

# Cash Box

MARCH 21, 1964



The inventive Four Seasons' sound appears to be stronger than ever. Having recently joined the Philips label, the boys have kept their consecutive hit streak intact with their swinging single, "Dawn (Go Away)," a disk many in the trade consider their best side yet. They're also hitting in grand form on the LP side of the ledger with their "Dawn" album. And their "Born to Wander" folk style LP is also a steady seller. Philips has scheduled a new Four Seasons single for release in a week or two. The quartet takes a Continental jaunt in May and June covering Europe, the Middle and Far East as well as Australia. On Mar. 27 they begin a ten day N.Y. Paramount Easter Show stint. The boys are also hot with their Vee Jay issue of "Stay."

# Listen!

'CUSTOM MACHINE'  
4-42956  
BRUCE AND TERRY

'YOUR BABY'S BAG'  
4-42997  
LUKE WILLIAMS

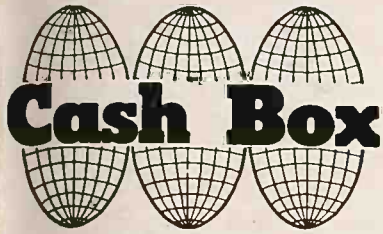
'DRAGGIN' WAGON'  
4-43001  
THE SURFER GIRLS



# they're playing our songs!

COLUMBIA  
SINGLES  
SELL 

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# Cash Box

Vol. XXV—Number 28

March 21, 1964

FOUNDED BY BILL GERSH

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## The Road To:

# GREATER LP SALES

Because of the tremendous response to the first edition of the *Cash Box Record Buyer's Aid*, a second edition in this series of reference handbooks is being scheduled for release early in April.

The first edition, which came out in October, offered the record dealer, one-stop and jobber a complete summary of new Fall product while at the same time highlighting all new and catalog Christmas merchandise suitable for the big Christmas buying period. The Buyer's Aid was a separate issue that mailed with the regular weekly issue of *Cash Box* but could be retained long after the weekly book had served its function. Dealers kept the Buyer's Aid on hand and ordered from it right up to Christmas time, frequently filling small consumer orders by referring to this volume.

Because of the many complimentary letters received from dealers, racks and one-stops, we went back to these people asking them what area of the business they would like to see catalogued in the next Buyer's Aid. The majority of replies asked for in-depth coverage of: The complete catalog of B'way Original Cast Merchandise as well as the catalog of Original Motion Picture Sound Tracks.

Both of these fields of LP product seem to have tremendous life. A disk in these areas sells for many years, often retaining a unique strength that makes it sell as well in its fifth year of release as it did in its third.

This is what *Cash Box* will feature in our April Buyer's Aid. In

addition to telling dealers which B'way Cast LP's are still available, we will also indicate which are available in stereo and which are issued only in mono form.

We will also offer a complete discography of all film-music disks: Musical Film Tracks as well as Background Sound Tracks. We will also catalog all four-track tapes available of music in these fields, offering the dealer a complete tape reference edition. We will also catalog instrumental versions of music from Broadway and Films.

In essence, the edition is a must for all who do a job with this type of strong catalog merchandise. The book will also offer extensive selling aids and ideas and will highlight browsers, easels, mobiles, ad mats, etc., that manufacturers are making available to assist dealers in increasing their profits with show and film product.

But this is just one aspect of the up-coming Buyer's Aid. This issue will also coordinate between its covers all new LP product issued for the Spring merchandising season, under a special section titled "Swing Into Spring," giving dealers a wonderful opportunity to observe the broad spectrum of new LP's issued by all companies during March and April.

All regular subscribers will be receiving this issue April 6th. The volume will also be mailed to a plus readership of thousands of additional dealers throughout the U.S.

All editorial material for this issue should be in the *Cash Box* New York office by March 23rd. April 1st is the Advertising Deadline.



# Cash Box TOP 100



MARCH 21, 1964

	Position	3/7	3/14
1	SHE LOVES YOU	2	2
2	I WANT TO HOLD YOUR HAND	1	1
3	PLEASE, PLEASE ME	4	4
4	TWIST AND SHOUT	43	64
5	DAWN (GO AWAY)	3	3
6	FUN, FUN, FUN	6	10
7	JAVA	5	5
8	HELLO DOLLY	15	22
9	MY HEART BELONGS TO ONLY YOU	18	34
10	KISSIN' COUSINS	11	16
11	I LOVE YOU MORE AND MORE EVERY DAY	12	13
12	HI-HEEL SNEAKERS	13	15
13	SEE THE FUNNY LITTLE CLOWN	10	12
14	GLAD ALL OVER	16	21
15	GOOD NEWS	9	9
16	BLUE WINTER	20	27
17	THE WAY YOU DO THE THINGS YOU DO	27	41
18	NAVY BLUE	7	6
19	SHOO SHOO SONG (IT'S IN HIS KISS)	34	51
20	CALIFORNIA SUN	8	7
21	SUSPICION	32	59
22	STAY	33	47
23	I ONLY WANT TO BE WITH YOU	14	14
24	NEEDLES AND PINS	39	52
25	THE SHELTER OF YOUR ARMS	19	19
26	THINK	44	62
27	PENETRATION	17	21
28	CROOKED LITTLE MAN	52	75
29	OH BABY DON'T YOU WEEP	26	28
30	WHO DO YOU LOVE	23	23
31	AIN'T NOTHING YOU CAN DO	54	77
32	I WISH YOU LOVE	22	24
33	YOU DON'T OWN ME	21	8
34	HIPPY HIPPI SHAKE	50	66

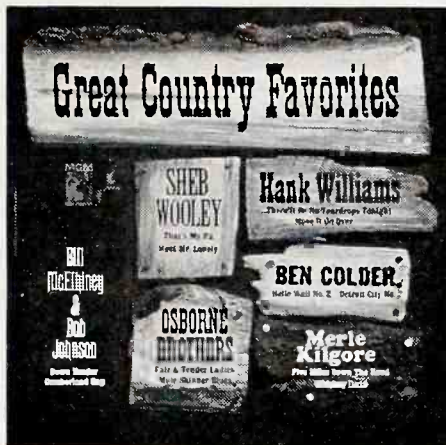
	Position	3/7	3/14
35	RIP VAN WINKLE	40	45
36	STOP AND THINK IT OVER	25	11
37	MY BONNIE	29	32
38	ABIGAIL BEECHER	24	25
39	STARDUST	30	36
40	WHAT KIND OF FOOL (DO YOU THINK I AM)	28	18
41	TELL IT ON THE MOUNTAIN	57	73
42	MY HEART CRIES FOR YOU	41	49
43	YOU'RE A WONDERFUL ONE	65	—
44	WORRIED GUY	38	43
45	BABY, DON'T YOU CRY	47	46
46	MY TRUE CARRIE LOVE	42	44
47	BIRD DANCE BEAT	31	37
48	NADINE	68	81
49	CAN YOUR MONKEY DO THE DOG	37	39
50	DEAD MAN'S CURVE	60	80
51	NEW GIRL IN SCHOOL	62	72
52	MONEY	73	79
53	UNDERSTAND YOUR MAN	58	65
54	I'LL MAKE YOU MINE	61	69
55	YOUNG AND IN LOVE	63	70
56	HEY, BOBBA NEEDLE	75	—
57	FROM ME TO YOU	77	89
58	PUPPY LOVE	66	71
59	LOVE WITH A PROPER STRANGER	64	68
60	WE LOVE YOU BEATLES	76	—
61	I CAN'T STAND IT	82	85
62	A FOOL NEVER LEARNS	49	82
63	IT HURTS ME	69	82
64	HEY JEAN, HEY DEAN	87	91
65	UM, UM, UM, UM, UM, UM	35	17
66	CASTLES IN THE SAND	74	—
67	HE'S A GOOD GUY (YES HE IS)	59	61
68	MILLER'S CAVE	45	48

	Position	3/7	3/14
69	WHITE ON WHITE	80	98
70	OUR EVERLASTING LOVE	78	93
71	THE MAN IN YOU	79	100
72	LONG GONE LONESOME BLUES	67	67
73	HEY LITTLE COBRA	46	26
74	LIVE WIRE	36	35
75	ROLL OVER BEETHOVEN	—	—
76	(THAT'S) WHAT THE NITTY GRITTY IS	70	75
77	FOREVER	—	—
78	HAND IT OVER	85	88
79	SEARCHIN'	86	—
80	TO EACH HIS OWN	88	92
81	SHA-LA-LA	90	—
82	TELL ME BABY	81	83
83	BOOK OF LOVE	—	—
84	AIN'T GONNA TELL NOBODY	89	—
85	HIGH ON A HILL	91	87
86	WHO'S GOING TO TAKE CARE OF ME	96	99
87	WHEN JOANNA LOVED ME	—	—
88	LOOK HOMeward ANGEL	93	94
89	T'AIN'T NOTHING TO ME	95	97
90	SHANGRI-LA	—	—
91	WOMAN, LOVE AND A MAN	100	95
92	HE'LL HAVE TO GO	71	60
93	I WONDER WHO'S KISSING HER NOW	83	84
94	HOW BLUE CAN YOU GET	—	—
95	VAYA CON DIOS	84	42
96	RUN, RUN, RUN	94	86
97	ALWAYS IN MY HEART	98	—
98	MAKE ME FORGET	—	—
99	THAT'S WHEN IT HURTS THE MOST	—	—
100	THE WAITING GAME	97	—

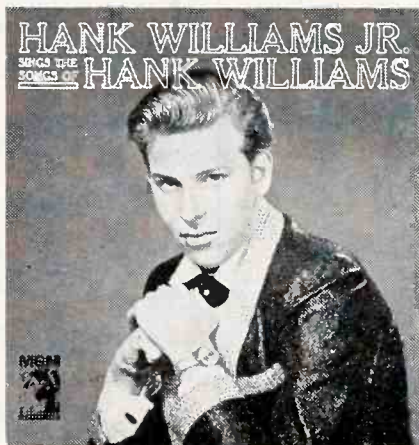
\* SHARP UPWARD MOVE  
 \* BEST SELLING RECORDS  
 \* OTHER VERSIONS STRONGLY REPORTED  
 \* ALPHABETIZED, TOP 100 IN EACH ISSUE

# March into spring profits

WITH MGM & VERVE RECORDS



E/SE-4211



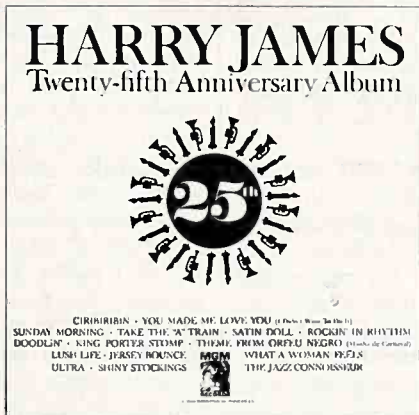
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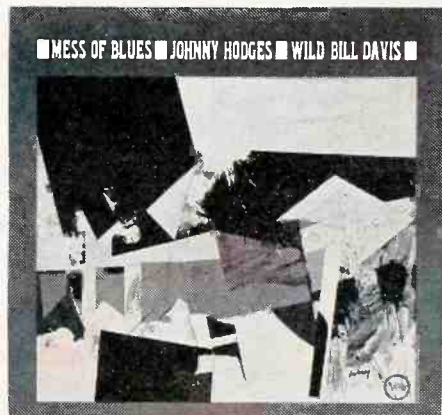
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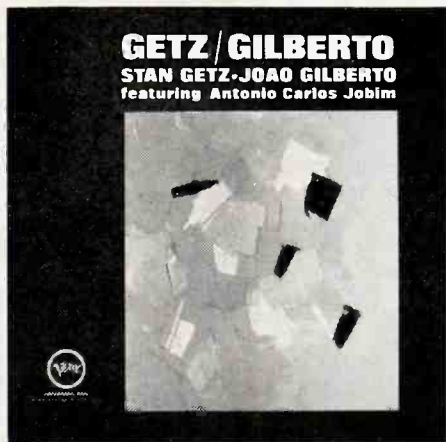
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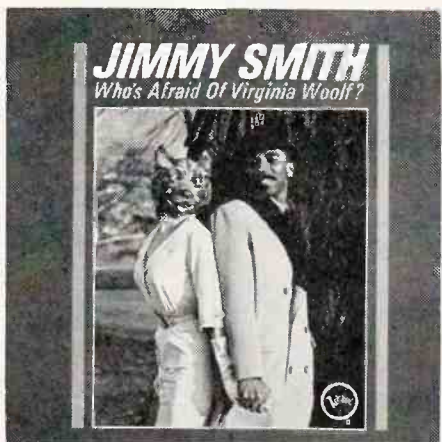
V/V6-8570



V/V6-8545



V/V6-8573



V/V6-8583

- SHAKESPEARE, TCHAIKOVSKY & ME—JAYNE MANSFIELD E/SE-4202
- YIDDISH SING ALONG E/SE-4212
- HIT THE ROAD—CONWAY TWITTY E/SE-4217
- 52 OF THE WORLD'S HAPPIEST SONGS—THE GEORGE MITCHELL VOICES E/SE-4218
- THE VERY BEST OF KATE SMITH E/SE-4220
- MUCH IN COMMON—RAY BROWN/MILT JACKSON V/V6-8580
- THE ESSENTIAL BENNY GOODMAN V/V6-8582



MGM Records and Verve Records are divisions of Metro-Goldwyn-Mayer, Inc.

## BOBBY DARIN & CAPITOL SPLIT

HOLLYWOOD—Bobby Darin has requested and received a release from his exclusive contract with Capitol Records it was announced last week by the chanter and Alan W. Livingston, the label's president. Darin's contract had several months to run before expiring. However, he had fulfilled all recording obligations called for under the agreement.

Darin, who came to Capitol in July of '62, is currently riding the Top 100 with "I Wonder Who's Kissing Her Now."

Darin will continue to maintain his west coast offices in the Capitol Tower in Hollywood. He could not be reached at deadline to determine if he had made any new label affiliation.

## Ray Lawrence New Colpix Gen. Sales Mgr.; Rosen, Bagley Get New Posts; Adler Exits

NEW YORK—Don Kirshner, executive vice president of the music and record division of Columbia Pictures-Screen Gems TV, last week announced the appointment of Ray Lawrence as general sales manager of Colpix, and Dimension Records. Bob Rosen has been put in charge of distributor sales for the companies, and Erv Bagley will specialize in one-stop and rack jobber sales and promotion. Lawrence takes over the spot vacated by Walt Maguire. (See other story.)

It was also learned late last week that Lou Adler, Colpix' west coast VP had resigned from his post and that Chuck Kaye, Colpix west coast rep would assume some of Adler's duties. But Adler could not be reached for comment at deadline and Colpix would not confirm or deny the report.

Lawrence had at one time served as national sales manager for the two firms. He has had an extensive background in the record industry. Prior to his first association with Colpix and Dimension, he was sales manager and then promoted to branch manager for Cosnat Distributors and was instrumental in setting up Cosnat's west coast operations. Immediately before assuming his Los Angeles duties with Cosnat, Lawrence had been a salesman for Cosnat in Cleveland.

Lawrence revealed that he is currently preparing to introduce the strongest new group of albums and singles in the company's history. "This product," he stated, "along with a completely revised and bold new look in sales, advertising, promotion and publicity, is an integral part of the new 'image' of Colpix and Dimension Records which we are now creating. We are now entering a period of maximum growth and development for our labels."

Until his new assignment Bob Rosen had been director of special projects for Colpix and Dimension, having joined the companies last August. Before joining the Colpix/Dimension staff, Rosen was the sales and promotion director for the United Record Corporation Pressing Plant. He has also been associated with the California office of Charles H. Hanson, music publishers. His previous diskery affiliations include positions with Herald and Ember Records, Gone and End Records and Seeco Records in sales, promotion and a&r capacities.

Ervin Bagley was formerly the general manager of Audio Fidelity

Records and eastern regional sales manager for Liberty Records. For several years he was the buyer and merchandiser of hi-fi equipment for Litt Brothers in Philadelphia.

Lawrence commented that, "Colpix/Dimension now has a tightly-knit sales organization that will result in improved merchandising and a closer relationship between Colpix/Dimension and their distributors and dealers throughout the country."

## Legal Reactions To Capitol "Stand"

SAN FRANCISCO—The U.S. District Court in San Francisco has modified a temporary restraining order issued against Capitol Records Distributing Corp. from an action by Dave Watson's Pic-A-Tunes rack operation.

As a result of a preliminary hearing on Fri., Mar. 6, the court modified the temporary injunction to the extent that CRDC cannot sell direct to Pic-A-Tune accounts those firms it has not dealt with since July 1, 1963.

Previously, Pic-A-Tune asked for and received—at an ex-parte hearing—a temporary injunction that prevented CRDC from selling to all of Pic-A-Tune's accounts.

A hearing this Fri. (20) will determine whether the court will issue a preliminary injunction or refuse it.

In other action resulting from the Capitol "Stand for Stability" move, *Cash Box* has learned that the Justice Dept. has requested by mail from CRDC an explanation offering reasons why it has stopped selling to Cal-Racks, another Frisco rack set-up. Capitol will reply.

In Philadelphia, the I. J. Morgan Co., a one-stop operation, has filed suit in a Philly state court that alleges a breach of an oral contract between itself and Capitol for the sale of product.

At presstime, Capitol had not yet been served with the papers. It is understood that Capitol is in the process of making an attempt to bring the matter into Federal Court rather than a state court.

## Decca's Consolidated Net For 1963 Sets High Mark

NEW YORK—Decca Records' consolidated net income and earnings per share for 1963 reached new highs, Milton R. Rackmil, president, has reported in the company's annual report.

Consolidated net income for the year 1963, including Decca's subsid, Universal Pictures Co., Inc., amounted to \$6,800,364 equal to \$4.45 per share on the 1,527,401 shares outstanding on Dec. 31, 1963. For the year 1962, such income was \$5,615,281, equal to \$3.68 per share on the same number of shares outstanding at the end of that year. Regular quarterly dividends of 30¢ per share were paid in 1963, which was the 27th year of consecutive dividend payments by Decca.

Net income of the record division showed an increase over 1962, despite, the report said, of continuing strong competition for sales and talent in the industry and steadily increasing costs. No disk figures were given. The report noted Decca's new 55,000 square foot record manufacturing plant in Cornwall, Canada, which began operations last Jan.

Directors of Decca recently declared a regular quarterly dividend of 30¢ per share on the label's capital stock, payable Mar. 30, 1964 to stockholders of record Mar. 16, 1964.

## Lowe Blames Beatles For Lower C-P Sales, Earnings In 1st Qtr.

PHILADELPHIA—Bernie Lowe has tagged the Beatles a detriment to sales at Cameo-Parkway Records.

At a meeting of the firm's stockholders last week, the exec said a decline in first quarter earnings over the same period last year was attributed to "one reason": the Beatles. Lowe claimed that the English sensations were taking about 84¢ out of every dollar spent on disks by teenagers so far this year.

C-P doesn't have any Beatles dates. However, it does have a low-priced LP (\$1) called "Beatle Mania," which contains Beatles tunes by The Liverpools, a Philadelphia group, on C-P's new Wyncotte label.

Lowe didn't reveal the label's first quarter results in dollars and cents, but he said all divisions showed a profit during the period. Last year, the firm earned \$294,425 on sales of \$1,755,854 during the first quarter.

As reported in last week's issue, C-P's total 1963 earnings were \$665,498 on sales of \$4,838,473, a sharp decline from the 1962 showing of \$949,805 in earnings, \$7,656,987 in sales.

Lowe agreed with a stockholder who got up to state that he didn't think C-P should make any acquisitions.

## The Beatles: The Top 4 On The Top 100

NEW YORK—The first four artists on the Top 100 are the Beatles, the Beatles, the Beatles and the Beatles.

Thus, the English rocksters have made Top 100 history by becoming the first disk attraction to hold down the first four positions on the listing.

The disks are "She Loves You" (Swan), which moves into the number 1 spot, replacing "I Want to Hold Your Hand" (Capitol), second after nine weeks at the top, "Please, Please Me" (Vee Jay) and "Twist & Shout" (Tollie).

Accompanying the four sides on the Top 100 are "My Bonnie" (MGM), number 37, "From Me to You" (Vee Jay), number 57, and "Roll Over Beethoven" (Capitol of Canada), number 75.

The amazing Beatles singles story will continue this week with the release of two other singles. Capitol is offering "Can't Buy My Love" and "You Can't Do That," which the label hopes to have certified as a million seller shortly after its release, and Vee Jay is releasing "Do You Want to Know a Secret" and "Thank You." In addition, Vee Jay is releasing a Beatles EP with four songs, "Misery," "Taste of Honey," "Ask Me Why" and "Anna."

There was also a rumor that Capitol of Canada would re-release its Beatles single, "All My Lovin'," the hot number in the Beatles' Capitol debut LP but never made available in the U.S. as a single. However, this information could not be confirmed by deadline.

## Phil Spector Forms Phil Spector Label

NEW YORK—Phil Spector, owner of the successful Philles label, has started a new label called Phil Spector Records. New diskery will have a separate artist roster from that of Philles, and in some instances, different distribs, an announcement said.

"The creation of this label," Spector explained, "will now give me a chance to record more of the fine talent around, as well as increase my present amount of product. Generally, though, it is part of a large overall expansion plan."

First release is "Hold Me Tight" by The Imaginations, due for release shortly.

New label is located at 440 East 62nd Street, this city, also the home of Philles.

## SWING into SPRING SEE PAGE 19

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## PART 2: MUSIC INDUSTRY PROBLEMS IN THE LATIN-AMERICAN MARKET

*This is the concluding article of a 2-part series on the problems that confront the Latin-American music market and their relationships to the international music scene. Writer is Miguel Smirnoff, Latin-American director for Cash Box.*

Last week, we reported on some of the troubles that make difficult the development of good markets in Latin America from the American and European points of view. These may be applied to music publishers as well as record companies, since their basis is the same in both cases.

As we pointed out in that article, there are many reasons for these

problems, and it would require too much space to write about them; in fact, a good part of the 1964 Convention of the Latin American Federation of Record Producers, to be held in Mexico City on April 13, will be devoted to them.

However, it may be of interest to give some more examples about misunderstandings regarding this area, to give a clear idea about them and, also, how simply many of them could be solved by paying some attention to them and discussing them with local recording companies and publishers.

Let's take, for instance, something that keeps Brazilian publishers buz-

zing. Some time ago, BMI made an arrangement with its Brazilian representative (called Coligaçao) which obliges it to pay the American society a yearly \$20,000 advance for its full repertoire. But it happens that Brazilian pubberies aren't able to deduct from that sum the advances they have to pay to the original publishers for the tunes they contract. The only exception is Marks, which allows this discount. It is very difficult for the publishers in Brazil to recover the money invested, and it results in a lack of interest in tunes controlled by BMI or, at least, many

# Strong Industry Turnout At FTC Trade Practices Conference In Wash. D.C.

## LATE BULLETIN:

WASHINGTON, D.C.—It was obvious at noontime that the Trade Practices Conference hearing could never even near completion in only one day. Proposed rules were read by a clerk and comment was requested from the floor. This is where things bogged down. The question of definitions immediately reared its head with jobbers describing themselves as wholesalers and so on.

NARM's attorney Carretta requested a secondary hearing, which he said was permissible under FTC rules, where official rules could be heard and discussed rather than proposed rules which were being discussed at last week's hearing.

Carretta also requested that an RIAA memorandum, which was sent to the FTC, be made public. He expressed fear that such a memo might have an effect on the FTC while other branches of the record industry would have no knowledge of its contents. The meeting continued long past deadline.

NEW YORK—An impressive representation of label-distrib-retailer segments of the music industry made its way to Washington, D.C. on the eve of a one-day stand before the Federal Trade Commission's trade practices conference last Fri. (13).

A pre-meet check of organizations and individuals set to attend indicated that although of one day's duration, the hearing might fall far short of being sweet.

For one thing, the recent Capitol Records pricing move has many distributors and sub-distributors in an uproar, and it appeared that the FTC Commissioners would hear many a heated word on the subject.

Before the meet, it was made known to Cash Box that ROSA, the one-stop association, would seek an amendment to the FTC's proposed rules to not only define the rack-jobber's sometime role as a retailer, but distrib functions in a rack-jobber vein as well.

It was believed that the Capitol matter would center on the label's alleged restraint of trade in cutting off sales to certain sub-distributors.

NARM, the rack-jobber association, Cash Box also learned, has drawn up a statement that defends the rack-jobber's role as a wholesaler, and therefore is entitled to a functional discount. In its proposed rules, the FTC also lists an "alternate industry proposal," favored by retailers, that would put rack-jobbers on the level of a retailer thereby ending functional discounts. Albert Carretta, NARM's legal counsel, will also present marketing data to bolster NARM's position in its answer to the alternate proposal.

On the label end, there were indications that labels would question many of the FTC-proposed rules concerning the protection of consumers, particularly rules 17 to 23, which cover such areas as misuse of the cover.

(Continued on page 38A)

## List Discussion Program For Latin Labels' Conv.

NEW YORK—A varied bill-of-fare will be up for discussion at the forthcoming third annual convention of the Latin-American Federation of Record Producers in Mexico City (April 13-15).

Cash Box has learned that the convention, held every second year, will cover at least eight major points of interest (and concern) to Latin labels and publishers and all music firms outside of Latin-America which have dealings with the area.

They include: 1) relations between labels and composer and publisher societies; 2) positive and negative

(Continued on page 38A)

word "stereo," deceptions as to performing artist, contents of a recording, re-issues, new titles and date of origination, cancellation of membership in commercial club or membership organizations and foreign origin deception.

The conduct of the meet, at the FTC Building, Room 532, was not arranged to include a set group of witnesses. Rather, industry members were to be recognized from the floor by the simple matter of raising their hands.

Commissioner John Riley, who is conducting the hearing, had previously noted that a single day was sufficient for the FTC to get the gist of the industry's feelings on the proposed practice rules, which the hearing is expected to help put on the FTC's books. Riley, incidentally, has had much dealings in trade practices, including a stint as trial attorney in the anti-trust division of

the Department of Justice. He was appointed an FTC Commissioner last month by President Johnson. FTC attorney John B. Benton of the Bureau of Industry Guidance was set as the FTC's counsel for the hearing.

Many of the industry organizations on hand had prepared written statements to be read from the floor. NAARD, the retailers association, said that its statements would be a compilation of previous comments on trade practices made to the FTC going back to when the organization was called SORD.

ROSA had also put its comments down on paper, while each regional member of ARMADA, the distrib organization, was expected to address the FTC. An ARMADA spokesman noted that the association would also be represented at the meet via the

(Continued on page 38A)

## Mercury Releases 10 "Spring Tune-Up" LP's

CHICAGO—Mercury Records' March release features 10 new albums and the label's traditional Spring classical sale, offered under a "Spring Tune-Up" plan, according to Kenny Myers, veep in charge of sales.

The plan offers a 10% discount on all new and catalog product, a continuation of the program the label introduced last Sept.

Six new pop album highlighting the release are: "Encore of Golden Hits of The Group" by the Platters; "The Exciting Years" by Diane Ray; "Quincy Jones Explores The Music Of Henry Mancini"; "Songs Of The Big City" by Clyde McPhatter; "Songs About The Working Man" by Dave Dudley, and "Anita Of The Carter Family" by Anita Carter.

The "Tune-Up" feature of the plan is the 1964 version of the label's annual special sale of classical albums. Under this plan, in effect from March 15 through April 15, Mercury's entire classical catalog (with the exception of the Curtain Up! album

series) is offered at \$1.00 off the list price.

For the Curtain Up! series, which features repackaging and reprogramming of catalog LP's, the plan offers one free with two.

The four new classical albums in the March release are: "J. S. Bach: Keyboard Works" performed by harpsichordist Rafael Puyana; "Bartok: Concerto For Orchestra" by the London Symphony Orchestra conducted by Antal Dorati; "Schumann: Concerto in A Minor" performed by pianist Byron Janis with the Minneapolis Symphony Orchestra; and "Folksong Suites and Other British Band Classics" by the Eastman Wind Ensemble conducted by Frederick Fennell.

In addition, the label is releasing four new albums in its Mercury-Wing economy line: "Max Sanders and His Swing Band"; "Dinah Washington Sings Fats Waller"; "Reflections" by the Platters; and "Caravan" by Eddie Layton.

## Walt Maguire Re-Joins London Records



NEW YORK—Walt Maguire has returned to London Records to become A&R director of the label's pop singles dept. The exec left London seven months ago to join Colpix Records as general manager, a post he recently vacated.

He will be in charge of all singles issued on the London label as well as pop singles and LP's distributed nationally by London through its London Group. This is essentially the functions he held prior to his departure from the label. Maguire was instrumental in establishing the "group" concept six years ago.

Eddie Kissack will once again work with him on London Group product.

## Murray Deutch Named VP Of United Artists Music



NEW YORK — Murray Deutch has been promoted to vp of United Artists Music, according to Mike Stewart, exec vp of the company.

In his new post, Deutch will retain his position as general professional manager of the flick company's publishing set-up.

Deutch joined UA a year ago after serving as vp of Jubilee Records. Before that, he was associated with Southern Music, where he was general professional manager.

Last year, United Artists Music, cleared through ASCAP, tripled its performances over 1962. Unart Music, UA's BMI set-up, also showed gains in 1963.

## Gloria Lynne Dates To Appear On Fontana



CHICAGO — Charlie Fach, head of Fontana Records, last week announced a long-term agreement, negotiated with a producing company, for the sale and distribution of diskings of performances of Gloria Lynne, the song stylist. She is currently doing Top 100 business with "I Wish You Love" on Everest Records, her longtime label.

According to Fach, terms of the agreement include the sale and distribution of the product on the Fontana label both in the U.S. and abroad.

In making the announcement, Fach pointed out that the announcement marks the beginning of Fontana's "vast expansion plans." Originally launched as a companion label to Smash Records in September, 1962, the label's plans for expansion in 1964 were outlined at the Smash-Fontana national sales meeting for distributors in Dec.

"Following the trend of growth of the million-dollar-plus Smash label," Fach said, "the months ahead will see Fontana develop into a full-scale major American label with an ever-expanding roster of name talent. We

(Continued on page 36)

## "RCA Victor" Logo Now Spans All Of Europe

NEW YORK—The RCA Victor trademark is now established in all of Europe, according to Dario Soria, the label's international vp who just returned from abroad.

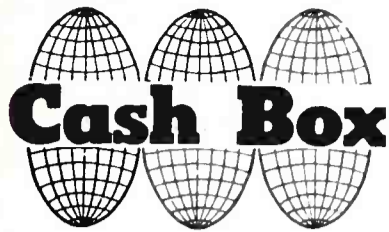
After World War II, when RCA started to issue its recordings independently in England and on the continent, only the RCA monogram identified them. However, during the past three years, the RCA label has been gradually converted in Europe, country by country, to RCA Victor. Italy, Spain, England and France were among the first countries where RCA made the change. Now, with the addition of Germany, Austria, Switzerland, Benelux and the Scandinavian countries, the conversion has been completed, and uniformity of identification has been established between RCA Victor records in Europe and RCA Victor records in the Americas.

The joining of the two marks in Europe followed in reverse the joining of the two marks in the United States. The famous Victor label, one of the oldest in the industry, dates back to the turn of the century. In 1929, when the Radio Corporation of America acquired the Victor Talking Machine Company, it continued for a time to release disks under the Victor label only. Later, the RCA name was added to the Victor name.

## CB Rep To Attend Eurovision Contest

STOCKHOLM — Sven G. Winquist, representative of Cash Box in Scandinavia, will be in Copenhagen for the Eurovision Song Contest that begins there this week (21).

Winquist will be staying at the Hotel Baltic, Borups Plads 2, Copenhagen N. from Mar. 18-22. He will be happy to be of help and assistance to all members of the trade who will be in Copenhagen for the event. The hotel phone number is 34 46 48.



# 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

"CAN'T BUY ME LOVE" (2:12)  
[Northern Songs Ltd. ASCAP—Lennon, McCartney]  
"YOU CAN'T DO THAT" (2:33)  
[Northern Songs Ltd. ASCAP—Lennon, McCartney]  
THE BEATLES (Capitol 5150)

Here's a Capitol offering that just can't miss. Orders for this brand new Beatles' deck, waxed in England for simultaneous release throughout the world, have already zoomed past the million mark. One half, tabbed "You Can't Buy Me Love," is a driving, beat-filled rocker that sports the foursome's famed 'Liverpool' sound. "You Can't Do That," on the other end, is a pulsating stomp'er bound for chartdom. Watch 'em take off.

"THAT'S THE WAY BOYS ARE" (2:13) [Earth BMI—Barkan, Raleigh]  
"THAT'S THE WAY THE BALL BOUNCES" (2:22)  
[Bonjour ASCAP—Hamlisch, Liebling]  
LESLEY GORE (Mercury 72259)

The thrush, who has nothing but 'top ten' smasheroos, is a cinch to have another one in this follow up to "You Don't Own Me." The newie, labeled, "That's The Way Boys Are," is a contagious, multi-tracked handclapper that Lesley and her choral-ork support shuffle thru in ultra-commercial manner. The tear-compelling, philosophical romancer on the other end takes an easy cha cha beat ride. Credit for the stellar arrangements on both ends belong to Claus Ogerman.

"MAKE ME FORGET" (2:18)  
[B. F. Wood ASCAP—Merrel, Harris, Douglas]  
"LITTLE GIRL YOU'VE HAD A BUSY DAY" (2:17)  
[Fajob ASCAP—Mendoza, Wisner]  
BOBBY RYDELL (Cameo 309)

It looks (and sounds) like Bobby Rydell has another big "Forget" hit on his hands. The songster, who's coming off his hottest deck in some time, "Forget Her," can make it two smashes in-a-row with "Make Me Forget." It's another sentimental tear-compelling cut-in-England tune that moves along at a bright thump-a-twist pace. Coupler's a soft beat cha cha charmer that can also step way out.

"THE MATADOR" (2:35) [Curtom, Jalyne BMI—Davis, Butler, Lance]  
"GONNA GET MARRIED" (2:12) [Curtom, Jalyne BMI—Mayfield]  
MAJOR LANCE (Okeh 7191)

Lance follows his latest smash, "Um, Um, etc.," in a string of smashes with another sensational Okeh stand that has the goods to make it his 4th giant in-a-row. This one's a beat-filled affair about a new dance, tabbed "The Matador." The dandy J. Pate arranged deck's loaded with the hit sounds of his previous successes. The inviting cha cha-like undercut's a weeper labeled "Gonna Get Married."

"KISS ME SAILOR" (2:25) [Saturday ASCAP—Rambeau, Rehak]  
"SOFT-SPOKEN GUY" (2:35) [Saturday ASCAP—Crewe, Rambeau]  
DIANE RENAY (20th-Century-Fox 477)

Lark, who celebrated a huge success with her 20th-Fox tribute to "Navy Blue," is a cinch to be in for more way-up-on-the-chart festivities this time out. Side to watch is another nautical jump delight, tabbed "Kiss Me Sailor," that Diana and the Calello-led ork-choral outfit serve up in ultra-commercial manner. The captivating, hush-voiced coupler takes a fetching cha cha beat route.

"(THE BEST PART OF) BREAKIN' UP" (2:35)  
[Mother Bertha, Hill & Range BMI—Spector, Poncia, Andreoli]  
"BIG RED" (2:00) [H.P.S. ASCAP—Spector]  
THE RONETTES (Philles 120)

The Ronettes, who have "Be My Baby" and "Baby, I Love You" under their hit belts, should soon be adding another solid sales item to the collection with "(The Best Part Of) Breakin' Up." It's a tantalizing shuffle-thumper that the gals knock out with loads of teen appeal. Stand out, percussion-led rock-a-rhythmic arrangement supplied by Jack "Specs" Nitzsche. As usual, the companion piece is a catchy all-instrumental swinger with jazz overtones.

"STAY AWHILE" (1:58) [Flamingo-Hawker, Raymonde]  
"SOMETHING SPECIAL" (2:20) [Rogers-Springfield]  
DUSTY SPRINGFIELD (Philips 40180)

The lark, who has a high-riding chart item on both sides of the Atlantic in "I Only Want To Be With You," can duplicate that success with this new one—already zooming up the best seller list in Great Britain. It's another up tempo driver, tabbed "Stay Awhile," that Dusty carves out in top notch multi-voiced manner. Superb choral-instrumental showcase rounds out the winner. Dusty's the cleffer of the charming cha cha beat opus on the flip.

## Pick of the Week

"SHANGRI-LA" (2:03) [Robbins ASCAP—Sigman, Malneck, Maxwell]  
"WARM AND TENDER" (2:01) [Metric BMI—Newman]  
VIC DANA (Dolton 92)

Dana, who had the big vocal version of "More," a few months back, can do the same with "Shangri-La," the beautiful Bobby Maxwell-penned instrumental hit. Side features a top drawer vocal effort by Vic, who's backed in big, "Stripper" beat style by the Ernie Freeman ork-chorus. Tune, a Jackie Gleason TV theme, is already getting around the charts via both the Dana and Maxwell versions. The lovely tune on the flip moves along at a "More" clip.

"VANISHING POINT" (2:00) [Wrist BMI—Gordon]  
"BOREALIS" (2:00) [Wrist-Rickland BMI—Motola, Page]  
THE MARKETTS (Warner Bros. 5423)

The Marketts follow their recent sales giant, "Out Of Limits," with another fascinating instrumental that could quickly follow suit. This one's tabbed "Vanishing Point," and it's a steady beat thumper that once again sports those 'out of this world' instrumental sounds. The very pretty, soft cha cha beat coupler's titled "Borealis." Watch it, too!

"THE PINK PANTHER THEME" (2:35)  
[Northridge & United Artists ASCAP—Mancini]  
"IT HAD BETTER BE TONIGHT" (1:56)  
[Northridge & United Artists ASCAP—Mancini, Mercer]  
HENRY MANCINI & HIS ORCH-CHORUS (RCA Victor 8286)

The prolific flick composer has written the music for the new Peter Sellers-starred comedy flick, "The Pink Panther." His main-title creation is a strong, jazz-minded big-band swinger, while a gay Italian-flavored tune, "It Had Better Be Tonight," also from the pic, sports a lyric by his Oscar teammate, Johnny Mercer. Mancini's diskings of his own efforts are most often chart sounds, and he seems to have a two-for-the-money deck here.

"CALL HER UP" (2:25) [Merrimac BMI—Garvin, Wilson]  
"THE KICKAPOO" (3:02) [Merrimac BMI—Wilson, Fann]  
JACKIE WILSON (Brunswick 55263)

Wilson can have his hottest deck since "Baby Workout" in this new Brunswick stand. One half's a swinging shuffle-twist sentimental romancer, labeled "Call Her Up," that Jackie and the Dick Jacobs' ork-choral outfit belt out with loads of coin-catching, pop-r&b enthusiasm. Ditto for the sizzling new rock-a-rhythmic dance step, "The Kickapoo," on the Alan Lorber-arranged companion piece.

