good outing by H. B. Barnum, entitled "Rented Tuxedo." MGM boasts a new single by prolific writer of hit sounds, Merle Kilgore. Merle may be a top tenner in his own right with his newie entitled, "Johnny Zero." Hutch Davie and his orchestra are getting considerable deejay attention with a happy instrumental sound called "The Happy Banjo." It's on Congress.

Roy Orbison, Monument's big gun in the chart race, played to one of the biggest audiences ever to turn out for a show of this kind in Ottawa, (2/19). The bespectacled star wowed the 4,000 plus in Ottawa's Coliseum with all of his hits and numerous other goodies. The Esquires appeared in a supporting role for Roy, and were very well received by the throng of young people as the group did their record smashes and an assortment of other first class material including a segment devoted completely to numbers made famous by The Beatles, complete with Beatle wigs. This group already has a tremendously commercial sound, and is adding stage know-how and professional presentation every time out. Should they escape the bugaboos that affect most of these young groups as they get started in this business, they'll go on to big things in the world of wax.

Keith Ashdown has his entire London sales force primed to a fine edge to deal with one of the best LP releases that the firm has had in its history. Selected LP's from the new release reaching this writer only serve to confirm the rave notices that are flowing out of London's Montreal H.Q., daily. Special dealer display material has been prepared to assist retailers in presenting this tremendous product to their customers. This material includes three 24 x 36 dealer window displays. In addition, London is offering a ten per cent bonus in free goods to dealers who order the qualifying amount. Particularly outstanding in the new album release is a set that pits the complete orchestras of Edmundo Ros and Ted Heath against one another for an album entitled "Heath Vs. Ros," "Swing Vs. Latin." Only one comment does this set justice, "WOW"! Another set that will create considerable store traffic must certainly be "Kismet." This outstanding package features Mantovani's Orchestra together with such great stars as Robert Merrill, Regina Resnik, Kenneth McKeller, Adele Leigh, Ian Wallace and The Mike Sammes Singers in a recorded performance of this great musical that leaves the listener absolutely breathless at its completion. Altogether a great release, this latest from London.

The Trashmen are back on the charts across the country with their latest, "Bird Dance Beat." Also new from Compo on Apex recently is the latest wax outing for the good Montreal-based folk group, The Raftsmen. This time out the boys sing in French, and appear to have a solid air play and sales item with a tune called, "Pour Toi Seule." They enjoyed considerable regional success with their last outing, "Something To Sing About." A C&W sound on U.A. by country Johnny Mathis has devotees of the country sounds pretty excited. "Was It You" will be a big one for the good C&W singer. Compo is right up here with orders for a new album release that includes some outstanding artists with new package releases. Roulette album items in the new release include such big names as Jack Teagarden and Dinah Washington. Both of these albums are in the form of tributes to the late artists. Also in the release on Roulette, and winning heavy favor from spinners are packages by Anita Humes and The Essex, and Sarah Vaughn. Also stirring up lots of excitement in the new album series from Compo are sets by Joe and Eddie on G.N.P.; "The Best Of Joan Baez" and "Surfin' Bird" by The Trashmen. New Warner Brothers packages are keeping Phil Rose and company in high gear these include "1963's Great Instrumental Hits" by The Routers; the motion picture sound track from the Bette Davis starrer, "Dead Ringer" and a new set by the talented twosome, Dick and DeeDee, entitled "Turn Around." Not to be outdone the U.A. people have added many titles to the very strong album parade at Compo these days. Of particular interest in the U.A. releases are very strong C&W sets featuring George Jones, Melba Montgomery and Judy Lynn. Each of the aforementioned country and western chart busters are represented on a new U.A. album. While on Musicor there's a new Gene Pitney album outing entitled, "Gene Pitney's Big Sixteen." Two top notch sound track albums round out the U.A. release. They are the sets from "Tom Jones" and "McLintock." This review has really only scratched the surface. It gives every indication of being a very busy Spring season at Compo.

Sparton also jumps on the bandwagon with one of the strongest album releases that firm has had in its memory. Headlining the new packages from Reprise are new sets by Sammy Davis Jr., "Salutes The Stars Of The London Palladium," Bing Crosby, with a new set entitled, "Return To Paradise Islands" and the debut set for the good young singing star of the Garry Moore Show, Roy Castle. From ABC Paramount, through Harold Pounds' London, Ontario, H.Q. come new sets by Roberta Sherwood, George Hamilton IV, Brian Hyland, Tommy Roe, The Impressions, Steve Lawrence with his wife Eydie Gorme, Fats Domino and Frank Fontaine. One of the best selling items in short order in this new series on Sparton should be the latest Ray Charles album outing, "Sweet And Sour Tears."

Walt Grealis has debuted a weekly trade newsletter under the title, "RPM," standing for Records Promotion Music. The one time London promo man may be contacted at 426 Merton Street, Toronto 7.

London's Alice Koury is predicting a large share of the action on a new sound entitled, "Hippy Hippy Shake" will belong to a group from "over 'ome," headed up by Billy Fury.

A new Beatles single is on its way up the charts across the country. As Paul White puts it, "there's no B side on this record." Let's face it, what Beatles record yet has had a B side. "All My Loving" and "This Boy" will keep the Beatlemania thing red hot for some time to come. Can't help but get a kick out of the consternation being expressed by record and radio types in and around Chicago over the appearance of a Beatles recording of "Roll Over Beethoven." It's just one of the many Beatles records that are currently riding high on all Canadian charts. Incidentally the latest single, just mentioned, is not from any album, and both sides represent brand new material. This should shake 'em up in the "Windy City." On the novelty side of things, the Donna Lynn waxing of "My Boyfriend Got A Beatle Haircut" is really developing into a strong chart item with Canadian spinners. In the same area is a newie on Capitol by The Four Preps. The fellows offer their usual tongue in cheek approach to established trends in the record business, this time around the Beatles get the once over from the Preps in "A Letter To The Beatles." By the way, they're answering the phone at Capitol these days as follows: "Good Morning, Capitol Records, Home Of The Beatles." And why not???

Peter, Paul And Mary will be back on the high rungs of the nation's charts in short order with their newie on Warner Bros., "Tell It On The Mountain."

Expect good chart things to happen for Ruth Brown as she makes her Decca debut with a strong pairing, "What Happened To You" b/w "Yes Sir That's My Baby." Good to have this great entertainer back on the scene.

CKY-Winnipeg claim that a recent development assures that station's claim



AUSTRALIA

Harry Miller of Pan Pacific Promotions advises that Gerry & The Pacemakers and Brian Poole & The Tremolos have been set to do a concert tour of Australia in April. It is likely that a couple of American name artists will be added to the bill but details had not been finalized at press time. Pan Pacific look set for another successful stint with the line-up and it should further help to pave the way for regular shows right throughout the year.

In addition to having the top selling records across the nation, songs associated with The Beatles are also selling well in sheet music form and three titles "I Saw Her Standing There"; "I Want To Hold Your Hand" and "She Loves You" are the hottest selling sheets right around Australia.

What record company wouldn't give anything to have the next single by The Beatles all set! It's just a matter of pressing a couple of million copies before release—then open the doors and stand back without getting killed in the rush!

First single release for Warner Bros by Freddy Cannon has been rush released by Australian Record Company and looks like taking off in a big way—title of course is "Abigail Beecher." Another single in the ABC camp that looks good is the Billy Goldsboro release on U/A, "See The Funny Little Clown."

England's Dickie Valentine is in Australia for a series of hotel, club and television dates and reports indicate that Dickie is "killin' 'em" at all performances.

World famous ballet and theatre star Robert Helpman has turned recording artist! And furthermore his initial release is a pop single! EMI in Australia have the record out on its HMV label—topside is "Surfer, Doll" and the lower half is "I Still Could Care."

Australian Record Company held a cocktail party to welcome Marty Robbins to Australia for a concert tour. The function was attended by radio, press and TV representatives and was hosted by ARC executives.

The new Jim Reeves single for RCA "Good Morning Self" c/w "Welcome To My World" is catching strong airplay and could soon find it's way into our charts.

The Joy Boys, who never seem to miss with their instrumentals, have a newie out on Festival which should keep their score up; it couples "Boots, Saddle & Surfside" with "The Frolio."

Popular Jimmy Little should repeat the national success of "Royal Telephone" with his latest for Festival Records, "One Road" which is a religious flavoured song composed by Barry Gibb.

Pete Seeger looks like he's enjoying his first chart success in Australia with his present CBS single release "Little Boxes," which is doing well in sales.

The hot-rod kick seems to be taking its time making any headway here. Unless something happens pretty soon it will miss completely.

W & G Records, which scored heavily with "The White Rabbit" by New Zealander Peter Posa, have the follow-up single out which carries "The Grasshopper" and "Mona Lisa." Other new singles from W & G include "Pink Dominoes" by The Thunderbirds; "Midnight Joey" by Lorna Dune; "Boys Think" by The Blenders and "California Sun" by The Rivas.

English group The Searchers is likely to break through in a big way on the Australian scene with "Needles And Pins," which is locally released on the Astor label.

RCA has issued a single by Elvis Presley which carries "Fun In Acapulco" and "I Think I'm Gonna Like It Here." In view of this release the publisher of "Kissin' Cousins" has slapped a public performance restriction on this title and record. It would seem that "Kissin' Cousins" will not be released here for several weeks now.

Our best seller list this week shows that The Beatles are still quite secure in the top three positions although there is a battle between two of their titles ("I Saw Her Standing There" and "I Want To Hold Your Hand") for the top spot. Andy Williams makes a welcome reappearance to our best-sellers with "A Fool Never Learns." In numbers nine and ten spots we find three locally produced records. "Kahuna" by The Renegades and "Teeny" by Johnny Chester are both good hits in one State and are now showing out well on dealer lists from other areas. "Royal Telephone" by Jimmy Little has found its way back to the best-sellers after an absence of a couple of weeks.

Australia's Best Sellers

- 1 I Saw Her Standing There (The Beatles—Parlophone) Leeds Music
- 2 I Want To Hold Your Hand (The Beatles—Parlophone) Leeds Music
- 3 She Loves You (The Beatles—Parlophone) Leeds Music
- 4 You Don't Own Me (Lesley Gore—Philips)
- 5 Glad All Over (Dave Clark Five—Columbia) Reg Connelly Music
- 6 As Usual (Brenda Lee—Festival)
- 7 He's My Real Gone Surfer Boy (Little Pattie—HMV) Castle Music
- 8 A Fool Never Learns (Andy Williams—CBS) Cricket Music
- 9 Kahuna (The Renegades—RCA) Leeds Music
- 10 Teeny (Johnny Chester—W&G) Woomera Music
- 10 Royal Telephone (Jimmy Little—Festival) Belinda Music

*Locally Produced Record

CANADA (Con't.)

to the slogan "Canada's Number One Music Station." A package of disks mailed from the Compo plant in Lachine, Quebec some two thousand miles east of Winnipeg, and completely without an address, was delivered to CKY. The station is currently rolling along with its "Sickly Singer" contest, wherein each CKY deejay has recorded a song to be played once an hour in rotation for a period of two weeks. Listeners will be asked to select the deejay-turned-singer they feel is the one least likely to make the grade as a singer. The singer (?) so determined will select one entry from those ballots cast in his favor, and that entrant will win \$100.

Hal Ross indicates that considerable sales action on the new Vicki Baker outing on London, "Yutta Tutta" has resulted from the disk appearing on the CKGM-Montreal chart.

Bob Wood writes from Regina's CKCK to inform that one of the best groups in the Canadian west, The Dynamics, are off to Minneapolis and a recording session. The group has been prominent in western Canadian music circles for some time. They have appeared on radio and TV across the Prairie Provinces, and have, from time to time, supplied the background for many of the top record attractions making P.A.'s in Western Canada. Bob reports that listener reaction to CKCK's Beatles contest was overwhelming as over 10,000 letters flooded the station in only eight days. The Brothers Four are set for a Regina one niter (3/7) with another outstanding teen package making the P.A. scene in the city (3/30). The upcoming show headlines Dion, The Rip Chords, The Ronettes and Shirley Ellis.

Johnny Tillotson's great MGM newie, "Worried Guy," is appearing on chart after chart across Canada. It'll be one of the really big movers at all Quality branches in short order. The flip side is also creating some action.



SCANDINAVIA

DENMARK

The Danish song festival resulted in victory for "Sangen Om Dig" (The Song About You), composed by Axel V. Rasmussen, lyrics by Mogens Dam. It was sung by Björn Tidmand, EMI (Odeon) recording artist. The composer, Rasmussen, was also winning the local Festival a couple of years ago with the song "Angelique." Second this year came "Det Er En Forskel" (It Is A Difference), composed by Sven Ulrik (also professionally known as Bror Kalle) with lyrics by Peter Mynte. It was sung by the Polyphon artists Vivian and Berit. Third came "Shangri-La," composed by Vilfred Kjaer, lyrics by Sven Buemann and sung by Sonet artist Dario Campeotto. It is expected that Björn Tidmand will represent Denmark at this year's Eurovision Song Festival, March 21, from Copenhagen. The first local recordings from the Danish Song Festival are already in the market: Björn Tidmand on Odeon with the winning song.

Best selling record at the moment from NPA (Nordisk Polyphon Akts.) is "Dominique," of which two versions are doing very good, it is reported to Cash Box. It is The Singing Nun on Philips and a local version with Katy Böttger on Polyphon. Second on NPA's sales charts comes "Be My Baby" with The Ronettes on London, and third is "You're The One For Me" with Frankie Vaughn on Philips.

HNF (Hede Nielsen's Fabrikker A/S) has rushed out the EP "Fun In Aca-pulco" with Elvis Presley. The same artist is at the moment topping the sales from HNF with "Bossa Nova Baby."

Smoking or not to smoke is being much discussed these days. Now it has also been adopted by the record industry. Okaty has released a record on which Louis Brinkfort is talking about existing difficulties for people who like to stop smoking, their problems, and also gives information about how dangerous tobacco is. The flip side is titled "Mod søvnløshed" (Against Sleeplessness). Oktav is distributing through Faellesekspektionen, the Metronome distribution outfit.