"TODAY" (2:44) [Miller & Heritage ASCAP—Sparks]  
"MISS KATY CRUEL" (2:35) [Heritage ASCAP—Podell, Woods]  
NEW CHRISTY MINSTRELS (Columbia 43000)

The New Christy Minstrels can quickly get back in their money-making ways with this very commercial release, "Today," from the soon-to-bow MGM flick, "Advance To The Rear." The tune is a slow-moving, hauntingly plaintive ballad about the painstakingly difficult progress of mankind. The flip, "Miss Katy Cruel," is a lively, hard-driving, rhythmic updating of moving folk evergreen. Also merits a close look.

"LET HER GO" (2:34)  
[Leeds ASCAP—Tepper, Bennett, Modugno, Zambrini]  
"LOVE'S GONNA LIVE HERE" (2:00) [Blue Book BMI—Owens]  
STEVE ALAIMO (ABC-Paramount 10540)

Alaimo can again cop Top 100 laurels, this time via his ABC-Paramount bow, "Let Her Go." Tune, which lists Domenico "Volare" Modugno as one of the cleffers, is an emotion-packed affair that the chanter puts across with telling effect. Excellent martial beat-like setting supplied by Bill Justis. The engaging coupler's (a current country click for Buck Owens) is delivered in a Bobby Darin "Mack The Knife" swing fashion.

"WE'LL NEVER BREAK UP FOR GOOD" (2:13)  
[Couch, McDuff, Wilburn]  
"CRAZY LITTLE THINGS" (1:58)  
[Le Bill & Jackpot BMI—Beavers, Smith]  
PAUL & PAULA (Philips 40168)

Chances are Paul & Paula will be chart-mates once again. The duo's latest, "We'll Never Break Up For Good" (an obvious reference to their off-the-record doings), is an extremely pretty, soft shuffle ballad romancer that they carve out with touching sincerity. The complete change-of-pace coupler moves along at a contagious quick beat clip.

"SHOUT" (2:28) [Wemar BMI—O'Kelly, Isley, Isley, Isley]  
"LITTLE GIRL" (2:22) [Just BMI—Greenberg, Baer]  
DION (Laurie 3240)

From the Laurie vaults comes another Dion (Di Muci) offering that can make a big splash on the sales scene. It's the while-back sensation (for the Isley Bros.), "Shout," that opens in sizzling style quiets down to a whisper and then builds up again, in frenzied fashion. Backing's a pretty, easy-going weeper.





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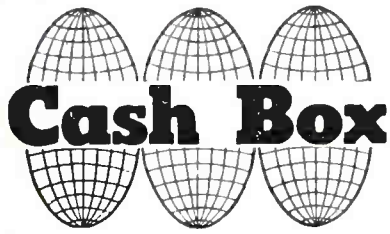
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# RECORD REVIEWS

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

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

## Best Bets

TRACEY DEY (Amy 901)

● "GO AWAY" (2:19) [Saturday ASCAP—Crewe, Calello] Thrush, following her recent noise-maker, "Here Comes the Boy," should have another success with this fine big-sounding statement, complete with strong rock-a-string accompaniment. Tune also makes strong teen sense. Eye closely.

● "GONNA GET ALONG WITHOUT YOU NOW" (2:19) [Reliance ASCAP—Kellem] This end, a sly-beat bluesy revival of the old Patience & Prudence hit, can also make the grade.

CIGLIOLA CINQUETTI (CGD 10905)

● "NON HO L'ETA' PER AMARTI" (2:50) [Chappell ASCAP—Colonnello, Nisa, Panzeri] This year's San Remo Festival winner is performed by the artist who helped sing it to fame. It's a big-ballad affair (known in English as "I Am Not Old Enough to Love You"), which the young (15) performer does in commanding fashion. Deck, already a smash in Italy, could happen here, too.

(B) "SEI UN BRAVO RAGAZZO" (2:37) [Edizioni Successo (SIAE)—Migliacci] More relaxed sound on this end.

VINNI MONTE (TCF 7)

● "WHAT'S THE MATTER WITH MARILYN" (2:30) [Shapiro-Bernstein-ASCAP—Schatz, Phillips] Here's a lushly arranged vocal offering from songster Vinnie Monte that could up the pulses of the teen crowd. It's plush with melody with a potent delivery by the chanter and an all-femme choral group. Eye this one for early sales and spins.

● "HEY, LOOK AT THE WINTER SNOW" (2:15) [Stemick, Seventh Ave-BMI—Montenegro] Loads of 2-sided potential on this deck as the songster and crew lash out with a pulsating, handclapping happy-sounding novelty geared for dancing and smooth listening.

TERI THORNTON (Columbia 43002)

● "COLD, COLD HEART" (2:28) [Fred Rose-BMI—Williams] Teri Thornton dusts off the Hank Williams oldie and dresses it up in a bright new arrangement enhanced by her warm and feelingful delivery. The lark has a winning vocal style and this one could be a winner. Country-blues backdrop is very effective.

(B+) "YOU DON'T KNOW" (2:19) [Frank/Rinimer-ASCAP—Willson] The songstress gives a big, powerful reading of this tune from Meredith Willson's "Here's Love." Strong programming fare here.

THE MONOTONES (Hickory 1250)

● "WHAT WOULD I DO" (1:58) [Acuff-Rose-BMI—Alexander] The Monotones bow on Hickory with this slick-sounding romancer served with a racing rhythm back-drop. The crew exhibits a potent vocal flair that could spark plenty of interest in the disk. Could happen.

(B+) "IS IT RIGHT" (2:25) [Ridge-BMI—Alexander] The flavor here is while-back rock or new Beatles, as you will, but it's in vogue and could get some action.

SUGAR PIE DE SANTO (Checker 12987)

● "SLIP-IN MULES" (2:50) [Chevis-Medal BMI—Davis, Higgenbottom] Artist, who has had hits in the past can garner Top action with this potent answer deck to label-mate Tommy Tucker's pop-r&b chart-rider, "High Heel Sneakers." The tune is a raunchy, low-down bluser in which Sugar Pie proclaims an affinity for mules.

(B+) "MR. & MRS." (2:03) [Chevis BMI—Staunton, Walker] This time out the Sugar Pie offers a top-notch, teen-oriented, chorus-backed blues romancer with a rockin' danceable beat.

HANK MARR (Federal 12516)

● "EASY TALK" (2:52) [Avenue BMI—Marr, Redd] Hank Marr, who scored in the r&b and pop depts. last time out with "Greasy Spoon," is a cinch to create like excitement with this medium-paced, jazzy instrumental with some extremely funky overtones. Plenty of potential here.

(B+) "I REMEMBER NEW YORK" (3:30) [Avenue BMI—Redd] On this end Marr dishes-up an appealing easy-listening, slow-moving bluesy ballad with nostalgic while-back sound.

ICHABOD & CRANES (Coral 62401)

● "THE TURTLE" (2:33) [Midway-ASCAP—Hornsby, Teifer] Ichabod and the Cranes take a dim view of the violent dances and recommend this do nothin' at all step. The group gets a solid backdrop to do this lazy step and the sound is just off-beat enough to get considerable action from the spinners and the kids.

(B+) "SUPERMARKET OF LOVE" (2:33) [Midway-ASCAP—Hornsby, Teifer] The creeping casual vocal approach is continued on this end with clever ditty about a girl market. It's unusual and could happen.

JOE HENDERSON (Todd 1096)

● "IF WE COULD START ALL OVER AGAIN" (2:25) [Cramart BMI—Martin] Vocalist, an occasional chart performer (e.g. "Snap Your Finger") offers a heart-felt reading of a very pretty sentimental. Supporting him is a softie sound with a Nashville manner. It needs lots of exposure to succeed; jocks could supply it.

(B+) "YOU TAKE ONE STEP (I'll Take Two)" (2:34) [Cramart BMI—Innis] Brighter format that effectively employs the artist's deep-voiced style.

LITTLE JOHNNY TAYLOR (Galaxy 729)

● "FIRST CLASS LOVE" (3:19) [Cireco/Voycon BMI—Hammond] Songster's warbling with effective basic-blues finesse in this smooth expression about a guy who questions his gal's affection for him, since he realizes she loves another. Performer can show-up in R&B markets with this stand. He's done it before.

(B) "IF YOU LOVE ME (Like You Say)" (2:21) [Cireco/Voycon BMI—Taylor] A Latinish rhythm from the band backs another blues stand by the songster.

## Best Bets

KEN COLEMAN (Epic 9667)

● "MY TALKING DOG . . . NAPOLEON" (2:30) [Garson-Hilliard Prod. ASCAP—Hilliard, Garson] Besides the novelty of a "talking" dog, recently brought to the label, there's a fine easy-go swinging performance by the songster, who has a Jack Jones-type manner. Tune is slick & agreeable. Backing is a hip string-included affair. This could be a left-field success.

(B) "BRING IT TO ME" (2:08) [Planetary ASCAP—Labe, Hilliard] Mild triplets are part of the lush backing in this very pleasing affectionate date.

THE HORNETS (Columbia 42999)

● "SEVEN DAYS TO TAHITI" (1:49) [Tod-ASCAP—Applebaum] Here's a first-rate instrumental offering from the Hornets that could incite plenty of interest from the deejays. It's a Stan Applebaum tune with plenty of broad appeal. Eye this one for prompt programming and brisk sales.

(B+) "FRUIT CAKE" (2:17) [Benglo-BMI—Tucker] Another strong entry on this end with the band coming up with a flavorful rendition of a choice melody. A neatly arranged opus.

DELLA REESE (RCA Victor 8337)

● "THE BOTTOM OF OLD SMOKEY" (2:04) [Earleon-ASCAP-Shuman, Carr] Old Smokey's remembered again in song, this time the lower part in a clever and tuneful ditty served up in the distinctive and polished manner of Della Reese. It has an infectious arrangement that should garner plenty of sales and spins for the lark.

(B+) "A CLOCK THAT'S GOT NO HANDS" (2:07) [Sealark-BMI—Halley] Della puts down all time devices now that her man has left her. Still in the novelty vain but with plenty of substance.

FIVE DU-TONES (One-derful 3059)

● "THE COOL BIRD" (2:25) [Vapac BMI—Hayes, Higgins] The Five Du-Tones have had hits in the past and they can do it again with this fast-moving, teen-angled pop-r&b rhythmic ditty (complete with gimmick) which intros a new dance. Eye it.

(B+) "THE CHICKEN ASTRO-NAUT" (2:37) [Vapac BMI—Mackay, Higgins] On this end the crew offers a contagious, high-spirited novelty about a guy who prefers terra firma to space exploration.

JERRY FULLER (Challenge 59235)

● "HOLLYWOOD STAR" (2:25) [4-Star BMI—Fuller] The singer-cleffer can make a return trip to chartsville with his newest outing. It's a self-penned, steady beat thumper about a guy who didn't heed parental advice and is still waiting for the big break. Strong rock-a-string support for Jerry's winning vocal.

(B+) "FOOTPRINTS IN THE SNOW" (2:21) [4-Star BMI—Fuller] This end's a pretty, soft beat cha cha romancer that also rates attention.

THE FREEWHEELERS (Epic 9664)

● "WALK, WALK" (2:21) [Panther ASCAP—Skylar, Caiola] There's an infectious raz-mataz air about this old-time-flavored outing by the crew. Joy unbounded sound that could prove a happy chart entry.

(B) "THE BEST OF IT" (2:16) [Day & Bob Hilliard ASCAP—Hilliard, Garson] Folkish ditty states a happy philosophy.

BONNIE BROOKS (United Artists 708)

● "BRING BACK MY BEATLES (To Me)" (2:21) [Print ASCAP—Leeds] This is a solid belt workout on "My Bonnie Lies Over The Ocean," now heard as a plea for the return of the Beatles to the U.S. Could happen big.

(B) "A LETTER FROM MY LOVE" (2:10) [Unart BMI—Kane, Green] Easy-beat romantic from the teen (19) thrush.

AL CAIOLA (United Artists 711)

● "FROM RUSSIA WITH LOVE" (2:58) [Unart BMI—Bart] Theme for the new James Bond flick could bring the guitarist back for a chart run. Affair is a build-up swinger, with the ork playing a bigger part when the sound reached midway. Should be eyed.

(B) "MEXICAN SUMMER" (2:23) [South Mountain BMI—Rankin] A pretty tune gets a big-sounding, galloping arrangement.

THE SILLAWAYS (Dot 16589)

● "WHAT'S SHE GOT (That I Ain't Got)" (2:25) [Joy ASCAP—Goehring, Lee, Mirsky] Cute teen tune, sometimes a reminder of "Swingin' On A Star," is engagingly essayed by the femmes against a bright Latin-rock format. The Top 100 may have to make room for this charming sound.

(B) "MY IDEA OF HEAVEN" (2:22) [Joy ASCAP—Goehring, Hendrix] Off-beat keyboard remarks are part of this busy affair.

BUDDY GRECO (Epic 9666)

● "IT HAD BETTER BE TONIGHT (Meglio Stasera)" (2:00) [Northridge & United Artists ASCAP—Migliacci, Mercer, Mancini] Tune is a new Henry Mancini-Johnny Mercer collaboration for the pic, "Pink Panther," and it receives a buoyant Italian-English sound from the popular performer. Can come-up with lots of turntable action.

(B) "MORE" (2:32) [E. B. Marks BMI—Newell, Oliviero, Ortolani] An exciting rendition of the hit tune, also done in Italian and English.


THE ROYALTONES (Mala 473)

● "OUR FADED LOVE" (2:40) [Vicki BMI—Katsakis, Coffey] The Royaltones, who had a while-back chart-maker in "Poor Boy," can make another hit appearance with this bow on Mala. Side's an extremely pretty, soft ballad instrumental that makes for 'must programming' with the jocks.


(B) "HOLY SMOKES" (2:15) [Vicki BMI—Coffey, Kreiner] The artists let loose on this rousing change-of-pace rocker.

**THE  
HIT  
SCORING  
TEAM  
IS  
TAMLA  
MOTOWN  
GORDY**

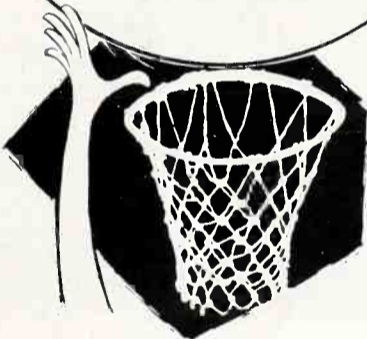
**"THE  
WAY YOU DO  
THE THINGS  
YOU DO"**  
The Temptations  
Gordy 7028




**"YOU'RE  
A  
WONDERFUL  
ONE"**  
Marvin Gaye  
Tamla 54093



**"CASTLES  
IN THE  
SAND"**  
Little  
Stevie Wonder  
Tamla 54090



**"THE  
MAN  
IN YOU"**  
The Miracles  
Tamla 54092



**CASH BOX**      **BILLBOARD**  
Best Bet      Spotlight Pick

**"CAN YOU DO IT"**  
The Contours  
Gordy 7029

On  
The  
Charts!  
#77—Cash Box  
#82—Music Vendor

**BUY 6 GET ONE FREE**

**A PACKAGE OF 16 ORIGINAL BIG HITS**

YOU'RE A WONDERFUL ONE	YOU'RE SO VICTIM	THE WAY YOU DO THE THINGS YOU DO	YOU'RE SO VICTIM
YOU'RE SO VICTIM	YOU'RE SO VICTIM	YOU'RE SO VICTIM	YOU'RE SO VICTIM
YOU'RE SO VICTIM	YOU'RE SO VICTIM	YOU'RE SO VICTIM	YOU'RE SO VICTIM
YOU'RE SO VICTIM	YOU'RE SO VICTIM	YOU'RE SO VICTIM	YOU'RE SO VICTIM

**TAMLA / MOTOWN / GORDY**

2648 W. Grand Blvd., Detroit, Mich.

Motown 614



now...  
from England  
comes

# danny williams

the  
one to  
watch!!



# white on white

sensational  
new ballad  
SUCCESS #UA 685

Produced by Jack Gold  
Arranged and conducted by Don Costa

Watch Danny Williams, he's really going places... and he has the appeal that makes singers stars. That's why he's on the UA label. There's a talented team at UA. A team with a talent for spotting talent—talent like Danny Williams. Another new young artist who is going places fast with **THE ONE TO WATCH.**







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

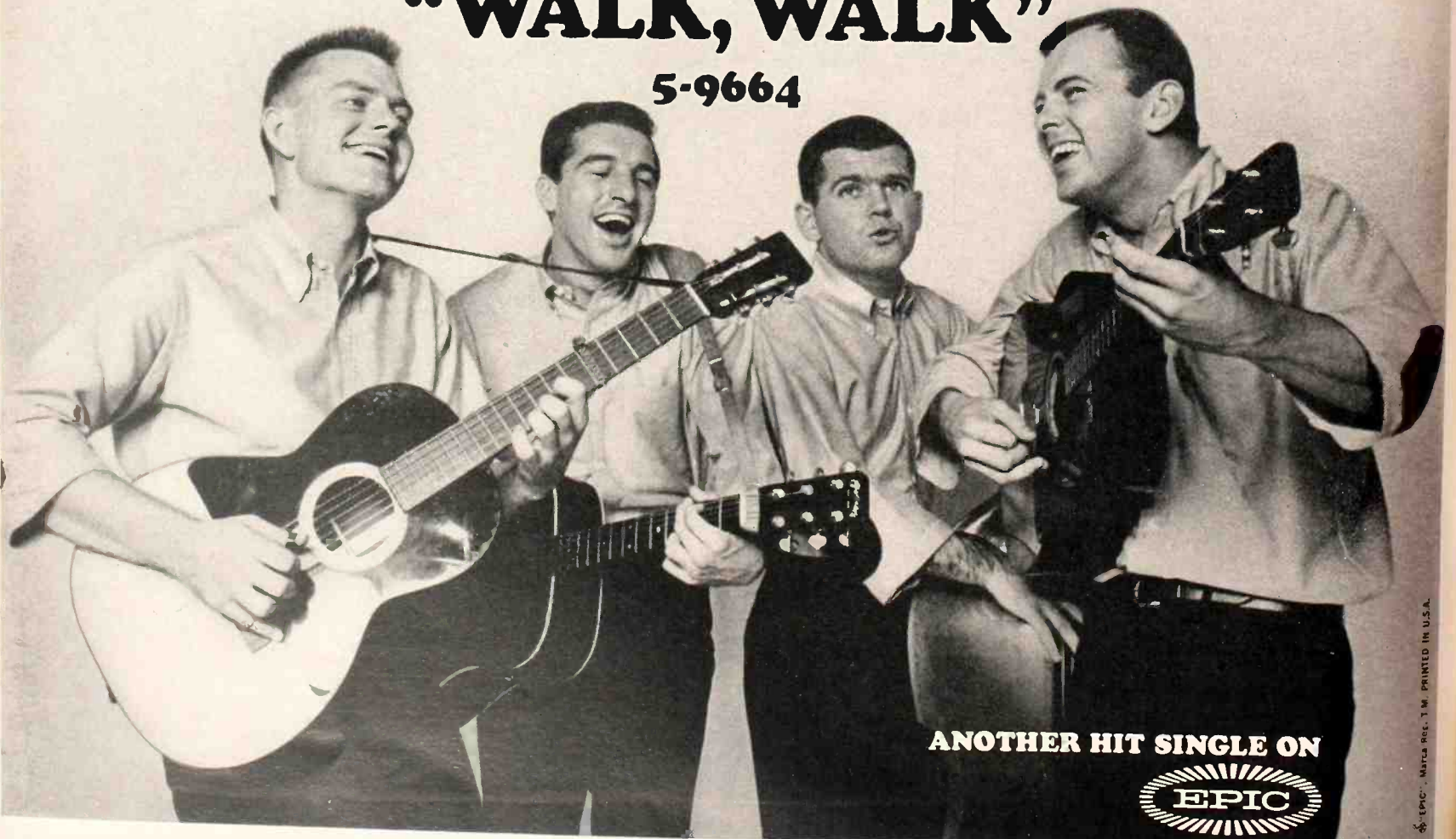
- |  |  |  |  |
|--|--|--|--|
| 1 <b>THAT'S THE WAY BOYS ARE</b><br><i>Lesley Gore (Mercury 72259)</i>             | 13 <b>NEVER LEAVE ME</b><br><i>Stratfords (O'Dell 100)</i>                           | 26 <b>STOCKHOLM</b><br><i>Lawrence Welk (Dot 16582)</i>                    | 39 <b>ROMEO &amp; JULIET</b><br><i>Reflections (Golden World 6008)</i>     |
| 2 <b>MY BOYFRIEND GOT A BEATLE HAIRCUT</b><br><i>Donna Lynn (Capitol 5127)</i>     | 14 <b>JAILER, BRING ME WATER</b><br><i>Trini Lopez (Reprise 0260)</i>                | 27 <b>BABY BABY BABY</b><br><i>Anna King &amp; Bobby Byrd (Smash 1884)</i> | 40 <b>WELCOME TO MY WORLD</b><br><i>Jim Reeves (RCA Victor 8289)</i>       |
| 3 <b>I'M LEAVING</b><br><i>Johnny Nash (Groove 550030)</i>                         | 15 <b>I AM WOMAN/PEOPLE</b><br><i>Barbra Streisand (Columbia 42965)</i>              | 28 <b>ALL YOU HAD TO DO</b><br><i>Chris &amp; Cathy (Monogram 517)</i>     | 41 <b>DONNIE</b><br><i>Bermudas (Era)</i>                                  |
| 4 <b>THINK NOTHING ABOUT IT</b><br><i>Gene Chandler (Constellation 112)</i>        | 16 <b>SO FAR AWAY</b><br><i>Hank Jacobs (Sue 799)</i>                                | 29 <b>I'M JUST A NOBODY</b><br><i>Bobby Byrd (Smash 1868)</i>              | 42 <b>WEEJEE WALK</b><br><i>Rivingtons (Liberty 55671)</i>                 |
| 5 <b>TALL COOL ONE</b><br><i>Wailers (Golden Crest 518)</i>                        | 17 <b>IT'S ALL RIGHT/YOU LIED TO YOUR DADDY</b><br><i>Tams (ABC Paramount 10533)</i> | 30 <b>LITTLE BEATLE BOY</b><br><i>Angels (Smash 1885)</i>                  | 43 <b>MOLLY</b><br><i>Eddy Arnold (RCA 8296)</i>                           |
| 6 <b>I CAN'T MISS NOTHIN'</b><br><i>Ike &amp; Tina Turner (Sonja 2005)</i>         | 18 <b>MEXICAN DRUMMER MAN</b><br><i>Herb Alpert's Tijuana Brass (A&amp;M 732)</i>    | 31 <b>DIANE</b><br><i>Bachelors (London 9639)</i>                          | 44 <b>I WISH SOMEONE WOULD CARE</b><br><i>Irma Thomas (Imperial 66013)</i> |
| 7 <b>I'M YOUR HOOCHE COOCHE MAN</b><br><i>Dion (Columbia 42977)</i>                | 19 <b>SAGINAW, MICHIGAN</b><br><i>Lefty Frizzell (Columbia 42924)</i>                | 32 <b>LAZY LADY</b><br><i>Fats Domino (ABC Paramount 10531)</i>            | 45 <b>I'M ON FIRE</b><br><i>Jerry Lee Lewis (Smash 1886)</i>               |
| 8 <b>EBB TIDE</b><br><i>Lenny Welch (Cadence 1422)</i>                             | 20 <b>CONGRATULATIONS</b><br><i>Rick Nelson (Imperial 66017)</i>                     | 33 <b>A LETTER TO THE BEATLES</b><br><i>4 Preps (Capitol 5143)</i>         | 46 <b>DON'T BLAME ME</b><br><i>Frank Ifield (Capitol 5134)</i>             |
| 9 <b>LITTLE BOXES</b><br><i>Pete Seeger (Columbia 42940)</i>                       | 21 <b>GOING BACK TO LOUISIANA</b><br><i>Bruce Channel (LeCam 122)</i>                | 34 <b>HERE'S TO OUR LOVE</b><br><i>Brian Hyland (Philips 40179)</i>        | 47 <b>PLEASE LITTLE ANGEL</b><br><i>Doris Troy (Atlantic 2222)</i>         |
| 10 <b>YOU WERE WRONG</b><br><i>Z. Z. Hill (M&amp;H 200)</i>                        | 22 <b>THAT'S THE WAY LOVE IS</b><br><i>Del Shannon (Berlee 502)</i>                  | 35 <b>COME TO ME</b><br><i>Otis Redding (Volt 116)</i>                     | 48 <b>CHARADE</b><br><i>Sammy Kaye (Decca 31589)</i>                       |
| 11 <b>GIRL FROM SPANISH TOWN</b><br><i>Marty Robbins (Columbia 42968)</i>          | 23 <b>HE WALKS LIKE A MAN</b><br><i>Jodi Miller (Capitol 5090)</i>                   | 36 <b>MONDO CANE #2</b><br><i>Kaj Winding (Verve 10313)</i>                | 49 <b>EASY TO LOVE</b><br><i>Chiffons (Laurie 3224)</i>                    |
| 12 <b>THERE'S A MEETIN' HERE TONIGHT</b><br><i>Joe &amp; Eddie (Crescendo 195)</i> | 24 <b>SWEET VIOLETS</b><br><i>Bob Braun (Fraternity 919)</i>                         | 37 <b>STAND BY ME</b><br><i>Cassius Clay (Columbia 43007)</i>              | 50 <b>MY GIRL SLOOPY</b><br><i>Vibrations (Atlantic 2221)</i>              |
|  | 25 <b>A HEARTBREAK AHEAD</b><br><i>Murmaids (Chattahoochee 636)</i>                  | 38 <b>BLUE MOON</b><br><i>Ray Conniff (Columbia 42967)</i>                 |  |

## THE EXUBERANT VOCAL SOUND OF "FOLK-DIXIE"!

### THE FREEWHEELERS

# "WALK, WALK"

5-9664



ANOTHER HIT SINGLE ON







**RINGO  
STARR**



**PAUL  
McCARTNEY**



**JOHN  
LENNON**



**GEORGE  
HARRISON**

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

**2 NEW BEATLES RELEASES**

**NEW  
BEATLES  
SINGLE**

**IN SPECIAL SLEEVE**

**VJ 587**

**DO YOU WANT  
TO KNOW A SECRET**

**AND**

**THANK YOU GIRL**



**NEW  
BEATLES E.P.**

**Beautiful new four color Beatle  
paintings front and back. Four Great  
Songs never released as singles.**

**Each a Hit in its own right.**

**MISERY  
TASTE OF HONEY  
ASK ME WHY  
ANNA**

**THE E.P. (ECONOMY PACKAGE)  
OF THE CENTURY**

**VJ EP 1-903**



BOBBY BLAND SAYS,

THANKS TO EVERYONE

(D.J.'S, PROMOTION MEN, DISTRIBUTORS, ONE STOPS, JUKE BOX OPERATORS, AND OTHERS)

FOR THEIR HELP IN MAKING

"AIN'T NOTHING YOU CAN DO"

DUKE 375

HIS BIGGEST SINGLE.

THIS RECORD PASSED THE 200,000 MARK IN SALES THE FIRST TWO WEEKS OUT, IT IS JUMPING WITH DOTS AND BULLETS IN ALL THE CHARTS.

DON'T MISS OUT ON THIS ONE!!

\*\*\*\*\*

DUKE AND PEACOCK RECORDS, INC. 2809 ERASTUS STREET HOUSTON 26, TEXAS OR-3-2611



PLATTER SPINNER PATTERN

An unusual public service and promotional campaign by WFUN-Miami recently registered a record total of 420,000 calls in a six-week period via the use of nine electronic secretaries. The highly-technical Western Electronic electronic secretaries were installed by Southern Bell Telephone, over a period of seven days and represented the largest installation of this type ever made. Geared to work on a rotary basis, the equipment tabulated 17,000 calls a day for the first two weeks; 10,000 calls per day during the second two-week period and 3,000 calls per day for the balance of the campaign. In explaining that the station was constantly seeking new and fresh ideas, general manager Arthur Selley and Rounsaville national program director Joyce Monroe said that the promotion pulled a greater public response than the outlet had ever anticipated.

Ken Dowe, who spins 'em on KLIF-Dallas, has instituted a unique giveaway over the 50,000 at McLendon powerhouse. His 3-7 afternoon program is heard over most of Texas and several other states as well as in Dallas. Ken expressed concern on the air that there was no way for listeners outside Dallas to participate in telephone contests in which the station awarded "Beatle Kits" consisting of a wig, jelly beans, and a deck in each kit. Several hundred replies later, Ken announced that each person from areas 50 miles outside Dallas would receive a record for writing in. Now, the station has been bombarded with letters of gratitude and Ken is still mailing records.

Two million Plaid stamps could be the answer to any housewife's dream and that's exactly what WLS-Chicago listeners will be receiving over the next four weeks, during the Plaid Stamps Sweepstakes. Every Monday through Friday for three weeks, a simple question will be asked on the air. From all the correct answers received on each day's contest, winners will be drawn . . . five on Mondays; six on other days. Each of these daily winners will receive 10,000 stamps. During the fourth week of the contest, names of all listeners who sent in a correct answer in previous weeks will be put into the hopper for drawing for grand prize and second prize. The grand prize listener will receive 1,000,000 Plaid stamps and the second place winner will be awarded 130,000 stamps.

Larry Kane, host of the five year old Saturday TV bandstand on KTRK-TV-Houston, has begun a new daily housewife show on the same channel, in addition to his Saturday stanza. The new show is called "Surprise Party." Larry appreciates all guests record artists who may be in the area contacting him at KTRK-TV.

WABC-New York's station jingles have reached new heights. Recently, station general manager, Walter Schwartz and Rick Sklar, program manager, supervised a unique recording session. In the jingles, a full-blooded American Indian girl's voice is substituted for the musical sound of a trumpet. Her unusual voice can register "G" over high "C." It is one of the highest ranges any human has ever achieved. WABC is currently using these unusual jingles for everything from introducing weather spots to station breaks.

Old radio drama has come back with a vengeance in Southern California, where KHJ-Hollywood is running "The Shadow" and Sherlock Holmes, back to back. Fan mail and

phone calls indicate the tremendous popularity of the programs. The RKO General station, under general manager Marty Fliesler, is employing the technique of airing both shows on Sunday afternoon—just like "the good old days of radio."

WXYZ-Detroit has been given a special award by Michigan for Industries Association. The Award was presented to Charles D. Fritz, the station's veeep and general manager, by the Association's director Gerald T. Harris and Honorary Chairman, State Senator Raymond D. Dzendzel.

KDKA-Pittsburgh's "Program PM" will conduct a five-day, on-the-air clinic to air those listeners who would like to quit smoking. Under the supervision of Dr. Douglas Thompson, director of the Student Health Service at the University of Pittsburgh, the program series will run from Monday thru Friday. Station newsman Mike Levine and "Program PM" host John Stewart, employing the "buddy system," will attempt to culminate their long-standing smoking habits during the experiment. They'll serve as examples for listeners who also want to drop the habit.

Jack Palvina, promotion manager of WBBF-Rochester, sends along word that the outlet's Busy Bees Basketball Team composed of station deejays and salesmen has just completed a perfect season with a record of 0-10. Fortunately, the station raised more money than they did points winding up with a grand total of \$5000 for charity.

Ken Gaughran, head of Ken Gaughran Productions and associated with WVOX-New Rochelle, has been named president-treasurer of the Miss Mount Vernon Pageant Association and appointed general chairman-producer-director of the 1964 Miss Mount Vernon Pageant.

KFJZ-Fort Worth has launched its search for the city's Miss 16. The contest is open to all girls 13 to 17 and all that is needed to enter is a pic along with a list of favorite hobbies and future career ambition. Prizes include a \$50 Savings Bond, transistor radio, record player, wrist watch, cosmetics, etc.

VITAL STATISTICS:

Ron Turner exits his air niche on WTAC-Flint to assume the 7 PM-midnight slot on WFLA-Tampa-St. Petersburg. Another new WFLA add is Gary Whiteaker who joins the station as a newsmen. . . . Dan Sorkin is now hosting the "Playboy Table Talk" talk show over WYNR-Chicago. . . . Dale Moudy given the green light as general manager of WSAI-Cincinnati. The exec was previously veeep and general manager of WING-Dayton. . . . Ron Wren is the publicity manager of KPIX-San Francisco. . . . Gene Plumstead exits his program director chair on WERE-Cleveland while Robert Miller fills his spot. . . . Dick Lamb is spinning 'em once again on WGH-Newport. . . . Jim Simpson, formerly on the deejay staff of WPOP-Hartford, is now associated with Mars Broadcasting. . . . Jeff Starr is now a platter spinner on WALE-Fall River, Mass. . . . Sam Salerino, formerly national sales manager of Prima Records, has left the diskery to spin the decks on KLUC-Las Vegas. . . . Bruce Allen, formerly a deejay on KSRO-Santa Rosa, has moved to KPLS-Santa Rosa where he's handling similar chores. . . . Steve Daly is now on the news staff of KDKA-Pittsburgh. . . . Donn R. Shelton named promotion manager of WJZ-TV-Baltimore.

WE'RE NOT THE BEATLES BUT WE'RE ALSO GREAT!

(Do we have to go to England to prove it?)

Our New Release

"LIVERPOOL BOUND"

by



VITO & THE SALUTATIONS

WELLS 1008

FARGO RECORDS, 1650 Broadway, N.Y.C. (CI 5-1270)

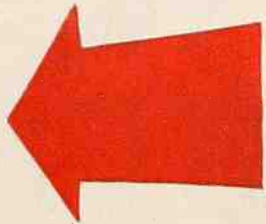
Distributed By

Some Areas Open For Distribution

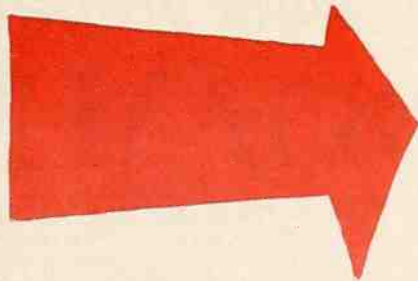
DJ's Write For Free Samples



# REMEMBER THIS GREAT BUYER'S AID?



# WATCH FOR THIS ONE



**Cash Box**

**SWING INTO SPRING**  
RECORD BUYERS AID

NEW ALBUM RELEASES AND MERCHANDISING AIDS FOR SPRING

PLUS

A COMPLETE DISCOGRAPHY OF ORIGINAL CAST ALBUMS AND FILM SOUND TRACKS

## IT WILL BE OUT APRIL 6th

THE CASH BOX "SWING INTO SPRING" RECORD BUYER'S AID IS PART 2 OF THE APRIL 11 ISSUE. IT WILL BE MAILED WITH THE REGULAR WEEKLY EDITION OF CASH BOX AND CAN BE RETAINED FOR YEARS AS A GUIDE TO THE FIELD OF THEATER MUSIC ON RECORDS.

MECHANICAL SPECIFICATIONS ARE IDENTICAL TO REGULAR CASH BOX DIMENSIONS. THIS SPECIAL ISSUE WILL REACH THOUSANDS OF ADDITIONAL DEALERS.

ISSUE DATED: APRIL 11

HITS THE TRADE: APRIL 6

**DEADLINE FOR ADVERTISING: APRIL 1**

This Special Edition Will Feature:

- Complete Summary of Spring Releases (LP's)
- Complete Discography of B'way Cast LP's
- Complete Discography of Film Track LP's
- Complete List of B'way Cast & Film Track Tapes
- Display Aids Designed To Up Your Sales
- Clever Selling And Stocking Ideas For Your Store
- Articles And Features To Add To Your Understanding Of The Broadway Cast & Film Track Markets
- The World Of Drama On Disks
- Other Helpful Programming Hints And Sales Aids

# ALREADY ON THE CHARTS!



*Not since*  
**PERSUASIVE PERCUSSION**  
*has there been a record with*  
*such explosive musical impact as*

## **ROME 35/MM**

STARRING ENOCH LIGHT AND HIS ORCHESTRA

Remember how Command Records created a whole new field of musical recordings with PERSUASIVE PERCUSSION?

Remember how Command Records revealed previously undreamed of potentialities in realistic, true-to-life sound reproduction in its first album recorded on Stereo 35mm film?

Enoch Light was the producer behind both these milestones in the musical and technological advance of recording.

And now . . . with ROME 35/MM . . . Enoch Light has moved ahead again.

ROME 35/MM is the ultimate mixture of:

. . . the great musical excitement that went into PERSUASIVE PERCUSSION starring Terry Snyder and produced by Enoch Light

. . . the very latest and most advanced technical achievements of the engineers who developed Stereo 35 mm

. . . plus the everlastingly gorgeous melodies of the most romantic country in the world, Italy

. . . played by the conductor who has created an entire new concept of musical excitement and adventure, Enoch Light.

ROME 35/MM is one more reason why COMMAND is the most exciting name in stereo recording.

### SELECTIONS INCLUDE:

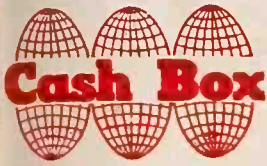
O SOLE MIO; VIA VENETO; ARRIVEDERCI, ROMA; I WANT TO BE WANTED (Per Tutta La Vita); TANGO DELLE ROSE; 'NA VOCE, 'NA CHITARRA, E'O POCO 'E LUNA; STAIRWAY TO THE SEA (Scalinatella); TELL ME YOU LOVE ME (Parlami D'Amore, Mariu'); ANNA; CIUMACHELLA (from "Rugantino"); DON'T FORGET (Non Dimenticar); NINA.

AVAILABLE IN STEREO,  
MONAURAL AND 4-TRACK TAPE

**WORLD LEADER  
IN RECORDED SOUND**  
**Command**  
**RECORDS**

1501 BROADWAY, NEW YORK 36, N. Y.

IN CANADA: DISTRIBUTED BY  
"SPARTON OF CANADA"



# Cash Box TOP 100 Albums



**TOP 50 STEREO**

MONAURAL

MARCH 21, 1964

Pos. Last Week

Pos.	Last Week	Album
1	1	MEET THE BEATLES (Capitol T 2047)
2	2	INTRODUCING THE BEATLES (Vee Jay LP 1062)
3	3	HONEY IN THE HORN Al Hirt (RCA Victor LPM 2733)
4	6	BARBRA STREISAND/THE THIRD ALBUM (Columbia CL 2154)
5	7	HELLO DOLLY Broadway Cast (RCA Victor LCO 1087)
6	4	CHARADE Henry Mancini (RCA Victor LPM 2755)
7	5	IN THE WIND Peter, Paul & Mary (Warner Bros. WB 1507)
8	9	TENDER IS THE NIGHT Johnny Mathis (Mercury MG 20890)
9	8	WEST SIDE STORY Filmtrack (Columbia OL 5670)
10	10	THE WONDERFUL WORLD OF ANDY WILLIAMS (Columbia CL 2137)
11	12	LIVING A LIE Al Martino (Capitol T 2040)
12	14	JOHN GARY ENCORE (RCA Victor LPM 2084)
13	13	YESTERDAY'S LOVE SONGS—TODAY'S BLUES Nancy Wilson (Capitol T 2012)
14	11	THE SINGING NUN Soeur Sourire (Philips PCC 203)
15	16	TIME TO THINK Kingston Trio (Capitol T 2011)
16	17	THERE I'VE SAID IT AGAIN Bobby Vinton (Epic LN 24081)
17	15	JOAN BAEZ IN CONCERT VOL. II (Vanguard VSD 2123)
18	19	PETER, PAUL & MARY (Warner Bros. WB 1449)
19	23	KIND OF LOVE Lettermen (Capitol T 2013)
20	30	PURE DYNAMITE James Brown (King K 883)
21	22	SURFIN' BIRD Trashmen (Garrett GA 200)
22	39	REFLECTIONS Chad Mitchell Trio (Mercury MG 20891)
23	28	WIVES & LOVERS Jack Jones (Kapp KL 1352)
24	18	THE VENTURES IN SPACE (Dolton BLP 2027)
25	20	THE SECOND BARBRA STREISAND ALBUM (Columbia CL 2054)
26	29	CURB YOUR TONGUE, KNAVE Smothers Brothers (Mercury MG 20862)
27	27	MOVIN' Peter, Paul & Mary (Warner Bros. WB 1437)
28	36	HEY LITTLE COBRA Rip Chords (Columbia CL 2151)
29	24	RICK NELSON SINGS "FOR YOU" (Decca DL 4479)
30	21	FUN IN ACAPULCO Elvis Presley (RCA Victor LPM 2756)
31	25	LITTLE DEUCE COUPE Beach Boys (Capitol T 1998)
32	34	LOVE HIM Doris Day (Columbia CL 2131)
33	26	CATCH A RISING STAR John Gary (RCA Victor LM 2745)
34	31	TALK BACK TREMBLING LIPS Johnny Tillotson (MGM E 4188)

Pos.	Last Week	Album
35	59	SWEET & SOUR TEARS Ray Charles (ABC Paramount ABC 480)
36	33	THE SOLID GOLD STEINWAY Roger Williams (Kapp KL 1354)
37	53	THE TIMES THEY ARE A CHANGIN' Bob Dylan (Columbia CL 2105)
38	40	THE MANY MOODS OF TONY Tony Bennett (Columbia CL 2141)
39	32	LOUIE, LOUIE Kingsmen (Wand 657)
40	50	TILL THE END OF TIME Jerry Vale (Columbia CL 2116)
41	37	RAMBLIN' New Christy Minstrels (Columbia CL 2055)
42	43	DAYS OF WINE AND ROSES Andy Williams (Columbia CL 2015)
43	35	YOU MAKE ME FEEL SO YOUNG Ray Conniff (Columbia CL 2118)
44	56	FRANK FONTAINE SINGS HOW SWEET IT IS (ABC Paramount ABC 470)
45	41	ROMANTICALLY Johnny Mathis (Columbia CL 2098)
46	42	ROY ORBISON'S GREATEST HITS (Monument M 8000)
47	45	OUT OF LIMITS Marketts (Warner Bros. W 1537)
48	47	THE BARBRA STREISAND ALBUM (Columbia CL 2007)
49	58	THE BEATLES WITH TONY SHERIDAN AND GUESTS (MGM E 4215)
50	49	HOW THE WEST WAS WON Filmtrack (MGM T E 5)
51	44	JOAN BAEZ IN CONCERT (Vanguard VRS 9112)
52	55	BACH'S GREATEST HITS Swingle Sisters (Philips PHS 600 097)
53	46	DRAG CITY Jan & Dean (Liberty LP 7339)
54	38	BIG SOUNDS OF THE DRAGS (Capitol T 2001)
55	52	GREAT FOLK THEMES Percy Faith (Columbia CL 2108)
56	54	BEAUTY AND THE BEARD Al Hirt & Ann Margaret (RCA Victor LPM 2690)
57	51	LESLEY GORE SINGS FOR MIXED-UP HEARTS (Mercury MG 20849)
58	60	OLDIES BUT GOODIES VOL. 6 Various Artists (Original Sound 5011)
59	62	TRINI LOPEZ AT PJ's (Reprise R 6093)
60	67	SUNDAY IN NEW YORK Peter Nero (RCA Victor LPM 2827)
61	48	THE GIRL WHO CAME TO SUPPER B'way Cast (Columbia KOL 6020)
62	64	BLUE VELVET & 1963's GREATEST HITS Billy Vaughn (Dot DLP 3559)
63	66	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett (Columbia CL 1869)
64	68	LAWRENCE OF ARABIA Filmtrack (Colpix CP 514)
65	61	WE SHALL OVERCOME Pete Seeger (Columbia CL 2101)
66	65	WASHINGTON SQUARE Village Stompers (Epic LN 24078)
67	57	WONDERFUL, WONDERFUL Lawrence Welk (Dot DLP 3552)

Pos.	Last Week	Album
68	72	MOON RIVER Andy Williams (Columbia CL 1809)
69	71	THE GOLDEN HITS OF JERRY LEE LEWIS (Smash MG 27047)
70	79	SOFT & SWINGIN' Andre Previn (Columbia CL 2114)
71	76	SERENDIPITY SINGERS (Philips 200 115)
72	63	FOUR DAYS THAT SHOCKED THE WORLD (Colpix CP 2500)
73	77	PACKAGE OF 16 HITS Various Artists (Motown 614)
74	69	EVERYTHING IS A O.K. Astronauts (RCA Victor LPM 2782)
75	95	DAWN (GO AWAY) Four Seasons (Philips PHM 200-124)
76	78	COUNTRY PIANO, CITY STRINGS Floyd Cramer (RCA Victor LPM 2800)
77	73	MARIA ELENA Los Indios Tabajaras (RCA Victor LPM 2822)
78	81	LET'S FACE THE MUSIC Nat Cole (Capitol W 2008)
79	85	FORGET HIM Bobby Rydell (Cameo C 1080)
80	89	KISMET Mantovani & Orch. (London PM 55001)
81	91	OUT ON A LIMB Mams Mabley (Mercury MG 20889)
82	90	THE BEATLES & FRANK IFIELD (Veejay VJLP 1085)
83	88	WOODY HERMAN: 1964 (Philips 200 118)
84	93	GENE PITNEY'S BIG SIXTEEN Musicor MM 2008
85	92	LONELY GUITAR Duane Eddy (RCA Victor LPM 2798)
86	94	MOZART REQUIEM Boston Symphony Orch. (RCA Victor LM 7030)
87	70	COMPETITION COUPE Astronauts (RCA Victor LPM 2858)
88	—	I'M THE GREATEST Cassius Clay (Columbia CL 2093)
89	96	50 FABULOUS PIANO FAVORITES Ferrante & Teicher (United Artists UAL 3343)
90	—	FOLK SONGS AROUND THE WORLD Mantovani (London LL 3360)
91	—	NAVY BLUE Diane Renay (20th Century Fox TFM 3133)
92	80	HELLO YOUNG LOVERS Jimmy Durante (Warner Bros. W 1531)
93	99	QUIET NIGHTS Miles Davis (Columbia CL 2106)
94	97	SINCE I FELL FOR YOU Lenny Welch (Cadence 3068)
95	—	HIT CITY 64 Surfari (Decca DL 4487)
96	—	THE BROTHERS FOUR SING OF OUR TIMES (Columbia CL 2128)
97	98	BORN TO SING THE BLUES Brook Benton (Mercury MG 20886)
98	—	ROME 35/MM Enoch Light (Command RS 863)
99	100	BOB NEWHART FACES BOB NEWHART (Warner Bros. W 1517)
100	84	110 IN THE SHADE B'way Cast (RCA Victor LC 1085)

Pos.	Last Week	Album
1	2	HONEY IN THE HORN Al Hirt (RCA Victor LSP 2733)
2	1	MEET THE BEATLES (Capitol ST 2047)
3	4	HELLO DOLLY Broadway Cast (RCA Victor LSO 1087)
4	3	CHARADE Henry Mancini (RCA LSP 2755)
5	6	BARBRA STREISAND/THE THIRD ALBUM (Columbia CS 8954)
6	5	IN THE WIND Peter, Paul & Mary (Warner Bros. WB 1507)
7	7	WEST SIDE STORY Filmtrack (Columbia OS 2070)
8	8	TENDER IS THE NIGHT Johnny Mathis (Mercury SR 60890)
9	9	TIME TO THINK Kingston Trio (Capitol ST 2011)
10	11	LIVING A LIE Al Martino (Capitol ST 1975)
11	15	JOHN GARY ENCORE (RCA Victor LSP 2084)
12	14	YESTERDAY'S LOVE SONGS—TODAY'S BLUES Nancy Wilson (Capitol ST 2012)
13	18	THERE I'VE SAID IT AGAIN Bobby Vinton (Epic BN 26081)
14	10	THE WONDERFUL WORLD OF ANDY WILLIAMS (Columbia CS 8937)
15	17	PETER, PAUL & MARY (Warner Bros. WB 1449)
16	13	VENTURES IN SPACE (Dolton BST 8027)
17	23	SOLID GOLD STEINWAY Roger Williams (Kapp KS 1354)
18	12	THE SINGING NUN Soeur Sourire (Philips PCC 603)
19	19	WIVES & LOVERS Jack Jones (Kapp KS 1352)
20	25	THE MANY MOODS OF TONY Tony Bennett (Columbia GS 8941)
21	24	KIND OF LOVE Lettermen (Capitol ST 2013)
22	20	THE SECOND BARBRA STREISAND ALBUM (Columbia CS 8854)
23	21	FUN IN ACAPULCO Elvis Presley (RCA Victor LSP 2756)
24	16	JOAN BAEZ IN CONCERT VOL. II (Vanguard VS 2123)
25	22	ROMANTICALLY Johnny Mathis (Columbia CS 8898)
26	27	LITTLE DEUCE COUPE Beach Boys (Capitol ST 1998)
27	31	BEAUTY AND THE BEARD Al Hirt & Ann Margaret (RCA Victor LSP 2690)
28	40	SWEET & SOUR TEARS Ray Charles (ABC Paramount ABCS 480)
29	26	WASHINGTON SQUARE Village Stompers (Epic BN 26078)
30	33	MOVIN' Peter, Paul & Mary (Warner Bros. WB 1473)
31	35	HOW THE WEST WAS WON Soundtrack (MGM SE 1 E 5)
32	45	REFLECTION Chad Mitchell Trio (Mercury SR 60891)
33	37	TCHAIKOVSKY "1812" OVERTURE Robert Sharples (London SPC 21001)
34	39	ROME 35/MM Enoch Light (Command RS 863 SD)
35	28	YOU MAKE ME FEEL SO YOUNG Ray Conniff (Columbia CS 8918)
36	47	TILL THE END OF TIME Jerry Vale (Columbia CS 8916)
37	38	LOVE HIM Doris Day (Columbia 8031)
38	44	HEY LITTLE COBRA Rip Chords (Columbia CS 8951)
39	43	GREAT STRAUSS WALTZES Werner Mueller (London SP 44039)
40	29	CURB YOUR TONGUE, KNAVE Smothers Bros. (Mercury SR 60862)
41	41	GRAND CANYON SUITE Stanley Black (London SPC 21002)
42	49	KISMET Mantovani & Orch. (London SP 44043)
43	30	RICK NELSON SINGS "FOR YOU" (Decca DL 24479)
44	32	GREAT FOLK THEMES Percy Faith (Columbia CS 8908)
45	—	SUNDAY IN NEW YORK Filmtrack (RCA Victor LSP 2827)
46	34	MARIA ELENA Los Indios Tabajaras (RCA Victor LSP 2822)
47	—	SOFT & SWINGING Andre Previn (Columbia CS 8914)
48	50	COUNTRY PIANO, CITY STRINGS Floyd Cramer (RCA Victor LSP 2800)
49	42	DAYS OF WINE AND ROSES Andy Williams (Columbia CS 8815)
50	—	FOLK SONGS AROUND THE WORLD—Mantovani (London PS 360)

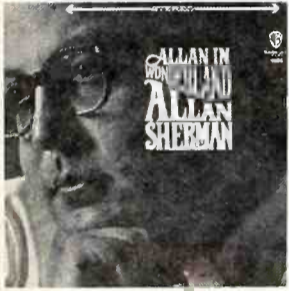
COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS • Indicates Strong Upward Move

## POP PICKS



### "DAYS OF WINE AND ROSES, MOON RIVER & OTHER ACADEMY AWARD WINNERS"—Frank Sinatra—Reprise FS 1011

Frank Sinatra cashes-in on the musical magic of Academy Award-winning selections on this new Reprise disk which boasts a fine sampling of Oscar winners over the past three decades. The chanter is in fine voice as he turns in superb renditions of Nelson Riddle-arranged and conducted versions of "Moon River," "Three Coins In The Fountain" and "All The Way." Sure-fire chart item.



### "ALLAN IN WONDERLAND"—Allan Sherman—Warner Bros. 1539

Allan Sherman sailed right to the crest of the album charts with his first three "My Son" LP's and should do equally well with this 4th stanza on Warner Bros. The comic-songster drops the my son tag but continues in the same humorous vein with this package of parodies set to evergreen melodies. Sherman's huge following will chuckle as he delivers "Skin," "Green Stamps," "I Can't Dance" and "Good Advice."



### "WHAT MAKES SAMMY RUN?"—Original Cast—Columbia KOL 6040

"Sammy," as the critics saw it, is a hats-off to the Broadway debut of Steve Lawrence. The reasons why are amply demonstrated in this cast LP of the show, which boasts the performer's singing & comic talents, the former being well-known, the latter not so well known, but considerable. At least three of the Ervin Drake songs have received lots of pre-opening airplay ("My Home Town," "A Room Without Windows" and "The Friendliest Thing"). The others, all serviceable, are tied-in closely with the plot. The popularity of Lawrence alone assures handsome sales here.



### "THAT LATIN FEELING"—Bert Kaempfert—Decca—DL 74490

Bert Kaempfert, whose musical trademark has always been the unusual arrangement and inventive orchestration, applies the same technique to a bag of Latin rhythms on this new Decca album outing. Frequently represented on the charts with his earlier LP's, this one could see early chart status as the orkster serves up tasty readings of "Sweet & Gentle," "Maria Elena," "The Breeze And I" and "Besame Mucho." A first-rate dance package.



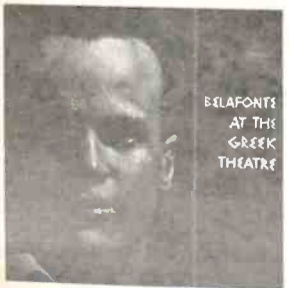
### "EARLY HITS OF 1964"—Lawrence Welk—Dot DLP 25572

Although the year is just now getting underway, there have already been a host of chart clicks. Lawrence Welk directs the attention of his big, lush ork to these selections on this new power-packed set from Dot. The band shines as they dish-up appealing renditions of "Java," "I Love You More And More Each Day" and "Hello, Dolly." Eye the package for rapid consumer acceptance.



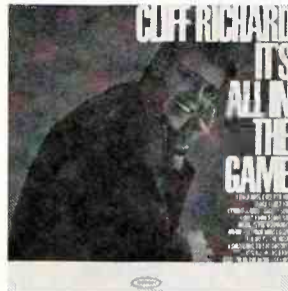
### "MEET THE SEARCHERS/NEEDLES & PINS"—Kapp KL 1363

The Searchers, who are currently moving rapidly up the charts with "Needles & Pins," tag this initial Kapp LP outing after the biggie and include eleven other teen-oriented selections in their distinctive, hard-driving "Liverpool Sound." The group displays a potent rockin' delivery as they offer "Since You Broke My Heart," "Tricky Dicky" and "Some Other Guy." Album should reach the charts in no time flat.



### "BELAFONTE AT THE GREEK THEATRE"—Harry Belafonte—RCA Victor LSO 6009

Harry Belafonte seems destined to pull plenty of loot with this top-notch 2-disk set cut live last summer at Los Angeles famed Greek Theatre. The songster's varied program here includes folk evergreens, gospel items, blusers, etc. all rendered in his distinctive, wide-range baritone style. Among the best listening bets here are "Glory Manger," "Try To Remember" and "Cruel War." One of the most impressive outings that the artist has recorded in quite a while.



### "IT'S ALL IN THE GAME"—Cliff Richard—Epic 24089

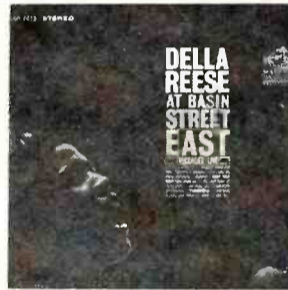
Cliff Richard, who has been a top European attraction for several years, is gaining recognition in this country with a single "It's All In The Game," after which this set was tagged. A current chart-rider with the single biggie, the youthful chanter-actor could score heavily in LP sales with this easy-listening set of ballad smoothies. His warm and almost effortless delivery is a natural on "Secret Love" and "I Only Have Eyes For You."



### "ALL BY MYSELF"—Sue Raney—Capitol ST 2032

Sue Raney, at one time a teenage vocalist with Capitol, returns with this package of jazz vocals and bluesy ballads. The songstress displays a whole lot of warmth and feeling as she aims her wide-range vocal charms at a dozen tunes deftly fitted to her distinctive style. The lark is sure to win hosts of new admirers with this set which includes top-drawer renditions of "Some Of These Days," "Trouble Is A Man," "All By Myself" and "How About Me." A talent to watch.

## POP BEST BETS



### "DELLA REESE AT BASIN STREET EAST"—RCA Victor LSP 2872

Della Reese gets on the "live recording" bandwagon on this program of tunes on RCA Victor, cut during a recent stint at Basin Street East in New York. The lark runs the gamut of moods and tempos on this set of tunes old and new, and delivers up a whole lot of rhythm and feeling as she surveys "Put On A Happy Face," "I Wanna Be Around," "Chicago," "Anything Goes" and eight other lively and melodic items. A first-rate album outing by the lark.



### "THE VERY BEST OF CHEVALIER"—MGM E4205

Here are twelve classic performances by France's formidable Maurice Chevalier. Most of the tunes here have been closely identified with the balladeer's career and all have withstood the test of time. Repeated first-rate listening enjoyment to be had here as Chevalier lends his inimitable manner to "Mimi," "Louise," "Thank Heaven For Little Girls" and "I Remember It Well." Pure delight for Chevalier fans.



### "KAY STEVENS IN PERSON"—Liberty LRP 3343

Kay Stevens is captured live during a recent engagement at Gotham's Copacabana on this happy-sounding album romp on Liberty. The songstress-comedienne brightly goes through her paces in the best tradition of an Ethel Merman as she belts out a bevy of melodic sparklers in first-rate fashion. The lark is Merman, Tucker and Hutton all rolled up in one as she essays "A Good Man Is Hard To Find," "Ballin' The Jack" and "Somebody."



### "GOLDEN GOODIES OF 1963 VOL. 18"—Various Artists—Roulette R 25247

Sets of previous chart triumphs always make first-rate teen-angled merchandise and this new Roulette disk boasting a fine sampling of last year's pop-r&b money-maker should quickly develop into a hit. Standout selections here are "Easier Said Than Done" by the Essex, "Man's Temptation" by Gene Chandler and "El Watasi." Loads of potential here.



### "FOR YOUR PRECIOUS LOVE"—Impressions With Jerry Butler—Vee Jay VJ 1075

The Impressions and Jerry Butler tag this new Vee Jay set after, "For Your Precious Love," their while-back pop-r&b hit, and include eleven other moving blusers. The group and Butler superbly complement each other as they combine their talents on first-rate readings of "Young Lover," "Let Me Know" and "A New Love." LP should create plenty of sales excitement.

The  
Brightest  
NEW Star  
of '64

# DIANE RENAY

*Breaking out with her brand-new hit!*

## **KISS ME SAILOR**

**B/W**  
**SOFT SPOKEN GUY**

(477)

A BOB CREWE PRODUCTION



TFM 3133

TFS 4133

**ALSO  
AVAILABLE:  
DIANE RENAY'S  
NAVY BLUE**



**LITTLE WILLIE JOHN**

★ ★ ★ ★

LET THEM TALK  
LET THEM TALK  
LET THEM TALK

**VIVID SOUND**

**"THESE ARE MY FAVORITE SONGS"—Little Willie John—King 895**  
Little Willie John is obviously out to please his fans with this new King outing. One side of the disk contains a tasteful selection of full ork-backed slow-moving soulful ballads while the other side boasts a top-notch collection of hard-driving, uptempo rhythmic blusers. The chanter showcases his versatility in either idiom by rendering impressive versions of such different selections as "Autumn Leaves," "Let Nobody Love You," "Inside Information." One of the best sets that John has cut in quite a while.

**THE DO-RE-MI KIDS HOOTENANNY**

**"THE DO-RE-MI KIDS HOOTENANNY"—Kapp KL 1360**  
That delightful children's chorus which teamed up so successfully with Tom Glazer are back again—this time offering a varied pop-folk program of their own. The kids' sparkling, high-spirited brand of harmony and rhythmic juxtaposition are spotlighted on such old favorites as "If I Had A Hammer," "Down In The Valley." Album looms as a chartsville candidate.

**FROM SEA TO SKI**  
**THE GLACIERS**

**"FROM SEA TO SKI"—Glaciers—Mercury SR 60895**  
It's getting to be extremely hard to tell where the next teen-angled sport-and-music trend will come from but if the Glaciers have their way skiing will be the "in" activity of the coming months. The group's danceable, rhythmic, hot rod-flavored sound is effectively showcased on such snowy items as "Aspen," "Holiday Inn" and "Slalom." An impressive performance.

**the NEW SOUND of FOLK-DIXIE**  
**NICK DEAN**  
THE TRANS OF DIXIELAND

**"THE NEW SOUND OF FOLK-DIXIE"—Nick Dean—Request SRLP 10064**  
Nick Dean and the Deans Of Dixieland tastefully combine the best in folk and the best in Dixie into one cohesive, free-flowing musical matrix on this pleasant set from Request. The crew's easy-going instrumental style is aptly showcased on "The Blue Tail Fly," "Farewell Minka" and "Alouette." Delightful listening throughout.

**SOUND EFFECTS DAYTONA SPEEDWAY**  
**SPORTS CARS**

**"SOUND EFFECTS DAYTONA SPEEDWAY"—Audio Fidelity DFS 7031**  
Sound effects buffs and stereophiles should get plenty of high-powered listening from this new sound effects offering from Audio Fidelity. Although there is very little in the way of variety, the true sound effects addict will delight in the screeching of tires and roaring of engines as the racing cars are put through their paces at the famed Daytona track. All aspects of the race have been included—pit changes, grand stand runs, shifting down, etc.

**GEORGE JESSEL**

**"BEDTIME STORIES FOR GROWN-UPS"—George Jessel—Riot R 304**  
The Toastmaster General of the United States proves beyond the shadow of a doubt that he is still one of the country's top story-tellers. The stories here are strictly for grown-ups as the title implies, but all are funny and keenly indicative of the Jessel sense of humor. His occasional lapses into Yiddish to add color to the telling, and his many admirers throughout the country will find much amusement here.

**Eloise Brown**  
Hymns of the Gospel

**"ELOISE BROWN PLAYS HYMNS OF THE GOSPEL"—Nashboro LP 7018**  
Eloise Brown displays an impressive organ style and sincere understanding of the gospel idiom on this top-notch disk of sacred songs from Nashboro. The artist does not resort to musical gimmicks, but renders each selection a feelingful, straight-forward style. Standout tracks here are "Highway To Heaven," "Blessed Assurance" and "Amazing Grace." Disk should do well in the r&b markets.

## JAZZ PICKS

**TIME CHANGES**  
**THE DAVE BRUBECK QUARTET**

**"TIME CHANGES"—Dave Brubeck Quartet—Columbia CL 2127**  
The Dave Brubeck Quartet comes up with a sparkling fifth chapter in its "Time . . ." series on this Columbia jazz outing. The best-selling pianist-composer scored chart successes with two earlier issues, "Time Out" and "Time Further Out," and makes a strong bid for the same sales success with this one. The jazz here is high-style, modern and potent throughout. Jazzophiles will dig Brubeck's handling of "Iberia," "Unisphere" and the haunting "Elementals."

**3 in JAZZ**  
GARY BURTON SONNY ROLLINS CLARK TERRY

**"3 IN JAZZ"—Gary Burton, Sonny Rollins & Clark Terry—RCA Victor LPM 2725**  
Here's an interesting jazz offering which should appeal to a wide variety of fans. Set boasts the distinctive vastly different talents of three well-known jazzmen: Gary Burton (for those who like modern swingin' jazz), Sonny Rollins (for those who dig their sounds à la improvisation) and Clark Terry (for those with nostalgic ears for the old big band swing era). Deejays will find plenty of spinnable material here.

**THE FREEDOM RIDER**  
ART BLAKEY

**"THE FREEDOM RIDER"—Art Blakey & Jazz Messengers—Blue Note 4156**  
Art Blakey, who has earned many laurels in the past with his distinctive brand of jazz drumming, unleashes his potent instrumental talents full-blast on this high-powered set from Blue Note. All the emotional stops have been pulled out as Art and the Messengers go through their paces in a relaxed style of improvisation. Highlights of the disk are "Tell It Like It Is," "The Freedom Rider" and "Blue Lace."

**Coltrane live at Birdland**

**"COLTRANE LIVE AT BIRDLAND"—John Coltrane—Impulse A-50**  
The vet saxist (he plays both tenor and soprano on this set) teams up with an accomplished crew of jazzmen including McCoy Tyner, Jimmy Garrison and Elvin Jones on this hard-swingin' mid-stream session from Impulse. While effectively backed by the boys, Coltrane's rhythmic, funky style of highly-personal wailing is spotlighted on "Afro-Blue," "I Want To Talk" and "Your Lady." Jazzophiles should come out in droves for the set.

## JAZZ BEST BET

**Something's Happening**  
WITH PAUL BRYANT

**"SOMETHING'S HAPPENING"—Paul Bryant—Fantasy 3357**  
Paul Bryant adds new dimensions to the organ as a jazz instrument on this album romp from Fantasy. The organist gets some swinging assistance from a combo that spotlights the talents of saxist Jules Broussard, drummer Johnny Kirkwood and tenor saxman Plas Johnson, all of whom perfectly complement the talents of the keyboard artist. Bright bands here are "Flutter," "Bye Bye Blackbird" and "Why Me?" Loads of good listening to be had here.

## CLASSICAL PICKS

**HOROWITZ**

**BEETHOVEN: Sonata No. 8; DEBUSSY: Three Preludes; Chopin: Etude in C Minor—Vladimir Horowitz, pianist—Columbia ML 5941**  
Vladimir Horowitz offers an interesting, musically varied program of popular selections from Beethoven, Debussy and Chopin on this new classical offering from Columbia. Part of the pianist's amazing skill is his versatility which lets him read the intricate Beethoven passages with the same verve and assurance as he delivers some of the lush, melodic sections of Debussy. Classical buyers come out in force for the package.

**EL AMOR BRUJO**

**"EL AMOR BRUJO/LES NUITS D'ETE"—Leontyne Price, Fritz Reiner—RCA Victor LM 2695**  
Manuel de Falla's vocal-orchestral suite and Berlioz' Nuits d'Ete are performed by Met soprano Leontyne Price and the Chicago Symphony Orchestra under the baton of Fritz Reiner on this new classical entry from RCA Victor. The Berlioz opus is ripely melodic and the Falla suite is characterized by ringing songs, both of which get the full dramatic impact of the soprano's range and interpretive talent. The disk is a superb classical offering.

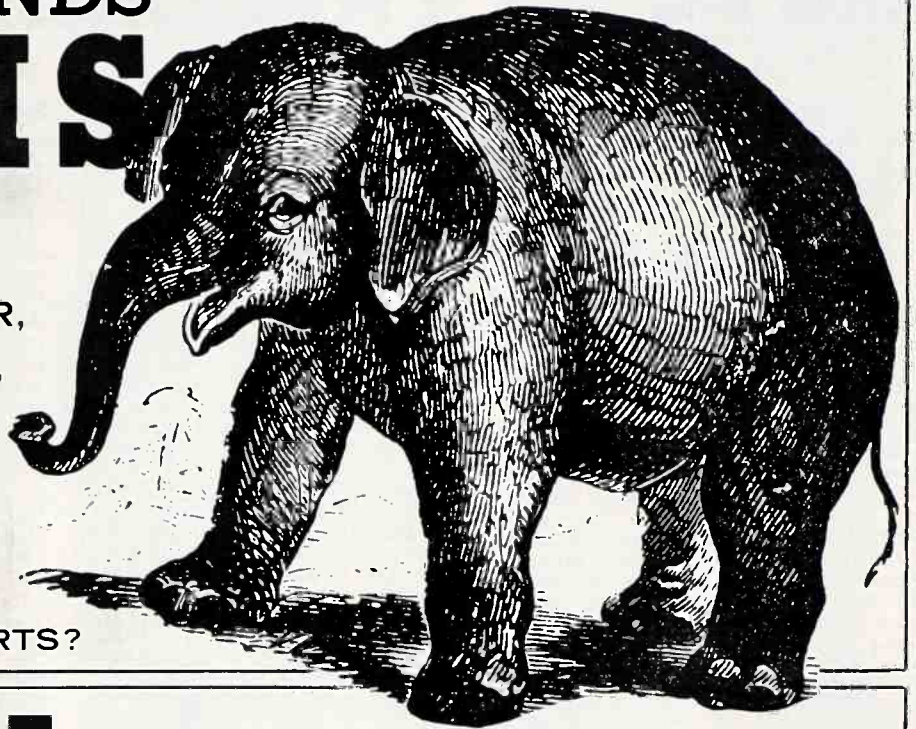


# TELL US, DEAR FRIENDS WHAT IS

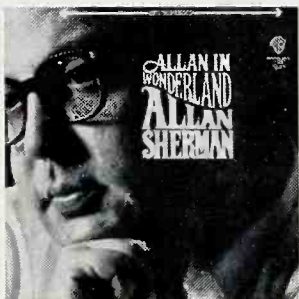
BIG AS AN ELEPHANT,  
HAS TWELVE SIDES,  
IS GOLD AND BLACK ALL OVER,  
SPINS AROUND AND AROUND,

**&**

CAN NOT BE STOPPED EVEN  
BY A WHOLE HERD OF  
UNSCRUPULOUS MAU MAUS  
ARMED WITH SINISTER POISONED DARTS?



# SOLUTION:



## ALLAN IN WONDERLAND

The number one funny guy is headed for the top of the charts again. Allan Sherman, of course. W/WS 1530.



## THINGS ARE SWINGIN'

The Go-Group—The Kirby Stone Four—doing *Baubles, Zing!* and other bright ones. W/WS 1540.



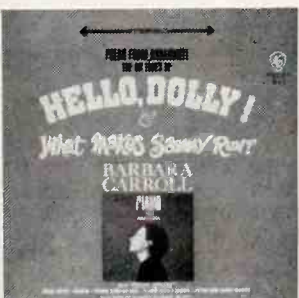
## I ENJOY BEING A GIRL

By one of the girliest, Barbara McNair. We think she has the brightest, swingiest voice in years. W/WS 1541.



## FITNESS FOR BABY AND YOU

This is by best-selling exercise expert Bonnie Prudden; a new and long-needed fitness LP for mama. W 1542.



## HIT TUNES FROM "HELLO, DOLLY!" & "WHAT MAKES SAMMY RUN?"

Swing impressions by pianist Barbara Carroll (with swing orch) of two smash Broadway musicals. W/WS 1543.



## FREDDIE CANNON

The Abigail Beecher guy in a collection of all-current, all-smash hits, straight from the charts. W/WS 1544.

AND THAT, DEAR FRIENDS, IS WHY  
THE JUMBO SALES ACTION **STAYS** ON

**WB** WARNER BROS. RECORDS  
... the first name in sound

## NEW YORK:

Dick Shawn, currently playing a major role in "A Funny Thing Happened On The Way To The Forum," is a fast-moving talent about town with appearances on the Arthur Godfrey radio show, guest shots skedded for the Les Crane and Joe Franklin TV's, and promo on his new album for 20th Century Fox Records, "Dick Shawn Sings With His Little People." . . . Headline wax artist Carmel Quinn made her annual appearance at Carnegie Hall last Sat. nite (14) with her Irish Festival of Stars, with all proceeds going to the handicapped and underprivileged children of Ireland. The lark followed the concert the next evening with a guest spot on the Sullivan show. . . . Bobby Vinton has been skedded for the Mar. 22 Sullivan show and is also appearing this weekend at the Boulevard. Jerry Bresler and Lynn Duddy are prep-

rival of Kiley Marlo who weighed in at 7 pounds 6½ ounces. Luchi's a top arranger-conductor about town and Marcy's the former secretary of Brook Benton. . . . Jimmie Baker has been appointed exec producer for the West coast portion of the 2-hour closed-circuit TV show being presented by the NAACP on May 14. Co-chairmen Steve Allen and Lena Horne made the announcement. The show will be presented live in more than 30 cities across the country via the Freedom Network especially created for the event. . . . Fred Mendelsohn, Savoy Records A&R chief, has announced the signing of The Anna Murrell Singers to the label. . . . James Brown, clicking with "Oh Baby Don't You Weep," will headline the last 4 days of the Paramount Easter show. . . . Columbia's Teri Thornton into the Living Room for two weeks beginning May 4. . . .

"Ebb Tide," which the label feels will do even better than "Since I Fell For You." Rush action resulted from word sent by Bertha Porter of WDRC who got immediate top reaction to the deck. . . . Candy Leigh and Lois Van Duynes, owners of Call Candy, Inc., tell us they have become the 114th telephone answering service in the Met area. . . . Down London Records way, Phil Wesen is ecstatic over the orders piling up for the new phase 4 LP's, "Kismet," "1812 Overture," and the "Grand Canyon Suite." Milt Friedman is happy over the airplay and sales for "We Love You Beatles" by the Carefrees (London Int'l), and "Look Homeward Angel" by the Monarchs (Monument). . . . Liberty's Jim Brown up to the CB offices to tell us of hot action disks dubbed, "I'll Make You Mine" by Bobby Vee, "New Girl In Town" and "Dead Man's Curve"

## CHICAGO:

Frank Holzfiend stopped by and advised that he's doing pr for Dolph Hewitt who helms the WGN-TV Barn Dance. Frank furthers that Hewitt is negotiating with several labels to record the Saturday night show live. . . . Another visitor was Bobby Monaco, who was still a little shook up over the huge farewell party in his honor, hosted by local recordbiz personnel. Bobby left for the army last week. . . . London recording artists The Novelites opened at Ray Colomb's Supper Club 3/6. . . . Promo man Frank Scardino escorted Coral thrush Monica Kirby around the local p.a. circuit to exploit her current single "Count On Me." Frank tells us Decca is enjoying unceasing action here with Burl Ives "True Love Goes On And On" and Brenda Lee's current sizzler "Think." Up and coming are Henry Jerome's "Haunt-



DICK SHAWN



SHERRILL ROECKER



JAMES BROWN



REVA JORDAN



PAUL SINDAB



CARMEI QUINN

ping a new nitery act for the Epic chanter. . . . Lor Crane will cut Anita Bryant this week (18) for Columbia. . . . Pianist Lee Evans, who recently exited the Hospital for Joint Diseases after surgery, has to wear a back brace for the next six months. Lee says it won't hamper his playing and that he's looking forward to a follow-up LP to his current Command LP, "Lee Evans In Concert." . . . Speaking of Command, Enoch Light infos he still listens to disks on a 1957 stereo set, and if they sound good on that they'll sound good on anything. . . . Jack Welfeld of London sends along word that the diskery is excited about a new deck by Bill Spivery of Cleveland. The tune, "Mr. John" was written and is performed by Spivery and is a tribute to the late President Kennedy. When Spivery performed the tune on a Cleveland TV show, the station was flooded with phone calls for the record. Jack sez the label picked up more than 5,000 sales in Cleveland the first week the deck was released. Spivery, who was unemployed, borrowed the money to cut the dub. . . . Powertree execs predict powerhouse sales for chanter Paul Sindab's Knox disk of "I Was A Fool." . . . Harriet Wasser, formerly a secretary for Bobby Darin, tells us she's managing a folk duo called Doug & Victoria who've been breaking it up at the Cafe Wha? and the Bitter End in the Village. An LP wax date is in the offing for the pair. . . . The Swan label has high hopes for Sherrill Roecker who has two new sides. The lark does modeling, radio commercials, acting roles and nitery engagements. . . . Local radio stations will spotlight Hildegard's Spiral disk of "Peace And Harmony" during Easter week.

British songstress Kathy Keegan booked for a return engagement at the Living Room next month beginning April 16, and for a return shot on the Clay Cole Show. . . . The Cafe Wha? in Greenwich Village has begun a weekly showcase for pop, jazz and rock and roll talent every Tuesday evening. Singles, groups and combos will be featured with many disk biz reps in attendance. It is not an amateur hour and all applicants must be interviewed and auditioned. More info can be had from Vic Catala at Lt 1-7760. . . . Congratulations to Marcy and Luchi De Jesus on the ar-

Argus Rec. Dist. getting some local reaction with "Heartstrings" by Reva Jordan & The Profiles on the Agon label. . . . Rosalind Madison is getting fine West Coast action on her new deck, "Don't Deceive Me."

Bobby Breen to tour Australia this summer. . . . Carey Cowin, formerly of Columbia Records and Mills Music, has been signed as exec assistant to Randy Sparks of the New Christy Minstrels. . . . Julie Godsey of Cincinnati, ex RCA Victor promo rep, going into indie disk promotion there at 5203 Orangelawn Drive. . . . Many of the country artists who guest on the Jimmy Dean ABC-TV'er make the charts shortly after their appearances. Examples being Eddy Arnold's "Jealous Hearted Me," Buck Owens' "Love's Gonna Live Here," and Johnny Cash's "Understand Your Man." . . . Scotland's Martin Walker has just cut some tunes from "Hello Dolly" and from the incoming Bea Lillie show, "High Spirits" that will be released on ABC-Paramount.

**DISK DOINGS** — Danny Crystal dropped by with a copy of Pat Boone's newest issue on Dot, "Rose Marie," which the chanter delivers in German. Pat's currently doing concerts in Japan and Hong Kong after which he'll return to L.A. for a Coconut Grove opening and then into New York for two weeks at the Americana in July. . . . Capitol's smiling Roy Batachio sez the reaction to the "Wayne Newton In Person" LP is the greatest. Also due out from the diskery this week (16) is a new Beatles deck with Dusty Springfield tagged, "Can't Buy Me Love" backed with "You Can't Do That." . . . Eddie Joy overjoyed with the action on "Love Me With All Your Heart" by the Four Fantastic Coins (Joy). . . . Mel Bly of Challenge Records on the Coast infos the new Jerry Fuller release, "Hollywood Star," is taking off in the L.A. area. . . . Glad-Hamp manager Bill Titone reports that Lionel Hampton has returned from six weeks of one-niters and opens at the Metropole this week (16) for a two-week stand. On the 18th, Hamp will be on the Johnny Carson show to receive a plaque commemorating his 25th year as a band leader. The orkster's current Glad-Hamp LP release is "Hamp In Japan." . . . Cadence has rush released Lenny Welch's

by Jan & Dean, "Hippy Hippy Shake" by the Swingin' Blue Jeans, and Vic Dana's new Dolton entry, "Shangri-La." . . . Steve Susskind over at Canadian-American sez the debut deck by the Roomates, "My Heart," is starting to appear on regional charts in a variety of areas and could very well be a winner for the group.