Mr. and Mrs. Knut Mörk of Mörks Musikforlag just back from the San Remo Festival, reports Björn Ernst Adrian to Cash Box. Mörks have had a great success with The Danish Sharks on their Triola label. Their debut record, "Shaking The Battle Hymn" was an immediate success and very soon voted as number one in the popular radio program "Ti vi ka' li" (The ten we like). The quartet has already got their first offers from abroad, where they will have every chance to make success, Adrian reports. Anette, another Triola artist also looks as a strong sales possibility with her debut record "Let's Jump The Broomstick."

SWEDEN

Publisher Felix Stahl back in town after visiting San Remo, Italy, and other parts of Europe. Publisher Stig Anderson of Bens Music AB, among others, left for a biz visit to Amsterdam, Brussels and London. The Searchers, Pye recording artists from England, recently in Stockholm for p.a.s. Came from Germany and returned to Britain after one day in Stockholm with among others radio and TV.

Popular TV show here Saturdays is "Trekampen," a quiz program between three cities, one in Denmark, one in Norway and one in Sweden. Different cities each week. AB Knäppupp has rushed out a Danish Triola recording titled "Dommaren säger att svaret är fel" (The Judge Say It's a Wrong Answer)—often heard words on this quiz program—recorded by Five Elite Boys. The song is composed by Otto Brandenburg.

Hootenanny is going to be the big craze in Sweden in near future, provided that Bengt Bernhag and Stig Anderson of Polar Music AB get things the way they want. A small group from Västervik, known as West Bay Singers, appeared in a show arranged by SBC-TV for new talents. Bernhag and Anderson heard them and suggested them to change their names to The Hootenanny Singers. At the same time they got the first recording contract with Anderson's and Bernhag's just-started label Polar Music. Their debut record, a single, was soon followed by an EP and recently by a 12" LP. Particularly abroad, there is a great interest in the LP, Cash Box was told. In the meantime, Polar Music arranged a special Hootenanny-Gala Evening in Stockholm on Feb. 27. "We're gonna find out if there is any more hootenanny-talents hidden in Stockholm and the neighborhood, and, if there is, why they haven't been discovered," Bernhag said.

The newest label in the market here is Conserton, produced by AB Stern & Stern (radio manufacturers) and distributed by AB Philips-Sonora. Their debut record, a 12" LP is a recording of "Teenager Love," the Danish musical now at the Oscar's Theatre in Stockholm with Jarl Kulle as Billy Jack, Gertrud Fridh as Maggi Jack, Lars Ekborg as Tommy Tommyman, Margit Carlqvist as Vivi, Gösta Krantz as Smith and Jessie Flaws as Duddi. This crew is heard on the record, which might have every chance of being a top seller here.

Göte Lovén, singing with a guitar, has done two EP's for Odeon with Swedish songs, some of them typical folk songs. Lill-Arne Söderberg, well-known accordionist, has made his first LP on the Cupol label. The title is "New Accordion Sound" . . . Jan Malmsjö can be heard on a just released 12" LP on RCA Victor, most songs being Swedish and foreign oldies, all sung in Swedish.

Sonet recording artist Suzie, a Dutch artist now living in Sweden, has had great success with her "Johnny Loves Me" in Denmark and Sweden. Last week, she recorded the song in German in Germany and in Dutch in Holland, where she—finally—seems to be discovered. She has offers from great parts of Europe by now, where she is wanted in TV and for p.a.s

Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	2	6	Beautiful Dreamer (John Leyton/HMV)	Southern Music AB
2	1	9	I've Got A Lovely Bunch of Cocoanuts (The Sunbeams/Manu)	Imudico A/S
3	3	8	I Want To Hold Your Hand (The Beatles/Parlophone)	Multitone A/S
4	5	10	Dominique (The Singing Nun/Philips)	Wilhelm Hansen, Musik-Forlag
5	4	6	Be My Baby (The Ronettes/London)	Belinda (Scandinavia) AB
6	9	2	Leva livet (It's My Party) (Lill-Babs/Karusell, Rita Storm/Sonet)	A. Schroeder/Bens Music AB
7	6	15	Johnny Loves Me (Suzie/Sonet)	Sonet Music
8	7	2	Secret Love (Kathy Kirby/Decca)	
9	8	12	She Yoves You (The Beatles/Parlophone)	Multitone A/S
10	7	2	Secret Love (Kathy Kirby/Decca)	
	10	6	Du skal bare ta' det roligt (Gitte/HMV)	Imudico A/S

*Local copyright.



FRANCE

Let's point out first of all that the president Meyerstein is now in the U.S. and should find some spare time to meet in the States with Eddie Barclay, who as we have already mentioned in a previous column is over there with his A.R. man Fernandez. President Cabat is back again in the Metropole after a trip to Switzerland. He mentioned that Trini Lopez is recording in French, Italian and German, songs from the American folklore repertory such as "When The Saints Go Marchin' In" and "Green Green" for example. He will also groove an original song composed and written by himself but unfortunately the title has not as yet been announced. Decidedly, the French language is getting to be International and the Treachers group from Pye have made some recordings in French. These records will be distributed by Vogue of course. In this series Vogue contact Leon Cabat informs us of the success of Michele Serna of "Celui Qui Est En Prison," which is very much in demand on the Europe No 1 wavelength.

Let's continue to write about novelty releases and mention that Richard Anthony has just cut four new titles "Ecoute Dans La Vie," "Toi L'ami," "A Present Tu Peux T'En Aller," and "Elle A Dit Non." These four members are the adaptations of the Beatle hits. We have also been informed of a new grooving by Gilbert Becaud, the principle titles seem to be "Mon Arbre" and "Nathalie." It is very difficult to say which of these will be a success. Let's now jog along with Sheila. This time she has also supplied us with several new releases. Principle ones seem to be "Oui C'Est Pour Lui" and "Hello Petite Fille." Sheila has just left Paris for a tour around France.

News about a Jean Pierard creation, who in his leisure time controls an indie firm. He has just created a vocal group called Les Marines. Their first title, which is already a hit is entitled "Connais Tu Ce Vieux Refrain." Let's point out that the master has just been sold to the U.S. Leny Escudero has just left for Bermuda on a small vacation to compose several good songs. Patricia Carli has just supplied us with a very good French version of her San Remo festival success this is entitled "Je Suis A Toi."

In the International variety series with E.M.I., a disk by the inimitable Frank Sinatra, "You Brought A New Kind Of Love To Me," and by Alan Malaguenos, "Moliendo Cafe" and "El Porompompero."

From the San Remo song festival we have as well by Nicola Arigliano "20 Kilometri Al Giorno" by Pino Donaggio "Motivo d'Amore," by Tony Renis "Sorisi Di Sera." Let's underline with pleasure the release of a new E.P. of Bourvil with good titles like "J'Suis Papa Et J'Suis Dans Le Coup" and "Dans La Bruyere De Quimperlé. We re-find François Deguelt with "Marie Mirage," which is a kind of sequence and follow up of "Marie Vison" or "Marie Joconde." A new E.P. of Bob Asklof with "Bons Baisers De Russie" coupled with "Night and Day," quite a funny marriage. To terminate, Serge Valli gives us "Peggy Boom" and "L'Amour De Rose." On the Decca label new disks and recordings by Maurice Larcange, "Les Roses Blanches," an oldie accordion standard and "Sombreros Et Mantilles," which takes us back very many years. A young lark Marie Claude offers "Attention Au Grand Mechand-Loup" and "Si Tu As Revé De Moi." Another newcomer this time Eric Genty who sings "Mon P'Tit Clairon." Also Les Ronettes with "Baby I Love You."

Charles Aznavour is on a singing tour and he is selling with "La Mama."

France's Best Sellers

- 1 La Mama (Charles Aznavour) Charles Aznavour—French Music
- 2 Le Tord Boyau (Pierre Perret) Pierre Perret—Vogue International
- 3 J Aurais Voulu (Françoise Hardy) Françoise Hardy—Alpha
- 4 Si Je Chante Sylvie Vartan
- 5 La Marie Joconde (Alain Barrière Alain Barrière —Tutti

Norway's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	4	Hippy Hippy Shake (The Swinging Blue Jeans/HMV)	Imudico A/S
2	2	7	I Want To Hold Your Hand (The Beatles/Parlophone)	Edition Lyche
3	3	7	Dominique (The Singing Nun/Philips)	Norsk Musikforlag A/S
4	4	4	Jeg går på skole (Ich geh' noch zur Schule) (Wenche Myhre/Triola)	Egil Monn Iversen A/S
5	5	5	Glad All Over (The Dave Clark Five/Columbia)	Norsk Musikforlag A/S
6	10	2	I'm Leaving It Up To You (Dale & Grace/London)	Gehr-mans
7	7	5	Maria Elena (Los Indios Tabajaras/RCA Victor)	Southern Music AB
8	6	17	She Loves You (The Beatles/Parlophone)	Edition Lyche
9	8	19	Detroit City (Bobby Bare/RCA Victor)	Cedarwood (Scandinavia) AB
10	9	8	500 Miles Away From Home (Bobby Bare/RCA Victor)	Bens Music AB

Sweden's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	3	3	Hippy Hippy Shake (The Swinging Blue Jeans/HMV)	Edition Oden
2	1	9	I Want To Hold Your Hand (The Beatles/Parlophone)	Sonora Musikförlags AB
3	2	7	Glad All Over (The Dave Clark Five/Columbia)	Ehrling & Löfvenholm
4	4	3	Swinging On A Star (Big Dee Irwin/Colpix)	Reuter & Rueter
5	5	7	Beautiful Dreamer (John Leyton/HMV)	Southern Music AB
6	8	2	Love's Gonna Live Here (Buck Owens/Capitol)	No publisher
7	—	1	The Surfing Bird (The Trashmen/Stateside)	No publisher
8	7	6	Dominique (The Singing Nun/Philips)	Nordiska Musik-förlaget
9	9	4	Go Back To Daddy (Pat Wayne/Columbia)	Edition Odeon
10	6	21	She Loves You (The Beatles/Parlophone)	Sonora Musik-förlags AB

COMPETITION FROM THE OUTSIDE

Much has been said of the "enemy within," the competitive operator who will fight to the bitter end to win out over a colleague. Whether the competitor's victory comes about because of a better deal, or perhaps the offer of more money is something each individual operator must live with. You can't win 'em all, isn't a bad philosophy in this case. The erosion of other areas of profit to competitors from outside of the industry is something the professional should concern himself with, however. For while he is content to do his very best to hold on to an existing coin machine route, with an eye on possible avenues of expansion—many of which appear to be quite expensive—the availability of more logical programs sometimes remains overlooked. We are speaking of the opportunities which exist in public locations for the installation of vending machines.

As recently as three years ago, the cry of diversification was heard 'round the industry and today there are few exceptions where a music and amusement machine operator does not operate cigarette vendors and usually candy vendors as well. In some instances, we have learned of operators who have managed to build a route within a route via the cigarette and candy approach. But too many operators have stopped at this point. Meanwhile, the part-time clerk at the local factory is busy placing not only cigarette machines, but candy vendors and soluble coffee machines as well, in service stations, bowling alleys, schools, banks, truck terminals, car wash stations, and the types of locations do not stop there. A good coffee machine can build into a three and four machine location on performance alone and here is where the part-timer gains a foothold in the choice factory locations. Meanwhile, the coin machine operator in the area is content with his music and cigarettes always looking to improve but almost always within his existing route.

The examples stated above are genuine and the case histories show growing profits. Sales figures from the vending industry's accepted soluble coffee vendors, the standard popcorn vendors, the compact revolving belt vendors, candy machines, and similar small capacity machines which excel in mechanical simplicity, will prove the existence of this market. It is a growing one and in many instances the coin machine operator is a part of it.

However, like the background music business which has been commented on in this space before, the coin machine operator loses a part of what should be rightfully his each time a part-timer from another field steps in and builds a route of machines.

There is always the plea that a route of candy vendors in service stations would require another man and additional overhead. There is no arguing the fact that additional overhead almost always comes with increased profit. But when night-work factory hands and weekend operators can keep 50 and 60 machines running at an average of \$30 monthly gross and a \$20 minimum collection, it's time for the coin machine operator to invest both financially and perhaps in the time it takes to service such a route and benefit from a business which should rightfully be his.

Pool Table Business Continues To Grow

NEW YORK—Seven years ago the coin machine industry took another serious look at the pool table as a means of serving as a profitable coin-operated amusement machine. The industry had enjoyed periods of comparative prosperity before 1956 when various factories produced coin-operated bumper and 6-pocket models.

1956-1957 was, however, the period in which the coin machine industry entered into the production, distribution and operation of the coin-operated pool game on a broad scale, and

today—1964—there is absolutely no sign that the unusually large sales volume of this type equipment will fall off.

The pool table has been called the saviour of the operator by many. It has been called other names by the various segments of the industry who are not sharing in this sales activity. Distributors claim the profit margin is too small. Competing manufacturers of other type amusement machines work diligently to keep volume on their machines from falling off.

Apparently, the only segments of the pool table business really making money with the tables are the operators and the five major manufacturers of the pool games—American Shuffleboard Corp., Fischer Sales & Mfg. Co., Irving Kaye Co., Inc., U.S. Billiards Inc., and the Valley Sales Company.

Just this month—with every one of the pool table plants turning out machines for both the industry and home use—and at a peak rate of production—at least two factories turned out

models that were closer to the professional standards than previous smaller tables and another plant bought a five-acre property with accompanying plant facilities to ease the strain on present production. The boom started with a bumper-type game and evolved to the large-size 6-pocket tables now being produced today. This month for no apparent reason—the demand for the bumper picked up again and it looked like the end was nowhere in sight.

Valley Acquires Another Plant To Meet 6-Pkt. Demand

■ Rash Of Bumper Table Orders Arrives From 5 Different States



EARL FEDDICK

BAY CITY, MICHIGAN—There was no question here last week that Valley Sales Company is anywhere near its peak of production of coin-operated and home pool tables in spite of current volume figures. President Earl Feddick and VP John Ryan advised the trade that five acres of property with an existing building offering a 60,000 square foot area would be ready to assist other Valley production divisions in filling orders for the firm's 6-pocket and Bumper Pool lines.

Rule Against NJ Parlor

BERGENFIELD, N. J.—The Bergenfield City Council ruled here last week against the installation of a third pool room in town. The ruling followed the passage of an ordinance which prohibits the construction of a billiard or pool parlor in Bergenfield within 500 feet of a church. While the pool tables planned for the projected parlor were to be the home-model type (non-coin) the move had a bearing on the coin machine industry. Many manufacturers are selling a non-coin model to the consumer market. In addition, coin machine operators are setting up pool table parlors and amusement rooms which are dominated by pool tables (both coin and non-coin types). However, in this particular case, more than one member of the industry was in sympathy with the ruling because of the presence of two other pool parlors in the town. In addition to adding to the competitive factor, local coinmen agreed that to saturate the area with still another pool parlor would be to weaken the existence of the other two sites.

In addition to the increase in production of home models, an unexplainable surge in demands for Valley's Bumper Pool model came about last month with orders from New York City, Massachusetts, Oklahoma, Kansas, and Texas flooding the offices. "The upswing came unexpectedly," said Ryan, "and we filled everything possible. A backlog has resulted however, and the plant is pushing hard to meet demand." Ryan said the Bumper Pool orders were approximately "ten times" the volume the plant was doing last month, and Valley does a big bumper volume.

The new plant is 500 feet down the street from the recently enlarged Morton Street main factory, a plant which has received three extensions in the past two years. The new site will be shipping tables by June at the latest, according to Ryan. Feddick was on a west coast trip when the news was announced.

In addition to the Bumper Pool Model, Valley manufactures a 6-pocket line offering three models: Model 775—78 x 45; Model 875—88 x 50; and Model 975—93 x 53.

The deal for the new plant was set February 21, last Friday.

In addition to the Bay City facilities, Valley owns the Schmelke Manufacturing Company, a cue stick factory located in Shakopee, Minnesota. The plant is 60,000 square feet in area and occupies a modern one-level building.

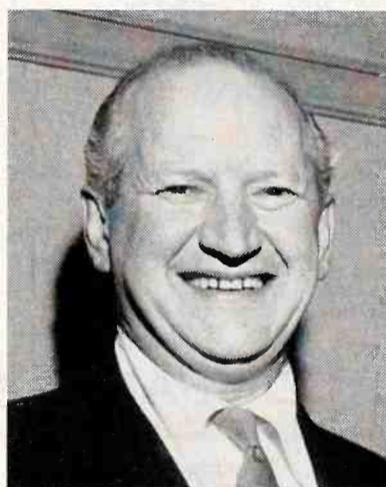
Help! Help!

Cash Box Item Has Fischer Firm Swamped

McHENRY, ILLINOIS — "Help! Help!" was the only way Bill Weikel, Sales Manager, Fischer Sales & Mfg. Co., could express his reaction to "an astonishing number of orders" for the recently publicized "Elimination" pool table game idea. Rules Cards were offered in a recent Cash Box story and the manufacturer was overwhelmed with requests from ops and distributors. Weikel is printing a new quantity and is making 'em available at Fischer distrib showrooms. So stop calling Fischer(!).

U.S. Billiards Delivering 'Pro' Series; Daddis Sales Mgr.

■ Begin National Sales Campaign



ALBERT SIMON

AMITYVILLE, N.Y. — Albert Simon, President of U.S. Billiards Inc., manufacturer of coin-operated pool tables, officially announced the release of the firm's new "Professional Series" last week. Samples of the new line were being shipped to distributors at press time. In a simultaneous announcement, Simon advised the trade that Art Daddis, veteran coin machine sales exec, has been appointed Sales Manager of the company. Daddis was expected to leave this week on an extended road trip in order to enlarge upon the firm's present distributor network.

The 'Professional Series' offers four new models: 'Pro 1': 78 x 46; 'Pro 2': 88 x 51; 'Pro 3': 93 x 53; and 'Pro 4': 103 x 58.

U.S. Billiards will continue in production on the company's "Comet" series; a model made for the "New

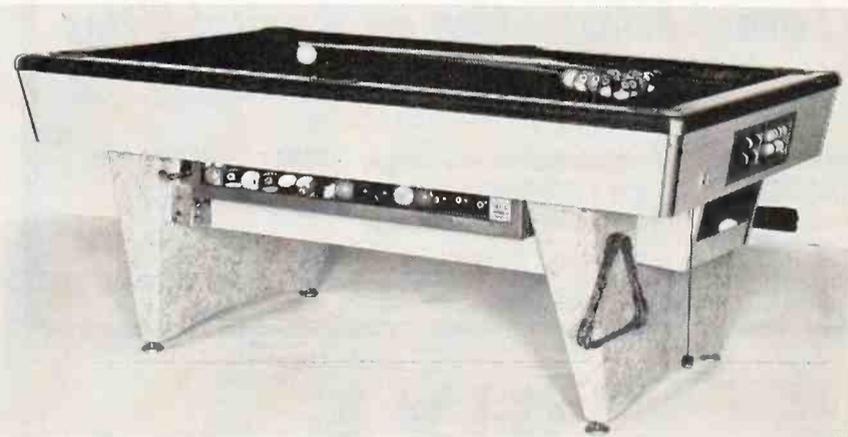
York market," since last year.

The new "Pro" table features many revisions on the firm's "Comet" line, and in Simon's opinion, comes closest to the pool table industry's opinion of what constitutes a professional model.

Among the construction and design features, Simon outlined what he considered to be the most important changes in the new line of tables. They are: streamlined cabinet design; the elimination of the drawer construction which Simon referred to as "bulky and troublesome"; full size professional rails and cushions, which according to Simon, "enable the balls to rebound with vigor and enliven the game"; a new non-mechanical cue-ball lock feature which comes about when the 15th ball drops into the ball viewer thereby preventing the cue from passing through; silent polyethylene runways, and a separate cash box for maximum security.

The line, which is manufactured in the firm's Amityville, Long Island plant, will be sold nationally. The firm's "Comet" series fulfilled the needs of the markets in the metropolitan New York area. The "Pro" table features heavy gauge high polished plated metal corners; a slate top; recessed coin chute; molded rubber boots; molded pocket liners; a heavy duty 5-inch base with height adjustable self-leveling casters; mica cabinets; and a trouble-free ball release and viewer.

Daddis will travel the length and breadth of the country calling on distributors, according to the executive. Al D'Inzillo, Simon's engineer and sales manager in charge of the Albert Simon, Inc. firm, designed both the "Comet" and "Pro" series. In addition, the firm's Bumper Pool models continue in production.



U.S. BILLIARDS' "COMET SERIES" designed for the New York market will continue in production (above). "Pro Series" is being shipped to distributors this week.

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- ANODIZED ALUMINUM BUMPERS
- GENUINE SLATE TOPS
- PLASTIC LAMINATE ON RAILS
- RECESSED COIN CHUTE AND BALL TRAP DRAWER
- HEAVY DUTY LEG ADJUSTERS
- REGULATION SIZE. WALNUT FINISH

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GIVE

TO THE MARCH OF DIMES



Meeting Dates and Trade Events

MARCH

- 4 Western Mass. Music Guild Inc.
Place: Ron-Roc Cafe, Fairview, Mass.
- 10 Kansas City Music Operators Association
Place: Hilton Inn, Kansas City, Mo.
- 18 New York State Operators Guild
Place: Governor Clinton Hotel, Kingston, N.Y.
- 18 Eastern Pennsylvania Amusement Machine Assn.
Place: General DeKalb Inn, Norristown, Penn.
- 21 Georgia Automatic Merchandising Council
Place: Americana Motel, Atlanta, Georgia

APRIL

- 4 Connecticut Automatic Merchandising Council
Place: Statler Hilton Hotel, Hartford, Conn.
- 11 NAMA Special Area Meeting—Chicago/Midwest
Place: LaSalle Hotel, Chicago, Ill.
- 16-19 National Vendors Association, Annual Convention
Place: Deauville Hotel, Miami Beach, Fla.
- 18 Ohio Automatic Merchandising Association
Place: Shaker House Motor Inn, Cleveland, Ohio
- 18 Northwest Automatic Merchandising Council
Place: Sweptwing Motor Inn
- 20-23 American Management Association
Place: New York Hilton (Conference); Coliseum (Exposition), New York City
- 25 Pennsylvania Automatic Merchandising Council—New Jersey Automatic Merchandising Council (joint meet)
Place: Hershey Hotel, Hershey, Pennsylvania

MAY

- April 30-
May 2 Canadian Automatic Merchandising Association
Place: Skyline Hotel, Toronto, Canada
- 2 Maryland Automatic Merchandising Council
Place: Sheraton Belvedere, Baltimore, Maryland
- 8-10 New York Automatic Vending Association
Place: Stevensville Lake Hotel, Swan Lake, New York
- 9 NAMA Special Area Meeting — Kentucky/Tennessee
Place: Holiday Inn, Nashville, Tenn.
- 15-19 National Vendors Association Annual Convention
Place: Deauville Hotel, Miami Beach, Florida
- 16 Oklahoma Automatic Merchandising Council
Place: (Hotel not set) Tulsa, Oklahoma
- 17-20 National Industrial Recreation Association
Place: Pick Carter-Hotel, Cleveland, Ohio
- 22-24 North Carolina Vending Association — South Carolina Automatic Merchandising Association (joint meet)
Place: Battery Park Hotel (meetings); City Auditorium (exhibits), Asheville, North Carolina
- 28 National Association of Concessionaires
Midyear Board Meeting
Place: Sheraton-Blackstone Hotel, Chicago

JUNE

- 5-7 California Automatic Vendors Association
Place: Mark Thomas Inn, Monterey, California
- 7-10 National Confectioners Association
Place: Americana Hotel, New York City
- 13 Massachusetts Automatic Merchandising Council
Place: Statler Hilton, Boston, Mass.
- 20 Wisconsin Automatic Merchandising Council
Place: Edgewater Hotel, Madison, Wisconsin
- 20-23 Southern Wholesale Tobacco and Candy Association, Inc.
Place: Dinkler Plaza Hotel, Atlanta, Georgia

AUGUST

- 26-30 National Automatic Laundry & Cleaning Council
Place: N. Y. Coliseum (exhibits); Barbizon-Plaza (meetings), New York City

SEPTEMBER

- 27-Oct. 2 National Association of Concessionaires
Place: Conrad Hilton Hotel, Chicago
Annual Convention
- 28-Oct. 1 Motion Picture & Concessions Industries Trade Show
Place: Conrad Hilton Hotel, Chicago

OCTOBER

- 14-16 Music Operators Of America
Place: Sherman House, Chicago
Annual Convention
- 17-20 National Automatic Merchandising Assoc. Convention
Place: McCormick Place, Chicago
Annual Convention

Speaker For NAMA State Council Meets



J. RICHARD HOWARD

CHICAGO—J. Richard Howard, senior VP of NAMA and Automatic Retailers of America executive, has been named Speaker for 1964 for the scheduled NAMA State Council Meetings. Howard sold his firm, Howard Vending Service, to ARA in 1959. State Council meets are held to discuss legislative actions and other important topics concerning the vending industry.

SORRY!

We are completely sold out of MONTE CARLO.

The deluge of orders caught us with our plans down to the extent that we are unable to swing in to additional production in time to satisfy the current demand.

We sincerely apologize to all the distributors and operators whose MONTE CARLO orders we could not completely fill.

Sample shipments of our great new 2 players flipper game, BONGO (we almost wrote BINGO), will start within a week, and, when you see BONGO, you may be glad you got cut off short on MONTE CARLO.

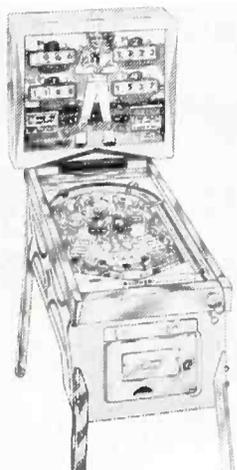
I and all of us at Bally take this opportunity to thank the distributors and operators who have helped Bally become leaders in the flipper field in a few short months. Thanks and thanks again.

BALLY MANUFACTURING COMPANY
Bill O'Donnell, President

Publisher's Note: The Bally MONTE CARLO advertisement which appears on page 73 of this issue was in the process of being printed on an early form when the above message was received from Bally Manufacturing Company and therefore could not be omitted from this issue.

CASH BOX

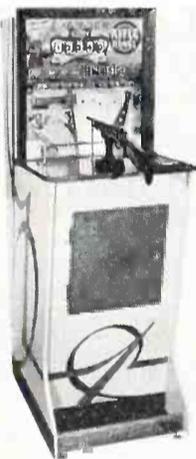
New Products



Gottlieb "SHIP-MATES" 4-player pinball machine, 6 targets and 6 rollovers determine roto-target values, shoot-again feature, on-off pop bumpers; at Gottlieb distributors.



Williams "GRAND SLAM" baseball game, 2-player, (non-replay model called "10th Inning"), replay offers extra inning, players run bases; at Williams distributors.



Chicago Coin "CHAMPION RIFLE RANGE" rolling targets, balls zoom up, down, sideways, center bumper targets, re-light bullseye targets again and again; at ChiCoin distributors.

During the twelve months of 1963 Coin Machine and Vending Firms Placed

81% More Advertising In Cash Box Than In Billboard

CASH BOX: 489 paid advertising pages
BILLBOARD: 270 paid advertising pages
DIFFERENCE: 219 paid advertising pages
(81.1% of Billboard's total)

We at Cash Box are pleased to know that the coin machine and vending machine industries have indicated their number one choice with such a positive vote of confidence by consistently selecting Cash Box as the prime advertising medium for selling products to markets in the U.S. and around the world.



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PUBLICATION OFFICE: NEW YORK CITY

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AROUND THE WORLD

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*Figures are based on total paid advertising placed by coin-operated phonograph, amusement machine and vending machine companies and suppliers and does not include advertising placed by bulk merchandise firms.