Marna Musicant buzzed from the Coast that she's keeping busy while the busted gam mends. Marna's doing some indie publicity, chores in connection with the Miss World U.S.A., and some work for Vee Jay veep Jay Lasker. . . . Bob Kornheiser at Atlantic sez the label is sizzling with "Hello Walls" by Little Esther, "That's When It Hurts" by Ben E. King, and "T Ain't Nothin' To Me" by the Coasters. . . . Received a 'crying towel' from De Jac Records—reason is Tommy Navarro's bow, tagged "I Cried My Life Away."

Lauren Campbell writes that Kramer-Whitney is jumping as a result of initial reaction to "Moja Moja Poli Poli" by Ray Rivera (Neale). . . . Dawn Records bowed recently with a bouncer by Gene Cornish & the Unbeatables called, "I Wanna Be A Beetle." . . . Si Zentner's newest for Liberty is, "From Russia With Love," the theme from the new James Bond thriller. . . . Canadian-American's Gene Malis declares the best 'cover' disk on "All My Loving" is by the Bennetts and that it's getting great reaction in Balto-Wash., Det., Albany and Buffalo. . . . Mickey Wallach from MGM-Verve came by to tell us of the growing sales for Chris Crosby's "Young And In Love," and the strong potential for "Fair Weather Lover" by the Solitaires.

Sharon Fulton of Zodiac Music notes that a new release by the Bon Aires tagged, "Bye Bye" and "My Love My Love" (Rust) looks like a natural for early sales and airplay. . . . Saul Zaentz writes from Fantasy in San Francisco that the new Little Johnny Taylor single, "First Class Love" backed with "If You Love Me (Like You Say)" (Galaxy) has gone more than 68,000 in a little over six days. . . . A hot import by Carlton is the "Kandy Dance" by Friedel Berlipp & Ork featuring Heinz Hotter on piano. . . . Bert & Terry are doing their new Prestige release, "Beatle Fever" nitely at the Peppermint Lounge.

ing Theme" and "Shangri La" by Robert Maxwell. . . . Seymour and his "Heartbeat Trumpet" have become regulars on Bill Ward's weekly WTAQ show (Wed. 5:30 PM). Seymour's latest release is "I Wish You Love" b/w "Exodus" (Sunny). . . . Get well wishes to local performer Vic Scaccia who is ailing. . . . Bobby Garmisa (Garmisa Dist.) is anxiously awaiting a new Impressions deck which was cut at Universal studios last week but, as of now, he's concentrating on The Tams' newie "You Lied To Your Daddy" (ABC) and "One For My Baby" by Donnie McGowen (Tangerine). . . . The John Lennon-Paul McCartney penned tune "All My Loving" rendered by Jimmy Griffin on Reprise and follow-up outting "Vanishing Point" by The Markets (WB) are keepin' promo men Bill Casady busy these days. . . . Barbara Gardner, who formerly handled foreign liaison contract for Vee-Jay, has joined Berry Gordy's Tamla-Motown firm in Detroit as general manager of publicity. . . . United Record Dist. reports a sales surge on the Five Du-Tones latest "Cool Bird" (One-derful), sparked by the group's week long stand at the Regal. Action was also noted on recent outtings "Rock Me Baby" by B. B. King (Kent) and "Mark My Words" by Lee Shot Williams (Palos). . . . With RCA-Victor's Irv Brusso the big ones to watch are "The Pink Panther Theme" by Henry Mancini, "The Bottom Of Old Smokey" by Della Reese, "That's What I Want" by The Cicaldas and "Naomi" by Floyd Cramer. . . . The Clancy Bros. with Tommy Makem come to town 3/16 for a performance in Orchestra Hall. . . . Jim Scully's enjoying increased activity with singles "White On White" by Danny Williams (UA), "Roll Over Beethoven" by the Princeton Five (Princeton), "Daddy's Little Girl" by Jimmy Interval (World Artist) and "5-4-3-2-1" by Mannford Mann (Prestige). . . . A plea for help from Robert Peyovich of Bob's Musical Isle in Wausau, Wis., who was besieged by area teenagers seeking the overseas address of The Beatles. Seems the kids want to form a local fan club and have circulated a petition

(Continued on page 28)



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a great new  
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# RECORD RAMBLINGS

(Continued from page 26)

with over 1,000 signatures! . . . Cortland's veepee Earl Glicker advised that The Ideals, who did so well with "The Gorilla," cut a follow-up item last week tagged "More Gorilla," which is being rushed out to dealers. Diskery's also high on The Thunderbirds' "Simmering" (Ermine) and "The Old Man" by The Dontels (Witch). . . . RCA-Victor's Al Hirt is scheduled for a one-nighter at Medinah Temple 4/11. . . . Sam Cerami, who's just back from Milwaukee where The Carefrees have reportedly taken over with their "We Love You Beatles" (London-Int'l.) click, info's he'll be spreadin' the good London product down Minneapolis way 3/16 & 17. . . . Bob Parrish—the singing farmer—paid us a visit last week and advised that he recently waxed some material for upcoming release. . . . Record Distrib's Tony Galgano celebrated his birthday 3/17. Felicitations to a fine broth of a lad! . . . Promo men in motion: John Wenzlaff of Midwest-Mercury, pluggin' "Blue-ette" by Sarah Vaughan, "Let's Go Ski-ing" by Danny & The Juniors, "Geronimo" by The Apaches and "Get With It" by Dean Christy. . . . Barney Fields spotlights Regina albums "The Best Is Yet To Come" by Sylvia De-Sayles, "You Fascinate Me So" by Jack LaForge, "A Jazz Portrait" by Roger Kellaway and Eddie Thompson's new package also titled "A Jazz Portrait." . . . Harvey Goldstein's on the move with singles "Dead Man's Curve" by Jan & Dean, "Congratulations" by Rick Nelson (Imperial) and "Wish Someone Would Care" by Irma Thomas (Imperial). . . . Erwin Barg is makin' headway here with Dot

items "Ain't Gonna Tell Anybody" by Jimmy Gilmer "Stockholm" by Lawrence Welk, "Good Feelin'" by Billy Holden and "Hey Sugar" by Roy Tann.

## HOLLYWOOD:

Frankie Laine has been set for his first tour of the Far East, beginning April 3. Laine will give a series of concerts in Tokyo, Taiwan, and Okinawa, then is set for three week starring engagement at the Chequers Club Sydney, Australia. . . . Ike and Tina Turner hitting with "Can't Miss Nothing You Never Had" on their own Sonja label. . . . Songstress Vicki Carr, whose "Color Her Great" LP was a winner on the racks opens at The Crescendo April 1, and while here tapes a Hollywood Palace show. . . . Faye Paris has signed new group, The Chadons for personal management. Group is currently at the Palm Springs Racquet Club for an indefinite stay. . . . Andy Williams and Dorothy Provine guest together on the Tennessee Ernie Ford show April 10. Columbia talking about doing a duet LP with the duo. . . . The West Coast answer to The Beatles are The Standells, creating a lot of excitement at The Peppermint West. Liberty Records has released group's first waxing, "The Peppermint Beetle." . . . The Tornados who hit with "Bustin' Surfboards" readying a personal appearance act, now that all members of the group are out of school, held an audition for the trade at the Whiskey-A-Go-Go. . . . Dick Dale and The Del-Tones entertained the trade at the opening of their Aragon ballroom. . . . Chuck Meyer of Decca running with two

hits; Sammy Kaye's "Charade" and Robert Maxwell's "Shangri-La." . . . Lesley Gore in town to do the closed circuit TV show with The Beatles and The Beach Boys, and while here, visiting the radio stations with Lenny Salamone of Mercury Records. . . . Johnny Crawford guested with Bill Ballance's KFWB teen panel which rated his Del-Fi "Sandy" as headed for hitsville. . . . Producer Hugh Benson has two deals going for his newest production, "For Those Who Think Young." He has signed with Reprise Records to record and release single of the title tune, "For Those Who Think Love," and Lib-

heard on Vanguard Records, taped three Steve Allen segments during their recent date at the Troubadour in L.A. . . . Folksinger, Don Crawford recording an album 'live' at The Mecca for Horizon Records. . . . Jerry Capeheart produced Liberty's big "Motorcycle U.S.A." LP by The Hornets. . . . Now it's The Teen Bugs, out with "Yes You Can Hold My Hand" penned by Bud Mathis. . . . Cindy Malone out on Capitol with "Watch What You Do With My Baby," off to Chicago with The Ray Anthony Show. . . . Unity Records set to make noise with Judd Hamilton and The Holidays.



GENE CORNISH



THE STANDELLS



ROSALIND MADISON

erty will release the sound track album of the film. . . . Tom Carroll, Vice-President of Krage-Carroll, Inc. to Toronto for taping of Smothers Brothers CBC "Parade" Show. . . . Teen star Don Brandon has switched from Challenge to Dot, bidding with new wax, "Doin' the Swim," inspired by the new dance craze, The Swim. . . . Jubilee recording star Enzo Stuarti currently appearing at the Cork Club, Houston, Texas. . . . New Capitol single, "Melanie, Goodbye," sung by Pete Brady, was co-authored by Leo (KFI) McElroy and Randy Van Horne. . . . Michael Rye is recording a show business personalities' album for Model Records. . . . Lee Magid planes to New York for confabs with New York rep, Judy Kyle for promotions on new Della Reese album entitled, "Della Reese at Basin Street East" on RCA. . . . Jim Kweskin and The Jug Band,

## HERE AND THERE:

PHILADELPHIA — ABC-Paramount's Matty "The Humdinger" Singer declares the Tam's newest release, "It's All Right," backed with "You're Just In Love," has got to be their biggest deck to date, and the Philly Philosopher always knows. . . . Columbia's promo manager Ted Kellum reports top sales activity for "Stand By Me" by Cassius Clay, "People" by Barbra Streisand, "When Joanna Loved Me" by Tony Bennett and "Hoochie Koochie Man" by Dion DiMucci. Ted also mentioned that the Streisand Third Album is selling like a single.

BALTIMORE-WASH—Dave Carrico sez the hottest selling single for the Mangold Distrib is still Gloria Lynne's "I Wish You Love" (Everest). Dave's newest action disk is Ed Townsend's "I Love You" (Maxx).

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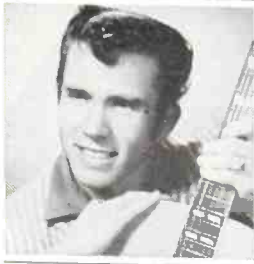
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# "INVISIBLE TEARS"

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# "YOU MOSTEST GIRL"

by Bobby Lee Trammell

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# "LET LOVE DO THE TALKING"

by Diane Leigh

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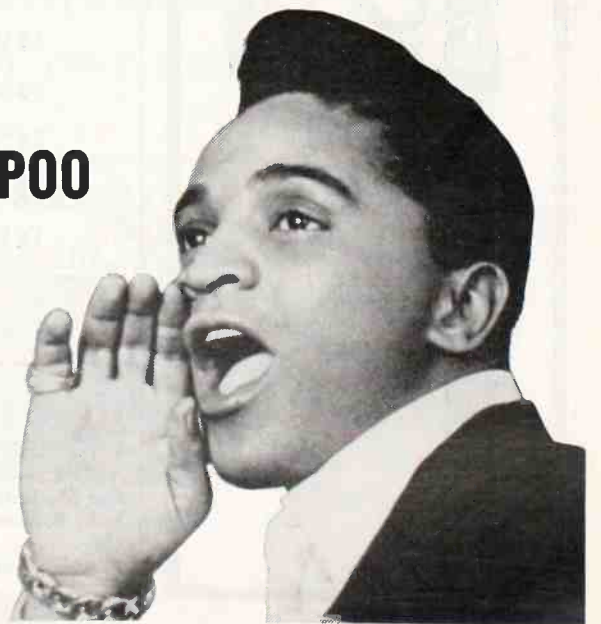
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# RADIO ACTIVE CHART

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 MARCH 11TH)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
67%	Twist and Shout	Beatles—Tollie		96%
40%	We Love You Beatles	Carefrees—London Int'l		66%
33%	Ebb Tide	Lenny Welch—Cadence		33%
31%	Stand By Me	Cassius Clay—Columbia		31%
30%	Wish Someone Would Care	Irma Thomas—Imperial		30%
29%	To Each His Own	Tymes—Parkway		52%
29%	Shangri-La	Robert Maxwell—Decca		29%
28%	Wonder Of You	Ray Peterson—RCA Victor		28%
28%	Look Homeward Angel	Monarchs—Soundstage 7		28%
27%	Shangri-La	Vic Dana—Dolton		27%
26%	Think	Brenda Lee—Decca		76%
25%	Diane	Bachelors—London		25%
25%	Glad All Over	Dave Clark Five—Epic		25%
25%	Sha La La	Shirelles—Scepter		31%
24%	Spread Joy	Chubby Checker—Parkway		24%
24%	Heartbreak Ahead	Murmaids—Chattahoochee		73%
23%	Ain't Gonna Tell Nobody	Jimmy Gilmer—Dot		23%
22%	Bring Back My Beatles	Bonnie Brooks—United Artists		22%
22%	Baby Baby Baby	Anna King & Bobby Bare—Smash		22%
19%	Mexican Drummer Boy	Herb Alpert's Tijuana Brass—A&M		19%
18%	5-4-3-2-1	Manfred Mann—Prestige		18%
18%	Suspicion	Terry Stafford—Crusader		84%
17%	Money	Kingsmen—Wand		41%
16%	You're A Wonderful One	Marvin Gaye—Tamla		49%
15%	There's A Meetin' Here Tonight	Joe & Eddie—Crescendo		15%
15%	The Way You Do The Things You Do	Temptations—Gordy		65%
15%	White on White	Danny Williams—United Artists		81%
14%	Tell It On The Mountain	Peter, Paul & Mary—Warner Bros.		73%
13%	Book Of Love	Raindrops—Jubilee		71%
12%	Hey Bobba Needle	Chubby Checker—Parkway		40%

**LESS THAN 10% BUT MORE THAN 5%**

	TOTAL % TO DATE		TOTAL % TO DATE		TOTAL % TO DATE
Little Beatle Boy Angels (Smash)	39%	Some Things Are Better Left Unsaid Kitty Lester (RCA Victor)	8%	Ain't Nothin' You Can Do Bobby Bland (Duke)	31%
Our Everlasting Love Ruby & Romantics (Kapp)	53%	Dead Man's Curve Jan & Dean (Liberty)	45%	When Joanna Loved Me Tony Bennett (Columbia)	6%
Stay Four Seasons (VeeJay)	81%			New Girl In School Jan & Dean (Liberty)	38%



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## Ed Sullivan Honored By ASCAP



NEW YORK — ASCAP president Stanley Adams recently presented Ed Sullivan with the Society's Pied Piper Award at the conclusion of Sullivan's CBS TV'er last week. The entire program was devoted to paying tribute to ASCAP's 50th anniversary. Standing (left to right) in the above pic are Richard Rodgers, Sullivan, Adams, Sylvia Rosenberg (Adams' secretary) and Mrs. Dorothy Hammerstein.

## Col. Ups Burr To Special Projects Head

NEW YORK—Charles Burr has been promoted to the position of Special Projects director at Columbia Records, according to an announcement by Ken Glancy, vice president of A&R.

Burr, reporting to Glancy, will supervise and coordinate the recording, editorial and administrative functions related to producing Legacy albums. He will also be responsible for supervising the coordinating and administrative functions pertaining to the production of dramatic, spoken word and Broadway Cast releases.

Burr joined Columbia as a copywriter in 1953 and was subsequently promoted to Literary Editor. In 1960, he transferred to the A&R dept. where he was reassigned as coordinator of special projects. Burr was promoted to editor of special projects in 1963.

## Quincy Jones To Write Pic Score

NEW YORK—Quincy Jones, A&R director at Mercury Records, including the Philips and Fontana labels, will write the score for a new flick, "The Pawnbroker," starring Rod Steiger and Geraldine Fitzgerald. The production, being produced for the Landau Co. by Roger H. Lewis and Philip Langer, is adapted from the novel of the same name by the late Edward Lewis Wallant.



## 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.

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Sue 799

### "HEY JEAN, HEY DEAN"

DEAN & JEAN

Rust 5075

### "ROLL OVER BEETHOVEN"

BEATLES

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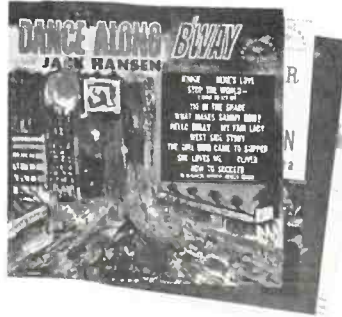
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## Epic Bows Sounds For Baby LPs



NEW YORK — Epic Records figures it's come-up with the hit sounds for infants via a new series of three electronic recordings called "Soothing Sounds for Baby."

The series is geared to three different age levels: Volume I—1 to 6 months; Volume II—6 to 12 months; Volume III—12 to 18 months. Subtitled "An indispensable aid to mother during the feeding, teething, play, sleep and fretful periods" and "An infant's friend in sound," the LPs provide various repetitive rhythmic patterns which have the effect of soothing or stimulating the infant depending on his needs at the time.

Included with the records is a special informative booklet by the Gesell Institute of Child Development, Inc.

Produced by Sonny Lester, the electronic music was created and recorded by vet composer and conductor Raymond Scott on his own electronic equipment. To provide relief for the parents from the rhythmic monotony, Scott has also composed simple melodies which are played on an electronic organ over the measured beats.

"Soothing" is said to be the first record produced specifically for infants. It is mainly geared to sooth the small child, but many other in-

teresting benefits are attributed from using the series: the LPs can serve as a sleep conditioner, as well as fulfill the infant's rhythmic needs; the recordings can also stimulate and entertain. The melodies heard on the LPs may also induce an infant's early response to music.

Shown in the above pic is the display piece and the browser counter box supplied to Epic's distributors.

## Artist Mgr. Helms Legit Show For Charity

HOLLYWOOD—Under the theme of "An Evening On Broadway," artist manager Phil Vaughan will premiere the Mercury Stage production of "Three Men On A Horse" in a one-nighter at Foothill Auditorium April 8, for the benefit of La Canada Rotary charities. The George Abbott-John C. Holm play, a revival of the 1936 comedy hit, will star actor-comedian-recording artist Henry Gibson.

The show opens its regular run the following evening (4) at Hollywood's Mercury Stage. In addition to Gibson, others featured include Jack Kosslyn, Selette Cole, Robert Donner, Ken Neill, Norman Bartold, Sheila Cameron and Greg Andrade. Kosslyn also produces while Dick Bakalyan will handle directorial reins.

## Bert Berns Bows Label; Atlantic To Distribute



NEW YORK—Bert Berns, successful indie producer-writer, has formed his own diskery, Keetch Records. The new label has made a deal with Atlantic Records for world-wide distribution.

First date from Keetch is Linda Laurie's "Jose He Say," which features the lark in two distinct voices and as a whistler. Some years ago, she clicked with "Ambrose" on the Laurie label.

Among Berns' many disk credits are some current and recent Atlantic chart makers, including "Vaya Con Dios" by The Drifters, "He'll Have To Go" by Solomon Burke and "That's When It Hurts," the new Ben E. King date.

Other Berns productions include "Twist And Shout" by The Isley Brothers for the Wand label. "Twist And Shout" was composed by Berns, and the subsequent recording of the tune by The Beatles has become a best-selling record in the U.S. and England. Berns wrote and co-produced "Tell Him" by The Exciters and "Cry Baby" by Garnett Mimms for United Artists. Berns also wrote and co-produced "A Little Bit Of Soap" by The Jarmels on Laurie, and is the writer of "Killer Joe" by The Rocky Fellers on Scepter.

Bert Berns was recently commissioned by London Decca to produce a series of recording sessions for them in London. Berns flew to Britain and later to Paris to produce the dates. Many of the numbers used at these sessions were written by Berns.

Keetch offices are at 301 East 48th Street in New York.

The grins belong to (left to right) Bert Berns, Keetch topper, Linda Laurie, her manager Sid Bernstein, and Jerry Wexler of Atlantic.

## Smash's Lewis, Angels, Embark On Foreign P.A.'s

CHICAGO — Two attractions on the Smash label, Jerry Lee Lewis and The Angels, are making personal appearances in England and Europe in the weeks ahead.

According to Alan Mink, national promotion manager for Smash, Jerry Lee Lewis will begin his tour of England on March 19, when he will appear on Granada Television in Manchester. During the next two weeks, he will appear at the Town Hall, Birmingham; Club A'Go Go, Newcastle; Bloxwich; Kelvin Hall, Glasgow; Rialto Theatre, York; Cellar Club, London; Midlands Ballroom, Swadlingcoete; Matrix Hall, Coventry; The Bellvue, Manchester and completes his tour of England with an appearance at the Bure Country Club, Mudeford, on March 30.

Frank Casone, Lewis' personal manager, says that demand for the artist's appearances in France and Sweden is so heavy that his U.S. bookings are being revised in order to schedule additional appearances abroad.

The Angels, whose new Smash release is "Little Beale Boy," however, are not scheduled for appearances in England or Liverpool. The popular femme trio, flew last week to Luxembourg from New York, for a month-long tour of U.S. Military Bases in Germany, France and Italy. The Angels are well known abroad, having scored on the European hit charts with their top-of-the-chart, "My Boyfriend's Back" and with their recent charter, "I Adore Him."

## New Paul Creston Works At Mills Music

NEW YORK—A series of new works by Paul Creston is being published by Mills Music, including music from two scores composed for recent CBS television shows, as well as two large orchestral compositions, "Corinthians: XIII" (Opus 82), and "Rumba-Tarantella."

From the background music to CBS's "Invasion of Sicily" Mills is releasing a piano solo "Song Of Sicily" and Mitchell Parish has written a lyric for the main theme "Palermo In The Moonlight." The second CBS opus "In The American Grain" on the "Eye On New York" program, February 11 and 15, brought impressionistic music to the story of the Pulitzer Prize winning poet, Dr. Carlos Williams.

Corinthians:XIII, commissioned by the Phoenix Symphony Association, Phoenix, Arizona, will be given its world premiere by that organization, under the direction of Guy Taylor, on March 30, with a second performance the next day. Leopold Stokowski and the American Symphony Orchestra will present the New York City premiere either late this season or next fall. The work is dedicated to the composer's wife and is an "emotional parallel of three manifestations of love." A study score will be available.

"Rumba-Tarantella" is a light instrumental, originally for two pianos. Both a piano solo version and two-piano edition are being published. Large scores and parts to "Rumba-Tarantella" and "Corinthians: XIII" are available from the Mills Rental Library.

Another short piano work by Paul Creston, "Pony Rondo," has been released.

## Jay-Gee Re-Aligns Exec Functions

NEW YORK—A re-alignment of the exec of the labels under the Jay-Gee Records banner has been announced by Steve Blaine, president of the set-up. Labels involved are Jubilee, Josie, Port and Dana.

Mickey Eichner assumes the duties of singles A&R director and will also handle the label's relationships with the indie producers, and Jay-Gee's publishing companies.

Bob Stephens is now A&R director for albums and is chief of the editing dept.

Mort Hillman has been named national director of promotion. He'll coordinate the activities of the label's five field men.

Irwin Lisabeth, who heads production for the label, assumes additional responsibilities for all facets of Dana, the polka and international line.

Commenting on the re-alignment, Blaine said that with the expansion of the operation within the past two years, "we will now be able to concentrate in each area to bring about an even larger increase in product, sales and promotion." All dept. heads report to Blaine.

## Christy's Sked Campus Trek

BEVERLY HILLS—The New Christy Minstrels, Columbia Records' folksters, have been set for a solid month and a half of College Campus Concerts, starting on April 3 at Kansas State Univ. and ending May 16 at the Univ. of Pittsburgh.

Other colleges visited on the tour will be: College of St. Thomas, Iowa State Univ., Southern Illinois Univ., Illinois Wesleyan Univ., Kearney State College, Buena Vista College, Univ. of Wyoming, Chico State College, Sacramento State College, Univ. of the Pacific, Univ. of California at Santa Barbara, College of San Mateo, Univ. of San Francisco, Univ. of California, Fresno State College, Univ. of New Mexico, Arizona State College, Arizona State Univ., California Polytechnic College, Univ. of California at Davis, Utah State College, Univ. of Denver, Univ. of Colorado, Washburn Univ., Drake Univ., Univ. of North Dakota, Ball State Teachers College, Western Illinois College and Detroit Univ.

## Epic Releasing "Lilies" Track



NEW YORK—"Lilies of the Field," up for five Academy Awards this year, including best picture and actor (Sidney Poitier), is finally getting a soundtrack LP. Epic Records plans to release the album sometime this week. While it has been without an original track, several singles have been released with material from the score.

The flick's three other Oscar nominations include: best supporting actress (Lilia Skala), best screenplay based on material from another medium, and best achievement in cinematography, black and white.

In addition, the film has already won numerous awards. Poitier won the Silver Bear Award for best actor at the 1963 Berlin Film Festival, the only actor to win the award twice. "Lilies" also won special citations from the Catholic and Protestant Film Organizations at the Berlin Film Festival. Other awards from newspapers and mags have also come the film's way. In the above pic Poitier is seen in a scene from the flick.

## Trepel Visits Pubbery Affiliates In Canada

NEW YORK—Mimi Trepel, manager of Burlington Music and Felsted Music, flew to Montreal last week for confabs with the firms' publishing affiliates of the same names, recent additions to the world-wide set-up of Burlington Music. She was accompanied by Carolyn Kalett, her assistant.

## Ike & Tina, Rocky Fellers Pacted By Warner Bros.

BURBANK—Joe Smith, singles A&R director for Warner Bros., last week announced the signing of the Rocky Fellers and Ike & Tina Turner to the label.

Ike & Tina came to WB from Sue where they recently scored with, "A Fool In Love," and the Rocky Fellers from Wand where they gained national recognition for the click single, "Killer Joe." Smith said that pop singles have been planned for immediate release and that albums were in the works.

## Mahalia Jackson Sets West Coast Concert Series

HOLLYWOOD—Columbia disk artist Mahalia Jackson has announced that she will make seven concert appearances on the West Coast in Mar. and early Apr. The schedule will include the Sunday Freedom Festival Mar. 29 in L.A., with proceeds aimed at the Calif. committee for fair practices.

The famed gospel singer will also appear in Portland, Ore. (18), in Fresno (22), the Ventural High School Auditorium (25), the L.A. Sports Arena (29), and the Bakersfield Civic Auditorium Apr. 1.

The Freedom Rally will also feature the talents of Count Basie, June Christy, Joe Williams and Fran Jeffreys.

### Climbing Up The Charts

# "I CAN'T STAND IT" THE SOUL SISTERS\*

SUE 799

\*National Exposure On The Steve Allen Network TV Show



# WOW!

Have you seen RCA Custom's new Hollywood Studios?

## Epic Issues New Single By Dave Clark Five



NEW YORK—The Dave Clark Five, who had a tough act to follow here in The Beatles, are doing A-OK. Epic Records, which releases the group in the U.S., has followed-up the team's big hit, "Glad All Over," with a new single, "Bits And Pieces," which is the number 2 song on this week's Best Sellers from England. Like The Beatles, the group has gone over very well on the Ed Sullivan TV'er. So much so, that they were on hand on last weekend's (15) show after a scheduled one-shot appearance the week before. They cut short a holiday in Montego Bay to return to the U.S. to do the program. The Dave Clark Five are seen above with Mike Gould (third from left) American representative of the Campbell-Connelly British pubbery firm, publishers of "Glad All Over," and Stanley Adams (fourth from left), and president of ASCAP. Photos were taken following the Sullivan TV'er of March 8th.

## Gloria Lynne Dates To Appear On Fontana

(Continued from page 7)

also intend to further develop Fontana into a label synonymous with the famous film soundtracks of the world." The label topper further pointed out that the firm will back its name talent acquisitions with a strong promotion and advertising program.

"Fontana will also continue to bring recorded works of internationally known artists through its interchange agreement with Fontana Records abroad, a special label of Philips Phonographic Industries of Holland," Fach added.

Gloria Lynne began her singing career after intensive study, including five years of concert training. Encouraged to enter the amateur contest at New York's Apollo Theater, she walked off with first prize and the start of a professional singing career. For several years, she toured the country with vocal groups.

As a disk artist, she recorded a number of successful albums and singles for Everest. She has also made the grade as a supper club, nitery, concert and TV attraction. Her jazz vocal talent was firmly established via a stint at the Newport Jazz Festival in 1961.

Gloria Lynne began her singing career after years of intensive study, including five years of concert training. Encouraged to enter the highly competitive amateur contest at New York's Apollo Theater, she walked off with first prize and the start of a singing career. For several years she toured the country with vocal groups. Her debut as a soloist brought recognition almost immediately and her first recording contract. A series of top selling albums and singles on Everest brought her to national fame. Night club TV and concert stage per-

## Eitel-McCullough Buys TWT Tube From Capitol

HOLLYWOOD — Eitel - McCullough, Inc. (EIMAC) and Capitol Records, Inc. last week announced the purchase by EIMAC of the pulsed traveling wave tube (TWT) portion of the label's electronics business. Purchase, effective immediately, was announced jointly by W. W. Eitel, president of EIMAC, and Daniel C. Bonbright, Capitol's vice chairman of the board.

Capitol's TWT was developed by its EMI division and marketed by its subsidiary, Electra Megadyne, Inc. Included in the transaction are all designs and laboratory and manufacturing facilities of label's pulsed TWT operation, including the lease of a 20,000 square foot plant in Los Angeles.

Mr. Eitel said that some 25 scientists, engineers and technicians formerly associated with Capitol will be absorbed by EIMAC and will form the initial staff of the Los Angeles plant of EIMAC's microwave tube division. The operation will be under the direction of Dr. John Nevins, technical director of Capitol's TWT operations.

Bonbright stated that the sale of the TWT business in no way affects Capitol's marketing of EMI klystrons and photo-multiplier tubes and broadcast equipment. Latter includes solid state video switching systems and EMI television cameras and video tape. These activities will continue to operate out of the EMI facilities in New York, Chicago and Los Angeles.

formances succeeded in assuring her recognition both as a recording artist and a sought-after supper club star.

Gloria Lynne's starring role in the 1961 Newport Jazz Festival won further critical acclaim for the talented singer and established her along with the nation's singing greats.

## Atlantic-Atco LP Program Brings In \$3/4 Million So Far

NEW YORK—The Atlantic & Atco label's current sales program has sold \$750,000 worth of albums, according to Nesuhi Ertegun, vp of the operation.

The program, which has more than two weeks to run (Mar. 31), includes several promo innovations that company execs say helped bring about its success. These include the use of film clips in theaters in six cities, audience participation contests on a number of radio stations and a Salesmen's Commission Fund for distrib sales personnel.

More familiar aspects of the plan include a 12½% discount on new albums and catalog product, 30-60-90 day deferred billing to qualifying accounts and various merchandising aids.

## Nina Simone Promo Set By Colpix

NEW YORK—Colpix Records has launched a Nina Simone promotion which will run from March 16 through May 15. The theme of the campaign is "The Best of Nina Simone is on Colpix."

During the two-month plan distributors may purchase five of any of the eight Nina Simone LP's in the Colpix catalog for the price of four albums. The record company plans extensive advertising to plug the Nina Simone promotion. Special mailing pieces have been designed to send to deejays, distributors, salesmen, one-stops and rack jobbers.

A standing counter placard is available to dealers for in-store display. Order pads will also be sent to dealers and distrib salesmen.

## Disk Problems In Latin-American Market

(Continued from page 6)

possibilities lost because European songs are more profitable. Is \$20,000 the maximum obtainable from Brazil? The pubberies say "No." Besides, there are still two more points: the Coligacao doesn't allow the 1/12 or 2/12 part corresponding to the writer of the Portuguese lyrics, resulting in even more difficulties for the publisher, who has to pay the writer, and it seems that the distribution of the money collected by the "Coligacao" and paid to the publishers of Sao Paulo and Riode Janeiro isn't made by a system that would give more money to the companies that have more hits; several publishers aren't very happy with the way it's currently used. What's the result of the double payment (\$20,000 to BMI and the advances to the publishers)? One of the Brazilian publishers explains it clearly: "We are able to get Italian, Spanish and Portuguese songs under contracts that allow us up to 50% of the royalties; these songs are well accepted in all South America and are increasing its force."

Another case much discussed in Brazil is the ASCAP one. As it is known, these songs are distributed in many countries by only one publisher. Nobody has doubts about its ability, but other pubberies feel that ASCAP could get much better results offering them the songs that won't be promoted by its representatives, since even the biggest companies have a limited quantity of tunes they are able to work on during a certain period.

Let's take another case, this time in Argentina. A local publisher told *Cash Box* that BMI and ASCAP are losing several thousands of dollars every year because the way their representation is organized in Buenos Aires doesn't allow them to get a tax exemption granted by local laws. The importance of this detail will be well appreciated considering that the tax amounts now to 46% of the amount collected. This publisher considers that a very simple change in its representation (without changing any current arrangement) would mean a big difference in earnings. Composers' societies from other countries are using this tax exemption "with very good results."

On the record side, another thing that worries local diskeries is the strange behavior of some foreign recording companies. In a recent case, a label from the US, whose representation was of interest for several local companies, asked them what was considered a "ridiculously high advance," let's say, \$15,000. After several months, and as nobody was any

more interested in it, due to this big payment, the company gave its label to another company under much better conditions (let's say, \$5,000). Of course, these sums are not the real ones. The question was: Was that company intending to work seriously in promoting its label or did it only want to get as much money as possible, and afterwards forget all about it? For the Argentine company, such a position may mean great damages and is still one more reason for devoting oneself to local recordings.

During recent years, one more thing has appeared: it seems that the word "world distribution" sounds like magic to the ears of a lot of people. Many American artists have been switching labels just because their new home has better distribution abroad. But in some cases, this may be a mistake, and a big one, since a "bigger" net isn't necessarily a "better" one. One of the best examples is a well known European artist, whose records were distributed in Argentina by one of the independent companies. The job of this company was well appreciated by him, and he considered Argentina as the country where he was known best, after his own one. But "seeking one distributor in all Latin American countries" he turned to another label, where his records failed, and now he is represented by a third one. The changes have cost him his prestige in Argentina, and now he has to be promoted, once again, from the bottom. Like this one, there are other examples; probably one of the reasons is that the original label considers Latin America as only one market, forgetting or not wanting to consider that there are really five or six areas, independent each of another. And experience has demonstrated that it pays to consider them independently and seek the best working company in each one. An area may cover one, two or three countries, like the case of Central America, where there are several ones, but probably may be managed by one distributor.

As we have already reported before, these and many other details of the record business will be discussed at the Mexico convention and it may be very interesting for American manufacturers to be there and speak frankly about business with the people that are representing or may represent them in this part of the world. The man in charge of the organization of this convention is Eng. H. Klinckwort, one of the top names in the Mexican record industry, and he may be contacted for further details, which will be, of course, also printed by *Cash Box*. His address is Havre No. 7, 9. piso, Mexico, DF, Mexico.

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I NEED MONEY

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ELOISE BROWN'S  
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Nashboro LP 7018

IN GOSPEL  
SINGLES

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Maggie Ingram  
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CBS Trumpeteers  
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Edna Gallman Cooke  
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NASHBORO RECORDS

177 3rd Ave No., Nashville, Tenn.

# 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. 30-60-60 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 distributors 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.

## WNBC Switches Format

NEW YORK—Beginning March 30, WNBC, the NBC web's flagship outlet, will eliminate its deejay shows, with one exception, and switch to a format of conversation and interviews. The only air stanza that will remain is the 6 to 10 AM "Big Wilson Show." Key spinners who will be exiting the station are Jim Lowe, Woodman and Rich, Wayne Howell and John Clark.

The new format, formulated by George Skinner, the station's general manager, and William Schwarz, the program director, features telephone talk-back shows, during which members of the listening audience will have their views aired. Such views may be in response to statements or opinions expressed by the personality or other listeners, but more important, listeners will be enabled, in effect, to dictate programming by introducing new topics of interest to them. No records will be played on any WNBC segment except by Big Wilson.

The outlet is hiring seven or eight performers to conduct the talk shows, which will vary in length from two to five hours. Already inked to contracts by WNBC are Metropolitan Opera coloratura Mimi Benzell, Edith Walton, well-known journalist and radio personality, and Brad Crandall, who moves to Gotham after a successful interview stint on CKEY-Toronto. Additionally, vet late nite talker Long John Nebel will take over the 12:00 to 5:00 AM slot.

## Sitting Pretty



HOLLYWOOD—The Murmaids, who scored a top 10 success with their Chattanooga disk of, "Popsicles And Icicles," have high hopes for repeat action with their follo-up, "Heartbreak Ahead." Ruth Conte (right), label topper, is shown with the larks. (Left to right) They are Carol Fischer, Terry Fischer and Sally Gordon.



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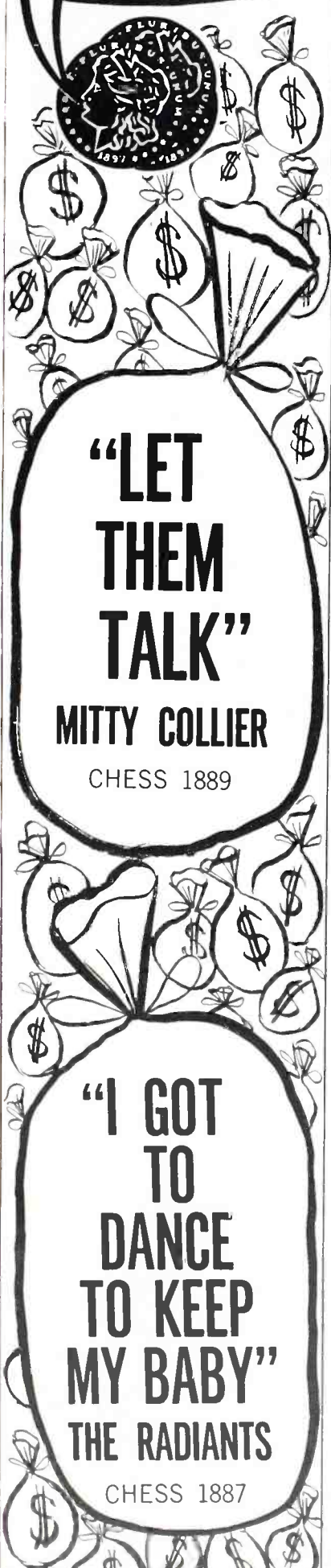
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TO  
DANCE  
TO KEEP  
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**THE RADIANTS**

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**Lor Crane To Col.  
As Assoc. Producer**

NEW YORK—Lor Crane has joined Columbia Records as an associate producer, according to Bob Mersey, director of pop A&R.