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-at WORLD WIDE!**

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Central Credit Bureau Formed For NYC Ops

NEW YORK—A new credit bureau has been formed for the exclusive use of coinmen, Ben Chicofsky, Business Manager of the newly organized Operator's Credit Exchange Inc., announced.

The purpose of the exchange is to provide a credit information center for operators, distributors and suppliers of vending, phonograph and amusement machines.

In a letter to industry members, Chicofsky stated that industry changes during past years have resulted in financial loss to vendors, "due to their inability to obtain credit information of prospective location owners."

The Operator's Credit Exchange Inc. will gather and collect credit information "from whatever sources available," as to "business standing, ability to repay loans, and reputation of persons and firms seeking credit from vendors."

"This program will definitely perform a useful and needed service to the trade," said Chicofsky.

**KEENEY'S
ALL-NEW
COLORAMA**

**the DIFFERENT
2-PLAYER
FLIPPER GAME!**
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2600 W. 50th St., Chicago 32, Ill.
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Named Sales Mgr.



ART DADDIS

NEW YORK—Art Daddis, veteran coin machine sales executive, has been named Sales Manager of U.S. Billiards Inc., it was announced last week by President Albert Simon. The firm also announced its new "Pro Series" pool table line. (See separate story). Daddis leaves this week on an extended nationwide sales trip to set up distributors in markets throughout the country.

Gilchrist To Visit American Shuffle

UNION CITY, N.J.—Sol Lipkin, Sales Manager of American Shuffleboard Corporation, manufacturers of coin-operated shuffleboards and pool tables, advised Cash Box last week that representatives of the R.C. Gilchrist Company Ltd. will visit with the factory early during the week of March 2nd in order to observe the manufacturing techniques and facilities of the American plant.

President Nick Melone will take the execs, recently appointed American Shuffleboard distributors for the eastern Canadian territory, on a tour of the plant.

Maurice Cardinale, official of the Gilchrist firm, will be on hand. Gilchrist has sales outlets in Toronto, Montreal and Vancouver.

GIVE

TO THE

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NEW  **Williams**
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OH BOY



ADJUSTABLE 3-or 5-BALL PLAY

- Five center bumpers advance when lit. Four bumpers SCORE 10 points when lit. Fifth bumper SCORES 100 points when lit.
- Eject hole scores 50 points plus 100 points when lit.
- TWO SHOOTERS at bottom of playfield return ball into play for more scores through side roll-over lanes that SCORE 50 points when lit.
- Two roll-over buttons light jet bumpers for 10 points and side roll-over lanes for 50 points.
- Two flippers • Two rebound kickers • Twin chutes (optional)
- Plastikote finish playfield • Locked cash box
- Number match feature • Slug rejector

GREAT NEW WILLIAMS EXCLUSIVES:

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- ✓ **NEW** Motor Unit

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BUY THE BEST—BUY WILLIAMS

Bilotta Sets Wurlitzer Deal In Buffalo

■ **Forms B&B Distributing, Open House March 2-7**

BUFFALO—The B&B Distributing Company Inc. was formed here, it was reported last week by Bob Bear, Sales Manager of The Wurlitzer Company, and the firm was franchised by Wurlitzer to distribute the phonograph line throughout the Western New York State area.

Owners of B&B are John Bilotta, veteran coin machine distributor with Wurlitzer outlets in Newark, Albany and Syracuse; and his partner in the new enterprise Charles Broderick, a formerly retired and well-known coin machine operator who sold out his interest in Empire Smokes, Inc. about three years ago.

The B&B firm will conduct business at 777 Main Street in Buffalo from showrooms and offices described as "on a par with the most attractive showrooms in the industry" by trades people here.

Open House has been announced for the entire week beginning March 2 through March 7. Hours will be 9:00 AM to 5:30 PM each day and operators in the Western New York region have been invited to attend.

B&B will distribute the Wurlitzer "Model 2800" and also the amusement lines now being handled by Bilotta in his other offices, providing the amusement machine in each in-

stance is licensed in the area. The firm will also distribute the Automatic Products Company "Smokeshop" cigarette vending line, a line which is distributed throughout the State by Bilotta.

Wurlitzer officials advised that a complete Parts Department will be part of the overall B&B service in order to provide operators with supplies for the Wurlitzer phono line.

The territory franchised for B&B is north of Erie, New York and east of Rochester. It includes Buffalo, Niagara Falls, Jamestown, Olean and other towns in the western sector of the state.

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A1 CONDITION
With Automatic Jackpots
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Chicago 2, Ill.

New Tusko Owners

SANTA MONICA, CALIF.—Staton J. Platt has announced that he has acquired ownership of the Tusko Kiddie Rides Inc. firm, manufacturers of coin-operated rides. The firm has four new rides ready for production. Platt is President of the firm.



Eastern Flashes

Bert Betti, Eastern Novelty Distributors, planning an Easter Week cruise to Bermuda with the entire family. Bert's been busy shipping a games volume this year which represents a 100% increase over the Jan-Feb period last year. Most of it's pool tables, but he has not experienced the fall-off in shuffles that many distribs have seen.

Rock-Ola distribs keeping mucho Polaroid cameras and tv sets in stock for ops who take advantage of the quantity phono deal.

New ownership of Tusco Kiddie Rides Inc. on the West Coast promises new ideas and new equipment. President Stanton J. Platt has advised that plans are underway for spring delivery of a new line.

Probably the busiest distrib on the street—Albert Simon Inc.—concentrating on the big push last week, the delivery of the new "Professional Series," the long-awaited 6-pocket line that will go into the national market. Up until now Simon has had to devote practically all production on the "Comet" line to the New York market. Last week, Art Daddis was named new Sales Manager, the sample were shipped, and the national promotion is underway. The table features no less than 16 improvements, all of which are designed to give the line the "professional touch." "It's as close as our industry has gotten to the actual professional pool table industry model," stated Al Simon last week, and the reaction to the table was highly favorable.

Seeburg distribs awaiting delivery on DuGrenier inventory—candy, soluble coffee, and snack vendors, in order to clean house for the factory to dive headlong into production on a new line. If they do with DuGrenier what they've done with Bally, Eastern, and Mills, look for still another heavyweight contender to battle the vending giants. Del Coleman is said to be shooting for a \$60 million dollar year and with DuGrenier he has been almost assured of it.

Juke box ops clamoring for big band sounds have been gifted with releases on Little LP's bearing the names Harry James (who celebrates 25 years in the band biz this week), Benny Goodman, and Glen Gray (who makes sounds like any band you wish to hear). Disks like these keep juke humming long after the Beatles have flown. Incidentally, Tollie Records (Vee-Jay) released the current smash last week by the Beatles "Twist and Shout" and you can bet the music machine industry will order a quarter-million as openers. But the James-Goodman-Gray sound will go on forever (and are we gettin' old!).

Gertrude Browne in town (it rhymes) and we learn that a big turnout was expected for the meet last week. It seems (from our mail anyway) that a group of association members can't get together these days without corned beef sandwiches (a must) and Celler Bill discussions (but not through choice).

Rock-Ola shipped samples on the much talked about cigarette vendor last week. Distribs are happy and are awaiting the test reports from cigarette ops who have taken several for that purpose.

'Twas a Family Affair at Al Simon's last week when Ruth Simon, Al's lovely wife, accompanied by Bobby and Randy, their two youngest children, dropped onto the avenue for a look see at how dad makes his living. Al looked good. He never stopped moving. And now they understand why the coinman will settle for a quiet evening of tv and rest comes 8:00 PM. Al's oldest boy Dick will graduate Magna Cum Laude from Brown University in June and go to the Harvard School Of Business.

Larry Feigenbaum's wife will exhibit her latest collection of antique books, purchased during a recent UK trip, at the show which opens in Madison Square Garden and continues to March 4th. Antique vendors will highlight the show, incidentally.

Irving Kaye's professional line is moving in leaps and bounds, according to Howard, who was in touch with us last week. The Kaye line was released last month and the industry continues to put the units out (with vigor).

Runyon's Lou Wolberg had a sheaf of orders for new and used equipment last week, and in the meantime, kept the line on the Liston-Clay fight within reach Louie liked Liston but then again all the fight experts were wrong(!)

Harry Berger moving the West Side showrooms north to 636 Tenth Avenue during the first week in March.

Joe Munves caught a 5:00 AM (that's in the morning) flight to visit a Pennsylvania amusement park operator and closed the deal before lunch. (That's a full day's work before noon.)

Leo Willens' Capitol 16 firm reports good business on the reconditioning of Auto-Test machines. Charlie Kertz, who takes space in these showrooms, on the road with his 'Flitston' kiddie ride.

The World's Fair won't accept a bid for exhibit or display space from arcade owners but insist they must rent the space from an official exhibitor. Evidently don't want the amusement park look to the show (some Fair!).

Fisher's Bill Wiekell calls from McHenry, Illinois to advise that he's been swamped with requests for the "Elimination" rules card and will make them available direct at Fisher distrib showrooms. Right now he's all out. Look for news from Fisher in about one month or so.

Sol Lipkin back from a Canadian trip for American Shuffleboard where he spent time with the Gilchrist Ltd. people who are major distribs and vending ops up that way. President Nick Melone advises that American "Imperial" shuffleboard will get an accelerated promotional push this spring with top-flight tourneys all over the country.

Murray Weiner, Weiner Bros. Sales, distributing the Smokeshop line, now available with removable front panels for locations needing a change in decor. He has also taken the Gold Medal popcorn line for metro NYC, NJ, and Conn. and will do a job with it following a conference with Gold Medal's J. C. Evans next week.

John Bilotta traveling to Buffalo to check market conditions and his Syracuse office en route. The Bilotta Enterprises firm won't handle the DuGrenier line, following Seeburg's acquisition (Davis will) but intends to do a bigger job with Smokeshop, another line the firm handles. Meanwhile, Bilotta likes the sound of sales on his Ten Top Tunes Wurlitzer 2800's.

Harold Green's daughter, Bernice, married Bobby Wright, a Wall St. man. Sam Morrison, Musical Moments, awaiting the arrival of some JFK half-dollars when they're released. The music op also collects rare coins. . . . Abe Lipsky continues to leave the office at 4:00 PM each day, but starts earlier each morning and reserves Friday PM's for So. Jersey work. . . . Runyon's Irv Kemper selling the Williams "Grand Slam" baseball in the upstate area. . . . Irv Morris doing a big job with Gottlieb's "Ship-Mates," the colorful new 4-player pin. . . . Midway planning a new game that has the Chicago trade buzzing. . . . Rock-Ola planning a heavy vending machine promotional push for this year. The firm has a growing list of equipment. . . . Vic Haim and Morris Nahum happy over the growth of the firm's vending exports this year. . . . Irv Holzman spent the week selling United's "Tempest" shuffle alley line in preparation for a trip to Chicago Monday morn. . . . Decca has released a Rafael Mendez single "Fascination" b/w "Sunnyside of the Street" for ops. . . . Ops are buying Fats Domino's "I Don't Want to Set The World On Fire," Acker Bilk's "Harem," and "The Boy With The Beatle Hair" on Swan, and they're not on the Top 100 yet. . . . Diamond's Chris Christensen took the Bally line. . . . Jack Bess hosted a week long open house in Richmond last week. . . . Russ Mawdsley will host an association meet in Fairview, Mass., March 4th.

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If you invest that much in one juke box—you're probably getting back \$11.00 a week — \$572 a year. That's about 47% return (less "fees," "rent," "permits," etc.)

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More "Big-Band" Music On Seeburg LP's

CHICAGO—The Seeburg Corporation announced the release of additional "big-band" material among its 33 rpm releases for the week of March 2. The album is Capitol's "Best of the Big Bands," and features the music of Benny Goodman, Harry James, and the master recreator of those distinctive sounds of his "big-band" contemporaries, and a fine stylist in his own right, Glen Gray.

Along with the "big-band" disk in the "Pop-Instrumental" category, Seeburg has issued the Columbia recording, "Misty Guitar," by Harold Bradley. Seeburg's "Artist of the Week" slot has been filled by the Connie Francis offering, "Greatest American Waltzes," on MGM. The "Jazz" division is occupied by another Columbia product, "Criss-Cross," by Thelonious Monk.

A favorite performer of "International" material, Caterina Valente, rounds off the week's releases with her Decca recording "Madison. Tamoure. Bossa Nova."

Miniaci-Parkoff Raffle For Boys' Town Launched

NEW YORK—Al Miniaci, Paramount Music Co., and Meyer Parkoff, Atlantic N.Y. Corp. co-chairmen of the Coin Machine Division of Boys' Towns of Italy, Inc., announced a Boys' Town chance book sale for the help of that "bulwark of the democratic way-of-life," in a letter to members of the industry.

The books, each containing twelve chances, sell for \$10, and industry members are petitioned to buy as many books as possible. The coinmen raise funds annually for the Rt. Rev. Msgr. Carroll-Abbing charity.

Cocktail hour?



time for ROWE AMI music



Chicago Chatter

Many of his friends were delighted to learn that Jack Harper was upped last week to a vice presidency at Automatic Canteen Company of America by Prexy Patrick L. O'Malley. Harper was previously the head of Canteen's Rowe AC Services (sales) division. . . . Bill Weikel, sales director of Fischer Sales & Mfg. Co., asked us to spell it out to operators who are snowing him under with requests for rule cards on the new "Elimination" pocket pool game. He said ops can get these rule cards at any Fischer distrib in the U.S. Interest was generated when the story broke in Cash Box recently.

Bill DeSelm tells us he is enjoying exceptional immediate sales results with United's new "Tempest" puck shuffle alley bowler, which was released this week. . . . Another amusement game manufacturer having a field day in sales is D. Gottlieb & Co. Alvin and Nate Gottlieb and Judd Weinberg advise that "Ship-Mates," Gottlieb's new four-player flipper skill game is popular in all markets in this country and in many foreign markets as well.

Heartfelt sympathies to Carl Angott, of Angott Distribs, in Detroit, whose wife, Mabel Angott, died suddenly after a heart attack. . . . Atlas Music's Stan Levin info'd that from 75 to 100 music operators and their service personnel are expected to attend a service school session on the Rowe-AMI "Tropicana" coin-operated phono tonight (Wed., Feb. 26) out at the Atlas showrooms. Cliff Biting and Hank Hoevenaar are due in from the Grand Rapids plant, and Atlas Music's Frank Bach will assist in conducting the classes. Also on hand will be Prexy Eddie Ginsberg, Bill Phillips, Chuck Harper, Bob Fabian, Mort Jacobs, Sam Gersh, Mike Blumberg and Morris Minkus.

MOA's move to larger headquarters was accomplished last week several days ahead of schedule, according to Fred Granger, managing director. The new offices are in the same building in Chicago, but on the 22nd floor.

Jack Mittel, sales manager at Williams Electronic Mfg. Corp., advised that Prexy Sam Stern is still vacationing in Acapulco. Also, the baseball season is already in full swing as far as Williams is concerned, due to the fine acceptance of the new "Grand Slam" baseball amusement game (the extended play model is called "10th Inning"). . . . Congrats to adman Jack Popp, of Post, Keyes, Gardner (on the Seeburg account) and his lovely wife, who now have a son, David Popp. The blessed event occurred last week.

Bally prexy Bill O'Donnell quipped last week that he expects a sparkling performance from the 'Diamond of Dixie', referring to Bally's appointment this week of Diamond Coin Machine Exchange to distribute Bally amusement games in Virginia and N. Carolina. Principals at Diamond are Chris Christensen and Jim Donnelly. . . . Seeburg's acquisition of the DuGrenier vending machine line was heralded at World Wide Distribs this past week. Nate Feinstein and Irv Ovitz advise that a hard hitting sales campaign is being launched in this area on DuGrenier machines, as well as all other Seeburg vending machines.

Since Art Weinand, prexy of J. H. Keeney & Co., returned from his European trip he and Clayton Nemeroff have been very busy. The first quarter of this year is a good indication of an anticipated very fine Spring season at Keeney. . . . While visiting with Ed Doris and George Hincker at Rock-Ola Mfg. Corp., we learned that the bright, new "Caravelle" cigarette vending machine is in heavy production and will be shipping out in quantities shortly. While at Rock-Ola Mfg. we chatted with Jack Barabash, Art Ehlert, Dr. Dave Rockola and Hugh Gorman.

Williams sales manager, Jack Mittel, enplaned to Roanoke, Va. to attend Jack Bess' grand opening of the new plant last weekend. . . . Wico's Ed Ruber is back on the road calling on the trade. Meanwhile, back on the home front, Milt and Morrie Wiczer, Ben Kaye and Denis Parsons are writin' the sales orders.

Gerry Whaley, of NAMA, advised that the annual Spring Meeting of NAMA's midwest group will be held April 11, in Chi's La Salle Hotel. . . . The traffic is heavy at First Coin Machine Exchange, where Joe Kline, Sam Kolber, and Fred Kline are enjoying fine acceptance with the Wurlitzer "2800" phono. Wurlitzer's Bert Davidson is a proud papa since his brilliant son, Bert, Jr., accomplished a vice presidency in a large corporation. . . . Fred Pollak, vice prexy of Rowe AC Mfg., has finally settled down to merely hectic days at the office since he returned from the Whippany plant in Jersey recently.

One of the stellar attractions on the floor at Empire Coin Machine Exchange, according to Empire owner Gil Kitt and sales veep Joe Robbins is Rock-Ola's "Caravelle" cigarette vending machine. Another popular machine is Williams' "Grand Slam" baseball game. . . . As the Spring season approaches Hank Ross, "Iggy" Wolverton and Bob Jonesi are setting plans to up the already heavy production line at Midway Mfg. to meet the demand for Midway amusement games. . . . During a visit at ChiCoin, we were advised by Mort Secore and Ralph Wyckoff that the "Champion" rifle range is selling like "hotcakes," along with the "Spotlite" shuffle alley and "Cadillac" big ball bowler.

Production has been considerably stepped up at Marvel Mfg., according to Ted Rubey and Estelle Bye, on electrical scoreboards for shuffleboards and other coin machine parts supplies. . . . Chet Gore, prexy of Exhibit Supply Co., is delighted over the way picture cards and Exhibit's "Vacumatic" card vendors are selling everywhere.

Johnny Frantz, prexy of J. F. Frantz Mfg. Co., is bemoaning the fact (with tongue-in-cheek) over the realization that he has very little spare time because of the terrific sales on Frantz counter games these days. Many's the time he and Don Congdon work half the night getting shipments ready for the next day's pickup by trucking companies. . . . There's more good news at National Coin Machine Exchange where the new Gottlieb "Ship-Mates" 4-player flipper skill amusement game is on display. Mort Levinson and Ronnie Schwartz are busy daily greeting visiting operators. . . . Coin vet Phil Schwartz is now director of foreign sales (export) at United Mfg. Co. . . . Joel Kleiman and Sam Cooper, of Pioneer Sales & Service in Milwaukee, added Bob Manthei to the staff to handle sales of Rowe vending equipment.

U.S. Billiards Announces THE Professional Series!

The ultimate in professional construction and design.



"PRO 3" 93" x 53"

PLUS 3 PRO 1—78 x 46
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SIZES: PRO 4—103 x 58

Professional Features:

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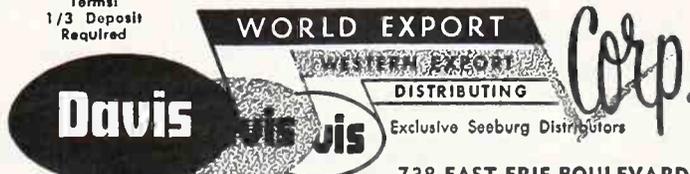
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Seeburg AY 160 SHR	\$925.00
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Seeburg HF 100G	275.00
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Seeburg D-3WA (200 Sel. W.B.)	49.00
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AMI J-120	375.00
CIGARETTE VENDORS	
Seeburg E-2 Reconditioned	\$225.00
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VENDING NEWS

The Vending Machine Industry's Only Newsweekly

NAMA Holds Legislative Strategy Meeting — Gilbert Survey Studied



CHICAGO — The National Automatic Merchandisers Association held a legislative briefing meeting here, Feb. 13, in conjunction with the organization's "Operation Albert" program, to plan legislative strategy regarding the tobacco-health controversy. Similar meetings were conducted in fourteen other cities during February.

A slide-film presentation, detailing the facts revealed by the Gilbert Survey on teenage cigarette buying habits, was shown to 62 vending executives, who had gathered from Michigan, Indiana, Wisconsin and Illinois for the meeting. The relatively insignificant role the cigarette vending machine plays in influencing teenage smoking was repeated.

Among those who attended the legislative planning conference in Chi-

cago were Fred Granger, Managing Director of the Music Operators of America, and Gerald F. Whaley, NAMA Manager of Information Services.

Two Lily-Tulip Vending Mgrs. Named



DROHAN



CARROLL

NEW YORK—The Lily-Tulip Corp. established two new managerial positions at the national level recently in order to incorporate the added functions of the expanded departments of Vending, Feeding, Theatres and Concessions products.

Tom Drohan was appointed Western Sales Manager, Vending, Feeding, Theatres and Concessions, to cover the Midwestern and Pacific Regions.

Bill Carroll was appointed Eastern Sales Manager, Vending, Feeding, Theatres and Concessions, covering the Eastern and Southern Regions.

Both Drohan and Carroll reported to William H. Seldy, Director of Marketing, Vending Feeding, Theatres and Concessions Products.

The company has added the state of Maryland to the other states in which it operates expressway restaurants. It reports serving more than 400,000 meals to motorists travelling over Maryland's Kennedy Expressway during the first two months of its operation when a million cars used the expressway.

With the number of different services ABC Vending Corp. now offers, Mr. Beresin said he doubts that the word "vending" in its name conveys the proper corporate image.

"We have, in fact, already polled stockholders for new name suggestions," he said. "More than 3,000 suggestions were received from among out 11,500 stockholders, and it isn't unlikely that we will change it to something more appropriate," he added.

NAC's Redstone Urges "Improvement" Policy

LOS ANGELES—Edward S. Redstone, president of the National Association of Concessionaires, made a plea for a policy of "improvement" in the ideas and methods of concession vending sales, at NAC's Western Regional Meeting, Feb. 18, in the Biltmore Hotel.

In discussing the subject, "The Management of Improvement," Redstone, who is also president of the Drive-In Theatre Corp., Boston, declared, "most of us are so involved in running our respective business that we lose sight of the fact that an important facet of our enterprises should be the problem of improvement. Obviously through improvement we might increase our sales, often decrease the cost of operations, and of equal importance, we more effectively compete," he added.

Redstone spelled out three main steps for effective action—to develop a philosophy of improvement in the attitude of personnel, outline a set procedure to implement this progressive attitude, and as a final step, establish agreed-upon objectives.

Louis L. Abramson, NAC executive director, discussed the values in NAC membership, and paraphrased Redstone's remarks by pointing out that members profit not only from new ideas received but from personal contacts with industry leaders. NAC, he said, has fostered an inter-industry cooperative program with every segment of the food, beverage, equipment and supply industry, with special emphasis placed on popcorn, candy, ice cream and soft drink product groups.

Members of the concessions industry, said Abramson, benefit from NAC's continuing program of public relations designed to promote and upgrade the business and stature of the

Candy Vending Sales Up 43%



MAJOR C. BUSH

LOS ANGELES—Major C. Bush, national sales manager of the Curtiss Candy Co., Chicago, declared at NAC's Western Regional Meeting at the Biltmore Hotel, Feb. 18, that candy vending machines sales increased 43% in 1963, second only to grocery trade sales, which increased 47%, in the candy selling market.

The year 1963, according to Bush, was the first time in a long time that the candy industry growth exceeded the population increase. Some recent candy industry statistics cited by Bush indicated that the size of candy retail consumption amounted to \$2.45 billion; 18 lbs. is the annual per capita consumption and that \$50.90 per year is spent by every family on candy.

food and beverage service, thus promoting a better climate within which to do business.

How Ops Can Fill Management's Needs

CHICAGO—Modern Aspects of Vending Methods for Packaging and Administering In-Plant Food Services, a new AMA Briefing Session, will be held at the La Salle Hotel in Chicago, March 9-10. This special meeting is designed for all those with an interest in the vending industry: food service managers, personnel and industrial relations executives, vendible suppliers, machinery manufacturers, and operating companies who represent management in packaging, equipment and marketing.

The briefing will open with a description of management's food service needs, and what automatic vending must do to satisfy them. A counter-presentation will describe the newest products, packaging, techniques and services that vending has to offer. Question-and-answer periods will follow each presentation.

Monday afternoon and Tuesday morning will be devoted to two concurrent sessions, one for company executives responsible for food service, the other for vending industry representatives. Participants at these sessions will hear special presenta-

tions and case studies, and take part in roundtable discussions of topics vital to their areas of specific interest.

On Tuesday afternoon, all registrants will gather for a presentation on the impact of automatic vending on trade, employee and union relations. Pointers will be given on building employee acceptance and overcoming resistance to change, reducing high labor costs, minimizing union opposition, avoiding costly grievances, and planning for the human aspects of installing automatic vending.

Merchandizing the vending program to the consumer will be taken up in the final joint session.

Speakers for the two day meeting will be: Thomas Buckley, Vendo Co.; Walter E. Gutton, Prophet Co.; Elmer Daniels, ARA Inc.; John F. Farr, Automatic Canteen Co.; E.C. Foster, General Electric Co.; Martin O'Shaughnessy, RCA; Bryan A. Rogers, Methodist Hospital; Richard H. Demmler, Automatique, Inc.; Roy W. Schwinn, Clevite Corp.; and Richard J. Stevens, Applied Research & Development Corp.

Coin Rules For "Elimination"

McHENRY, ILL. — Officials of the Fischer Sales & Mfg. Co. last week shipped official rules cards for a game called "Elimination" which has reportedly spurred competitive play on coin-operated pool tables. The rules are reprinted here for use by operators:

1. Game is played by 3 or 5 players, each playing individually.
2. Fifteen balls are racked in triangle—no special placement of any balls.
3. When 5 players are in game: player No. 1 has group of balls numbered 1 to 3; player No. 2 has group of balls numbered 4 to 6; player No. 3 has group of balls numbered 7 to 9; player No. 4 has group of balls numbered 10 to 12; and player No. 5 has group of balls numbered 13 to 15.
5. Object of game is to eliminate all balls from table except your own.
6. Except where noted in the following rules, the general rules of pocket billiards as listed in the official rule book apply to this game.
7. Player can shoot at any ball he wishes, including his own. It is not necessary to call ball or pocket. Player continues shooting until he misses.
8. If player pockets a ball or balls and then fouls by scratching cue ball in a pocket or off the table, he is penalized by having an equal number of his balls placed in pocket manually, by incoming player. If any player scratches while pocketing an opponent's last ball or balls, he must drop out of game, and opponent then plays his set of balls.
9. When player's group of balls are all pocketed, he is eliminated.
10. Winner — Last player having one or more balls remaining on table.

Seeburg In Sydney



SYDNEY—During a recent Australian fencing championship tournament in Sydney, Australia, Seeburg vending machines located in the arena provided refreshment for many of the fencing competitors—and pointed up the far-and-wide acceptance which the Seeburg vending line is enjoying. The vendors are Seeburg's '63 models. Seeburg's drink machines for 1964 are restyled and have been introduced to the trade as the "Marquee Series", featuring wood paneling with chrome trim and offering a completely new appearance.

Cash Box—March 7, 1964

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MONTE CARLO

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MUSHROOM-BUMPER
is a player-pleasing
TARGET
designed to fill
coin-boxes with
repeat-play cash
month after month

DOUBLE HOLD-OVERS
attract big repeat play

Lit letters remain lit, from game to game, until BIG WIN is completed, lighting next number of Special build-up feature. Numbers remain lit, from game to game, until all 10 light to score Specials. Double hold-overs insure big repeat play, top earnings. Win big with the Big Win Feature. Get MONTE CARLO today.