Crane joins Columbia after eight years in the music industry as a recording engineer, composer, arranger and producer. He has produced records for Rank International, Amy Records, Award Productions and Laurie Records. In addition, Crane has produced music for the New York Shakespeare Festival, composed music for an off-Broadway production under option entitled "The Loft," and composed the music for the musical review, "Ostrich Under Glass," opening in April at the Take 3 in Greenwich Village. He also wrote and produced the album "The Beetle Beat" on Premier Records.

Crane is the composer of a number of tunes, including "If Teardrops Were Diamonds," "You Get Me Bugged" and the current hit, "White on White."

**SALES! SALES! SALES!**

**Bobby Lord**

SINGS

**LIFE CAN HAVE  
MEANING**

HICKORY 1232

*Breaking Out!*

**"I'LL FIND  
YOU"**

**Valerie & Nick**

Glover 3000

**ROULETTE RECORDS**

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

**NO. 1**

Singer in Holland

**ANNEKE  
GRONLOH**

SOON DEBUTING IN U.S.A. ON

*LONDON*

**BREAKING POP!**

**"BALTIMORE"**

#5129

Sonny James



**Schuster Named GPM  
Of Broadway Music, AME**

NEW YORK — Wally Schuster, long on the disk-pubbery scene, has been appointed general professional manager of Broadway Music and American Metropolitan Enterprises, Ltd.

Schuster will handle the publishing division for all companies in the group. His past associations include Roulette Records and publisher-disk man George Paxton.

In the set-up's disk division, Marvin Holtzman is chief of the A&R dept, which includes the Seville & President labels, while talent management is under the direction of Milt Stavin. Ed Kassner is chairman of the board and president of all the companies.

**Col. Names Goldenberg  
To Ad-Sales Post**

NEW YORK—Columbia Records has named Harry Goldenberg manager of operations, advertising and sales promotion, according to Morris Baumstein, ad-sales promo director of the label.

In this newly created post, Goldenberg will be responsible to Baumstein for directing the traffic and production activities related to the preparation of advertising and sales promotion material.

Goldenberg joins Columbia with 16 years of experience in advertising and sales promotion. His most recent position was traffic and administration manager with Pritchard, Wood, Inc., in New York.

**Ford Found. Gives  
10 Composer Grants**

NEW YORK — The Ford Foundation has announced the award of ten grants of \$5,000 to ten American composers who will be composers-in-residence in public school systems across the country.

Selected from 65 applicants, the ten winners will write music for performance by school bands, orchestras and choral groups and help acquaint students with contemporary music.

The recipients, chosen by a committee headed by composer Norman Dello Joio, are Frank Brazinski, Richard Felsiano, Karl Kroeger, Monte Tubb, John Davison, Charles Fussell, Gregory Kostek, David Maves, William Valente and Herbert Bielawa.

**A Philadelphia Hoot**



PHILADELPHIA — Local radio stations here recently sponsored a hootenanny in Convention with proceeds aimed at a fund for the mentally retarded children in the Philadelphia area. More than 8,000 persons attended the hoot which was emceed by deejay Bill Wright (left) and Kal Rudman of WDAS (right). Cameo-Parkway chanter Chubby Checker, who donated his services to the benefit, is pictured at the mike with the spinners.

**BIOS FOR  
DEEJAYS**

**Searchers**



In the short span of eight months, the Searchers, a four strong vocal and instrumental group, from Liverpool, have achieved recognition as one of the top beat groups in England. The crew is currently scoring in the U.S. with "Needles And Pins" on the Kapp label (#24 on this week's Top 100).

The group's ascent to disk stardom began in June 1963 when a number called "Sweets For My Sweet" was released on the Pye label. The deck quickly zoomed up the English charts and established the boys as potent record sellers.

The Searchers (Chris Curtis, Tony Jackson, Mike Pender and John McNally) have been together the whole of their time in show business. They were originally the backing group for Liverpool singer, Johnny Sandon, but left him to branch out on their own about a year before making their debut disk. Since their initial wax success, the group have been working a hectic schedule. They've appeared on tour with Roy Orbison, Tommy Roe, Bobby Rydell, etc. and have appeared on countless radio and TV programs.

**Danny Williams**



Danny Williams, who is presently riding up the Top 100 with "White On White" on the United Artist label, was born in January, 1942 in Port Elizabeth, South Africa. As a youngster he started his singing career outside a local theatre, selling newspapers and humming various popular tunes.

When he was a teenager Danny became part of a group called the Golden City Dixies. He travelled with the Dixies for three years, visiting many countries and covering 175,000 miles of experience. Eventually the show came to England and he appeared on several television programs including BBC-TV's "Drumbeat." While Danny was appearing in London, recording manager Norman Newell inked him to the HMV Label and he cut his first deck, "Tell A Tree." Danny firmly established himself as potent disk seller in England in Dec. of '61 when his version of "Moon River" zoomed to the top of the British charts.

The chanter's current click was made in the U.S. on his first American trip several months ago.

# Strong Turnout At FTC Meet

(Continued from page 7)

filing of depositions with Federal agency.

Other industry associations, such as RIAA, the label organization, and NARM, the rack-jobber set-up, were expected to comment also on sections of the proposed rules.

A break-down of tradesters who were skedded to be on hand shaped up this way: ARMADA, about 30 people, including the entire board; ROSA, at least three: president Irv Perlman of I. J. Morgan One-Stop in Philadelphia, Pat Cohen of Pat's One Stop in Richmond, Va. and Charles Grey of Consolidated in Detroit; NAAARD, about 12, including Joe Goldberg, president, Benjamin L. Finn, executive director; regional directors Howard Judkins, west coast retailer; Frank Carie of the John Wade Store, Mickey Gensler, treasurer, of New York and Nate Fischer

## Crowley Named Sales VP At Jensen Industries

CHICAGO—The appointment of Edward Crowley as vice president in charge of sales of Jensen Industries, manufacturers of phono needles and cartridges, has been announced by Karl Jensen, president of the firm.

Naming of Crowley, who has been with Jensen for four years and who formerly was exec vice-president of Fidelitone, is part of an exec reorganization at Jensen prior to introduction of several new electronic products and an accelerated sales campaign for its line of more than 500 needles and 80 cartridges.

Recently appointed as vice-president in charge of engineering was Donald Haines, formerly with RCA, Zenith and Sonotone. Named as controller of Jensen was James Lee, former senior auditor with Arthur Anderson & Co. and Ford Motor Co.

"These executive changes following upon shift of our operations in the past year from Forest Park to a new expanded plant in Addison is preliminary to our entry into new product fields to be announced shortly," declared Jensen. "Our firm has become international in scope with operations both in Mexico and Canada and we anticipate further expansion into the European market soon."

## A Sheepskin For Marty



SYDNEY—Marty Robbins (right), a recent visitor to Australia, accepts a sheepskin rug from A. W. T. Smith, managing director of the Australian Record Company, which hosted a reception on the chanter's behalf. The affair was held at the Chevron Hilton Hotel with almost a 100 trade reps in attendance.

Robbins' newest Columbia LP, "Calypso Vacation," will be released shortly.

of Philadelphia; RIAA's Ernest Meyers, legal counsel, and Henry Brief, secretary; NARM, at least three; Cecil Steen, president; Jules Malamud, exec secretary; and Albert Caretta, legal counsel.

Representatives from the record companies who arrived Thursday night for the Friday meet included: Columbia—Bill Gallagher and Jack Lutz; Capitol—Stan Gortikov; Kapp—Mickey Kapp and Al Cahn; Warner Bros.—George Lee and Sid Schaeffer; Request—Hans Lengsfelder; Atlantic—Jerry Wexler; Laurie—Ed Matthews and Bob Schwartz; Jubilee—Jerry Blaine.

Also in attendance were Irwin Robinson and Al Shulman of Colpix; Sam Yemen of Decca; Johnny Sipple of Monument; Lee Hartstone of IPG Records and the Hartstone distributorships and racks; Marty Wargo of London and Ira Moss of Pickwick Sales.

At least one organization, ARMA-DA, planned to gather in Washington prior to the meet to discuss courses of action.

## List Discussion Program For Latin Labels' Conv.

(Continued from page 7)

sides of disk exposure on radio; 3) record counterfeiting in Latin America; 4) convenience of forming a music publishing company with money furnished by associated recording companies; 5) uniform artist contracts in the Latin-America area; 6) relations between the Latin-American and the International Federation of Record Producers; 7) rights of labels in the public performance of disks; and 8) development of legislation regarding composers' rights in Latin-America.

Directing the organization of the convention is Eng. H. Klinckwort, the well-known Mexican music man. He can be contacted for further details on the confab at Havre No. 7, 9, piso, Mexico, DF, Mexico.

As previously reported, Cash Box will be represented at the gathering by Miguel Smirnof, the magazine's South American director, and Enrique Ortiz, CB's rep in Mexico. Both will be available to those in attendance as translators, if need be, and as contacts with music men.

## Can-Am Pacts Roomates



NEW YORK—Gene Malis, president of Canadian-American Records, has announced the recent signing of the Roomates to the label. The vocal group, pictured above, have clicked in the past with "Please Love Me Forever" and "Glory Of Love," and have a breakout in Detroit with their first Can-Am disk, "My Heart," according to Malis.

## Blaine Says "No" To Gov't Intervention; Suggests Disk Czar

WASHINGTON, D.C.—At least one music man came to Washington last Friday (13) prepared to make a blanket attack against formulation of trade rules by the Federal Trade Commission. He was Jerry Blaine, head of Cosnat Distributors. It's Blaine's view that involvement of the federal government in the general conduct of business was in itself a negative move. Blaine stated he favored—and the usually irrepressible exec said he wasn't kidding—the creation of a music industry Czar much like those in the sporting world. The whole industry, Blaine explained, would be responsible to the Czar for acts judged harmful to business.

In a matter closer at hand, Blaine went on record as applauding the Capitol Records stand for stability moves as the only course a label has today of retaining control over the advantageous marketing of its product.

## Mercury Rushing Single Of "From Russia With Love"

CHICAGO — Mercury Records last week (13) began rush releasing the original soundtrack title tune from the smash British flick, "From Russia With Love," second film venture for the famous fictional secret agent James Bond, due to be released throughout the country shortly.

The theme is performed on the single by the British group, John Barry Seven and Orchestra, and is instrumental. The flip side of the deck is "007," the tune title being the number assigned to Bond by the British Secret Service, the "double 0" signifying that he has the right to kill—in the line of duty, of course.

## Capitol Pacts Gary Usher As Chanter & Cleffer

HOLLYWOOD—Gary Usher, one of the founders of hot rod music, has inked an exclusive recording contract with Capitol Records, and a song-writing pact with Beechwood Music Corp. Latter is the label's BMI publishing subsidiary.

The dual contracts mark the first time Capitol or Beechwood has had a writer on staff.

With his Superstocks group, Usher has already recorded two albums for the label—"Hot Rod Rally" and "Thunder Road" (latter just sold). They were also one of the groups on Capitol's first hot rod LP, "Shut Down."

## Pedro Vargas' Carnegie Debut To Be Recorded By RCA Victor

NEW YORK—Mexican chanter Pedro Vargas will make his Carnegie Hall concert debut this week (20) and it will be recorded on-the-spot on RCA Victor Records.

Vargas will be accompanied by a twenty-four piece orchestra that includes a string ensemble and by an eight-piece Mexican Mariachi band. His program will comprise approximately thirty selections, the great majority of which have been hits recorded by the songster during an RCA career started in 1929.

During the Carnegie Hall concert, Vargas will be honored by the presentation of a medal from the Mexican state of Guanajuato "for distinguished services to the state." The medal will be presented to Vargas by His Excellency Antonio Carillo Flores, Mexican Ambassador to the United States.

## Studio Breaking-In



NASHVILLE—Rusty Draper and Fred Foster recently got together at one of the first recording sessions held in Fred Foster Sound Studio (formerly Phillips Studio) in the Music City. Draper, a Monument artist, cut an LP of instrumental music and assisted by his son, Johnny.

## Norma Dorfman Is New Adam Dist. Manager

NEW YORK—Norma Dorfman has been appointed branch manager of Adam Distributing Co., the Roulette distributing branch, it was announced by Morris Levy, Roulette prexy.

Miss Dorfman, a veteran of 20 years in the music business, comes to her new post from Artia-Parliament where she was sales manager, and has also been a sales rep for Capitol-Angel and at one time owner of a disk retail outlet in New York.

Stan Drayson, who resigned the Adam post to go into business for himself, said that he will announce his plans in the near future.

\*\*\*\*\*  
 Growing Bigger and Bigger  
**WORRIED GUY**  
 •  
**Johnny Tillotson**  
 (MGM)  
 B. F. WOOD MUSIC CO. INC.  
 1619 B'WAY, NEW YORK, N.Y.  
 \*\*\*\*\*

## THE STARS SHINE ON COLPIX



LES COOPER  
 "MOTOR CITY"  
 D-1023

A DIVISION OF COLUMBIA PICTURES CORPORATION

Heading For Hitsville  
**AIN'T THAT JUST LIKE ME**  
**BOBBY COMSTOCK**  
 LAWN 232  
**SWAN RECORDS**  
 Cor. 8th & Fitzwater Sts.  
 Philadelphia, Pa.

## Uecke To Head Capitol's Recording Operations

HOLLYWOOD—Edward Uecke has been promoted to administrator of recording operations for Capitol Records, Inc., it was announced last week (13) by George E. Jones, vice president for manufacturing and engineering.

In his new post, Uecke will supervise the diskery's recording studios in Hollywood and New York and the company's electronic engineering dept. In addition, he will continue as director of the development engineering dept., his position for the past several years.

Uecke is a Fellow of the Audio Engineering Society and is active as a technical consultant with the Record Industry Association of America and the National Association of Broadcasters. He is also a frequent contributor of articles to technical journals.

Since joining the label in 1946, as an electronics engineer, Uecke has held a number of exec positions in the manufacturing and engineering division. Prior to joining Capitol, Uecke was on the audio engineering staffs of Packard-Bell and RKO studios.

## Low Fargo Moves Set-Up, Gets Vito & Salutations Deck

NEW YORK—Low Fargo has moved his Fargo Record Corp. operation to new quarters at 1650 Broadway.

He's starting business at his new home with a date by Vito & The Salutations, who recently scored on the Herald label with "Unchained Melody." The session, released on Fargo's affiliate, Wells Records, is called "Liverpool Sound" and was produced by Dave Rick, group's manager and disk producer.

Fargo also announced that he plans a series of LP releases, the first of which will feature The Aquatones.

An Overnight Smash!

**I WANT YOU TO BE MY BOYFRIEND**

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Josie 919

Natl. Dist. By  
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Newest Smash By

The Kingsmen

**"MONEY"**

Wond 150

**J/S**

HAVE LOVE WILL TRAVEL

Guyden #2101

The Off-Beats

Jamie/Guyden Distributing Corp.  
Phila. 21, Pa.

## ASCAP, Adams Ordered To Show Cause In Civil Contempt Over Alleged Violation Of Consent Decree

NEW YORK—ASCAP and its president Stanley Adams were ordered by a U.S. court here to show cause why they should not be cited for civil contempt.

Judge Sylvester Ryan of U.S. Southern District of N.Y. court acted following charges by the anti-trust division of the U.S. Dept. of Justice that both had violated 23-year-old (twice amended) consent decree before the Supreme Court in proposals last month to CBS on arrangements for the usage of its music.

Judge Ryan set Mar. 25 as the date for ASCAP and Adams to return the show cause order.

The Government charges that ASCAP and Adams violated the consent decree by proposing to CBS a system whereby the broadcasting company would pay a set fee plus a per-program percentage. The Govt. contends the consent decree calls for one system or the other, not a blend of the two.

## Gotham To Be Deluged By Three Easter Rock Shows

NEW YORK—New York teenagers will have their choice of picking from among three marathon live rock 'n' roll shows during the upcoming Easter season. All three shows will open Mar. 27 and continue through Apr. 5 and be presented in midtown theaters in Manhattan and Brooklyn.

In Manhattan, the Paramount Theater will present WMCA-New York sponsored show to be hosted by the outlet's Good Guy deejay line-up. Already set to appear at presstime are Sam Cooke, 4 Seasons, Lesley Gore, the Sapphires, King Curtis, James Brown and Company. In commenting on the show, Ruth Meyer, station's PD said, "The Good Guys are making the Paramount appearance in honor of B. Mitch Reed on the 1st anniversary of his rise as the number one air personality in New York." This will mark the first live stage show the Paramount has had in six years.

Also in Manhattan, the Ambassador Theater will be the scene of another presentation hosted by popular WPIX-New York personality Clay Cole. The roster of artists includes Lloyd Price, April Stevens & Nino Tempo, Freddy Cannon, Linda Scott, Orleans and Duprees. Additionally, Cole will conduct a talent search spotlighting a new artist on each show.

In Brooklyn, WINS' Murray The K will host a bevy of teen performers including Chuck Jackson, Ben E. King, Shirelles, Johnny Tillotson, Dionne Warwick, the Tymes, the Chiffons, the Kingsmen, Dick and Dee Dee, Bobby Goldsboro, Little Anthony & Imperials, Righteous Bros. and the Younger Bros.

## Wish Retires From Recoton

NEW YORK—Alfred Wish has retired from active participation in the affairs of Recoton Corp., the phono needle manufacturer. Wish, with the firm for 20 years, was a vp and director of Recoton. He will announce his future plans following an extended trip to Europe and Israel, which will start April 11 and continue until the end of June or early July. No replacement for the exec has been named.

## Two New Distributions Named By Living Language, Young Peoples

PHILADELPHIA—Ed Barsky, national sales topper of the Living Language and Young Peoples Records, has named two distribs: Hamburg Bros. in Pittsburgh and Hit Records in Cincinnati. Hamburg is headed by Mort Locker, Hit Records is helmed by Iz Nathan.

## Hartstone, IPG Re-Locate To Frisco

NEW YORK—Lee Hartstone, the vet disk man, is leaving the New York disk scene to re-locate his Independent Producers Group and its affiliated firms in San Francisco, effective this week (16).

As explained by Hartstone, by re-locating the operation in Frisco "we will have access to a talent and recording area in which there is no other national releasing or sales operation with respect to pop masters, etc. In addition, I am personally moving to San Francisco and will now be able to give more of my attention directly to the procurement of masters and the sales and exploration of same."

The first two releases from Frisco are in production, with promo copies sent to distribs last week. They are "He Hurt Me Again" by Ruth McFadden for IPG's Recona label, and Miles Standish with "The One to Cry" for another subsid, Host. Two puberry affiliates are IPG Music and Recona Music.

The firm will be located at 1175 Howard Street.

## Stars To Head SESAC's Talent Roster At NAB Confab

CHICAGO—SESAC will host a celebrity suite at the Windy City's Conrad Hilton Hotel during the 4-day convention of the National Association of Broadcasters, (NAB), April 5-8. Performing live in the SESAC suite for NAB members and guests will be a talent line-up headed by Duke Ellington, Hildegard, Roy Hamilton and Warren and Kathee Covington, plus country stars Ernest Tubb and the Texas Troubadours, Claude Gary and Margie Singleton, folksinger John Hammond, and Latin orkster Marco Rizo. These artists will provide continuous live entertainment following the daily NAB business sessions.

## ASCAP Holds Party For Music Educators In Philly

NEW YORK—The American Society of Composers, Authors and Publishers (ASCAP) gave a cocktail party for distinguished guests attending the Music Educators National Conference in Philadelphia on March 13. The reception, which was held at the Penn Center Inn from 4:30 to 6:30 PM, was part of the year-long celebration of the society's 50th anniversary. ASCAP president Stanley Adams was host and was assisted by members of the ASCAP board of directors.

## Victor's Rosica Assumes New Promo Duties

NEW YORK—John Rosica, recently named manager of radio-TV artists relations at RCA Victor Records, is assuming additional responsibilities, it was announced last week by Steve Sholes, the pop A&R division vep.

In addition to his current role of coordinating such promotion activities of RCA Victor's field force, Rosica will have direct supervision of special promotion men to be added in specific markets where they may be required to provide for balanced promo across the country. The number of such men will be determined by market requirements.

## Hickory Deals For English Quartet

NASHVILLE—Hickory Records has acquired its second British disk attraction. Through an agreement with Pye Records, the label will be releasing disks by The Monotones, a male quartet, whose first U.S. release is "What Would I Do" and "Is It Right." Several weeks ago, the label started releasing dates by Lonnie Donegan, the well-known English artist.

## "Recording & Performing Career" Is Aired At NYU-NARAS Course

NEW YORK—The second meeting of the NARAS-sponsored NYU course of "Recording and Music: Culture, Commerce & Technology" was held last week (11) at the Hotel Lancaster with provocative opinions being tossed back and forth by members of the panel and those in attendance.

Sitting on the panel were Mitch Miller, artist representative & musician John Levy, Schuyler Chapin, former Columbia Records exec and newly appointed programming vice president of Lincoln Center, and moderator John Coveny of Capitol-Angel Records. Some of the observations the panelists made were: "The most difficult artist to deal with is a successful one. Records alone can't make an artist and the importance of singles to a career has been vastly over-rated. Pop disks are creations, but classical disks are only re-creations. Diskeries are the only companies that develop new artists. Almost all radio stations programming departments need more brains."

In summation, Mitch Miller, who spoke first, opined that a performer's greatest opportunity for exposure is via records, but that the artist cannot hope for continued success unless he is prepared to deliver in person the same quality performance he does on records. Miller used the careers of Tony Bennett, Vic Damone, Patti Page and Rosemary Clooney as examples. The chief of sing along was emphatic in his belief that artists who stray from the vocal style or quality that brought them recognition eventually lose in disk sales.

Jonh Levy, manager of Nancy Wilson, Dakota Staton, Cannonball Adderly and others discussed the role of the personal manager which he likened to that of amateur psychiatrist. Levy said the need for a personal manager became necessary when booking agents took on huge rosters of artists.

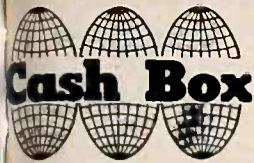
Chapin, long associated with the Masterworks division of Columbia Records, offered that there are no set formulas to go by in establishing a recording and performing career. As an example, Chapin talked about a famous classical pianist who had tremendous acceptance on records, came to this country, and bombed in city after city in concert because his performances were not up to his recorded performances. Conversely, Horowitz on disks has taken on a new lustre and he has not been concertizing for many years. Chapin also discussed the importance of show albums in rescuing ailing productions and building new artists.

During the question and answer period, many biting queries were tossed to the panelists, who answered them with authority. Chapin, when asked of the importance of singles in building an artist, replied that their importance was a misconception and that very often the album received some measure of success first, and then a single was released from it. Chapin's examples were the Kingston Trio, Dave Brubeck, Marty Robbins and Erroll Garner. Miller replied to one questioner that the average performer of teenage music has little chance to develop beyond that stage because of a lack of musicianship.

Artist management, repertoire, failure to score in personal appearance, problems of A&R, and many others were covered during the open portion of the meeting.

The next meeting (Mar. 18) will be titled "The Repertoire Problem: Classical And Jazz" with Israel Horowitz serving as moderator and Thomas Frost, Gerry Mulligan and Bob Thiele sitting on the panel.





# TOP 100 SINGLES (ALPHABETIZED)

Denotes Red Bullet

Bigail Beecher	38	My Heart Belongs To Only You	*9
Fool Never Learns	62	My Heart Cries For You	42
I Ain't Gonna Tell Nobody	84	My True Carrie Love	46
I Ain't Nothing You Can Do	31	Nadine	*48
Always In My Heart	97	Navy Blue	18
Baby Don't You Cry	45	Needles And Pins	*24
Bird Dance Beat	47	New Girl In School	*51
Blue Winter	16	Oh Baby Don't You Weep	29
Book Of Love	83	Our Everlasting Love	70
California Sun	20	Penetration	27
Can Your Monkey Do The Dog	49	Please, Please Me	3
Castles In The Sand	66	Puppy Love	58
Choked Little Man	*28	Rip Van Winkle	35
Down (Go Away)	5	Roll Over Beethoven	*75
Head Man's Curve	*50	Run Run Run	96
From Me To You	*57	Searchin'	79
Forever	*77	See The Funny Little Clown	13
Fun, Fun, Fun	6	Shangri-La	90
Had All Over	14	Sha-La-La	81
Good News	15	She Loves You	1
And It Over	78	Shelter Of Your Arms	25
Hello Dolly	*8	Shoop Shoop Song	*19
He's A Good Guy (Yes He Is)	67	Stardust	39
I'll Have To Go	92	Stay	*22
Hey, Bobba Needle	*56	Stop And Think It Over	36
Hey Jean, Hey Dean	*64	Suspicion	*21
Hey Little Cobra	73	T'Ain't Nothin' To Me	89
High Heel Sneakers	12	Tell It On The Mountain	*41
High On The Hill	85	Tell Me Baby	82
Hippy Hippy Shake	*34	(That's) What The Nitty Gritty Is	76
How Blue Can You Get	94	That's When It Hurts	99
Can't Stand It	*61	Think	*26
Love You More And More Every Day	11	To Each His Own	80
Only Want To Be With You	23	Twist & Shout	*4
Want To Hold Your Hand	2	Um, Um, Um, Um, Um, Um	65
Wish You Love	32	Understand Your Man	53
Wander Who's Kissing Her Now	93	Vaya Con Dios	95
I Make You Mine	54	Waiting Game	100
Hurts Me	63	Way You Do The Things You Do	*17
va	7	We Love You Beatles	*60
Wisin' Cousins	10	What Kind Of Fool (Do You Think I Am)	40
Wire	74	When Joanna Loved Me	87
Lonely Blues	72	White On White	*69
Book Homeward Angel	88	Who Do You Love	30
ve With The Proper Stranger	59	Who's Going To Take Care Of Me	86
ike Me Forget	98	Woman, Love And A Man	91
In In You	71	Worried Guy	44
ller's Cave	68	You Don't Own Me	33
ny	*52	You're A Wonderful One	*43
Bonnie	37	Young And In Love	55

## Prestige Handling Unical Label

HOLLYWOOD—Prestige Records has been appointed the exclusive U.S. distrib for Hollywood-based Unical Records.

Al Allen head of Unical's A&R sales, said he made the move in view of Prestige's newly launched drive in the pop singles field.

First session under the deal is a side by Keith Colley, who recently scored with "Enamorado." The new effort is "Cuando La Luna."

Disks will continue to display the Unical logo. Unical's distrib in Los Angeles, California Records, remains as its distrib in that area.

Deal was negotiated in LA by Allen and Ed Townsend, who recently joined Prestige as A&R head for R&B/pop-oriented material.

## Four From A Flick



HOLLYWOOD—Disk stars Frankie Avalon, Stevie Wonder, Dick Dale and Annette are shown above on the set of the new AIP flick, "Muscle Beach Party." All four of the artists will feature tunes from the film in upcoming albums and singles.

## Sy Shaffer Forms N.Y. Label

NEW YORK—Sy Shaffer, onetime musician for Arthur Godfrey, has formed Syse Records, this city, as a subsid of Sy Shaffer Enterprises, a jingle production outfit.

New diskery will debut with a release by Bruce Steeg, former keyboard prodigy. Currently a soloist with the West Point Band, he has been a frequent guest soloist with the Paul Whiteman band and has appeared with Stokowski. His initial sides are "Crescendo for Swingers" and "Manhattan Fiesta."

## ASCAP Sets N.Y. Meet

NEW YORK—Following its recent west coast meet, ASCAP will hold its annual New York membership meet here on Mar. 31 at the Americana Hotel. Stanley Adams, president, and other society officers will report to the gathering. For those who want to propose amendments to the by-laws at the meet, it is first necessary to file such requests to ASCAP's board before next Monday (23).

## Rolf Harris Tapped For Blue Angel

NEW YORK—Epic Records' Australian chanter, Rolf Harris, will move into the Blue Angel nitery for a 4-week stand beginning this week (16).

The songster-composer jumped into the national spotlight awhile back with his Epic dishing of his own tune, "Sun Arise," which was followed by another original, "Tie Me Kangaroo Down, Sport." Both tunes achieved substantial chart status.

Harris will also appear on the CBS Sullivan show on Mar. 15.

## Chicago NARAS Chapter Plans Awards Dinner

CHICAGO—The National Academy of Recording Arts and Sciences (NARAS) here has announced that it is planning an awards banquet that is held in conjunction with similar affairs in New York and Los Angeles.

David Carroll, chapter prexy, also announced that the next general meeting date is Mar. 24, at which committees will be named for the awards banquet. A full evening of entertainment is planned for the event which will be held at the Knickerbocker Hotel.

## Roulette Inks New Music Thrush

NEW YORK—Roulette Records has signed Jacqueline Mayro, star of the coming Off-B'way musical, "Cindy." Her debut on the label, she sings songs from the show, "Who Am I" and "Is There Something in What Said." Writer of the score is producer Johnny Brandon, music and lyrics, and the book is by Joe Sauter and Mike Sawyer. Publisher is Wemar Music, whose president, Stuart Wemer, is producer of the show, which opens this week (19). The performer created the role of "Gypsy Jane" in "Gypsy," the famed Merman musical, and was also featured as "Ursula Merkle" in "Bye Birdie."

## Columbia Fetes Winners Of "Home Town" Contest

NEW YORK—The two winners of the "My Home Town" contest, held as a special promo for Steve Lawrence's Columbia single of the same name, from the hit Broadway musical, "What Makes Sammy Run?" starring the performers, were feted at a recent dinner with Lawrence and Eydie Gorme. The dinner was hosted by Bob Thompson, national promotion manager for Columbia Records Sales Corp.

Arrangements for the contest were made by Hugh Dallas, Columbia Field Promotion Manager, in conjunction with radio station WKLO in Louisville, Kentucky and radio station WCPO in Cincinnati, Ohio.

The winners, 23-year-old Sharon Cross from Louisville and Mrs. Etta Cholak from Cincinnati, were chosen from among thousands of contestants for having written the best compositions on the subject, "My Home Town." First prize was an all-expense paid week-end for two in New York, highlighted by dinner with Steve Lawrence and Eydie Gorme and tickets to a preview performance of "Sammy."

Miss Cross was accompanied by her mother, Mrs. Kenneth Cross, on the trip and Mrs. Cholak was escorted by her husband.

"What Makes Sammy Run?" was recorded by Goddard Lieberson, President of Columbia Records, on Sunday, Mar. 1 at Columbia's 30th Street Studio. The cast album will be released immediately.

## Box Office Bows In LP Market

NEW YORK—Box Office Records, this city, made its album debut last week. Its "Bedtime Stories, Italian Style," which introduces Giuseppe, the Italian Baby-Sitter. Eli Hoffman wrote the special material for the LP, which satirizes six fairy tales.

## Motorcycle Trend



ANGELES—Liberty Records is betting that they can start a trend with a recently-released cycle album. Jerry Capehart, who produced the disk is shown above with the label's A&R director, Don Perrier. The LP is tabbed "Motorcycles U.S.A." and features the Horne instrumental.

By jove!

'ave you seen RCA Custom's new Hollywood Studios?

## The B's Have It



NEW YORK—During a backstage breather at their recent sell-out concert at Carnegie Hall, Tony Bennett and Count Basie go over a passage from Bennett's latest Columbia click, "When Joanna Loved Me." Immediately after the concert, the songster planned to go to Hollywood to film a Danny Kaye CBS show for March 25 telecasting.

## World-Pacific Claims Feb. As Top Month

HOLLYWOOD—Feb. was the "biggest month" at the World-Pacific and Pacific Jazz labels, Richard Bock, prexy, reported last week.

The exec said that the full effect of the label's market expansion program was felt during the month when three new albums plus a major re-issue were released.

The new albums included a teen-oriented LP, "The Scramber" by the Sandells, which sports the new Motorcycle sound, "12 String Guitar" by Tut Taylor & The Folksingers, "Portraits" with Gerald Wilson's 17-piece band, and "First Meeting," a re-issue featuring Lightnin' Hopkins, Big Joe Williams, Sonny Terry and Brownie McGee.

## Julie London Sets Japanese Tour

NEW YORK — Actress-singer Julie London has been signed by Tats Nagashima, president of Kyodo Kikaku Productions, to tour Japan for a month of concert and nitery dates beginning May 21. The lark, who recently finished a stint at the Flamingo in Las Vegas, and is skedded for a Royal Box engagement at the Americana, will also discuss a flick pact with Nagashima.

The performer's newest Liberty album, "The Wonderful World of Julie London," is the current number one international LP in Japan.

## Day Long Ad Clinic Set For NAMM Show

CHICAGO—A day-long Advertising-Selling Clinic will kick off a major project of the National Association of Music Merchants at the 1964 Music Show in Chicago.

How to launch an all-out advertising offensive through "Total Selling for Music Stores" will be the theme of the all-day session, a first for the Music Show shifting this year to the Conrad Hilton. Open only to members of the National Association of Music Merchants, the clinic, kicking off the Music Show on Sunday, June 28th, will cram a maximum of ad strategy and technique into an instruction course for music dealers from 9 to 5.

Directing the unusual "Total Selling for Music Stores" operation will be retail advertising authority, Clyde Bedell. The NAMM Board voted to subsidize the project and set a special Convention Clinic price of \$39.95 per member. The "Total Selling" package includes the all-day clinic, the new printed—15 separate chapters—Advertising Course that incorporates full detailed material on Bedell's methods, a meeting leader's manual, and a phonograph record of the clinic highlights.

## Singer Names Lutz Creative Director

NEW YORK—Abbot Lutz has been appointed to the newly-created position of director of creative and marketing services for the consumer products division of The Singer Company. He will supervise the division's advertising, merchandising, publicity, educational, and marketing research activities. The sewing machine company added disk departments to its 1,700 retail branches late last year.

Prior to joining Singer, Lutz was active in the graphic arts, advertising, radio and television fields. From 1958 to 1963, he served as director of advertising and art for Pickwick International, Inc., the low-priced LP producer. Earlier, he had been associated with the Columbia Broadcasting System, Inc., Simon & Schuster, Inc., and the British Broadcasting Corporation in various creative capacities.

## English Salvation Army Group, A Pop Success To Appear On Atco

NEW YORK — Although the pop-gospel movement failed to make headway in the U.S., an English Salvation Army group—The Joy Singers—are going to give it another try here.

The group, a vocal-guitar ensemble composed of four men & four women, is already making disk noise in England with their EMI recording of "Open Secret," whose gospel-type sound is a danceable one.

In a deal with EMI, Atco Records is going to release the side plus additional dates by the non-profit group. The attraction is carrying the non-profit idea to the extent that they are appearing in a London nitery, The Blue Angel, for no fee. All royalties from their diskings are going to the Salvation Army, as will the receipts of their U.S. releases.

The group, headed by Capt. Joy Webb (all other members are officers in the SA), 31-year-old femme guitarist, is content to spread the gospel with their pop-oriented performances. Their "Open Secret" side has reportedly sold some 60,000 copies. EMI plans the release of an EP this week.

In May, the crew will embark on a series of 1-niters throughout England.

The Atco deal was arranged by Jerry Wexler of Atlantic & Atco and Roland Rennie of Transglobal Music, which represents EMI in the U.S.

The group's success is seen as a possible reaction to the international fame of another decidedly religious performer, The Singing Nun.

The group has received the endorsement of Major Miller, rep of the national command of the SA in the U.S., who said he was "delighted" with the disk appearance of the Joy Singers here. "They represent a modern approach to reach people with our message," he stated.

## WB Inks The Innocents

BURBANK, CALIF.—The Innocents, sometime Top 100 performers, have signed a pact with Warner Bros. Records, according to Joe Smith, singles A&R director. The group, a hit team with "Gee Whiz" and "Honest I Do," will continue to be recorded by producers Jim Lee and Hazlewood. Trio is comprised of Jim West, Damon Stankey and Al Caneleloria.

## Aurovision's 8th Birthday: 40 Million Paper Promo Disks

NEW YORK—Aurovision, Columbia Records' paper promo disk producer is celebrating its eighth birthday with a total output of more than 40 million disks.

Used by such giants as General Motors, Ford Motor Co., Westinghouse, General Electric and Remington Rand, Aurovision produced first hi-fi recording ever to be included in a national magazine advertisement in 1959 Look magazine carried an insert for a Remington Rand electric shaver. Bing Crosby, Louis Armstrong, and Rosemary Clooney; The Hi-Lo's were featured on disk, called "Music To Shave By."

Aurovision has been used for various purposes, including free bonus records inserted into LP jacket trade magazine inserts, record premiums and Christmas cards with company messages.

## Top Jazzists To Perform At World's Fair Jazzland

NEW YORK—Jazzland, a one million dollar pavilion, will be one of major features at the New York World's Fair opening April 22. The 750-seat club, located in the Louisiana Pavilion, will feature some of America's top jazz musicians. Already signed to appear at Jazzland this World's Fair season are Maynard Ferguson and his Orchestra, Dukes of Dixieland, Gene Krupa, Carmen McRae and her trio.

The object at Jazzland will be to display this country's finest jazz talent, ranging from Dixieland to Bop to Progressive and Cool. Prestation will include a comprehensive survey of Jazz in America, from New Orleans and Chicago beginnings up to the 1964 scene. In order to present a complete picture of what's happening in the world jazz today, opportunities will also be given to new and upcoming jazz artists, as well as famous names.

Jazzland will be open seven days a week, opening at noon and continuing until 2 A.M. A popular restaurant will be included, featuring food from New Orleans' famous Antoine's.

Other attractions at the Louisiana pavilion include Teen Carnival, an area devoted to teenagers and their activities, which will include cultural exhibits, contests, national youth organizations, fashion shows, entertainment by nationally known Teen recording stars.

Sponsoring all three attractions is the Louisiana Pavilion is Henraet Enterprises, Inc., headed by Henry P. Wagner of Montclair, N.J.

## Hi-Fly Promo



NEW YORK—RCA Camden Records, with the cooperation of Sabena Airlines, has launched a "Sentimental Journey" contest for distributor and managers with prizes of round-trip tickets to six European countries. Shown above, with significant "props" are H. Ray Claman, manager of product and sales planning; Don Burkheimer, Camden's talent and services promo manager; and Sabena hostess.