See your distributor or write **BALLY MANUFACTURING COMPANY** • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.

NEW UNIVERSAL TRANSFORMER AND MOTOR
OPERATE ON EITHER
115 V. OR 220-240 V.
50 OR 60 CYCLES

ADJUSTABLE 5 OR 3 BALLS
MATCH FEATURE



HEADS LEGISLATIVE COMMITTEE: Robert Minor, veteran coin machine operator in the Virginia area and active association exec. has been named Chairman of the Legislative Committee of the Music Operators of Virginia.

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chicago coin's

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• **SPOTLITE Skill Game!** Plays without visible pins. (Pro's call it "shadow bowling").

Rear scoreframe goes all the way to floor

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VENDING MACHINES
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California Clippings

Pool tables continuing to be the big item with distributors and wholesalers, and operator traffic is heavy as new model games appear on showroom floors, with the result that everyone is reporting business holding up extremely well. . . . At Amco Music and Vending, Bill Happel showing the new line of All Tech coin operated pool tables. The fiber glass, gold trimmed tables are, in Bill's opinion 'the outstanding deluxe table on the market today'. . . . Everyone at R. F. Jones Co. excited and enthused by the re-purchase of the company by R. F. Jones. Under the new set-up, the Jones Co. intends to expand their many services to the operators, and keep abreast of the times with "many money-making ideas" in the future. A new separate service shop has been set up for the background music department to keep up with the increased activity in that division of the company. Chuck Klein and Bill Gray on a business trip to the San Diego territory and field service engineer, Johnny Hotz covering the Southern part of the state calling on operators. Ed Wilkes reporting fine operator acceptance to Gottlieb's new "Ship-Mates," and the arrival of another carload of Riviera cigarette machines. . . . At Paul A. Laymon, Inc., the first shipments of Bally's new "Monte Carlo" game, and the new improved 1964 "Deluxe Bally Bowler" have arrived and Jim Wilkens said operators are showing great enthusiasm for both. In visiting with Paul Laymon this week were Clyde Love and Nick Carter of Kings Distributing in Modesto. . . . Bob Portales, formerly of Advance Automatic Sales Co.'s home office in San Francisco, now working out of the new Los Angeles offices. Jack Leonard said they have received a fine response to the opening announcement of Advance Automatic's Los Angeles distributorship, and the operators are impressed with the facilities and the convenience of the location with adequate parking space. At C. A. Robinson & Co., Hank Tronick off to have lunch with Gabe Orland of California Music to renew old acquaintance. Hank staying busy filling orders for United's "Futura" Bowling Alley. . . . Frank Mencuri reporting export business continues very good at Simon Distributing Co. Frank and George Muraoka were at the office until midnight one night last week filling a large order for a visiting customer from the Far East. . . . RCA-Victor's Mike Borchetta dropped by Leuenhagen's Record Bar with The Sons Of The Pioneers promoting their new Victor single "Cattle Call Of The Rondelet." . . . Gary Sinclair, Wurlitzer Regional Sales Manager in town visiting with Clayton Ballard at the local Wurlitzer factory branch. Bart Bartholomew visiting operators in the San Luis Obispo area, and Cliff Nugent covering the Bakersfield territory. . . . Bob Yorke, formerly with RCA-Victor, in visiting with Sammy Ricklin at California Music. Also calling on the gang at California were Liberty artists Bud and Travis with their new album, "Perspective". Former employee, John Parks back on the job after spending two years in the service. Sammy watching the shipments of Beatles recordings going out commented that they had given a 'shot in the arm to the record business, and were making the public cognizant of records once more'. . . . Operators seen on Pico this week included: Glenn Wolcott, La Crescenta; William Stevenson, Ventura; Lloyd Crutts, Sherman Oaks; Lou Bennett, Seal Beach, and Jerry Druker from Upland.



UPPER MID-WEST MUSINGS

Mr. and Mrs. Lawrence Sanford, Dodge Center, in town for the day picking up their parts and record orders. . . . Mr. and Mrs. Con Kaluza, Browerville, Minn., just returned last week after spending a wonderful three week vacation at Tucson and Phoenix. While driving back home they ran into that terrible snow storm in Texas and were delayed for a few days. . . . Mr. & Mrs. Stanley Baeder are spending a two week vacation in California. . . . Bob Aherin, LaMoure, N. Dakota is sporting a new Pontiac station wagon. . . . C. B. Ross, Wurlitzer service engineer in Minneapolis at the Sandler Dist. Co. . . . Our deepest sympathy to Stanley Woznak, Little Falls, on the untimely death of his wife on Monday, 17th. . . . Congratulations to the Glen Addington's on the marriage of their daughter. . . . Nels Nelson, Alexandria, had to make an unexpected trip to Oregon to be with his mother who had to have an operation. . . . Tom Mathew, Osakis, is getting in a lot of ice fishing. The lake is in his back yard. . . .

Happy Birthday This Week To:

Al. S. Douglas, Miami Fla. . . . C. P. Warren, Norfolk, Va. . . . Harry Witsen, Phila, Pa. . . . Mack F. Phillips, Garber, Okla. . . . Robt. F. Lonsway, Warren, O. . . . Wesley Knudsen, Provo, Utah. . . . Douglas W. Johnson, Sioux City, Ia. . . . Harry D. Mosely, Richmond, Va. . . . Ralph R. Hensley, Bloominton, Ind. . . . Francis Green Miller, Irvine, Ky. . . . Meridith B. Turner, Chgo, Ill. . . . Joe Fishman, Jamaica, N.Y. . . . Donald W. Foote, Randolph, Mass. . . . John D. Winkelmann, St. Louis, Mo. . . . Leon C. DeCroes, Kokomo, Ind. . . . John T. Echols, Tampa, Fla. . . . Chas. Miller Johnson, Athens, Ga. . . . Jarold C. Pepple, Payette, Ida. . . . James Vincent Bryant, Regina, Sask, Canada. . . . John B. Fugate, Grand Rivers, Ky. . . . Morris B. Horwitz, Miami, Fla. . . . Louis Koren, Miami Beach, Fla. . . . Mack Levin, Ottawa, Can. . . . Robt. A. Lyons, Skowhegan, Me. . . . Harry S. Hunn, Elkins Pk, Pa. . . . Mike A. Young, Soldiers Grove, Wis. . . . Warrick N. Martin, Merchantville, N.J. . . . Joe Rake, Phila, Pa. . . . Monroe A. Horn, Detroit, Mich. . . . Jack Emery, Regina, Sask, Can. . . . W. Frank Fay, San Francisco, Calif. . . . Herman Halperin, Eliza, N.J. . . . Cecil L. Hopkins, Galion, O. . . . Henry Keys, Orange, Tex. . . . Joseph J. Fredrick, Det. Mich. . . . Ronald Cogswell, Twin Falls, Idaho.

United Ships

"Tempest" Shuffle

■ Ten Methods of Play

CHICAGO—C. B. (Bill) DeSelm, executive vice president in charge of sales, United Manufacturing Company demonstrated considerable enthusiasm this past week when he announced the release to the coin machine trade in the United States and in the European markets of United's new "Tempest" puck shuffle alley bowler. He stated that the firm's new, highly styled cabinet is receiving unprecedented popularity and acclaim wherever it is viewed or placed on location.

For example, the mahogany finished, sturdy Formica (extra wide) siderails, add much to the external appearance of "Tempest," according to DeSelm.

"United's designers were lavish and farsighted in their illustrative work on the ultra-styled backglass, which certainly complements the richness in the cabinetry," DeSelm added.

As a new innovation, United fea-



United's "Tempest" Shuffle Alley

tures "Flash Bonus Scoring," and the skill bowling game, "Bonus Scoring."

In "Flash Bonus Scoring" the strike and spare scores are indicated by rapidly flashing lights. Frames one through ten advance the bonus scores 400 for a strike, and 200 for a spare. After the tenth frame each player shoots an additional frame to collect the accumulated bonus score. A strike scores full bonus. A spare scores one-half bonus. And, of course, a 'blow' (or miss) loses the bonus score.

The game, in "Bonus Scoring," is as indicated on the backglass. Frames one through seven score 300 points for a strike, and 200 for a spare. Frames 8 through ten score 600 points for a strike, and 400 for a spare.

In addition, frames one through ten advance the "Bonus Score," 400 for a strike and 200 for a spare. The "Bonus Score" on the backglass shows only the accumulated bonus of the player who is up at the time.

After the tenth frame, each player ("Tempest" is a six-player) shoots one additional frame to collect the accumulated "Bonus Score." The full bonus is transferred to the player's score for a strike. One half of the bonus is transferred to the player's score for a spare.

Other scoring games in "Tempest" include "Dual Flash," "Flash Scoring" and "Regulation" bowling. In "Dual Flash," strikes and spares are indicated by flashing lights across the playfield near the pins. The lights stop on the first shot if a strike is made by the player. If a strike is not accomplished, the lights continue flashing for a possible spare score.

In "Flash Scoring," strikes and spares are also indicated by flashing lights. Differing from "Dual Flash," the lights always stop flashing whenever the pins are struck on the first shot.

Top score in "Flash Bonus Scoring" is 9600 points. "Bonus Scoring's" top

Cash Box—March 7, 1964

GRAND SLAM FUN, GRAND SLAM PROFITS



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GRAND SLAM

2-PLAYER

REPLAY MODEL

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EXTRA INNING FEATURE

AND OVER-THE-FENCE HOME RUNS

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Pitching Unit
Batting Unit
Motor Unit



Players actually run the bases with William's patented base runner unit

Mystery pitcher throws fast ball and curve balls... inside-outside pitches

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Grand slam home run lights up letters in name

REPLAYS FOR

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- Grand Slam Home Run by hitting "bulls-eye" target
- Spelling name of game (adjustable 2 or 5)



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Available in single or twin coin chutes

- ✓ Latch-lock playfield
- ✓ Larger cash box
- ✓ New drum units
- ✓ Plastikote finish playfield for longer wear
- ✓ Stainless steel trim
- ✓ Multicolored cabinet

OPERATORS MEET

... ASCAP In K.C.

KANSAS CITY—The Kansas City Music Operators Association announced plans for a March 4 meeting, to discuss possible legislation in the face of the ASCAP prompted Rep. Emanuel Celler Bill, HR 7194.

The meeting will be held in the Hilton Inn, Kansas City, Mo.

... Elections In Mass.

HOLYOKE—A dinner meeting of the Western Massachusetts Music Guild Inc. will be held March 4, at the Ron-Roc Cafe, Fairview, Mass., Russ Mawdsley, a prominent official of the Guild, announced.

The primary purpose of the meeting will be the election of new officers for the Guild.

SALESMAN

Excellent opportunity for aggressive man experienced in all facets of coin-machine sales. Written applications only accepted. Direct all replies attention C. N. McMurdie

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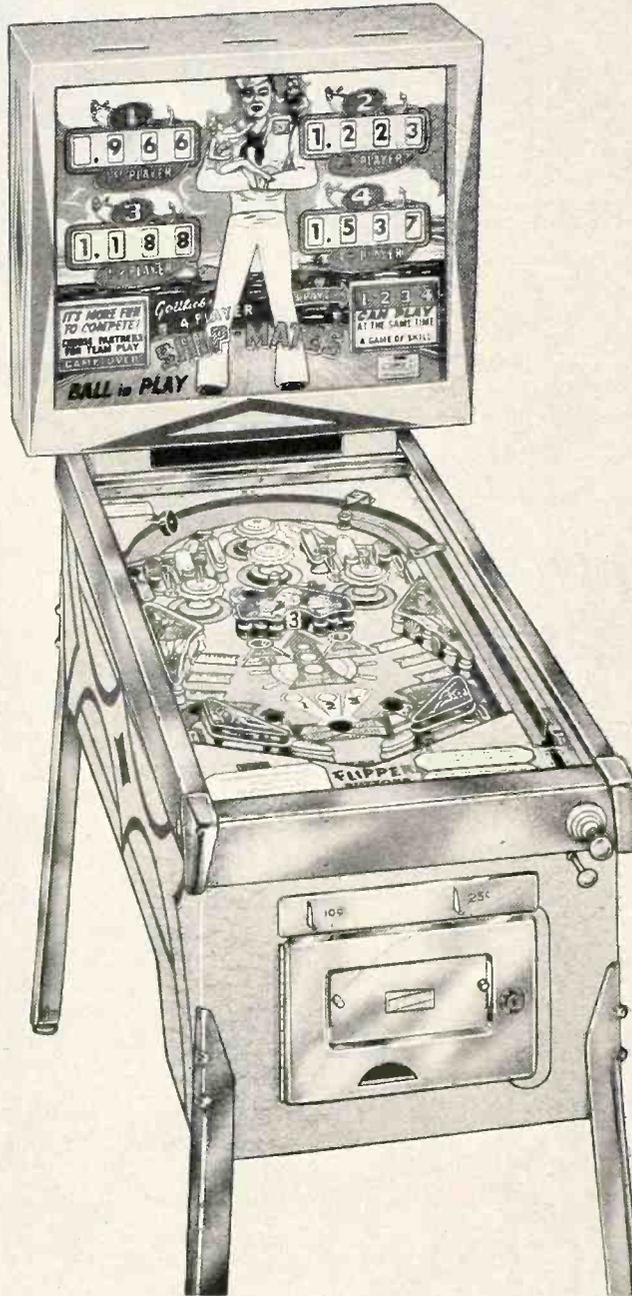
IT'S HERE! GOTTLIEB'S GREATEST 4-PLAYER MONEY-MAKER...

SHIP-MATES

COLOR!!!

APPEAL!!!

PROFIT!!!



- * 6 targets and 6 rollovers determine roto-target values
- * Roto-targets light 1-2-3 sequence to score "shoot again feature"
- * Bottom rollovers light alternately scoring up to 100 points
- * On-off pop bumpers + Match play
- * Re-set tilt feature + Stainless cabinet trim
- * Playboard Auto-Clamp
- * Double-size cash box
- * New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!
- * A Gottlieb Flipper Skill Game

SEE YOUR DISTRIBUTOR TODAY!

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That Extra Touch of Quality

Canteen Elects Harper To V.P.



WILLIAM (JACK) HARPER

CHICAGO, Feb. 25—Patrick L. O'Malley, President of Automatic Canteen Company of America, today announced the election of William (Jack) Harper as a Vice President of the Company. Harper will be responsible for all domestic manufacturing and equipment sales.

Harper, who joined Automatic Canteen in 1962, has been President of its Rowe AC Services Division, the company's sales arm, which was recently consolidated with the Manufacturing Division.

Diamond Coin To Distribute Bally In Vir. and N.C.



CHRIS CHRISTENSEN

CHICAGO—Bill O'Donnell, president of Bally Manufacturing Company, this week announced appointment of Diamond Coin Machine Exchange, Inc. as Bally distributor in Virginia and North Carolina.

"Chris Christensen and Jim Donnelly of Diamond," O'Donnell said, "are a successful team of coin-machine veterans. With their offices in Norfolk and Charlotte they are prepared to give the best of service to operators. We at Bally are happy to add them to the roster of Bally distributors, and, if I may make a pun on their well-known name, we expect sparkling performance from the Diamond of Dixie."

Diamond Coin recently introduced the industry's first Mobile Parts Truck, to tour the State of Virginia. In addition, the firm purchased a 'Bonanza' airplane for speedy coverage of the Virginia-Carolina territory.

The move was completed February 28, two days ahead of the planned March 1 date, Granger announced. Though the street address remains the same, the new space is large enough to permit the installation of a mimeograph, addressograph, additional files and other equipment necessary for a more self-contained operation.

"Expansion is a must to keep pace with MOA's plans for greater membership contact," Granger stated. "This means keeping the members better informed through bulletins and progress reports about services, legislative matters and 1964 convention developments," he concluded.

New MOA Offices



FRED GRANGER

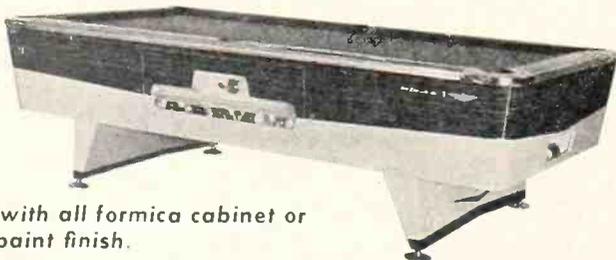
CHICAGO—Fred Granger, Managing Director of the Music Operators of America, has extended an invitation to members and friends of the organization to visit their new offices in room 2264 at the old 228 North La-Salle Street address.

SUPERLATIVE!

The only word to describe the

NEW, DELUXE *Eldorado* FOR 1964

- Mark I
77" x 45"
- Mark II
85" x 47"
- Mark III
92" x 52"
- Mark IV
105" x 57"
- Mark V
114" x 64"



Available with all formica cabinet or standard paint finish.

- NEW Streamlined, flush ball drawer. No underhang.
- NEW! Balls release to rackers' end. Speeds up game.
- NEW! Five inch chrome plated leg levelers. Table can be leveled without lifting.

See the complete line at your distributor's now!

Irving Kaye Co. Inc.

363 Prospect Place, Brooklyn 38, N. Y.

STerling 3-1200

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

MUSIC MACHINES
AMI
 D-40, '51, 40 Sel.
 D-80, '51, 80 Sel.
 E-40, '53, 40 Sel.
 E-80, '53, 80 Sel.
 E-120, '53, 120 Sel.
 F-40, '54, 40 Sel.
 F-80, '54, 80 Sel.
 F-120, '54, 120 Sel.
 G-80, '55, 120 Sel.
 G-120, '55, 120 Sel.
 G-200, '56, 200 Sel.
 H-120, '57, 120 Sel.
 H-200, '57, 200 Sel.
 I-100M, '58, 100 Sel.
 I-200M, '58, 200 Sel.
 I-200E, '58, 200 Sel.
 J-200K, '59, 200 Sel.
 J-200M, '59, 200 Sel.
 J-120, '59, 120 Sel.
 K-200, '60, 200 Sel.
 K-120, '60, 120 Sel.
 Continental '60, 200 Sel.
 Lyric, '60, 100 Sel.
 Continental 2, '61, 200 Sel.
 Continental 2, '61, 100 Sel.

Beauty Contest (1/60)
 Big Show (9/56)
 Can-Can (10/61)
 Carnival (11/57)
 Carnival Queen (11/58)
 Circus (8/57)
 Circus Queen (2/61)
 County Fair (10/59)
 Crossroads (1/56)
 Cue-Tease 2P (7/63)
 Cypress Gardens (6/58)
 Double Header (7/56)
 Funspot '62 (11/62)
 Flying Circus 2P (6/61)
 Golden Gate (6/62)
 Key West (12/56)
 Laguna Beach (3/60)
 Lido (2/62)
 Lite-A-Line (2/61)
 Lotta-Fun (9/59)
 Miami Beach (9/54)
 Miss America (2/58)
 Moonshot (3/63)
 Night Club (4/56)
 Parade (6/56)
 Queens (Beh., Is., Trop.) (3/60)
 Roller Derby (6/60)
 Sea Island (2/59)
 Shoot-A-Line (6/62)
 Show Time (3/57)
 Silver Sails (11/62)
 Sun Valley (7/57)
 Target Roll (1/58)
 3-In-Line 4P (8/63)
 Touchdown (11/60)
 Twist (11/62)
 U.S.A. (8/58)

CHICAGO COIN
 Sun Valley (8/63)

GOTTLIEB
 Around Wld. 2P (7/59)
 Atlas 2P (5/59)
 Big IP (1/64)
 Brite Star 2P (4/58)
 Captain Kidd 2P (7/60)
 Contest 4P (10/58)
 Contl. Cafe 2P (7/57)
 Cover Girl 1-Plyr. (7/62)
 Criss Cross 1P (3/58)
 Dneg. Dolls 1P (6/60)
 Dbl. Action 2P (1/59)
 Fair Lady (12/56)
 Falstaff 4P (11/57)
 Fashion Show 2P (6/62)
 Flagship (1/57)
 Flipper 1P (11/60)
 Flipper Clown (4/62)
 Flipper Cowboy 1-P (10/62)
 Flipper Fair 1P (11/61)
 Flpr. Parade (5/61)
 Foto Finish 1P (1/61)
 Flying Chariots 2P (10/63)
 Gigi 1P (12/63)
 Gondolier 2P (8/58)
 Hi-Diver 1P (4/59)
 Kewpie Doll 1P (10/60)
 Liberty Belle 4P (3/62)
 Ltng. Ball 1P (12/59)
 Lite-A-Card 2P (3/60)
 Mademoiselle 2P (11/59)
 Majestic (4/57)
 Melody Lane 2P (9/60)
 Mry-Go-Round 2P (12/60)
 Miss Annabelle 1P (8/59)
 Oklahoma 4P (2/61)
 Olympics 1-P (9/62)
 Picnic 2P (10/58)
 Preview 2-P (8/62)
 Qun. of Diam. (6/59)
 Race Time 2P (3/59)
 Rack-A-Ball 2P (12/62)
 Rocket Ship 1P (5/58)
 Roto Pool 1P (7/58)
 Royal Flush (5/57)
 Seven Seas 2P (1/60)
 Showboat 1P (4/61)
 Silver 1P (10/57)
 Sittin' Pretty 1P (11/58)
 Slick Chick 1P (4/63)
 Spot-A-Card 1P (3/60)
 Str. Flush 1P (12/57)
 Straight Shooter (2/59)
 Sunset 2-player (11/62)
 Sunshine 1P (10/58)
 Spr. Circus 2P (10/57)
 Sweet Hearts 1P (9/63)
 Sweet Sioux 4P (9/59)
 Swing Along 2P (7/63)
 Texas 4P (4/60)
 Tropic Isle 1P (5/62)
 Universe 1P (10/59)
 Wagon Train 1P (4/60)
 Whirlwind 2P (2/58)
 Wld. Beauties 1P (2/60)
 World Champ 1P (8/57)

PINGAMES (contd.)
WILLIAMS
 Beat The Clock 1P (12/63)
 Big Daddy 1P (9/63)
 Big Deal 1P (2/63)
 Black Jack 1P (1/60)
 Casino 17P (10/58)
 Club House 1P (10/59)
 Coquette (4/62)
 Crossword 1P (4/59)
 Darts 1P (6/60)
 El Toro 2P (8/63)
 Fiesta 2P (12/59)
 Four Roses 1P (12/62)
 Four Star 1P (7/58)
 Gay Paree (6/57)
 Gldn. Bells 1P (9/59)
 Gldn. Gloves 1P (1/60)
 Gusher 1P (9/58)
 Jig Saw 1P (12/57)
 Jumpin' Jacks 2P (4/63)
 Jungle 1P (9/60)
 Kingpin (9/62)
 Kings 1P (8/57)
 Mardi Gras 4P (11/62)
 Merry Widow 4P (10/63)
 Music Man 4P (8/60)
 Naples 2P (9/57)
 Nags 1P (3/60)
 Reno 1P (10/59)
 Rocket 1P (11/59)
 Satellite 1P (7/58)
 Sea Wolf 1P (7/59)
 Serenade 2P (5/60)
 Skill Pool 1P (6/63)
 Space Ship 2P (12/61)
 Starfire (1/57)
 Steeplechase 1P (11/57)
 Swing Time 1P (5/53)
 10 Strike 2P (1/58)
 3-D 1P (11/58)
 Tic-Tac-Toe 1P (1/59)
 Tom-Tom 2P (1/63)
 Top Hat (10/58)
 Trade Winds (6/62)
 Turf Champ (8/58)
 Twenty-One 1P (2/60)
 Valient 2P (8/62)
 Vagabond (10/62)
 Viking 2P (10/61)

SHUFFLES—BOWLERS
BALLY
 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)

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)

CHICAGO COIN
Shuffles
 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)

Ball Bowlers
 Bowling League (2/57)
 Ski Bowl 6 Plyr (11/57)
 Classic (7/57)
 TV Bowling Lg. (11/57)
 Lucky Strike (1/58)
 TV (with rollovers)
 Player's Choice (9/58)
 Twin Bowler (10/58)
 King Bowler (3/59)
 Queen Bowler (9/59)
 Duke Bowler (8/60)
 Duchess Bowler (8/60)

Princess (4/61)
 Gold Crown (3/62)
 Royal Crown (8/62)
 Grand Prize (3/63)
SHUFFLES—BOWLERS
UNITED
 Shuffles
 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 (4/53)
 Rumpus Targette (5/63)
 Astro (6/63)
 Ultra (8/63)
 Skippy (11/63)
 Jill-Jill (11/63)
 Topper (2/64)

Ball Bowlers
 Bowling Alley (11/56)
 Jumbo Bowling (9/57)
 Royal Bowler (12/57)
 Pixie Bowler (8/58)
 Duplex (11/58)
 Simplex (5/59)
 Advance (5/59)
 League (10/59)
 Handicap (11/59)
 Teammate (12/59)
 Falcon (4/60)
 Savoy (5/60)
 Bowl-A-Rama (9/60)
 Tip Top (10/60)
 Dixie (1/61)
 Cameo
 5-Star Bowling (5/61)
 Classic (6/61)
 Alamo (4/62)
 Sahara (7/62)
 Tropic Bowler (9/62)
 Lucky (11/62)
 Cypress (12/62)
 Sabre (2/63)
 Regal (4/63)
 Fury (8/63)

WILLIAMS
Ball Bowlers
 Roll-A-Ball (12/56)
 6 Player

UPRIGHTS
 AB Circus (5/56)
 AB County Fair (3/57)
 AB Circus Wagon (12/58)
 AB Galloping Dominos
 AB Circus Play Ball (4/59)
 AB Magic Mirror
 Horoscope (11/59)
 AB Mermaid (3/60)
 Aquati Prod. Squirts (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 (1/57)
 GA Super Hunter (6/57)
 GA Double Shot (4/58)
 GA Wild Cat (12/58)
 GA Spr. Wild Cat
 GA Twin Wild Cat (7/59)
 GA Super Wild Cat
 Trail Blazer (12/60)
 Twin Trail Blazer (2/61)
 K Big Tent
 K Spr. Big Tent (6/57)
 K Shawnee (1/59)
 K Big Roundup (3/59)
 K Little Buckaroo (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. Shuff. Situation (5/61)
 B Undersea Raider
 B Derby Gun (2/60)
 B Bulls Eye Shooting Gallery (9/55)
 B Big Inning (5/58)
 B Heavy Hitter (4/59)
 B Ball Park (4/60)
 B Sharpshooter (2/61)
 B Golf Champ (8/58)
 B Bat. Practice (8/59)
 B Skill Roll (B 3/58)
 B Moon Raider (7/59)
 B Target (10/59)
 B Spook Gun (9/58)
 B Skill Parade (1/59)
 B Skill Score (6/60)
 B Skill Derby (10/60)
 B Del. Skill Parade (4/59)
 B Table Hockey (2/63)
 B Spinner (2/63)
 Novelty
 B Bank Ball (1/63)
 B Fun Phone (3/63)
 Capitol Midget Movies
 CC Bullseye Baseball
 CC Basketball Champ
 CC 4-Player Derby
 C Coalee
 CC Midget Skee Super model
 CC Big League (5/55)
 CC Twin Hockey (5/56)
 CC Shoot The Clown
 CC Stm. Shovel (5/56)
 SS Batter Up (4/58)
 CC Criss Cross Hockey (10/58)
 CC Croquet (8/58)
 CC Playland Rifle Gallery (8/59)
 CC Pony Express (4/60)
 CC Ray Gun (10/60)
 CC Wild West (5/61)
 CC Long Range Rifle Gallery (1/62)
 CC All-Star Baseball (1/63)
 CC Big Hit (10/62)
 CC Pro Basketball (6/61)
 CC Riot Gun (6/63)
 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)
 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 Fly 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 Fun Fair (3/58)
 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)
 Ke League Leader (4/58)
 Ke Sportland
 Ke Two-Gun Fun (3/62)
 Mid Red Ball (5/59)
 Mid Joker Ball (11/59)

(Midway, contd.)
 Midway Bazooka (10/60)
 Midway Shooting Gallery (2/60)
 Midway Del. Baseball (5/62)
 Mid. Target Gallery (7/62)
 Mid. Carn. Tgt. Gtry. (2/63)
 Mid. Slugger BB (3/63)
 Mid. Rifle Range (6/63)
 Mid. Raceway (10/63)
 Mills Panorama Peek (11/54)
 Munves Bike Race (5/58)
 Munv. Sat. Trkr. (5/59)
 Mu Atomic Bomber
 Mu Ace Bomber
 Mu Dr. Mobile
 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
 Teleguz
 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 Lt. 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

KIDDIE RIDES
 Bally Champion Horse
 Bally Moon Ride
 Pony Twins
 Bally Space Ship
 Bally Speed Boat
 Bally Thrvlr. 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

ROCK-OLA
 1436, '52, Fireball, 120 Sel.
 1436A, '53, Fireball, 120 Sel.
 1438, '54, Comet, 120 Sel.
 1446, '54, HiFi, 120 Sel.
 1488, '55, HiFi, 120 Sel.
 1452, '55, 50 Sel.
 1454, '56, 120 Sel.
 1455, '57, 200 Sel.
 1458, '58, 200 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

SEEBURG
 M100A, '51, 100 Sel.
 M100B, '51, 100 Sel.
 M100BL, '51, 100 Sel.
 Light Cab
 M100C, '52, 100 Sel.
 HF100C, '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.