THE BEATLES	VEE-JAY
Progressive Music Inc./Robert Mellin Music Inc.	
ELVIS PRESLEY	RCA VICTOR
Glady's Music, Inc.	
ELVIS PRESLEY	RCA VICTOR
Elvis Presley Music, Inc.	
THE RONETTES	PHILLES
Hill & Range Songs, Inc./Mother Bertha Music	
RAY CHARLES	ABC PARAMOUNT
Ross, Jungnickel, Gladys, Massey	
TERRY STAFFORD	CRUSADER
Elvis Presley Music, Inc.	
THE BEATLES & TONY SHERIDAN	MGM
Hill & Range Songs, Inc.	
THE SAPPHIRES	SWAN
Hill & Range Songs, Inc.	
ACE CANNON	HI
Tiger Music, Inc.	
JOHNNY CASH	COLUMBIA
Johnny Cash Music, Inc.	
THE SWANS	CAMEO
Hill & Range Songs, Inc.	
THE CRICKETS	LIBERTY
Progressive Music, Inc.	
LOU JOHNSON	HILLTOP
Aberbach, Inc.-Green Water Music, Inc.	
THE FOUR SEASONS	VEE-JAY
Quintet-Noma-Trio	
CASSIUS CLAY	COLUMBIA
Progressive-Trio-ADT	
THE SEARCHERS	MERCURY
Brenner-Progressive-Trio	
THE ABERBACH GROUP	
1619 Broadway, New York, N. Y.	

Heading For The Top!

## "THE FROOG"

P 910

DON COVAY

THE BIG ONES ARE ON CAMEO/PARKWAY

## BEN E. KING THAT'S WHEN IT HURTS

Atco 6288

## Rudy Vallee At May's



BROOKLYN—Rudy Vallee is shown with Norman Levy, head disk buyer for May's Department Store, during a recent autograph session at the store. The actor-comedian was on hand to sign copies of his new Jubilee LP, "The Funny Side Of Rudy Vallee."

**Melody Inks Burnette**



HOLLYWOOD—Dorsey Burnette has been signed to a long-term recording contract by Melody Records (a subsidiary of Motown Records). Pictured (left to right) in the above pic are Al Klein, director of Melody; Mac Gordon, Motown's west coast branch manager; the songster; and Red Dolf, Burnette's manager.

**Organize U.S. Beatles Fan Club**

NEW YORK—The Beatles now have a U.S. fan club. For their fan mail, Beatles (U.S.A.) Limited, the group's firm, has established a mailing address at P.O. Box 505, Radio City Station, New York. Club will accept and answer all Beatles mail at that address. Majorie Minshull has been appointed director of the Club. Members will receive official membership cards and an edition of the Beatles book. There'll also be quarterly newsletters and other items of interest to those caught up in Beatlemania. Membership dues are \$2.

**Mills Music Hath The Bard Set To Music**

NEW YORK — Commemorating Shakespeare's 400th birthday, Mills Music has issued a choral collection of texts from Shakespeare's dramas set to music. Most of the tunes were written in the bard's own time and have been arranged for unison or mixed voices by Don Malin, Mills' educational director.

In addition to the twelve songs, the book includes five pieces for the recorders. The volume is titled "A Shakespeare Song Book for Voices and Recorders" and is priced at \$1.25.

Mills also has issued a brochure listing the musical settings of the famed dramatist's sonnets and texts, which it publishes. Included are thirty-one choral pieces, eleven vocal solos and nine collections for recorder containing melodies written four centuries ago.

Malin feels that the music of Shakespeare will be widely programmed during this anniversary year and should find not only performance among the school and professional musical organizations, but acceptance as an integral part of discussion in English literature and Humanities courses at schools, colleges and universities. Highlight month of the Quatrocentenary is April, the 23rd of that month being Shakespeare's birthday.

**Music City Handling Autostereo Products**

HOLLYWOOD — Autostereo tape players and self-winding tape music cartridges are now available in all Music City stores, Gene Brewer, director of music and public relations for Autostereo, has announced.

Brewer stated that this is the largest single transaction involving continuous self-winding cartridges in the history of the tape cartridge field.

Clyde Wallich, president of Music City, said that his company's initial order is for over 25,000 individual tape cartridges plus a large number of both car and home tape players. The tape cartridges play for 30 minutes, one hour or two hours.

In making the announcement, Wallich said that all Music City stores will deliver Autostereo tape cartridges free when ordered by phone from any of the firm's stores. Music City has stores located at Sunset and Vine in Hollywood, at Hawthorne and Artesia in South Bay, in the Lakewood Center, 7th and Hope in downtown Los Angeles and from their new Canoga Park store in the Topanga Plaza Center in Canoga Park, beginning in May.

John Anderson of Autostereo completed the sales arrangement for his firm and Clyde Wallich represented Music City.

**"Sampler" Albums A Boon For Command**

NEW YORK—Enoch Light, managing director of Command Records, has found that "samplers," sold by direct mail, so effective that the label has issued 12 pop and 4 classical samplers within the past 18 months.

The samplers feature random selections from a variety of Command albums and have created buyer interest in the entire line, according to Light. Dealers have agreed with the diskery exec that the campaign has been paying off in developing demand for the line.

**Columbia Bows 5 Mar. Stereo Tapes**

NEW YORK—Columbia Records has announced the release of five new 4-track stereo tapes for Mar.

The new tapes are Beethoven's 'Pathetique' Sonata, Debussy's Three Preludes and Chopin's 'Revolutionary' Etude and Etude in C Sharp minor, and Chopin's Scherzo No. 1, all by pianist Vladimir Horowitz; Offenbach's Suite from the Ballad "Gaité Parisienne" and Bizet's Suites 1 and 2 from "L'Arlesienne with the Phila. Orchestra and Eugene Ormandy; "Barbra Streisand/The Third Album"; "The Many Moods Of Tony" with Tony Bennett; and the Dave Brubeck Quartet in "Time Changes."

**Gateway Bows Oldies Subsid**

PITTSBURGH — Gateway Records has formed an oldies label called Leo. First releases include "Run Along Baby" by Sonny & The Premiers, "Hand Clapping" by Red Prysock, "Have I Sinned" by Donnie Elbert and "Come Go with Me" by the Del-Vikings.

**Dancing The Swim**



NEW YORK—The newest West Coast dance craze, "The Swim," is demonstrated in the above pic by Judy Mac, the world's #1 swimmer, and Tom Funk. The fad kicked off in a San Francisco nitery and is reportedly moving Eastward in a hurry.

Counsel Records, a London American Group label, is spotlighting "The Swim" by the Wildcats.

**All Smiles For "Dolly"**



NEW YORK—Louis Armstrong, who is currently riding high on the Top 100 with "Hello, Dolly" from the click Broadway musical comedy of the same name is pictured above at the recording session flanked by Jack Lee (left), professional manager of E. H. Morris (publisher of the score) and Mickie Kapp (right), veep of Kapp Records, Armstrong's label. The artist is currently recovering from a heart ailment in New York's Beth Israel Hospital.

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# TOP COUNTRY ALBUMS

- |    |   |    |  |
|----|---|----|--|
| 1  | <b>RING OF FIRE</b><br>Johnny Cash (Columbia CL 2953/CS 8853)   | 14 | <b>I WROTE A SONG</b><br>Don Gibson (RCA Victor LPM/LSP 2702)                      |
| 2  | <b>THE BEST OF GEORGE JONES</b><br>(United Artists UAL 3291/UAS 6291)                                 | 15 | <b>GEORGE JONES SINGS MORE NEW FAVORITES</b><br>(United Artists UAL 3338/UAS 6338) |
| 3  | <b>GUITAR COUNTRY</b><br>Chet Atkins (RCA Victor LPM/LSP 2783)  | 16 | <b>KITTY WELLS STORY</b><br>(Decca DXD 174/DXS 7174)                               |
| 4  | <b>LORETTA LYNN SINGS</b><br>(Decca DL 4457/DL 74457)   | 17 | <b>TALL TALL GENTLEMAN</b><br>Carl Smith (Columbia CL 2091/CS 8891)                |
| 5  | <b>BUCK OWENS SINGS TOMMY COLLINS</b><br>(Capitol T 1989/ST 1879)                                     | 18 | <b>SAGINAW, MICHIGAN</b><br>Lefty Frizzel (Columbia CL 2169/CS 8969)               |
| 6  | <b>500 MILES AWAY FROM HOME</b><br>Bobby Bare (RCA Victor LPM/LSP 2835)                               | 19 | <b>RETURN OF THE GUNFIGHTER</b><br>Marty Robbins<br>(Columbia CL 2072/CS 8872)     |
| 7  | <b>ON THE BANDSTAND</b><br>Buck Owens (Capitol T 1879/ST 1879)  | 20 | <b>BILL ANDERSON SINGS</b><br>(Decca DL 4499/DS 74499)                             |
| 8  | <b>LESTER FLATT &amp; EARL SCRUGGS AT CARNEGIE HALL</b><br>(Columbia CL 2045/CS 8845)                 | 21 | <b>SONGS OF THE CITIES</b><br>Roy Drusky<br>(Mercury MG 20883/SR 60883)            |
| 9  | <b>WHAT'S IN OUR HEART</b><br>George Jones And Melba Montgomery<br>(United Artists UAL 3301/UAS 6301) | 22 | <b>FOLK SONG BOOK</b><br>Eddy Arnold (RCA Victor LPM/LSP 2811)                     |
| 10 | <b>I LOVE A SONG</b><br>Stonewall Jackson<br>(Columbia CL 2059/CS 8859)                               | 23 | <b>STORY SONGS FOR COUNTRY FOLK</b><br>Faron Young<br>(Mercury MG 29896/SR 60896)  |
| 11 | <b>LOVING ARMS</b><br>Carl & Pearl Butler<br>(Columbia CL 2125/CS 8925)                               | 24 | <b>TALK BACK TREMBLING LIPS</b><br>Johnny Tillotson (MGM 4186)                     |
| 12 | <b>NIGHT LIFE</b><br>Ray Price (Columbia CL 1971/CS 8771)   | 25 | <b>FLATT &amp; SCRUGGS AT VANDERBILT UNIVERSITY</b><br>(Columbia CL 2134/CS 8934)  |
| 13 | <b>RAILROAD MAN</b><br>Hank Snow (RCA Victor LPM/LSP 2705)  |    |  |



# COUNTRY D.J. REGIONAL RECORD REPORTS

## ED MOSLEY

KPEG

Spokane, Washington

1. Timber, I'm Falling (Ferlin Husky)
2. Miller's Cave (Bobby Bare)
3. He Says The Same Things To Me (Skeeter Davis)
4. Molly (Eddy Arnold)
5. Saginaw, Michigan (Lefty Frizzell)
6. Long Gone Lonesome Blues (Hank Williams, Jr.)
7. Welcome To My World (Jim Reeves)
8. Understand Your Man (Johnny Cash)
9. Your Heart Turned Left (George Jones)
10. Girl From Spanish Town (Marty Robbins)

## WAYNE ALLEN

KVAN

Vancouver, Washington

1. My Tears Are Overdue (George Jones)
2. Widow Maker (Jimmy Martin)
3. Good Morning Self (Jim Reeves)
4. Things In Common (Gene Martin & June Stearns)
5. I Can Stand It (Bill Phillips)
6. Double Life (Joe Carson)
7. I Got Mine (Tommy Collins)
8. Was It You (Country Johnny Mathis)
9. Girl From Spanish Town (Marty Robbins)
10. Dream House For Sale (Red Sovine)

## DAVE WEBER

WHAW

Weston, West Virginia

1. Begging To You (Marty Robbins)
2. Let's Go All The Way (Norma Jean)
3. I'll Always Love You (Willie & Jesse Barkdull)
4. Mind Your Own Business (Jimmy Dean)
5. My Heart Skips A Beat (Buck Owens)
6. Helpless (Joe Carson)
7. You Are My Flower (L. Flatt & E. Scruggs)
8. Tell Me Pretty Words (Slim Whitman)
9. B. J. The D. J. (Stonewall Jackson)
10. Least Of All, You (Sonny James)

## KCKN

Kansas City, Missouri

1. Let's Go All The Way (Norma Jean)
2. Before I'm Over You (Loretta Lynn)
3. Big Daddy (Sue Thompson)
4. Molly (Eddy Arnold)
5. Widow Maker (Kirk Hansard)
6. Too Hot To Handle (Frankie Miller)
7. Followed Closely By My Teardrops (Hank Locklin)
8. How Are Things In Your City (Durwood Haddock)
9. Miller's Cave (Bobby Bare)
10. My Heart Skipped A Beat (Buck Owens)

## APPLE SAVAGE

WLBA

Gainesville, Georgia

1. Saginaw, Michigan (Lefty Frizzell)
2. Pillow That Whispers (C. Smith)
3. My Sara Jane (Flatt & Scruggs)
4. From Brown To Blue (Frank Taylor)
5. Hold On To Happiness (Linda Flanagan)
6. I'll Make It (Dan Kirkland)
7. Forever (Pete Drake)
8. Keeping Up With The Joneses (Faron Young & Margie Singleton)
9. Looking For More In 64 (Jim Nesbitt)
10. Love Is No Excuse (Jim Reeves & Dottie West)

## CFGM

Willowdale, Ontario

1. Saginaw, Michigan (Lefty Frizzell)
2. Five Little Fingers (Bill Anderson)
3. Understand Your Man (Johnny Cash)
4. Peel Me A Nanner (Roy Drusky)
5. Miller's Cave (Bobby Bare)
6. Molly (Eddy Arnold)
7. Old Records (Margie Singleton)
8. All Right (George Morgan)
9. Welcome To My World (Jim Reeves)
10. Waiting A Lifetime (Webb Pierce)

## KOAD

Lemoore, California

1. Miller's Cave (Bobby Bare)
2. Saginaw, Michigan (Lefty Frizzell)
3. Five Little Fingers (Bill Anderson)
4. You'll Drive Me Back (Faron Young)
5. Your Heart Turned Left (George Jones)
6. That Almighty Dollar (Freddie Hart)
7. Ninety Miles An Hour (Hank Snow)
8. Silly Willy (Bob Morris)
9. Big City (Wynn Stewart)
10. Good Morning Self (Jim Reeves)

## COW-POKE AL KOZEL

KULP

El Campo, Texas

1. All Right (George Morgan)
2. I'll Leave The Porch Light (Billy Grammer)
3. Five Little Fingers (Bill Anderson)
4. This White Circle (Kitty Wells)
5. Waiting A Lifetime (Webb Pierce)
6. A Week In The Country (Ernest Ashworth)
7. Welcome To My World (Jim Reeves)
8. Molly (Eddy Arnold)
9. My Sara Jane (Flatt & Scruggs)
10. Your Heart Turned Left (George Jones)



# COUNTRY REVIEWS

B+ very good  
B good

C+ fair  
C mediocre

## THE CASH BOX BULLSEYE



- "BREAKFAST WITH THE BLUES" (2:09)  
[Maricana BMI—McAlpin, David]
- "I STEPPED OVER THE LINE" (2:30)  
[Don Robertson ASCAP—Robertson]  
HANK SNOW (RCA Victor 8334)

The vet hit-maker, who is presently riding the charts with "Ninety Miles An Hour," should quickly zoom up the hitsville road with this new success contender called "Breakfast With The Blues." The song is a raunchy, hard-driving, chorus-backed tear-jerker with a contagious, highly-listenable beat. Eye it. The coupler, "I Stepped Over The Line," is a slow-moving, lyrical ballad which tells the plaintive story of the end of a romance. Deck means money-in-the-bank for all concerned.

- "THERE'S A FRIEND IN THE WAY" (2:05) [Glad BMI—Wheeler]
- "SUPPOSE TONIGHT WOULD BE OUR LAST" (2:23)  
[Glad BMI—Jones, Montgomery]

GEORGE JONES & MELBA MONTGOMERY (United Artists 704)

George Jones and Melba Montgomery are rapidly becoming one of the hottest country duos around and this new offering, "There's A Friend In The Way," has enough built-in success ingredients to hit the charts in no time flat. The tune is a medium-paced, shufflin' lament about a couple who can never get together because of a triangle situation. "Suppose Tonight Would Be Our Last" is an effective, soulful tear-jerker with a catchy, danceable beat.

- "SORROW ON THE ROCKS" (2:00)  
[Screen Gems—Columbia BMI—Moon]
- "THE LIFE OF THE PARTY" (2:30) [Pamper BMI—Kirby, Bynum]  
PORTER WAGONER (RCA Victor 8338)

Porter Wagoner, who hit with his last release of "Howdy, Neighbor, Howdy," is a cinch to duplicate that success with this new ultra-commercial Victor outing tabbed "Sorrow On The Rocks." The tune is a lively, rhythmic, chorus-backed weeper about a fellow who attempts to cure his troubles with drink. The flip, "The Life Of The Party," is a tradition-oriented, shuffle-beat, chorus-backed lament rendered by Wagoner in his expected feelingful style.

- "TAKE ME HOME" (2:40) [American BMI—Gibson]
- "KEEP THOSE CARDS AND LETTERS COMING IN" (2:06)  
[Pamper BMI—Howard]

JOHNNY & JONIE MOSBY (Columbia 43005)

Johnny and Jonie, who scored last time out with "Trouble In My Arms," can click with either side of this new power-packed Columbia release. One side here, "Take Me Home," is a rhythmic, south-of-the-border dual-track romancer about a gal who wants to preserve her relationship with her favorite guy. The other end, "Keep Those Cards And Letters Coming In," is a high-spirited ditty about an overseas G. I. who reminds his gal in the U. S. to continue writing him.

- "TELL MY BABY I LOVE HER" (2:07)  
[Golden West Melodies BMI—Franks, Horton]
- "HOORAY FOR THAT DIFFERENCE" (1:53) [Tree BMI—Inman]  
JOHNNY HORTON (Columbia 42993)

The countless fans of the late Johnny Horton should come out in force with this first-time-ever-released item tagged "Tell My Baby I Love Her." The tune is a fast-moving pulsating ode about a guy who is headin' back to his gal after thinking things over. The attractive coupler, "Hooray For That Difference," is a medium-paced, low-down bluesy ditty in which the chanter proclaims his affinity for the femme gender.

JANET McBRIDE (Sims 163)

- (B+) "ALMOST THREE" (2:48)  
[English BMI—McBride]

Newcomer Janet McBride can jump into the national limelight with this medium-paced, shufflin' affair in which the lark hopes she can find words to explain to her three year old daughter that her husband left her for another woman.

- (B+) "SWISS CHEESE" (1:54)  
[Slick Norris BMI—McBride]
- High-powered, rhythmic novelty which effectively showcases the artist's first-rate yodelin' ability.

NED MILLER (Fabor 128)

- (B+) "INVISIBLE TEARS" (2:00)  
[Central Songs BMI—N. & S. Miller]

Ned Miller has had hits in the past and he can strike paydirt once again with this tender, medium-paced, chorus-backed lament about a guy who can't accept the fact that he lost his girl. Deejays should come out in droves for the side.

- (B+) "OLD RESTLESS OCEAN" (2:42)  
[American BMI—Robinson]
- On this end the chanter offers a fine, chorus-backed weeper with an infectious honky tonk undercurrent.



# COUNTRY TOP 50



# COUNTRY ROUND UP

	Pos. Last Week		Pos. Last Week
<b>1</b>		<b>26</b>	
<b>UNDERSTAND YOUR MAN</b>	<b>2</b>	<b>B.J. THE D.J.</b>	<b>19</b>
(Johnny Cash—BMI)		(Cedarwood—BMI)	
Johnny Cash (Columbia 42964)		Stenewall Jackson (Columbia 42889)	
<b>2</b>		<b>27</b>	
<b>SAGINAW, MICHIGAN</b>	<b>1</b>	<b>PEEL ME A NANNER</b>	<b>14</b>
(Tree Music—BMI)		(Moss-Rose—BMI)	
Lefty Frizzell (Columbia 42924)		Roy Drusky (Mercury 72204)	
<b>3</b>		<b>28</b>	
<b>MILLER'S CAVE</b>	<b>3</b>	<b>NIGHT PEOPLE</b>	<b>43</b>
(Jack Music—BMI)		(Mansion Music—ASCAP)	
Bobby Bare (RCA Victor 8294)		Leroy Van Dyke (Mercury 72232)	
<b>4</b>		<b>29</b>	
<b>LONG GONE LONESOME BLUES</b>	<b>5</b>	<b>BURNING MEMORIES</b>	<b>41</b>
(Acuff-Rose—BMI)		(Cedarwood—BMI)	
Hank Williams Jr. (MGM 13208)		Ray Price (Columbia 42971)	
<b>5</b>		<b>30</b>	
<b>WELCOME TO MY WORLD</b>	<b>7</b>	<b>WORST OF LUC K</b>	<b>24</b>
(Tuckahoe & Neilroe—BMI)		(English—BMI)	
Jim Reeves (RCA Victor 8289)		Bobby Barnett (Sims 159)	
<b>6</b>		<b>31</b>	
<b>BEGGING TO YOU</b>	<b>6</b>	<b>LAST DAY IN THE MINES</b>	<b>23</b>
(Marty's Music—BMI)		(New Keys—BMI)	
Marty Robbins (Columbia 42890)		Dave Dudley (Mercury 72212)	
<b>7</b>		<b>32</b>	
<b>FIVE LITTLE FINGERS</b>	<b>4</b>	<b>ALONG WITH YOU</b>	<b>44</b>
(Moss-Rose—BMI)		(Lancaster—BMI)	
Bill Anderson (Decca 31577)		Rose Maddox (Capitol 5110)	
<b>8</b>		<b>33</b>	
<b>THE WHITE CIRCLE ON MY FINGER</b>	<b>8</b>	<b>HOWDY, NEIGHBOR HOWDY</b>	<b>28</b>
(Sure-Fire—BMI)		(Warden—BMI)	
Kitty Wells (Decca 31580)		Porter Wagoner (RCA Victor 8257)	
<b>9</b>		<b>34</b>	
<b>YOUR HEART TURNED LEFT</b>	<b>11</b>	<b>YOU'LL DRIVE ME BACK (INTO HER ARMS)</b>	<b>30</b>
(Glad—BMI)		(Al Gallico—BMI)	
George Jones (United Artists 683)		Faron Young (Mercury 72212)	
<b>10</b>		<b>35</b>	
<b>THE GIRL FROM SPANISH TOWN</b>	<b>13</b>	<b>D.J. FOR A DAY</b>	<b>20</b>
(Marty's Music—BMI)		(New Keys—BMI)	
Marty Robbins (Columbia 42968)		Jimmy Newman (Decca 31553)	
<b>11</b>		<b>36</b>	
<b>HE SAYS THE SAME THINGS TO ME</b>	<b>9</b>	<b>BIG CITY GIRLS</b>	<b>27</b>
(Geld-Udell—ASCAP)		(Four Star Sales—BMI)	
Skeeter Davis (RCA Victor 8288)		Carl Belew (RCA Victor 8270)	
<b>12</b>		<b>37</b>	
<b>A WEEK IN THE COUNTRY</b>	<b>18</b>	<b>MY HEART SKIPS A BEAT</b>	<b>—</b>
(4-Star Sales—BMI)		(Bluebook—BMI)	
Ernest Ashworth (Hickory 1237)		Buck Owens (Capitol 5136)	
<b>13</b>		<b>38</b>	
<b>GOOD MORNING SELF</b>	<b>16</b>	<b>NINETY MILES AN HOUR</b>	<b>32</b>
(Pamper—BMI)		(Don Robertson—ASCAP)	
Jim Reeves (RCA Victor 8289)		Hank Snow (RCA Victor 8239)	
<b>14</b>		<b>39</b>	
<b>EASY COME, EASY GO</b>	<b>22</b>	<b>LIFE CAN HAVE MEANING</b>	<b>42</b>
(Moss-Rose—BMI)		(Acuff-Rose—BMI)	
Bill Anderson (Decca 31577)		Bobby Lord (Hickory 1232)	
<b>15</b>		<b>40</b>	
<b>MOLLY</b>	<b>12</b>	<b>BALTIMORE</b>	<b>—</b>
(Col.-Screen Gems—BMI)		(Acuff-Rose—BMI)	
Eddy Arnold (RCA Victor 8296)		Sonny James (Capitol 5129)	
<b>16</b>		<b>41</b>	
<b>ALL RIGHT</b>	<b>17</b>	<b>THAT'S WHY I SING IN A HONKY TONK</b>	<b>40</b>
(Cedarwood—BMI)		(Central Songs—BMI)	
George Morgan (Columbia 42882)		Warren Smith (Liberty 55615)	
<b>17</b>		<b>42</b>	
<b>BEFORE I'M OVER YOU</b>	<b>21</b>	<b>TOGETHER AGAIN</b>	<b>—</b>
(Sure-Fire—BMI)		(Central—BMI)	
Loretta Lynn (Decca 31541)		Buck Owens (Capitol 5136)	
<b>18</b>		<b>43</b>	
<b>MY TEARS ARE OVERDUE</b>	<b>33</b>	<b>TARNISHED ANGEL</b>	<b>—</b>
(Glad—BMI)		(Tree—BMI)	
George Jones (United Artists 683)		George Jones (Mercury 72253)	
<b>19</b>		<b>44</b>	
<b>WIDOW MAKER</b>	<b>10</b>	<b>DON'T LEAVE ME TOO LONG</b>	<b>46</b>
(Troy Martin—BMI)		(Moss-Rose—BMI)	
Jimmy Martin (Decca 31388)		Katy Dee (United Artists 687)	
<b>20</b>		<b>45</b>	
<b>TIMBER I'M FALLING</b>	<b>29</b>	<b>CHIN UP, CHEST OUT</b>	<b>—</b>
(Husky—BMI)		(Central Songs—BMI)	
Ferlin Husky (Capitol 5111)		Skeets McDonald (Columbia 42960)	
<b>21</b>		<b>46</b>	
<b>PETTICOAT JUNCTION</b>	<b>26</b>	<b>LOVE'S GONNA LIVE HERE</b>	<b>37</b>
(Carolin Tone—BMI)		(Bluebook Music—BMI)	
Flatt & Scruggs (Columbia 42882)		Buck Owens (Capitol 5025)	
<b>22</b>		<b>47</b>	
<b>OLD RECORDS</b>	<b>15</b>	<b>LET'S GO ALL THE WAY</b>	<b>—</b>
(Al Gallico—BMI)		(American Music—BMI)	
Margie Singleton (Mercury 72213)		Norma Jean (RCA Victor 8261)	
<b>23</b>		<b>48</b>	
<b>PILLOW THAT WHISPERS</b>	<b>25</b>	<b>THE MORNING PAPER</b>	<b>38</b>
(Yonah—BMI)		(Acclaim & Samos Islands—BMI)	
Carl Smith (Columbia 42949)		Billy Walker (Columbia 42891)	
<b>24</b>		<b>49</b>	
<b>KEEPING UP WITH THE JONESES</b>	<b>31</b>	<b>HOW ARE THINGS IN YOUR CITY</b>	<b>50</b>
(Tree—BMI)		(Blistel—BMI)	
Margie Singleton & Faron Young (Mercury 72257)		Durwood Haddock (Eagle 102)	
<b>25</b>		<b>50</b>	
<b>THE FILE</b>	<b>39</b>	<b>GOING THROUGH THE MOTIONS</b>	<b>36</b>
(Acuff-Rose—BMI)		(Regent—BMI)	
Bob Luman (Hickory 1238)		Sonny James (Capitol 5087)	

Ralph Emery, nationally known radio and television emcee, has been set to host a new weekly 30-minute taped show from Nashville, according to John E. Denny, president of JED Radio Productions, producers of the show. The taped stanza is being scheduled for some 90 markets throughout the country, and will feature the 'Nashville Sound' along with

Frank Page, producer of the "Louisiana Hayride," sez the season opener was a surprise to promoters who said the weather was too bad. 4,600 fans nearly broke down the doors to get their first glimpse of Hank Williams, Jr. The young chanter didn't have to remind them that he was born in Shreveport—everybody remembered Audrey bringing him on



GEORGE JONES



BUDDY CAGLE



JOHNNY CASH

interviews of leading recording artists, songwriters, and other Music City personalities. Broadcast date for the first show is set for early May of this year and will be sponsored by a national consumer product. Emery is known by millions of country music fans through his many years as emcee of a full hour segment on WSM's Grand Ole Opry. In addition to his Opry chores each Saturday night, he is also the ramrod of the "Opry Almanac," a morning shown on WSM-TV.

stage when he was but a few weeks old. The "Hayride" will have one or more shows a month beginning April 11th. Carl Smith and Minnie Pearl will headline the April 11th show.

Lester Flatt and Earl Scruggs, who are currently clicking with their new Columbia recording of "Petticoat Junction," guested last week on the top-rated CBS-TV "Beverly Hillbillies" program. This marks the duo's second shot on the show. Additionally, Lester and Earl and the Foggy Mountain Boys are prepping for a big one-shot concert date at New York's Carnegie Hall.

Buck Owens, who is currently clicking with three titles on Country Top 50, infos word that he's been set for an April 23rd shot on the Jimmy Dean ABC-TV'er.

On Saturday evening, March 14th, Lester Flatt and Earl Scruggs will star in a state wide Folk Festival at the National Guard Armory in Nashville, Tenn. Also included, will be a performer, or group from each college and university in the state, to perform in a talent show. The winner will receive a recording contract from Dot Records.

George Jones and the Jones Boys are currently playing dates in Alabama and Oklahoma before heading out to Canada for a tour with Buck Owens and the Buckaroos and others. The extremely busy Jones schedule has been filled 'till Summer vacation time climaxed by a 10-day booking at the big Teen Fair in San Antonio, Texas. Jones is the only country star set for the event in the company of top pop names.

Hard-working Buddy Cagle, whose new waxing of "The Gold Cup" is soon to be released by Capitol, has just finished a tour of Oregon and is currently in New Mexico through the first of April.

It's time again for WQIK's South-eastern Country Music Festival. This is the fourth year for the show and each year has produced crowds in excess of 11,000. This year's lineup of stars is expected to fill Jacksonville's 13,000 seat Coliseum. Already signed for the April 18th date are Ferlin Husky, Hank Williams, Jr., Faron Young, Sheb Wooley, Wade Ray, Darrell McCall, the Browns, Justin Tubb, Jean Shepard, Ernest Ashworth, the Segs Bros. and Naomi. For advance promotion work prior to the show, WQIK, in co-operation with station sponsors, is giving away a new car, a color TV console, free trips to Nassau and free passes to the festival.

## BREAKING BIG

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RECORDS 102

"HOW ARE THINGS IN YOUR CITY"

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FOR D. J. COPY WRITE  
VAUGHN BRINSON  
KERMIT, TEXAS

## Norway's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	6	Hippy Hippy Shake (The Swinging Blue Jeans/HMV) Imudico A/S
2	7	2	Skona Mitt Hjärta (Pick Up The Pieces) (Siv Malmquist/Metronome) Imudico A/S
3	3	6	Jeg Går På Skole (Ich Geh' Noch Zur Schule) (Wenche Myhre/Triola) Egil Monn Iversen A/S
4	2	9	I Want To Hold Your Hand (The Beatles/Parlophone) Edition Lyche
5	5	7	Glad All Over (The Dave Clark Five/Columbia) Norsk Musikforlag A/S
6	9	2	I'm The Lonely One (Cliff Richard/Columbia) Bens Music AB
7	4	9	Dominique (The Singing Nun/Philips) Norsk Musikforlag AB
8	6	21	Detroit City (Bobby Bare/RCA Victor) Cedarwood (Scandinavia) AB
9	—	1	Beautiful Dreamer (John Leyton/HMV) Southern Music AB
10	8	2	Needles And Pins (The Searchers/Pye)

## Sweden's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	2	All My Loving (The Beatles/Parlophone) Sonora Musikforlags AB
2	2	2	Surfin' Bird (The Trashmen/Stateside) Edition Odeon
3	3	5	Hippy Hippy Shake (The Swinging Blue Jeans/HMV) Edition Odeon
4	4	5	Swinging On A Star (Big Dee Irwin/Colpix) Reuter & Reuter AB
5	8	2	Needles And Pins (The Searchers/Pye)
6	5	4	Love's Gonna Live Here (Buck Owens/Capitol) Bens Music AB
7	6	11	I Want To Hold Your Hand (The Beatles/Parlophone) Sonora Musikforlags AB
8	7	9	Glad All Over (The Dave Clark Five/Columbia) Ehrling & Löfvenholm
9	—	1	*Jag Vantar Vid Min Mila (The Hootenanny Singers/Polar) Polar Music AB
10	9	9	Beautiful Dreamer (John Leyton/HMV) Southern Music AB

\*local copyright.

## Sacha Distel To Cut In Spain



MADRID—French chanter Sacha Distel (right standing) discusses a Belter Records recording session with Joaquin Alfonso Navas (left), A&R chief of the Spanish label, and composer Augusto Alguero (seated). Joining the discussion is Alguero's wife, Spanish film actress Carmen Sevilla. Distel was in Spain for a TV show.

### GOING TO COPENHAGEN?

WE WILL OF COURSE BE PRESENT AT

### THE EUROVISION SONG CONTEST, COPENHAGEN

and will stay at Hotel Royal, Copenhagen from FRIDAY March 20th until SUNDAY March 22nd.

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Mr. and Mrs.  
**FELIX STAHL**  
of  
**STOCKHOLMS MUSIKPRODUKTION**  
(Scandinavian publisher of the Italian entry "Non Ho L'Eta")  
will be in Copenhagen for the  
**EUROVISION SONG CONTEST**  
at Hotel Terminus  
March 21, 1964

**ROBERT COGOI**  
Who Sings "PRES DE MA RIVIERE" in the Eurovision Song Contest in Copenhagen can be contacted through the  
BENELUX THEATRE—Director: Robert Bylois  
Place de Bastogne 19, Brussels 6, Belgium  
Telephone: 02/26.47.21 (Day & Night) and 26.91.81 and also Avenue de la Paix 61, Brussels 8



## SCANDINAVIA

### DENMARK

NPA (Nordisk Polyphon Akts.) has rushed out two singles with The Beatles on Polydor, also released as an EP. Same company reports a good sale of the local song Festival song "Det Er En Forskel" (It Is A Difference) with Vivian and Berit. The song came second in the local Festival. 80,000 people voted for this song. NPA reports to Cash Box, and in the first two days, the company sold 5,000 records. Another release from NPA is "Anyone Who Had A Heart"/"The Love Of A Boy" with Dionne Warwick on Fontana. The Clifters, a local group on Polydor, is being promoted as the Danish Beatles, the idea came from a columnist in a daily paper and not from the company. Their recent record includes "What Can I Do"/"One-Way Ticket."

The German Eurovision Song Contest entry, "Man Gewöhnt Sich So Schnell An Das Schöne" has been obtained for Denmark by Imudico A/S, which is also the publisher of the Danish entry in the same contest. Imudico is also the publisher of "I'm Leaving It Up To You," recently on the charts in Norway with Dale and Grace on London and incorrectly listed as published by Gehrman. The song is handled by Edition Odeon in Sweden and by Imudico for Denmark, Norway and Iceland, it was reported to Cash Box.

John Leyton is now topping the charts here with "Beautiful Dreamer" on HMV. Also coming up very strong is "Shimmy Shimmy" with The Weedons on Sonet, and "Shaking The Battle Hymn" with The Danish Sharks on Triola, both local groups doing very well. "Shaking The Battle Hymn" is originally known as "Battle Hymn Of The Republic."

Miss Lotte Vaever is announcer at the Eurovision Song Contest, taking place March 21, and televised to at least 16 European countries. Danish conductor is Kai Mortensen and the arrangements around the Contest have been handled by Bent Fabric.

### NORWAY

"Spiral," Norway's Eurovision Song Contest entry is being recorded here at Triola by Arne Bendiksen, who also sings the song in the Contest, and who also recently became the owner of Egil Monn Iversen A/S, the company handling Triola.

Norsk Phonogram A/S introduces a new serial of LP's known as "Philips' Unpopular," of which the first two have been released. The first album is "Fiine Antiquiteter" presenting Alf Cranner singing Norwegian songs from many centuries. The second album is titled "Kissmett," a local stage show presented by Norwegian students last Nov., and considered "too daring" for presentation in radio or TV. Philips has also released the single LP album titled "Husker Du?" (Do You Remember?) with various artists. Phonogram has also adopted the idea of Top Six (six top hits from the continental radio station Radio Luxembourg on one record, sold at same price as a single). The first record of this type is titled "Beatle Mania" and includes six songs made popular by The Beatles.

### SWEDEN

Without entering this year's Eurovision Song Contest, Sweden seems to have chances to listen to the various songs anyhow. The Italian entry, "Non Ho L'Eta," is published here by Stockholms Musikproduktion, the German entry "Man Gewöhnt Sich So Schnell An Das Schöne" and the Danish, "Sangen Om Dig," is published here by Edition Odeon.

People coming and going include Lennart Reuterskiöld of Reuter & Reuter back from South, and Central America and New York. . . . Stig Anderson of Sweden/Bens Music to Copenhagen for the Eurovision Song Contest. . . . Felix Stahl of Stockholms Musikproduktion also to Copenhagen for the same event, Mr. and Mrs. Stahl leave for Israel the next day (March 22). . . . Anders Holmstedt and Ivan Nordström of EMI also to Copenhagen.

Karusell Grammofon AB has found a new way to sell records in a time when no promotion can be expected from radio and TV due to the strike. Karusell introduces the serial "Banned records" in which are records that had been banned either because radio and TV considered them too hot for airing, or recordings made after Dec. 1, 1963, records which will not be aired before the conflict is over. Among the "banned records" is also an EP with the original sound track score from the controversial Swedish film "491," which was banned as pornography by the State Censorship Board last December. After appeals to the government, the film is now given free with certain cuts, and by using more music in a scene where the language is considered too tough.

Latest releases from Philips-Sonora include two singles on Mercury, one single and one EP on Pye, two singles on Philips, and on Fontana a single with two local songs sung by Leif Mats.

An eleven-piece Country & Western group including Jim Reeves, Chet Atkins, The Anita Kerr Singers and Bobby Bare, among others, is expected in Sweden the middle of April.

Another Hootenanny-group has got a record contract. It is The Canyon Group, which has just been contracted to Decca. The trio has been on radio and TV several times, and will be touring Sweden during the summer, contracted by AB Telstar Productions. Another Decca discovery here is The Ghost Riders, a quartet from Stockholm. Their first record is already on the market.

Bengt Sundström of Edition Odeon told Cash Box that "Navy Blue," now riding high on the charts with Diane Renay is being published here by Odeon.

A local recording debuts on the Swedish charts this week, the first Hootenanny record making any particular noise. It is "Jag Vantar Vid Min Mila" (I'm Waiting At My Charcoal-Kiln), a romantic song written by the poet Dan Andersson (1888-1920). The song is published here by Elkan & Schildknecht, a veteran publishing house since 1859, but the rights outside Scandinavia are handled by Polar Music AB. The artists are The Hootenanny Singers on Polar.

## Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	8	Beautiful Dreamer (John Leyton/HMV) Southern Music AB
2	2	10	I Want To Hold Your Hand (The Beatles/Parlophone) Multitone A/S
3	6	2	Hippy Hippy Shake (The Swinging Blue Jeans/HMV) Imudico A/S
4	4	4	Secret Love (Kathy Kirby/Decca)
5	9	2	Glad All Over (The Dave Clark Five/Columbia) Wilhelm Hansen, Musik-Forlag
6	10	14	She Loves You (The Beatles/Parlophone) Multitone A/S
7	7	8	*Du Skal Bare Ta' Det Roligt (Gitte/HMV) Imudico A/S
8	—	1	Swinging On A Star (Big Dee Irwin/Colpix)
9	—	1	Shaking The Battle Hymn (The Danish Sharks/Triola)
10	—	1	Shimmy Shimmy (The Weedons/Sonet)

# EUROVISION SONG CONTEST 1964

Advertisement

## AUSTRIA

### "WAREM NUR WARUM"

(Why Now Why)

Publisher:—MONTANA MUNICH-VIENNA

Cables:—Montana Music—Munich

## ITALY

### "NON HO L'ETA PER AMARTI"

(This Is My Prayer)

Publisher:—EDIZIONI SUVINI ZERBONI

Cables:—Sugarmusic—Milan

## BELGIUM

### "PRES DE MA RIVIERA"

(Near To My River)

Publisher:—WORLD MUSIC

Cables:—World Music—Brussels

## LUXEMBURG

### "DIS QUE' ELLE PRINTEMPS REVIENT"

(As Soon As Spring Comes Back)

Publisher:—EDITIONS JACQUES PLANTE

Cables:—Ediplante—Paris

## DENMARK

### "SANGEN OM DIG"

(The Song Of You)

Publisher:—IMUDICO A/S

Cables:—Imudico—Copenhagen

## MONTE CARLO

### "OU SONT—ELLES PASSEES?"

(Where Have They Gone)

Co. Publishers:—TUTTI—PATHE MARCONI

Cables:—Tuttimus—Paris

## FINLAND

### "LASKOTELLEN"

(Lazy Like)

Publisher:—MUSIC FAZER

Cables:—Muzikfazer—Helsinki

## NORWAY

### "SPIRAL"

(Spiral)

Publisher:—EGIL MONN NERSEN A/S

Cables:—Monnmusic—Oslo

## FRANCE

### "LE CHANT DE MALLORY"

(Mallory's Song)

Publisher:—BAGATELLE

Cables:—Bagatelmusic—Paris

## PORTUGAL

### "ORACAO"

(Prayer)

Publisher:—A VOZ DO DONO—VALENTIM DE CARVALHO, LDA.

Cables:—Tim Lisboa

## GT. BRITAIN

### "I LOVE THE LITTLE THINGS"

Publisher:—WELBECK MUSIC

Cables:—Leeds Music Westcent—London

## SPAIN

### "CARACOLA"

## GERMANY

### "MAN GEWOHNT SICH SO SCHNELL AN DAS SCHONE"

(It's Easy To Get Used To Beautiful Things)

Publisher:—MINERVA MUSIC

Cables:—Minervamusic—Cologne

## SWITZERLAND

### "I MIEI PENSIERI"

(My Thoughts)

Publisher:—EDITION HELBLING CO.

Cables:—Helblingmusic—Zurich

## HOLLAND

### "JIJ BENT MIJN LEVEN"

(You Are My Everything)

Publisher:—LES EDITIONS INTERNATIONALES BASART NV

Cables:—Editors—Amsterdam

## YUGOSLAVIA

### "ZIVOT JE ZATVORIO KRUG"

(Life Has Closed The Circle)



# GREAT BRITAIN

Beatles' Manager Brian Epstein's latest group, Sounds Incorporated, burst on the scene with their debut disk "The Spartans" composed by Trevor Stanford—alias pop pianist and fellow Columbia recording star, Russ Conway. The six members of Sounds Incorporated, the first southern group to join Epstein's Liverpool stable, came into being in 1961. For the past two years they have acted as regular backing group for Gene Vincent, Brenda Lee and other top flight visiting American artists.

Latest British group to be released in the U.S. is the Carefrees, who record here for Oriole. Their first single rush released on the London label is "We Love You Beatles"—the "We Love You Conrad" melody from Bye Bye Birdie with new British lyrics by Sid Green of Edwin Morris Music, who publish the title both here and in America. On the home front it looks like the latest single by Oriole's top singer Maureen Evans "I Love How You Love Me" is in for delayed action chart success like her previous hit "Like I Do," which took four months to enter the Top Twenty. "I Love How You Love Me," released at the end of January, is now heading for Chartsville and selling at the rate of 1500 a day.

Sammy Davis Jr., in London for a recording session at Pye's Studios. Sammy waxed a single coupling "Ten Out Of Ten" (originally penned by Leslie Bricusse for the Song for Europe Contest) with "Another Spring," also by Bricusse in collaboration with Robin Beaumont. Pye's A & R Chief, Alan Freeman, took the session with MD and Arranger Peter Knight. The last time Davis recorded here was also in Pye Studios when he cut the "Sammy Davis Salutes The London Palladium" LP.

Representatives of the record industry, including manufacturers, factors and retailers, attended the second meeting to be called within five weeks by The Retailers' Joint Record Council to discuss their attitude towards the Retail Price Maintenance Bill, which is to be passed in the near future.

RCA Country and Western stars all set to tour Europe during April include Chet Atkins, Jim Reeves, Bobby Bare and Anita Kerr. Itinerary takes in Austria, Benelux, Germany and Scandinavia and includes major TV dates. In Germany they will be accompanied by the Werner Muller Orchestra with Vico Torriani as MC.

New group tagged the Washington D.Cs debut this month on the Ember label with the oldie "Kisses Sweeter Than Wine" published by Francis, Day and Hunter. Also this month on Ember label a new single by Ray Ellington, "The Rhythm Of The World," written by Leslie Bricusse and Lionel Bart.

At the invitation of Burlington-Palace Music, managers from the company's offices in French-speaking territories flew in for an international conference. Palace France was represented by M. Andre Rambeaud and his professional manager, Claude Deffes, who is also personal manager for top French singer, Sacha Distel, due in London shortly to appear on the Billy Cotton TV show. Palace Benelux offices were represented by Wim Van Vught. London Directors Bill Townsley, H. Lambert, J. F. Axtmann and general manager John Nice also attended. Closer inter-territorial exploitation of mutual copyrights on the Continent is likely to result from the meeting. Another Continental publisher in town, Gerard Tournier of Editions Tutti—Paris, told Cash Box that the growing importance of the British market made frequent visits to London both necessary and rewarding. Tournier publishes "Ou Sont-Elles Passes?" Monte Carlo's entry for the Eurovision Song Contest.

Publisher Freddie Poser, just back from New York where he completed a deal with Indie A & R Manager Bob Crewe for the American production of a handful of compositions by British writer, Chris Andrews. Bob Crewe is responsible for the Four Seasons' hits including their current "Dawn—(Go Away)" and "Navy Blue" by Diane Renay.

Harry Naughton has taken over exploitation of the Pye International Label currently working on three releases from the American Top 100, "California Sun" by the Rivas (published by Mellin), "Gonna Send You Back To Georgia" by Timmy Shaw, and "Nadine" by Chuck Berry (published by Jewel Music).

International publisher Gil Pincus wrapped up latest visit to his London firm, Ambassador Music Limited, with a four-day trip to Paris. Pincus, accompanied by son, Lee, met with top officials of BIEM and signed membership contract for mechanical collection throughout Europe. Latest Gil-Ambassador-Pincus songs to be released in France are "Rumble In The Night" by Les Missiles on Pathe-Marconi and "Hip Huggers" (Ca Va Je T'aime) by France Gall on Phillips. Other versions available by the Crewcuts (ABC Paramount) and Russ Damon (Vega). The Gil-Ambassador-Pincus catalog is also currently represented on the German Hit Parade with "The Harem" by Acker Bilk on Metronome.

Impresario Harold Davison confirms that Ray Charles will be making his second British tour in July this year. Meantime, Davison is presenting Ella Fitzgerald with the Oscar Petersen trio and the Roy Eldridge Quartet for a four-week tour commencing March 21. In April, Davison will present tours by the Modern Jazz Quartet and the American Folk Blues and Gospel Caravan which includes artists such as Sister Rosetta Tharps, Sonny Terry, Brownie McGhee, etc.

It is with regret we report the death, after a short illness, of P. E. Moore, a director of Deutsche Grammophon (Great Britain) Limited. Moore, who was 47, was only appointed a director of the Company two months ago.

Quickies: Johnny Tillotson's latest MGM single "Worried Guy" does not apply to Publisher Cyril Gee of Mills, who is very happy to have the number over here. . . . Lena Horne opens four-and-a-half week Variety Season at London Palladium April 9. . . . Max Bygraves to star in spectacular revue "Round About Piccadilly" to be presented by Bernard Delfont at London's Prince of Wales Theatre on March 28. . . . High hopes for young Linda Saxon's first disk on Pye "The Other Side Of The Street" published by Mills Music. . . . Millicent Martin to appear in TV production "Kiss Me Kate" with Howard Keel and Patricia Morrison. . . . Frankie Vaughan to top bill of the new London Palladium summer show opening May 13. . . . also on the bill current chart topper Cilla Black and the Fourmost. . . . Liverpool group, The Cleavelands bow on Phillips with Tom Springfield composition "Big Town." . . . Salvation Army group The Joy Strings booked for three-day no fee cabaret stint at London's "Blue Angel" night spot. Sales of their hot gospel hitting single "We're Gonna Set The Whole World A-singing" now over the 60,000 mark. . . . Irwin Pincus general manager of Gil-Pincus New York, due in London soon for business talks with brother Lee of Ambassador Music.

**SUBSCRIPTION TO CASH BOX**

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# BRAZIL

Carnival is practically forgotten, except for those who are already starting preparing the "fantasias" (costumes) for next year and for the popular composers, who think about the songs which will start being recorded around Jur. Many of the songs composed for this year's Carnival are completely forgotten but those chosen as the best will get international promotion: the one which got first prize, "A Cabeleira Do Zeze," will be made known to the world through International Melodies of Genève; also requests and inquiries from foreign publishers for "Trensinho" and "Garota Exportação."

As Surfing is trying to take the first spot among the dancing fads, especial in Rio de Janeiro, Hully-Gully is still the favorite. However, quite by accident because it was not recorded for the Carnival, during this season a new Brazilian dance appeared, which is becoming quite popular in the night-life of Rio, the "Bigorriho." It will soon be ripe for export. . . . First waxing Jorge Veiga for RCA.

Douglas Reid, RCA general manager, received a letter from two Indian "made in Brazil," Os Indios Tabajaras, (the name was so often misspelled in the States that they changed their name to Los Indios); these two young men who made the song "Maria Elena" famous, are in New York with great success, both in recordings and with personal appearances. Ramalho Neto, in charge of the promo dept. of RCA, reports that another famous Italian singer is due in São Paulo on the 14th. His last LP just hit the shops.

Enrique Lebendiger of Fermata informed that there had been so many requests for sheet music of a cute and catchy little song called "Bolinha De Sabão" (Soap Bubble) that it is nearly catching up with "Dominique." A bet men and publishers should keep an eye on it. . . . It might become a better bet than "Desafinado." Definitely it is the Italian singer's year in Brazil. Fermata is trying to hit the market with another good one, Adriano Celentano. Another excellent song recorded by Audio Fidelity with its own compose Geraldo Vandré, which may reach a good spot on the best sellers' lists is "Fica Mal Com Deus." A couple of new Brazilian versions of international hits are on the market: "If I Had A Hammer," with a sort of Brazilianize Trini Lopez called . . . Prini Lores! Going quite well. The other one, "Dia De Verão," (Those Lazy, Crazy Hazy Days of Summer), recorded by Carlo Gonzaga for Philips, has not been so lucky till now. The new LP of the excellent vocal quintet, Conjunto Farroupilha, called simply "The Farroupilhas," is going up slowly but surely. . . . While the teen-agers of São Paulo are still savouring the personal appearance of Bobby Rydell at the Teatro Record, Fermata is releasing another of his LP's: "Big Hits Of 1963."

Chantecler's manager, J. Rahmi, reports that his label released recently an EP recorded when the Italian melodic singer Emilio Pericoli was among us one of the tunes, "Serenata Da Chuva" (Rain Serenade) is very well sung in Portuguese. Also the first LP cut by Giane, based on the success of the young artist's rendition of the more than famous "Dominique." Chantecler also signed an "extra special" contract with Dulce Salles Da Cunha. Dona Dulce was the member of the Town-Council of São Paulo with the largest amount of votes by far.

## Great Britain's Best Sellers

This Week	Last Week	On Chart
1	1	5 Anyone Who Had A Heart—Cilla Black (Parlophone) Aberbach
2	3	3 *Bits And Pieces—Dave Clark Five (Columbia) Ardmore & Beechwood
3	2	5 Diane—The Batchelors (Decca) K.P.M.
4	5	6 *I Think Of You—The Merseybeats (Fontana) Robbins
5	4	8 Needles And Pins—The Searchers (Pye) Metric
6	—	1 Little Children—Billy J. Kramer (Parlophone) Belinda
7	7	4 Candy Man—Brian Poole & The Tremeloes (Decca) Schroeder
8	16	2 *Not Fade Away—The Rolling Stones (Decca) Southern
9	6	8 *I'm The One—Gerry & The Pacemakers (Columbia) Pacer
10	14	3 *Boys Cry—Eden Kane (Fontana) 142 Music
11	8	6 *5-4-3-2-1—Manfred Mann (HMV) K.P.M.
12	19	2 *Over You—Freddie & The Dreamers (Columbia) Feldmans
13	9	5 *I'm The Lonely One—Cliff Richard (Columbia) Eugene
14	10	8 As Usual—Brenda Lee (Brunswick) Jewel
15	15	3 *Stay Awhile—Dusty Springfield (Philips) Flamingo
16	12	5 Baby I Love You—The Ronettes (London) Belinda
17	—	1 That Girl Belongs To Yesterday—Gene Pitney (U.A.) Pakkamak
18	—	1 Just One Look—The Hollies (Parlophone) T.S. Music
19	—	1 Let Me Go Lover—Kathy Kirby (Decca) Aberbach
20	—	1 Borne On The Wind—Roy Orbison (London) Acuff Rose

\*Denotes Local Copyright.

## Top Ten LP's

This Week	Last Week	
1	1	With The Beatles—The Beatles (Parlophone)
2	2	Please Please Me—The Beatles (Parlophone)
3	3	West Side Story—Soundtrack (CBS)
4	4	How Do You Like It—Gerry & The Pacemakers (Columbia)
5	5	Meet The Searchers—The Searchers (Pye)
6	10	Freddie & The Dreamers—Freddie & The Dreamers (Columbia)
7	8	Stay With The Hollies—The Hollies (Parlophone)
8	6	Born Free—Frank Ifield (Columbia)
9	7	The Shadows Greatest Hits—The Shadows (Columbia)
10	9	In Dreams—Roy Orbison (London)

## Top Ten EP's

This Week	Last Week	
1	1	All My Loving—The Beatles (Parlophone)
2	4	The Rolling Stones—The Rolling Stones (Decca)
3	2	Twist And Shout—The Beatles (Parlophone)
4	3	Dave Clark Five—Dave Clark Five (Columbia)
5	6	The Beatles Hits—The Beatles (Parlophone)
6	—	Hungry For Love—The Searchers (Pye)
7	8	The Beatles No. 1—The Beatles (Parlophone)
8	5	Peter Paul And Mary—Peter Paul & Mary (Warner Bros.)
9	7	You'll Never Walk Alone—Gerry & The Pacemakers (Columbia)
10	10	The Big Three At The Cavern—The Big Three (Decca)





# MEXICO

Armando de Llano has been named general manager of CBS Columbia and also vice-president. The head of this organization is J. Manuel Villareal, who recently was named director of CBS Latin American Operations. So, from now on Mexican CBS has three vice-presidents: J. Manuel Villareal, Armando de Llano and José R. Bustillos.

Paco de la Barrera took charge of the international department of RCA Victor and announced that the firm will distribute very soon the labels Atlantic and Ariola. Paco also manages the promotion department in that company.

Musart Records (Panamericana de Discos, S.A.) released the first long play with The Beatles, promoted with big displays in almost all the record stores of the city. The sales are strong and they expect to break some sales records with them.

CBS released a new rock and roll group, Los 4½, who sing the songs "She Loves You" and "I Want To Hold Your Hand." Both themes are from The Beatles repertoire. The name of the "4½" stems from the fact that one of the members is a midget (he plays harmonica).

European singer Gloria Lasso finished her first long play recorded in México, with only Mexican themes with arrangements and orchestra conducted by Jorge Ortega, Nacho Rosales and Gustavo Pimentel. . . . Gloria is also performing now at a TV series and will stay a few more weeks in México City before returning to Europe. Gloria is recording for Musart Records.

For the same label, Los Tres Caballeros are recording two new albums with Mexican songs, destined to conquer the European music market. Los Tres Caballeros are thinking of using these long plays as introductions in many of the countries of the Old World before they will perform there.

Sonia López, number one tropical singer in México, released a new single for CBS, singing two new songs written by Homero Aguilar: "Laberinto" and "Hechicera." Sonia made these records accompanied by her own orchestra.

RCA is preparing a new album dedicated specially for Mother's Day which we celebrate on May 10. Artists like Antonio Prieto, Neil Sedaka, El Coro Infantil de Telecentro, Los Heramos Martínez Gil, Hugo Avendaño, Lucha Moreno, José Juan and other figures are in this album.

Rock 'n roll group Los Locos del Ritmo, who arrived two weeks ago from a successful performance in Argentina, signed a new contract with Orfeon Records. Los Locos del Ritmo used to belong to CBS-Columbia, and at Orfeon recorded immediately the Spanish version of The Beatles' hit "I Saw Her Standing There" and their composition, "El Rey del Surfín" (Surfín' King). As reported before, the A&R man was Ricardo Carrión, from Los Hermanos Carrion, who also signed three weeks ago with Orfeon Records.

Another group that changed from CBS-Columbia to Orfeon Records are Los Tribunos, a young tropical combo that will try to get a hit by changing its style in the same musical field.

About Enrique Guzmán: he has not decided yet, which is the company he will sign in the future. It is very probably that he will stay with CBS-Columbia, but he is trying to get more money for an exclusive deal.

Oscar Madrigal, one of the three biggest young singers we have in México, (Enrique Guzmán and César Costa are the others), gave up his career and left town to study in a Texas University. Oscar, who made four pictures and about 20 singles at Gamma Records, will study advertising and forget all about singing. His latest records were "Ya me voy" (I'm Leaving), "Olvídalo" (Forget It) and "En Secreto" (I Adore Her).

Tomás Muñoz, general manager of Gamma Records, went to several South American countries, to promote the label's records and at the same time to look for new representatives in some places.

Peerless Records introduced a new artist under the name of Falcón with the songs "Total Para Que" and "Paz" with Sergio Perez accompaniment.

## Mexico's Best Sellers

- 1 Dominique—Los Dominic (Orfeon)—Angélica María (Musart)—Singing Nun (Philips)—Hermana Alegría (CBS)—Luiz Perez Meza (Cisne)—Chuck Anderson (CBS)—Queta Garay (Peerless)—(Fermata Mexicana)
- 2 El Martillito (If I Had A Hammer)—Trini López (Reprise)—Los Mabers (Musart)
- 3 Magia Blanca—Hnos. Carrión (CBS)—Trío Venezuela (Velvet)—(Grever)
- 4 Quiero Quedarme Aquí (I Want To Stay Here)—Steve Lawrence—Eydie Gorme (CBS)—Los Dominic (Orfeon)—Los Yorsys—Lena y Lola (Musart)—(Brambila)
- 5 Divina Ilusion—Neil Sedaka (RCA)
- 6 Las Cerezas—Hnos. Carrión (CBS)
- 7 Gracias—Connie Francis (MGM)—Lucho Gatica (Musart)—Javier Solís (CBS)—Flor Silvestre (Musart)
- 8 Recuerdos De Ipacarai—Neil Sedaka (RCA)—Monna Bell (Gamma)—(Fermata Mexicana)
- 9 No Tengo Edad Para Amarte—Giglio Cinquetti (Gamma)
- 10 Mi Adios—Sonia López (CBS)

## Brazil's Best Sellers

- |           |   |
|-----------|---|
| This Week |   |
| 1         | Dominique—(Fermata) Giane/Chantecler; Soeur Sourire/Philips; Trio Esperança/Odeon; Poly/Continental |
| 2         | *Parei Na Contra Mão—(Mundo Musical) Roberto Carlos/CBS   |
| 3         | Acorrentados—(Vitale) Agnaldo Rayol/Copacabana; Trio Cristal/RGE                                    |
| 4         | Sabe Deus—Sabrá Dios—(Embi) Carlos Alberto/CBS; Lucho Gatica/Odeon; Oslain Galvão/RGE               |
| 5         | Veneno—(Fermata) The Clevers/Continental  |
| 6         | Pombinha Branca—Vola Colomba—(Ricordi) Silvana/Copacabana; Altamar Dutra/Odeon                      |
| 7         | *Mulher Governante—Silvinho/Philips   |
| 8         | Prova De Amor—Miguel Angelo   |
| 9         | *Mais Que Nada—Jorge Ben/Philips; Conjunto Farroupilha/Fermata                                      |
| 10        | Blue Star—(Todamerica) The Jordans/Continental  |
- \*Local

### BRAZIL'S TOP FIVE LP'S

- 1 Samba, Esquema Novo—Jorge Ben/Philips
- 2 O Jovem Dr. Kildare Canta—Richard Chamberlain/Philips
- 3 Moacyr Franco—Moacyr Franco/Copacabana
- 4 'S Rhythm—Ray Conniff/CBS
- 5 Rita Pavone—Rita Pavone/RCA



# ARGENTINA

RCA is launching two new artists: the winner of the "Argentine Rita Pavone" contest, held through radio program "Pinky-salinadas," and Peggy Sol, another teen lark. The local version of Rita is named Eli Salvador, and her first record, already under promotion, is "Matta Matta" and "Non E' Facile Havere 18 Anni," in Spanish. Also on the RCA side: Palito Ortega will receive a gold record for the sales of "Deci Porque No Queres," which has attained the 150,000 mark via his single, EP and LP containing this song.

Full gas at Odeon: the label is releasing the album devoted by BBC to the late John F. Kennedy: "That Was The Week That Was." There is also a new artist, Gino Venetto; his first single is "No Me Quisite Escuchar" (You Didn't Want To Listen To Me). Nestor Fabian has cut the winner of the tango section of the Odo Song Festival: "El Ultimo Cafe." Chicote Lopez (whose "El Patito" is riding the charts) has cut "Señorita Amor," while regional music lark Ramona Galarza has cut "El Cosechero," and country star Enrique Rodriguez waxed "Those Lazy Hazy Crazy Days Of Summer."

New press man at CBS: H. Masas, replacing Orlando Rosemburg, who has been promoted to the International A & R section of the company. Masas reports that Los Jaque Mate, vocal teen group, will start a tour of several provinces this month, as soon as they finish their appearances on Radio Splendid. During the Carnival parties they performed in Buenos Aires and Cordoba. Jorge Cafrune, whose first LP for CBS is due in a few days, has been invited to tour Japan in a couple of months. Before that he will travel to Montevideo to take part in a song festival next month. Julio Sosa, strong name in tango music, has been inked by TV13 for a series of programs starting in April. Leo Dan will travel to Lima, Peru, where he is expected the April, 1.

Daniel Blanco of Sicamericana (Music Hall) informs that Osvaldo Duthú has formed again the Cantores de Salavina folk group, several of whose members were killed at a auto crash last year. New names are Hugo Quinteros, Ricardo Heredia and Pedro Diaz, and they will continue, of course recording for MH. Raul Shaw Moreno will travel to Brazil for a series of TV appearances, after a tour of several Argentine provinces. His latest release is "El Diamante" (The Diamond) and "Como Una Nuba" (Like A Cloud). Other interesting MH outings are Trini Lopez' second LP (the first one is selling wonderfully) and "El Gavilan Pollero" by Los Pick Ups.

A recent Buenos Aires visitor: Chilian deejay Ricardo Garcia, one of the top names in his country, now organising his own label, Mongo Records, with Edmundo Ortuzar. Garcia got once again in touch with the local people, and took several tunes for waxing under his label.

Mauricio Brenner of Fermata continues at work with "Por Culpe Del Horoscopo," a local tune included in "El Desastrologo," first movie starred by TV top comedian Pepe Biondi. In the film the tune is sung by Juan Ramon, and Brenner expects that it will get into the charts very soon. Both Ramon and Brenner visited recently Paraguay, where they were guests of Radio Comunerros of Asuncion.

Michael Davis of Ariel reports that his label is releasing "Toma Tu Guitarra" and "Amor Perdido," sung by Joe Thorry and Gene Paul in French. Other releases are Fats Domino's "Who Cares," and Tommy Roe's "Everybody."

Julio Korn Publishers happy with the success of "Carnaval, Carnaval," the Santos Lipesker local product, played very much at dance parties during the past month. "La Mamma," the Charles Aznavour hit, will be probably recorded by Antonio Prieto (RCA). Currently visiting Buenos Aires is Anibal Conde, who recently joined Reimsa and Brambila Publishers of Mexico into one company. Conde is visiting all Latin American countries, promoting his catalog.

Producciones Fermata is working on the promotion of a new waxing by young Italian star Ricky Gianco. Titles are "Te Buscare" and "Con Las Manos Vacias." The label is also preparing the first waxing by folk artist Hector Eduardo.

News from Surco: Under the United Artists label, new releases include "Get Him" by The Exciters, and "La Donna Nel Mondo" by Al Caiola. There is also a sing-along album by Leroy Holmes and his orchestra, with Latin American standards sung in English and Spanish. Under the Atlantic banner, Surco has released "Deep Purple" by Nino Tempo and April Stevens.

## Argentina's Best Sellers

- |           |           |   |
|-----------|-----------|---|
| This Week | Last Week |   |
| 1/2       | 1         | *Sin Tomon (Korn) Palito Ortega (RCA)   |
| 1/2       | 2         | *Mary Isabel (Mundo Musical) Leo Dan (CBS)  |
| 3         | 3         | *Marisa (Mundo Musical) Leo Dan (CBS)   |
| 4         | 15        | America (Korn) Trini Lopez (Reprise)  |
| 5         | 4         | *Fanny (Mundo Musical) Leo Dan (CBS); Dany Montano (Music Hall)   |
| 6         | 13        | *El Patito Chicote Lopez (Odeon Pops)   |
| 7         | 12        | *Sabor A Nada (Korn) Palito Ortega (RCA)  |
| 8         | 8         | *Un Sombrero De Paja (Korn) Chico Novarro (RCA)   |
| 9         | 9         | Dominique (Fermata) Soeur Sourire (Philips); Hermana Alegria (CBS) Juan Ramon (Disc Jockey)   |
| 10        | 10        | Love Me Do The Beatles (Odeon Pops)   |
| 11        | 7         | If I Had A Hammer (Fermata) Trini Lopez (Reprise); Brothers Four, Village Stompers (CBS); Lalo Fransen (RCA)  |
| 12        | 6         | *Deci Porque No Queres (Korn) Palito Ortega, Toscano (RCA); Leo Dan (CBS); Los Dukes (Music Hall); Tito Alberti (Philips); Los Portorriqueños (Polydor) |
| 13        | 11        | *Amarraditos (Korn) Los Nocturnos (Music Hall); Luis Ordoñez (CBS) Fulvio Salamanca (London); Fetiche (Philips); Chico Novarro (RCA)                    |
| 14        | 14        | *Mi Pueblo Chico (Korn) Los Fronterizos (Philips)   |
| 15        | —         | Desencadena Mi Corazon (Korn) Trini Lopez (Reprise); Ray Charles (Ariel); Toscano (RCA); Donald (Music Hall)  |
- \*Local Product

### BRAZIL'S TOP FIVE EP'S

- 1 Yo Che Amo Solo Te—Sérgio Endrigo/RCA
- 2 Dominique—Soeur Sourire (singing nun)/Philips
- 3 Hully Gully—Chubby Checker/Fermata
- 4 Roberta—Peppino di Capri/Odeon
- 5 Doce Amargura (Mundo Cane—More)—Moacyr Franco/Copacabana

SEE FRONT NEWS PAGES FOR SPECIAL ARTICLE ON LATIN AMERICA MUSIC PROBLEMS



# HOLLAND

Bovema's general label manager Wim Voerman reports to Cash Box that, in the last couple of weeks, a lot of the company's publicity has been turned to the extensive plugging of Belgian songstar Adamo. Adamo appeared on radio and TV several times and did some enormously successful shows in Holland (Waalwijk, Sittard etc.) "His records are high on the local Hit parades, particularly his 'Tombe La Neige' and 'Vous Permettez Monsieur.' Sales are still rapidly increasing," says Voerman, who adds that "many plans for further shows are now being worked out to stimulate the current Adamo-rage in this country."

The famous Benedetto Marcello Orchestra, of which Bovema's Columbia-label now has a magnificent triplet of 12' albums in its catalog, played in Amsterdam (Concertgebouw) on March 7. Soloist was Frans Brüngen (re-corder.)

Bovema strongly pushed business behind the Yehudi Menuhin-tour through the Netherlands during March 7-15. His Master's Voice's star violinist performed works by Bartok, Bach, Brahms and Beethoven in The Hague, Den Bosch, Amsterdam and Arnhem.

Gramophonehouse's Stateside label goes high in the charts with Diane Renay's "Navy Blue" and Mary Ford's "Dominique."

Filmstar-singer Annette Funicello held a press-reception in the Amsterdam "Du Midi" Theatre. After touring the city's famous canals, she was the honored guest at a "Meerrust" party in Warmond that same night. His Master's Voice has released her single "Beach Party"/"Promise Me Anything," both featured in her film "Beach Party" on the occasion. Also appearing at Meerrust were The Shepherds Trio and Imperial's new vocal star Ronny Watt.

Imperial's label manager Cees Mentink reports that organist Cor Steyn—just completing his second Magic-Organ-LP album—will appear in a series of 4 special shows for Bayerische Rundfunk, Germany.

On Monday, March 2, 19 year old girl-singer and Philips-artist Willeke Alberti of Amsterdam (her father being famous tenor Willy Alberti) received a Golden Record for 100,000 copies sold of "Spiegelbeeld," Dutch version of "The Tender Years." The trophy and the diploma were handed to her by Phonogram's director J. Haslinghuis in a fatherly and witty address, during a crowded reception at Hotel Hamdorf near Hilversum. Over 300 personal friends and colleagues (among them Anneke Grönloh, Johnny Lion, Rob de Nijs and Raymond Dobbe, press, radio and TV-producers were present at the cocktail-party. The charming young woman that fair-haired Willeke has become since her teenage-years, could not withhold tears and, forgetting entirely in her speech whatever polite words she had planned to say, did a touching improvised answer for the TV-cameras. Willeke Alberti's latest hit-recording is Dutch version of "Blue Winter" b/w an old German ballad: "Auf Wiederseh'n, Mein Liebling."

Rita Reys, Holland's foremost female jazz-vocalist, "live"-recorded a fascinating album for Philips "at the Golden Circle Club" in Stockholm. Ten years ago, when young Rita Reys had turned from band-singer in the ballad vein into one of the world's best jazz-singers (her personal models being Billie Holiday and Sarah Vaughan), made her first jazz-records in Sweden with stars like Bengt Hallberg and Lars Gullin. She has a special liking for this country, because, to quote a smiling Rita Reys, "swing is one way of Swedish musical life!" Rita Reys who was highly praised lately by drummer Kenny Clarke with whom she also did recording-sessions, is accompanied by her husband Pim Jacobs at the piano, her brother-in-law Ruud Jacobs at the bass and Bill Overgaw, guitar. Her repertoire for the LP includes Ellingtonia as "Sophisticated Lady" and "Don't Get Around Much Any More," and standards like "You Go To My Head" and "Stompin' At The Savoy." The LP was released both in mono and stereo.

On Saturday March 21, the Eurovision Song Festival 1964 will be held, this time in Copenhagen. For Holland, Miss Anneke Grönloh, holder of five Golden Records, was selected to represent her country. During the Dutch final, the song "Jij Bent Mijn Leven," composed by Ted Powder and René de Vos, was chosen by several teen and other juries. The song, b/w the number two, "Weer Zingt De Wind," has been released by Philips in a special single with color-sleeve, making excellent sales already before the Song Festival has actually begun. So far, two Phonogram-artists have won, the Eurovision Song Festival in former years: Corry Brokken and Teddy Scholten.

Artone just released a first batch of new Impulse! LP's, including Charles Mingus' second delivery for the label, entitled "Mingus-Mingus-Mingus-Mingus-Mingus." Artist is due to appear with his Sextet at the Concertgebouw, Amsterdam on April 10. Very important to the world of Avant-garde Jazz, Mingus has been praised by the Dutch Jazz-critics for his tremendous efforts included in his first album package for Impulse!, "The Black Saint And The Sinner Lady," which is doing very well here.

New local recordings released in Benelux by Artone include exciting new wax by ZZ & The Masks, recorded live. This group, creating lots of excitement in the Low Lands, is lead by singer Bob Bouber. Both sides of their new single were composed by him. Titles are: "Sloppin' In Las Vegas" and "She's Got My Heart." It's Bob again delivering the lyrics in an exciting fashion! Holland's foremost Hawaiian ensemble, The Kilina Hawaiians, also have a new single on the market. On account of their recent success with "On The Beach At Waikiki," Artone recorded two more instrumental readings of all-time favorites: "Song Of The Islands" c/w "Honolulu-March," already much in demand. Both popular singles are also made available on an EP recording.

## Holland's Best Sellers

This Week	Last Week	Title
1	1	I Want To Hold Your Hand (The Beatles/Parlophone) (Les Ed. Int. Basart/Amsterdam)
2	2	Pour Moi La Vie Va Commencer (Johnny Hallyday/Philips) (World Music/Brussels)
3	4	She Loves You (The Beatles/Parlophone) (Belinda/Amsterdam)
4	3	Spiegelbeeld/Tes Tendres Années (Willeke Alberti/Philips, Johnny Hallyday/Philips) (Francobel/Brussels; sole agency: Editions Altona, Amsterdam)
5	5	Drina (The Spotnicks/CNR, Jörgen Ingmann/Metronome) (Editions Altona/Amsterdam)
6	9	One More Dance (Esther & Abraham Ofarim/Philips) (Chappell/Amsterdam)
7	6	Dominique (The Singing Nun/Philips) (Editions Altona/Amsterdam)
8	7	Nimm Deine Weisse Gitarre (Gert Timmerman/Telefunken) (Les Ed. Int. Basart/Amsterdam)
9	8	This Land Is Your Land (Trini Lopez/Reprise) (Les. Ed. Int. Basart/Amsterdam)
10	10	I'm Leaving It Up To You (Dale & Grace/London) (Les Ed. Int. Basart/Amsterdam)



# BELGIUM

In order to avoid all possible misunderstanding abroad, we would like to point out that Benelux Theater, under the direction of Robert Bylois, Place de Bastogne 19, Brussels 8 is the only agency taking care of the interests of singer Adamo. No one also is entitled to represent him to negotiate contracts.

Chappell Music informed Cash Box that its repertoire shows an impressive amount of outstanding numbers, ranking among the Top 100. Among them: "What Kind Of A Fool (Do You Think I Am)," The Tams; "I Only Want To Be With You," Dusty Springfield; "The Shelter Of Your Arms," Sammy Davis Jr.; "Come On," Tommy Roe; "Vaya Con Dios," The Drifters; "You'll Never Walk Alone," Patti Labelle and Her Blue Belles; "Charade," Henry Mancini; "Hello Dolly," Armstrong; "Love With A Proper Stranger," Jack Jones; "Why Do Fools Fall In Love," The Beach Boys, and several other hits.

A number of weeks ago we went to Kingston near London to attend a Beat-show with the following attractions: The Rolling Stones, The Swinging Blue Jeans, Mike Sarne, John Leyton, Billie Davies and a few others. Jet Harris was also there, doing a few numbers on his guitar. Jet was one of the first to leave the hitmaking quartet The Shadows who had accompanied Cliff Richard. Later he formed a duet with Tony Meehan, but this association has also been terminated. They have nevertheless produced hits like "Diamond," "Applejack" etc. When we met Harris for the first time, it looked as if he had not yet completely recovered from a car accident, in which Billie Davies, who was sitting next to him, suffered a fractured jaw.

Inside Benelux, publishers Ardmore and Beechwood have acquired rights for the following titles: "Bits And Pieces" and "All Of The Time" by The Dave Clark Five and also for "Surfin' Bird" by The Trashmen. Jeff De Boeck, artistic director at SA Gramophone and managing director at Ardmore and Beechwood has gone to London to meet Norrie Paramor and polish up some English recordings by Adamo. The result has been that Adamo is to return to London soon to cut the following numbers: "The Stars Will Shine" (English language version of the original French hit, "Vous Permettez Monsieur?"), "Make To Night Last For Ever" (N'est Ce Pas Merveilleux), "Another Love Affair" and "She Was An Angel," two songs composed by Adamo, who has also written the English lyrics. We are somehow anxious about the outcome of the experience: Won't some people be inclined to compare Adamo's voice with that of Aznavour, both being on the husky side.

It's been a long time since we last wrote about the activities of Jules Nijs, who manages his own Show-records label. So much has happened over such a short period, that time has come to review the situation.

In the first place, Nijs has traveled to the USA to secure new labels for distribution in Benelux or in Belgium. The result has been outstanding, as he told Cash Box. He has indeed acquired rights in Benelux for a number of important firms. He has on the other hand abandoned distribution of Cameo Parkway, Colpix, Motown and Tamla, as Artone has now its own branch in Brussels.

Nijs now represents the following brands: P.P.X., Canadian American, C.G.D., Delta, Delta England, Italdisc, Jubilee, Josie, Port, Oriole, Sic-america, Sonet and Vedette, which come from different parts in the world. Each has performers under contract which should provide regular successes. For his own brand he expects a lot of Johnny White, who has recorded some translations of Alberto Cortez-compositions. The latter has just cut "Ik Droom Van Jou" (Ein Traum Wird Wahr) and "Musica Simple" under the direction of Pol Dorlois. Both numbers have been written by Cortez himself. Alberto in the meantime has gone to Venezuela where he will stay for three weeks, doing a number of shows. On April 1 he will be on German TV. In Italy his records are being distributed by Italdisc, in Germany by Ariola, in the Scandinavian countries by Sonet, and in Benelux naturally by Show. Tony Geys, a Flemish crooner has so far worked for Ronnex, but has recently transferred to Show. He has already done his first recording, four members altogether, for his new label. This firm expects a great deal of the records by Suzie (on Delta) and also of a new single by the Venus trio. "Having made all this progress in such a short time, we are now waiting for a hit," Nijs told Cash Box.