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 & 78 Intermix
 1500 A, '53, 104 Sel., 45 & 78 Intermix
 1600, '53, 48 Sel., 45 & 78 Intermix
 1650, '53, 38 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.

PINGAMES
BALLY
 Acapulce (5/61)
 Barrel-O-Fun (9/60)
 Barrel-O-Fun '61 (4/61)
 Barrel-O-Fun '62 (11/61)
 Ballerina (6/59)
 Beach Beauty (11/56)
 Beach Time (9/58)

KEENEY
 Flash Back
 Old Plantation (2/61)
 Black Dragon
 El Rancho Hacienda
 Rainbow (6/62)
 Go-Card 1P (5/63)
 Poker Face 2P (9/63)

BALLY
 Flash Back
 Old Plantation (2/61)
 Black Dragon
 El Rancho Hacienda
 Rainbow (6/62)
 Go-Card 1P (5/63)
 Poker Face 2P (9/63)

BALLY
 Flash Back
 Old Plantation (2/61)
 Black Dragon
 El Rancho Hacienda
 Rainbow (6/62)
 Go-Card 1P (5/63)
 Poker Face 2P (9/63)

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 Flash Back
 Old Plantation (2/61)
 Black Dragon
 El Rancho Hacienda
 Rainbow (6/62)
 Go-Card 1P (5/63)
 Poker Face 2P (9/63)

BALLY
 Flash Back
 Old Plantation (2/61)
 Black Dragon
 El Rancho Hacienda
 Rainbow (6/62)
 Go-Card 1P (5/63)
 Poker Face 2P (9/63)

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SEEBURG M100c, HF100R, VL200, 222S, AY160S, DS160S, Wurl: 1900, 2000, 2100, 2150, 2200, 2250, 2300S, 2400S, 2500S, 2600S, 2700S, Rockola 1448, 1454, 1455, AMI H200E, J200ES, Guns, Bowlers, Bingos. Rush offers to VICTOR HUGO—KONINGIN ASTRID-LAAN—49 MECHELEN, BELGIUM.

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ATTENTION DISTRIBUTORS, OPERATORS! We pay cash for used juke boxes, all makes of pinballs, shuffles, bowlers, guns, arcade equipment. Forward list to: IMPERIAL COIN MACHINE CO.—498 ANDERSON AVE.—CLIFFSIDE PARK, NEW JERSEY.

45 RPM RECORDS, NEW OR USED. 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).

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KEENEY DELUXE RED ARROWS; BLACK Dragons; Buckley Track Odds; Sun Chiefs; Standard Chiefs; Mills Four Bells and similar type machines. SASKATCHEWAN COIN MACHINE CO.—1025-104th STREET—NORTH BATTLEFORD, SASK., CANADA.

FIRST CLASS SERVICE REPAIR MAN experienced in repairing and rebuilding phonographs, vendors, and amusement games. DAN CONNY—1026 BUFFALO AVE., NIAGRA FALLS, N.Y. (Tel. 285-0582).

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REGISTERED FOR EXPORT. 10 RED ARROWS \$135 ea.; 6 Trail Blazers \$150 ea.; 1 Jamboree \$135; Lotta Funs \$195; Shoota Lines \$425. D & L COIN MACHINE CO.—BOX 1713—HARRISBURG, PA. (Cable address DALCOIN).

BRAND NEW SOUTHLAND SPEEDWAYS and guaranteed like new Speedways; C C Sun Valleys; Bally Fun Phones and Bally Spinners. REDD DIST. CO., INC.—80 COOLIDGE HILL ROAD—WATERTOWN, MASS. 02172 (Tel. 926-2250).

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WE HAVE A CHOICE SELECTION OF late Williams Two Players. Write for prices. MID-WEST DIST., 709 LINWOOD BLVD.—KANSAS CITY, MO.

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COUNTER GAMES—WHIZ BOWLERS AND Zippers new, Penny/Nickel/Dime. Sample orders \$29.50 each. WESTERN DIST.—1226 S.W. 16th AVE.—PORTLAND, ORE. 97205.

FOR EXPORT—BALLY BEACH BEAUTY, Big Show, Broadway, Beauty Contest (new). Gott. World Champ, Turf Champ, Midway Joker Ball, Bally Bank Balls (new). NOBRO NOVELTY, 142 DORE ST., SAN FRANCISCO, CALIF. MA 1-5433.

100,000 NEW 45 RPM 6 MONTHS TO 1 year old, \$10 per 100, \$95 per 1000. Also 25,000 EP's \$25 per C; \$200 per M; 12" LP's available \$100 per C; \$950 per M. RAYMAR SALES CO., 170-21 JAMAICA AVE., JAMAICA 32, N.Y. (Tel. OLYmpia 8-4012).

IF IT'S PANORAM PARTS YOU WANT, Phil Gould has 'em. PHIL GOULD—224 MARKET ST.—NEWARK, N.J. (Tel. Market 4-3297).

SPECIALS: COMPLETELY RECONDITIONED: Kenney Old Plantation \$125; Star-time \$150; AMI D80 \$85; E120 \$95; F8C \$145; F120 \$165; Seeburg V200 \$145; 100G \$245; Wurl: 1700F \$145; 1900 \$195; 231C \$445; 2410-S \$495. MICKEY ANDERSON AMUSE. CO.—314 EAST 11th STREET—ERIE, PA. (Tel. GLendale 2-3207).

BALLY SHUFFLES; ABC SUPER, Deluxe, Congress, Whiz and Speed United Shuffles; Eagles and Atlas. GLOBE DIST. CO., INC., 2330 N. WESTERN AVENUE, CHICAGO 47, ILL.

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Wurl: 2200 \$495; Wurl: 2300 \$595; Wurl:
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Crown Eighty Five (85")
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Royal 76 (76")
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414S With St. Optional
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418SA 160 Sel. (Rhapsody II)
With 7" LP Feature
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1950 Remote Volume
Control Unit
1561 Universal Wall Box
Bar Bracket
1578 (160 Sel.) Wall Box
1584 (100 Sel.) Wall Box

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Model TRLB-M—Coffee, Hot Chocolate, Soup
Vender—Batch fresh brew, modulator door
and light, 600 cup capacity, coffee 4 ways,
extra cream and sugar, whipped powdered
chocolate, liquid sugar, liquid soup, fresh
cream, with changer.
Model 1403-S—Coffee, Hot Chocolate, Soup—
Single cup fresh brew, 600 cup capacity.
Coffee 4 ways, extra cream and sugar,
with sugar and cream buttons a standard
feature. (Extra strong coffee button kit,
Model 2017, available for Model 1403-S.
Also available as Model 1403 without hot
whipped soup feature).
Model 1200—Coffee, Hot Chocolate, Soup—
single cup fresh brew, 600 cup capacity.
Coffee 4 ways, extra cream and sugar
buttons are standard.
Model 3402—Coffee, Hot Chocolate, Soup and
Tea—(Compact Model). Single cup, fresh
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Model 3403—as above, without 4 way tea
feature.

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Rowe-AMI L-200 Phonograph with Automix,
Stereo-Round (Plays 33-1/3-45 stereo or
monaural records, intermixed.) Has three-
in-one convertibility. 200 selections, 160
selections, or 100 selections.
HAC-200 Hideaway, 200 Sel. Sel. Mon.
HEB-200 Hideaway, 200 Sel. Selective Stereo
CDA Stepper, CDD Stepper, WQ-100 100
Sel. W.B., WQ-100 100 Sel. W.B., WQ-120
120 Sel. W.B., WQ-200 200 Sel. W.B.,
WQ-200-1 200 Sel. W.B., Dual Price Play,
WQ-200-2 200 Sel. W.B., Dual Price Play,
4-coin Rejector.
F-10486 Bar Grip, W.B. Mounting Bracket
EX-600 Cylindrical Wall Speaker
EX-700 Wall Speaker
L-2180 Ceiling Spkr., Choice of Grille
Types Listed: L-2186 Random Pattern,
L-2186 Uniform Pattern, L-2605 Circular
Flush-Mount Grille
Riviera Cigarette, 20 sel. 800 pack.
Celebrity Cigarette Merchandiser, 14 selec-
tion, 510 pack capacity, modular line.
Celebrity Candy Merchandiser, 11 selections,
360 capacity, modular.
77 Candy Merchandiser, 11 sel. 360 cap.
Tasty 20 Candy Merchandiser, 20 sel. 660 cap.
Celebrity Pastry Merchandiser, 5 selection,
100 capacity, modular.
Celebrity Hot Food Merchandiser, 7 selection,
140 capacity, modular.
Celebrity All Purpose Merchandiser, 130 ca-
pacity, 130 selection, modular.
Celebrity Fresh Brew Coffee Merchandiser,
11 selection, 750 cup capacity, modular.
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tion, 1000 cup capacity, crushed ice feature
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Celebrity Condiment unit, accommodating
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Customic Background Music (Tape Car-
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All LP Consoles have the following stand-
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and universal pricing system, Half Dollar,
Income Totalizer.

HLPC-1—Stereo LP, 160 Selection, Hide-
away Plays 33-1/3 and 45 RPM records
intermixed, Album pricing and universal
pricing system, Income totalizer.
DS160H—Directional Stereo, 160 Selection
Phono. With Artist of the Week Feature,
Universal Pricing, Plays 33-1/3 and 45
RPM records intermixed, Half Dollar, Re-
mote control optional.
SC-1—Stereo Console, 160 Selection.
Includes the following features: Person-
alized, Album of the Month, Album and
single pricing, Pushbutton volume control,
Remote selection, Twin stereo speakers
Remote income totalizer.
3W100—Wall-O-Matic 100, Single Pricing
TW1—Twin stereo wall speaker, 8 inch
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TR1—Twin stereo recessed speakers, 8 inch
ERWC1-12—Extended bass corner/wall
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PRVC-2—Powered remote volume control
CC-2—Coin counter
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BMS-2—Background Music unit, 1000 sel.
BMC-1—Background Music Compact
BMC-A-1—Companion Audio
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4E3—Modular unit, 825 pack capacity.
4E3XM—Modular (less match unit) 825 pack
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4E4—Free Standing, Personalized, 825 pack
capacity.
4E4XM—Free Standing, Personalized (less
match unit) 825 pack capacity
COFFEE VENDOR
662-C—Seeburg/Bally Coffee vender brews
coffee cup at a time. Coffee-Chocolate (dry
ingredients) 200 7 oz. cups. Selective: 5
664-D—Seeburg/Bally Modular Coffee Ven-
dor, Coffee-Chocolate (dry ingredients)
450 7 oz. cups. Selective: 5
664-DS—Seeburg/Bally Modular Coffee Ven-
dor, Coffee-Chocolate-Soup or Tea (dry
ingredients) 450 7 oz. cups. Selective: 6
664-R—Seeburg/Bally Modular Coffee Ven-
dor, Coffee-Chocolate (refrigerated cream)
450 7 oz. cups. Selective: 5
767—Seeburg/Bally Coffee Vender—Fits any
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cup capacity. Selective: 6
Model 15G1 Pick-A-Pac All-Purpose Vender

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Deluxe Rotation Bumper
Model 48
Model 67

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Model 775—78x45
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Model 975—93x53
Regulation Bumper Pool

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2710 Stereo-Mono., 100-sel. phono.
Wall Boxes
5121 Private Stereo Spkr. for use on WB
5200 and WB 5250 with Models 2300 thru
2700
5010 WB Ten Top Tunes sel. 50¢
5250 WB 200-sel. 10-25-50¢
5207 WB 104-sel.
5200 WB 100-sel. 10-25-50¢
Speakers
5122 Stereo Convertible Console Spkr.
5123 Stereo Wall Spkr.—12" Coaxial
5124 Stereo Corner Spkr.—8" Extended
Range
5125 Stereo Extender Spkr. (Packed in
Pairs)
5126 Stereo Directional Spkr. (Packed in
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FAST PLAY

**1 to 6
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RESALE
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It isn't a new Rock-Ola feature. It isn't even the kind of feature most people would shout about . . . with so many other *big* features we

could talk about. But it illustrates a very important point: that no matter how "insignificant" a single operative feature may seem, we've given it the same consideration we'd give, for example, to rebuilding the entire phonograph. If we can eliminate "nuts and bolts," we do it. If we can eliminate "spaghetti wiring" and improve a component by making it entirely mechanical, we do that, too.

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We could tell you more . . . *much more* about the simplicity of design . . . the dependability . . . the fast, easy servicing of our new phonographs. But why not *see* them all . . . the Rock-Ola Rhapsody II and Capri II, now at your Rock-Ola distributor's!



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