Show News in Brief: Will Tura, hitmaker with "Eenzaam Zonder Jou," "Je Liegt" has recorded two new tunes: "Waarom Zeg Je Immer Manana?" and "Draai 79.72.04." The German language version of the first number has been recorded on Telefunken "Je Liegt" is called "Du Lügst." . . . Philips has held a reception for Philippe Clay who has made a successful appearance in Brussels. . . . Petula Clark has produced another EP (Vogue) with the French version of "Anyone Who Had A Heart" by Dionne Warwick. Title: "Ceux Qui Ont Un Coeur." . . . Sales of Beatle-disks are soaring in Belgium. . . . Richard Anthony has recorded French versions of "Blowin' In The Wind" (Ecoute Dans Le Vent) and "All My Loving" by The Beatles, now called "Toi L'Ami." . . . There is a chance the latest record of Rocco Granata (Moonglow) featuring "Du Schwarzer Zigeuner" and "Alles War Schon" will soon take its place on the Flemish hitparade. . . . Decca expects a lot of "Diane" by The Bachelors, a very impressive number indeed.

## Words On Music



BUENOS AIRES—Palito Ortega (left), singer and composer, talks with Antonio Prieto (right) and RCA topper Adolfo Pino. Prieto, recently returned from the San Remo Song Festival, is scheduled to wax many of the Ortega tunes.

## The Best in Benelux . . . Bens



# JAPAN

King Records has released "Sayonara Judai," lyric by Hiroshi Yokoi and music by Seiichi Sakurada, b/w "Ai No Suzuran," to celebrate the singer Miki Nakasone's recital to be held in the middle of March.

Kodama Press, maker and distributor of film-records, invited newspaper and musical concerns to Prince Hotel, and formally announced its new decision of releasing regular records.

Teichiku Records is releasing for special issue in April, "Hadashi No Jinsei," theme of new TV program of "Yomiuri, Kettai Na Yatsu," composed and sung by I. George, b/w "Jonetsu No Gilo," music and song also by same songster.

The Platters are visiting Japan for the third time in April, promoted by Musashi Promotion, to appear at Tokyo's Sankei Hall on Mar. 27 and 28, also to join the regular concert in May held by International Art Rotary.

Oscar Peterson visited here in June to perform in major cities, including Tokyo and Osaka, with Ray Brown (bass) and Edo Sigpen (drums) as a trio, while Tokyo performances are scheduled at Sankei Hall for 4 days from June 1.

Nippon Victor, for its new "Poetry Series," is releasing the first push of the line in 12 inch stereo, "Poetry of Piano," including "Begin The Beguine," "Star Dust," "Vienna My City Of Dreams," etc., "Poetry of Strings" with "Jealousy," "Holiday For Strings," etc. and "Poetry of Pipe-organ," with "Love Is A Many Splendored Thing," "September Song," "Fascination," etc.

## Japan's Best Sellers

This Week	Last Week	Title	Label
1	3	Let's Make A Memory—Cliff Richard (Odeon);—Sub-Publisher/Shinko	Odeon
2	6	Please Please Me—Beatles (Odeon);—Sub-Publisher/Toshiba	Odeon
3	1	Live Young—Troy Donahue (W.B.);—Sub-Publisher/IMP	W.B.
4	2	Washington Square—Village Stompers (Epic); Spike Jones (Liberty); Paradise King (Toshiba);—Sub-Publisher/Toshiba	Epic
5	5	Short On Love—Gus Bockus (Polydor)	Polydor
6	4	Marshmellow—Johnny Cymbal (Kapp);—Sub-Publisher/Shinko	Kapp
7	7	Dominique—The Singing Nun (Philips)	Philips
8	10	Come Back To Me—Ray Orbison (Monument)	Monument
9	—	Danke Schoen—Connie Francis (MGM);—Sub-Publisher/Shinko	MGM
10	8	I Left My Heart In San Francisco—Brenda Lee (Decca);—Sub-Publisher/Toshiba	Decca

### JAPAN'S BEST SELLERS

This Week	Last Week	Title	Label
1	7	Ah Seishun No Mune No Chi Wa—Akira Mita (Victor)	Victor
2	—	Akai Blouse—Yukio Hashi (Victor)	Victor
3	1	Nakamatachi—Hunaki Kazuo (Columbia)	Columbia
4	5	Wakai Utagoe—Y. Hashi & S. Yoshinaga (Victor)	Victor
5	8	Dekai Konoyume—Michiya Mihashi (King)	King
6	—	Tokyo Blues—Sachiko Nishida (Polydor)	Polydor
7	2	Yumeo Sodate-yo—Kyu Sakamoto (Toshiba)	Toshiba
8	3	Hikaru Umi—Sayuri Yoshinaga (Victor)	Victor
9	4	Ojo Kichiza—Yukio Hashi (Victor)	Victor
10	10	Gakusei Bushi—Crazy Cats (Toshiba)	Toshiba

### LP BEST SELLERS

This Week	Last Week	Title	Label
1	1	I Left My Heart In San Francisco—Julie London (Liberty)	Liberty
2	—	Poetry In Japan—Carmen Cavarelo (Decca)	Decca
3	—	Continental Tango In Japan—Alfred House (Grammophon)	Grammophon
4	3	My Fair Lady—Columbia	Columbia
5	4	Mantovani—London	London

## Robert Cogoi: Belgium's Strong Choice For Eurovision Contest

BRUSSELS—Robert Cogoi, the Walloon Crooner from Couillet in Belgium who won the Big Vanity Award in Ostend two years ago, is to represent our country at the Eurovision Songfestival beginning March 21 in the Danish capital Copenhagen. Cogoi will sing "Près De La Rivière" and Belgian orchestra leader Henri Seghers is to accompany him. The song has been published by World Music-Primavera SA. Text and music are by Cogoi.

It is not one of his more recent works: it had been stashed away for some time and only recently had been "salvaged." It's got real qualities and might turn out to be a hit. It has been recorded by the studio orchestra and produced by Jean Klüger. Arrangements are by Willy Albimoor. Cogoi, who is supposed to go on a tour in Canada will cut some German and Italian tunes soon. The sale of his records in France is satisfactory. Shortly, there will be an EP, featuring "Près De La Rivière."

The tune "Si Un Jour" on the Philips label earned him immense popularity two to three weeks after the concert at Ostend. "Pardonnez Moi Seigneur" also scored high and both numbers are near the top of the Walloon and Flemish hit parades. The choice of Cogoi as Belgian representative—he now also does French language versions of Will Tura hits—is completely justified. He is chockfull of the qualities required for a professional performer: personality on the stage, a well-trained voice and a way of rendering songs which add to the quality of both lyrics and songs.

And now briefly Robert Cogoi's life story: In 1933 a Yugoslav worker hardly had the means to feed his family, consisting of his wife and daughter. One day, this man, Mirkos Kogoj comes to work in a coal mine near Charleroi in the Walloon Country. He has left his wife and child behind in Yugoslavia, hoping to make a better living in Belgium.

Five years later he is joined by his wife, who had left her six year old girl in the care of the mother, hoping that she will be able to convince her husband to return to the home-country, even if living conditions were extremely difficult.

Mirkos Kogoj however had started to like his adopted country, so a year later Mrs. Cogoi abandons the idea of going back, as a son had now been born to her. Mirkos Robert came into the world in a shabby little miner's room. His first Christian name was soon dropped and Robert grew up among the urchins of Couillet, speaking their language and sharing their games. He got excellent marks at the local elementary school and later he went to the people's university where he took courses in drawing and electricity.

Although he was a gifted student, he had never shown any inclination toward music. His hobby was putting things together and in 1955, while going



# FRANCE

Some interesting late news just broke concerning Ted Moura of the President label.

He spoke mostly about the big effort that he is making to create some excitement on the French market with the new dance craze, The snap. Conrad Springel recently performed this dance on a TV show called "Age Tendre Et Tête de Bois."

There is a TV show here in France which is becoming very important 'cause many people are talking about it. It is called "Raisins Verts" by J. C. Averty. The theme song of this broadcast has just been recorded on the Président Label by J. C. Pelletier.

The publishing firm Amour, which is also directed by Moura, has just pointed out to us a new success by Les Compagnons De La Chanson in a title called "Belle c'Etait La Vie Belle." This song will be created by Les Compagnons during their next appearance at the Olympia Music Hall which is scheduled for March 19. On the other hand, Ted has acquired the sub-publishing rights to number one Spanish song for France and this is entitled "La Hora." From Germany he has acquired "Drei Musketiere." Let's now wait for the French adaptation. Whilst on the subject of Editions let's mention the three songs that will represent France in the Eurovision song contest. These have been selected as follows: For the french Télé "Chanson de Mallory" published by Bagatelle. Brigitte Bertholier decidedly knows how to place things. For télé Monte-Carlo the song is entitled "Où Sont-Elles Passées" co-edited with Tutti and Pathe. Luxembourg Television comes up with "Lorsque Le Printemps Revient" published by Jacques Plante.

On the judicial plan lets jog your memory and say that on March 19th the Hallyday-Vogue-Philips lawsuit will be pleaded for the last time, at least we presume this will be terminated. We have sufficiently written in previous columns about this lawsuit and brought your attention to the importance on the outcome of this subject.

Excellent news by way of the appearance of Sammy Davis Junior at the Olympia music hall as promised by him on his last visit to Paris. This time he will appear at least for eight representations which will permit Sammy to get to know the real Parisian public, the public that Prevert calls "Les Enfants du Paradis," who will no doubt appreciate the enormous talent that this artist has.

We have just to hand in details on the novelty releases from the Barclay record company. First of all a new disk by Vince Taylor accompanied by the New Play Boys. He supplies us with "Memphis Tennessee" and "A Shot Of Rhythm Blues." A newcomer on the market, Lynn gives us "Dis Moi Mama" and "Je Sens Venir L'Amour." Eric Montry back up with Paul Mauriat sings for us "Caché Dans l'Ombre" and "Monsieur l'Hermite." In the series film music we have the original soundtrack of the film entitled "Le Scandale de Christine Keeler" in an E.P. form orchestrated and directed by Roger Bourdin. A very interesting novelty release is the recent E.P. of Frankie Alamo. Whilst talking about Achir Chemouny lets underline the fact that he attaches the importance in France to the Beatle songs. Unfortunately we have not a singer or group worthy of this name who has not grooved a song of the Beatles. If we speak of Richard Anthony with "Toi l'Ami," which is the adaptation of "All my lovin'." Johnny Hallyday sings "Quand Je la Vis Devant Moi" which is "I Saw Her Standing There, and so on. We cannot say its Beatlemania but it is certain that the passage of the Beatles in Paris has left a big impression which is not going to be forgotten for some time to come.

Two changeovers on Record labels. First of all Guy Beart who has just grooved on the Festival label, still with Festival is Pia Colombo, who was formerly, on the Philips ticket, has passed over as well. Whilst talking about Pia lets say that this artist had no chance to break through whilst Piaf was on her feet but now, she perhaps could come into the limelight and impose her voice on the public.

Let's now talk about Trini Lopez. His records are distributed by Vogue and they have just supplied us with a couple of singles mainly "Kansas City" and "Jailer, Bring Me Water." Let's be precise by saying that these were recorded in France by Trini himself. To terminate with Vogue let's point out that Michele Serna on the Vogue contact obtained very big success with "Celui Qui Est en Prison."

## France's Best Sellers

1	La Mama (Charles Aznavour) Charles Aznavour—French Music
2	Si Je Chante (B. Anderson) Sylvie Vartan—Metro
3	Le Tord Boyau (Pierre Perret) Pierre Perret—Vogue International
4	She Loves You (The Beatles)—Bagatelle
5	J'Aurais Voulu (Françoise Hardy) Françoise Hardy—Alpha

## Israel's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	3	8	Needles And Pins—The Searchers (Top Hits/"Hataklit")	Top Hits
2	2	8	As Usual—Brenda Lee (Arton/"Hed Arzi")	Arton
3	1	7	Swinging On A Star—Big Dee Irwin (Colpix/"Hataklit")	Colpix
4	5	5	You Don't Own Me—Lesley Gore (Mercury)	Mercury
5	7	3	I'm The Lonely One—Cliff Richard (Columbia)	Columbia
6	9	7	For You—Ricky Nelson (Arton/"Hed Arzi")	Arton
7	8	7	Hello Love—Julie Grant (Top Hits/"Hataklit")	Top Hits
8	4	7	I Only Want To Be With You—Dusty Springfield (Philips)	Philips
9	11	3	All My Lovin'—The Beatles (Parlophone)	Parlophone
10	12	4	Come On—Tommy Roe (A.B.C. Paramount)	A.B.C.
11	14	5	The Boy You're Kissin'—Mark Wynter (Top Hits/"Hataklit")	Top Hits
12	15	4	I'm Watching (Every Little Move You Make)—Little Peggy March (RCA)	RCA
13	18	2	Good News—Sam Cooke (RCA)	RCA
14	6	9	I Want To Hold Your Hand—The Beatles (Parlophone)	Parlophone
15	10	10	Don't Talk To Him—Cliff Richard (Columbia)	Columbia
16	13	6	Glad All Over—Dave Clark Five (Columbia)	Columbia
17	17	3	Charade—Henry Mancini (RCA)	RCA
18	—	1	Stardust—Nino Tempo & April Stevens (Atlantic/"Hataklit")	Atlantic
19	16	10	Secret Love—Kathy Kirby (Decca)	Decca
20	—	1	Non Ho L'eta (Per Amarti)—Susy (Derby)	Derby

through a "do-it-yourself" magazine, he discovers a blueprint for the building of a guitar. On this first, selfmade instrument he composes his first tunes, and gradually once unknown Robert Cogoi earns himself a reputation in the Belgian world of show business which now enables him to compete at Copenhagen. We wish him the best of luck.



# CANADA

The caliber of Canadian record talent is increasing daily. Some outstanding releases have been forthcoming of late featuring talented Canadians. High on the list is a great new side by handsome young Montrealer, Pierre Lalonde. Lalonde is a top attraction in French language circles, but the release of his first English sides have taken the Country by storm. "Louise" is the action side at this writing, and I mean action. Phil Rose at Compo is as excited about young Lalonde as he has ever been about any artist, American or Canadian. "It's Gonna Be Cloudy" is a strong commercial item on the flip side of Pierre's first English release. Daily reports are reaching Phil and Barry Paine at Compo's Apex Division indicating that the Lalonde revival of Maurice Chevalier's great classic is headed for smashville.

Also creating quite a stir in the industry from coast to coast is a great new thing on Quality by The CHUMingbirds. These are four personalities from Toronto's CHUM-Radio that got together to form a singing group to appear at last year's Canadian National Exhibition. The group continued to appear as a unit following the Ex and have now progressed to the stage where they are making considerable chart noise with their initial record release on Quality, "Brotherhood Of Man." Included in the group are: Mike Darrow, Bob McAdorey, Garry Ferrier and John Spragge. They have a hit on their hands.

The French Canadian market in Canada, perhaps the greatest sales potential that exists for records in this Country, should not be overlooked by Mercury with the firm's release in French of Lesley Gore's current hit single, "You Don't Own Me." "Je Ne Sais Plus" has been played by Ottawa's CKOY to tremendous reaction from a minority, but very vocal French speaking audience. Should the disk be released in Canada, particularly French Canada, it'll probably outsell its English counterpart.

The Diane Leigh side, "Little Boy Lost," on Quality is another first class example of good Canadian talent. It continues to win considerable favor with record buyers everywhere it is played. By the way, Miss Leigh is a very attractive young lady. She was a second place winner on CHUM's "Talent In Toronto" show and went on to appear in clubs and on TV throughout North America.

Quality's Stan Dorling is predicting big things for the Jimmy Interval single, "Daddy's Little Girl." It's on Reo in this Country and could break open.

Hal Ross, London's top notch hit promoter, appeared in various Canadian centers over the past couple of weeks all decked out in bowler hat, cut away coat, mourning trousers, and monocle, sporting an attache case that identified him as the man from London. The outfit and the extensive promo trip were undertaken to introduce a new series of British singles under the London banner. There were ten new singles all told, many destined for high wide and handsome chart rides. "We Love The Beatles" by The Vernons Girls was one of the more outstanding sides. Indeed it is already moving very well in Toronto where London man Max Zimmerman is hard pressed to keep up with the orders. Another item inspired by the shaggy haired ones was "Beatle Crazy," a talking-blues type outing by Bill Clifton. Another smash item in the group of ten from London that Hal introduced with all the pomp and circumstance of a command performance was "Diane" by The Bachelors. "Love Is Going To Happen To Me" is a very commercial side, part of the group of ten, by Beryl Marsden. She gives it a Helen Shapiro-like reading that is bound to attract deejay attention. A very pleasant listening item was the newie on London by Tony Meehan, entitled, "Song Of Mexico." Only two of the top ten will be released in the U.S., "Diane" and "Beatle Crazy."

Arc Records is about to bow into the folk field with the release of a new single by The Jeffrey Howard Singers. The group hails from Edmonton and has just returned from a lengthy stand in L.A. According to all reports they were well received on the coast. The record being rushed out by Arc is entitled "The Comet." John Porteous indicates that the label will go all out to promote this first venture into the folk idiom.

New items on Mercury (Smash) that are doing very well across Canada of late include "Little Beatle Boy" by The Angels and "Night And Day" by The Lively Ones. The former appears to be a side by the consistent hit-making femmes that will find favor with all broadcasters no matter what programing format they adhere to. The latter item is a very commercial, yet listenable presentation, instrumentally, of the Porter standard.

Don Carter former sales manager of MacKay Distributors, London Records in Ontario, and one of his top salesmen, Gary Megaffin have taken their leave to head up the sales force of Polydor Records in Canada.

A new personality has hit the Southern Alberta broadcasting scene like a bomb. He is Homer Freem—so help me, that's his name—broadcasting daily over CHEC, Lethbridge. According to word reaching CB from the area he is rapidly developing into one of the big movers in the exposure of new record product in that area. He's on the air daily from 4 to 5 PM on the Lethbridge outlet.

Chuck Camroux, production manager and C&W jock at CHSJ in Saint John, N.B. is interested in booking talent throughout the Maritime Provinces this coming summer. Acts in and around Ontario and Quebec are particularly in demand. Chuck has been behind some of the big shows to play that area in recent months.

Keith Randall, CKPT. Peterboro air personality, reports good response to a P.A. in his town by Tamarc (Atlantic) recording star, Shirley Matthews. Shirley's "Big Town Boy" continues to be a best seller all across the country. Keith reports that he is always on the lookout for good Canadian acts to appear in his part of the country.

A very commercial reading of the oldie, "My Dreams Are Getting Better All The Time," has been released on Click records by Bob Davies. The personable young fellow will be remembered for his while-back smash, "Ballad Of Gordie Howe." This offering presents the old favorite in a strong new teen dress that could take it far, chartwise.

My apologies on a recent report in this space concerning a new single by The Beatles. I misunderstood a pre-release bulletin from Paul White. Only one side of the new disk has never been available before. "This Boy" represents a bit of a change of pace for the fabled Britishers but they are right in their million dollar groove with "All My Loving," which was lifted from the Capitol set, "Beatlemania" by a tremendous demand from Canadian Beatle fans by the tens of thousands. "Hippy Hippy Shake" by The Swingin' Blue Jeans is on Capitol in Canada and is well on its way to the top of the charts, if it can find any air space up there that isn't covered with Beatle hits.

CFGM, the full time country music station in the Toronto area, recently sold out their first live country music show two weeks in advance. Helping to pack Toronto's Massey Hall to the rafters were Johnny Cash, Tex Ritter, June Carter and Sonny James.

New lady in the Library at Ottawa's CKOY is Miss Norma Broome. Great sound out on Jubilee is the latest by The Raindrops. "Book Of Love" has that top ten sound. Also expect big chart doings from the newie by The Miracles, "The Man In You." It's on Tamla. Phonodisc are having a busy spell with loads of good commercial things happening. "Hello Dolly" by Louis Armstrong on Kapp has developed into a blockbuster.



# ITALY

Once again we wish to mention the special EMI classical series "Invit Alla Musica" (Invitation to the Music). In fact, 18 new albums have been released for this series by EMI Italiana, and with this new group of releases the new catalog of this low priced series now includes 68 LP's.

Until now, according to a declaration of EMI Italiana, the firm has sold 120,000 LP's of the first two groups of albums released by EMI for this classical series, which included 50 different releases; this is quite a satisfactory result, and this is the reason why EMI Italiana decided to enlarge the series. At the top in sales there are two albums, the first containing the "Rhapsody In Blue" by Gershwin as performed by the orchestra of W. Shuchter, and the second containing the well known Beethoven Sonata N. 1 in C flat minor, as performed by pianist Walter Gieseking. EMI Italiana has sold 8,000 copies of each album.

The new group of 18 albums, includes among the others, the "Third Symphony by Brahms, conducted by Bruno Walter, Beethoven's "Symphonon N. 9" released for the first time on one LP only, conducted by C. Schurich, "Porgy & Bess" by Gershwin, and a complete series of Chopin waltzes.

Passing to light music news at EMI Italiana, let's announce that the po American singer Bobby Vee will be in Milan for the second time from April until April 12: he will take part to the top TV show "The Dreams Fair" and he will wax in Italian two of his recent hits.

Paola Penni is the name of a new songstress pacted by EMI Italiana: she is well known to the public as a TV starlet, and now she is making her debut on the record scene performing the Italian version of the French song "Au Revoir" penned by Gilbert Becaud, and also singing in Italian, the last Frank Pourcel's success, "Diggedle Boeing."

Franco Crepax, general manager of Compagnia Generale Del Disco, is now in Paris where he will be present to the French TV debut of the San Remo winner, Gigliola Cinquetti: the young songstress will in fact take part in two different TV shows, and also she will perform on the famous stage of the Music Hall Olympia, as star guest on the Radio Program, "Musicorama," produced by Lucien Morisse, of Radio Europe No. 1. Franco Crepax is accompanied by Joe Giannini, general manager of the other branch of Compagnia Generale Del Disco, CGD International: while in Paris, Giannini will be present at the recording session of the first Italian dates of the Festival group, The Surfs. CGD International will conduct a strong promotional campaign on the releases of this French group.

Giannini will after leave for London, where he will meet Gene Pitney, to discuss with him the next program of Italian recordings.

The recent success of our top songstress Mina entitled "La Citta Vuota" (Italian version of Lonely Town) will be included in a new motion picture. Title of the film is "Amore Mio" (My Love), which will be released very soon.

In the meantime, R.I.F.I. has announced the release of a new single of Mina including "So Che Non E' Così" (I Know That Isn't So) b/w "He Walks Like A Man" with the Italian title "E' L'uomo Per Me." first song is published by Settebello, the publishing firm of R.I.F.I., while second number is sub-published in Italy by Edizioni Connelly.

Mina will also be the interpreter of leit-motiv of a new TV show produced by Gorni Kramer, "I Tarocchi." We were informed that another top R.I.F.I. artist, Fred Bongusto, has just recorded the leit-motiv of another TV show, "Za-Bum," produced by the well known stage manager Zavattini. Title of the leit-motiv is "Va Buono." This is a Neapolitan song.

"Una Lacrima Sul Viso," as performed by the big talent of Bobby Solo, is at the top in sales in Switzerland, too: this has been reported to Guido Rignano, general manager of Dischi Ricordi, by Mr. Oestreicher, of the Record firm Turicaphon, which represents the Ricordi catalog in Switzerland. Oestreicher paid a visit to the Ricordi's offices for a business talk with Rignano, Mr. Micocci (A/R manager of Dischi Ricordi) and with Mr. Ruggeri (merchandising).

Phonogram has informed Cash Box that it has concluded a contract with Benito Vassura for the distribution in Italy of his catalog, Jaguar Records: this line, whose top artist is Ricky Gianco, was formerly distributed by R.I.F.I. On the subject of Ricky Gianco, let's mention the strong promotional campaign that is being conducted on his new recording, "Yum Yum," derived from the film "Under The Yum Yum Tree," which is being distributed in Italy along with a filmed show in which Ricki Gianco himself introduces his song and new dance titled "Yum Yum."

Mr. Leist, general manager of the Phonogram's pubbery Edizioni Esedra, has informed Cash Box that the first Italian version of the big Singing Nun success, "Dominique," will be performed under the Polydor label by the young talent of Orietta Berti, recently pacted by Phonogram. The title will be coupled with the Italian version of another Singing Nun song, "Je Voudrais" (Io Vorrei).

## Italy's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	5	*Una Lacrima Sul Viso: Bobby Solo/Ricordi, Frankie Laine/CBS Published by Ricordi
2	2	5	*Quando Vedrai La Mia Ragazza: Little Tony/Durium, Gene Pitney/CGD Published by Durium
3	3	5	*Ogni Volta: Paul Anka/RCA, Roby Ferrante/RCA Published by RCA Italiana
4	4	5	*Non Ho L'eta' Per Amarti: Gigliola Cinquetti/CGD, Patricia Carli/CGD Published by Sugarmusic
5	5	5	*La Citta' Vuota: Mina/R.I.F.I., Gene Mc Daniels/EMI Published by Aberbach
6	6	3	*Sabato Sera: Bruno Filippini/MRC Published by Southern
7	8	2	*Pieta': Vasso Ovale/EMI Published by Southern
8	—	1	*Stasera No No No: Remo Germani/Saar, Nino Tempo & April Stevens/Saar Published by Leonard
9	9	2	Please Please Me: The Beatles/Carisch Published by Cielo Girl
10	—	1	*Un Bacio Piccolissimo: Robertino/Cemed Published by Curci

### CANADA (Continued)

It's about those Beatles. Sales figures released at the end of February by Paul White, for Canada alone, mind you, are absolutely astounding. As a matter of fact it was exactly one year during the week of (2/21) that Capitol Records in Canada released a single entitled "Love Me Do" by a group called The Beatles. That started the landslide, slowly at first but now, . . . well just look:

"Twist And Shout" LP (released Feb. 3rd.) as of Feb. 26th—120,000 sold  
 "Beatlemania" LP " " " " —110,000 sold  
 "I Want To Hold You Hand" single " " " " —175,000 sold



# GERMANY

Polydor is jumping on The Beatles' bandwagon and has released 2 disks cut by the group while under contract to the label here. "My Bonnie," featuring Tony Sheridan is already in the Top 40 stateside and has passed the 1/4 million mark here since its release in 1961. The second platter couples an instrumental "Cry For A Shadow" with "Why" also featuring Tony Sheridan. Tony is now in England for personal appearances and hopes to go on to the States if he gets an offer of a tour or appearances with his top hit. Of course, Electrola continues to roll with the group and its newly released German language single by the Beatles has received an unequalled publicity push. The disk should make the Top 10 here in no time flat.

Deutsche Vogue reports top action on its English and American product. "Louie, Louie" by The Kingsmen has passed the 20,000 mark in sales as has "Needles and Pins" by The Searchers and "California Sun" by The Rivieras is also nearing the 20,000 mark.

Paul Anka, who is making his first German tour, is racking up top attendance figures. The youngster is covering 18 cities in Germany, Austria and Switzerland and is winning new friends every day.

Rudi Schroeder of Will Meisel Music is busy pushing the Paul Anka and Acker Bilk records during and after tours by both performers. Austroton Records is busy pushing the number one disk in Italy "Una Lacrima Sul Viso" by Bobby Solo. The record is doing very well in Germany. Hans Gerig has his hands full pushing the top ten hits (listed below) as well as 5 different recordings of "Sole Sole" from the San Remo Festival. The firm is also pushing the new Peter Kraus waxing of "Girl With Heart." Theo Seeger of Peer Music reports that he's got a couple of hillbilly goodies making noise with German versions. The songs are "Detroit City" and "Night Train To Memphis" both recorded by Decca Records here.

Radio Luxemburg reports that Friedel Berlipp hit the top of its "Hit Show" this week. The disk, "Kanadyan Dance," has been released here by Metronome Records and Carlton Records has picked up the rights for the U.S.A.

Heinz Lukas, who is now disk jockey and radio promotion chief for Philips Ton here, reports that the firm is now issuing info LP's of its new singles releases for D.J.'s. Heinz replaces Fred Weyrich, who is now publicity director for Esther and Abraham Ofarim and is doing indie TV production.

Hans R. Beierlein reports that he has brought France's number 1 teen queen Silvie Vartan here for productions with RCA. Werner Muller will produce the gal and 4 German songs will be done in March here with the first single set for April release. Hans was also responsible for bringing Michele from Italy to Germany and the first record has already been released. Gunnar Bergstrom, head of Swedish Sonet Records, came to Munich to meet with Hans and produce Suzie with Sweden's top tune at present, "Johnny Loves Me."

CBS press chief Lothar Graf is crowing about the success of the first record by world figure skating champion Marika Kilius. The first platter by the lass took first place in the Frankfurt radio Hit Parade last week. CBS has also signed Marika's partner Hans Jurgen Baumler to a contract and the first duo waxing is due soon.

Teldec reports that French star Alain Barriere will be doing his first German recordings.

Polydor is trying an experiment with a new LP called "Halleluja." It's the first LP of American spirituals and gospel songs done in German by Germany's number one jazz singer Knut Kiesewetter. Knut, who studied classical music until his eyesight failed, is being praised and torn down for his efforts on this LP. In spite of the great controversy, the LP is selling well and it looks like there'll be more to come.

Deutsche Grammophon has signed a long term exclusive contract with Berlin conductor Herbert Von Karajan. The artist, who is an absolute top seller in the classical field in Europe, has recorded for the firm for many years and his recent recording of all 9 Beethoven symphonies is a best seller for D.G.G.

Austroton and Elite Special Records announces that its director Hans Oestreicher will celebrate his 25th year as head of the top Swiss record company which now has headquarters also in Germany and Austria. Cash Box wishes to congratulate Herr Oestreicher on this occasion and wish him all the best for his continued success.

That's it for this week in Germany.

## Germany's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	7	Das Kannst Du Mir Nicht Verbiehen (You Can Never Stop Me Loving You)—Bernd Spier—CBS—Edition Accord	CBS
2	2	3	*Der Platz Neben Mir (The Place Next To Me)—Sacha Distel—Polydor—Hans Gerig Music	Polydor
3	3	4	*Glueck Gohoert Dazu (It Helps To Be Lucky)—Rex Gildo—Electrola—Hans Gerig Music	Electrola
4	9	4	*Nino—Connie Francis—MGM—Schneider Music	MGM
5	—	1	*Mama—Manuela—Telefunken—Intro/Meisel	Telefunken
6	4	12	*Drei Musketiere (Three Musketeers)—Conny Froeboess—Electrola—Metronome/Froeboess/Rolf Budde	Electrola
7	—	1	Lady Lou (Loddy Lo)—Gerd Boettcher/Chubby Checker—Decca/Ariola—Aberbach Music	Decca
8	8	3	*Nur Ein Bisschen Glueck (Just A Little Luck)—Gitte—Columbia—Hans Gerig Music	Columbia
9	5	7	America—Trini Lopez—Ariola/Reprise—Chappel/August Seith	Reprise
10	—	1	*Warum Muss Man Auseinander Geh'n (Why Do We Have To Part)—Petula Clark—Deutsche Vogue—Montana/Beierlein	Deutsche Vogue

\*Original German Copyright

## Australia's Best Sellers

- I Saw Her Standing There (The Beatles—Parlophone) Leeds Music
- I Want To Hold Your Hand (The Beatles—Parlophone) Leeds Music
- She Loves You (The Beatles—Parlophone) Leeds Music
- You Don't Own Me (Lesley Gore—Philips)
- From Me To You (The Beatles—Parlophone) Essex Music
- I'm The Lonely One (Cliff Richard—Columbia) Leeds Music
- I Love You More And More Every Day (Al Martino—Capitol)
- Long Tall Texan (Murray Kellum—London) J. Albert & Son
- Glad All Over (The Dave Clark Five—Columbia) Reg Connelly Music
- A Fool Never Learns (Andy Williams—CBS) Cricket Music
- Who Needs It (Gene Pitney—U/A) Aaron Schroeder Music



# AUSTRALIA

Many people in the trade here have been spending countless hours listening to records, reading articles and viewing film and TV clips in an effort to find exactly what it is that makes The Beatles the hottest property ever in the business. On checking around, Cash Box finds that no one has yet come up with an answer but most people agree that The Beatles approach their work with a youthful and carefree vigor that has perhaps been missing in many artists over the past few years. Of course, we cannot overlook the fantastic worldwide publicity as a big contributing factor towards the success of the Beatles, along with the obvious expert ability of their manager Brian Epstein. But publicity and management can't make it alone unless the property involved has "the goods" and in the case of the Beatles, they obviously have "the goods" and then some! The EMI plant in Australia has been hard pressed (how about that!) to keep up with the demand for records of the Beatles and other top English artists such as the Dave Clark Five and Gerry & The Pacemakers. When someone finally comes up with the secret of the success of the Beatles would they please let us know!

Eddie Condon & His Jazz All Stars are in Australia to perform at the Adelaide Arts Festival. The group will give concerts in other cities while they are in this country.

After a somewhat slow and uncertain start, it now looks as though "Anyone Who Had A Heart" will enjoy status in Australia. There are versions by Dionne Warwick, Cilla Black and Joan Baxter; the boys at Belinda Music are giving the song a solid promotion kick.

Local artist Warren Williams has a new single out on the Leedon label (through Festival) of "It's Party Time" c/w "Great Balls Of Fire." "Party Time" was composed by Warren in collaboration with Franz Condé.

Also on Leedon is the latest from the Delltones which carries "Out The Back" and "That's How Many Tears." The Delltones rarely miss making the national charts in a big way and this one should keep their average up.

Philips Records is on a winning streak with some of their singles at the moment. High among its best-sellers we find "I Only Want To Be With You," which is going great for Dusty Springfield; "Dawn" by The 4 Seasons; "Wow Wow Wee"—The Angels and "I Think Of You" by The Mersey Beats. Interesting to note that the latest release sheet to hand from Philips announces the release of "My Bonnie" by the Beatles with Tony Sheridan on the Polydor label.

New single release in Australia for the Beatles is "Roll Over Beethoven" c/w "Hold Me Tight." Stand back and watch it go! go! go!

One of these fine days (in the not too distant future we hope) the record industry is going to face up to—and attack—the problems that have been ailing the album business in this country for so long. Excluding sets by the Beatles, the album field in Australia has been pretty sick for a while. We all know that the major headaches facing the industry in relation to albums are (1) The steadily increasing volume of sales being lost to records clubs (2) The high cost of printing and packaging (3) The almost frightening number of low-priced albums being continually imported (4) The 25% Sales Tax which is putting retail prices of albums out of the reach of many budget-minded consumers (5) The excessive number of albums being locally released. These are some of the factors to be licked before album business can be expected to regain a reasonable quota of the available market. It is quite obvious that all these points cannot be won but a couple of them shouldn't be beyond the realms of almost immediate possibility. Take for instance the importing of albums—especially those in the low-price bracket. A great deal of the importing is being done by record companies who have their own pressing plants to keep busy. Surely one cannot be blamed for believing that importing albums is (in theory and practice) against the best principles and economics of the operation of a record pressing plant. Then we have the huge quantity of sales normally through dealer outlets that have been lost to record clubs and in our small (by world standards) market club activities have made quite a dent. From what we hear of record and club sales they are three to five times better, per individual album, than those through retail sources. Of course the point here is that two of the major record clubs operating in Australia are either owned or "supported" by leading record companies who also have huge catalogues of albums on the open market.



## TOP 100 LABELS

ABC-Paramount	40, 42, 45, 94	Mercury	33
Atco	38, 89, 99	MGM	16, 37, 44, 55, 72
Atlantic	58, 95	Montel	36
Best	27	Motown	96
Capitol	2, 6, 11, 46, 93	Okeh	65
Capitol of Canada	75	Parkway	56, 80
Checker	12	Philips	5, 23, 28
Chess	48, 92	RCA Victor	7, 10, 15, 63, 68, 97
Columbia	53, 62, 73, 87	Reprise	25
Congress	76	Riviera	20
Crusader	21	Roulette	35
Decca	26, 90, 100	Rust	64
Dolton	90	Scepter	81
Dot	84	Smash	77
Duke	31	Soundstage 7	88
Everest	32	Spokane	85
Epic	9, 14	Stax	49
Garrett	47	Sue	61, 86
Gordy	17, 74	Swan	1, 30
Hi	79	Tamla	43, 66, 67, 71
Imperial	34	Tollie	4
Jubilee	83	20th Fox	18
Kapp	8, 24, 59, 70	United Artists	13, 69, 82
King	29	VeeJay	3, 19, 22, 57
Liberty	50, 51, 54	Wand	52, 78
London Int'l	60	Warner Bros.	38, 41

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.



# THE STRIVE FOR LEGITIMACY

One of the intangible features of the Lavern Bill, a brand new piece of legislation which if passed will license New York State coin machine operators is the operator's right to legitimacy once he is licensed. It has been many years since the slot machine was legal in New York State but in many areas the music and games operators are referred to as slot machine men. It is their hope that a New York State License which will permit the operation of coin-operated games, will also remove the stigma many in the industry carry because of a misinformed public.

In the words of a top New York State official, "the license will give you people status." What he may have meant was that, as it now stands, operators are considered hoodlums. Perhaps the license will make the legitimate operator legitimate in the eyes of the public. If it doesn't do that, it will prevent a back element from entering into the business and eventually having their reputation rub off on the entire industry. This has been the case throughout the nation. If nothing else, perhaps the heirs to the nation's coin machine routes will be looked upon as legitimate business men.

If the desire for a legitimate image is that strong in the hearts of coin machine operators, it might be well worth the price which must be paid for this image. Judging from the text of the Laverne Bill the price can be expensive or it can be cheap depending upon how you look at it.

A license which technically places control of the business in the hands of the Secretary of State, and who may, through necessity, increase license fees in order to keep the industry policed, might turn out to be a costly license. There are many who feel that a larger income without social acceptance is still good money. Others, who may have more foresight feel that legitimacy should be had at any price.

A license which enables the advisory board of the industry to oversee legislative proposals concerning that industry, which would be the case here, will offset monies which otherwise might have gone for heavy taxation with nothing to be gotten in return. In the words of more than one observer at last week's operator meeting in New York, "you stand to gain something when you pay for a license, for taxes you get nothing."

The many attempts to gain a favorable image in the eyes of the public and the politicians have obviously failed short of the mark via many public relations programs. Perhaps the time has come when the industry must forget the public and concentrate on the politician. If the licensing proposal is half of what it's supposed to be, the industry in New York State will take on a more professional look in the eyes of the politician, eventually the public will get the word, and the operators may even make more money. The operators in the State are trying a new tack and from all indications they have little to lose.



AL DENVER  
President, MONY



MILLIE McCARTHY  
President, NYSCMA



MIKE MULQUEEN  
President, NYS Guild



CARL PAVESI  
President, Westchester Guild

The coin machine industry in New York State has not been solidly united with a strong common interest. The prime reason for this situation is that New York State represents two entirely different geographical areas which are populated by different types of people and different types of industry. The way of life in Hurleyville is far removed from that of the apartment dweller on Manhattan's east side. The operator servicing locations in Brooklyn does not necessarily conduct his business in the same way that a Catskill coinman would. The conditions are vastly different. Hence, the interests are not identical.

Last year an upstate sponsored pool table bill was passed in the Senate with the result that the City of New York approved 6-pockets for its five counties. Last week the upstate operators asked for a license law which would also alleviate the present free-play restrictions on games. In order to gain statewide strength, New York City was asked to cooperate, although the free-play segment could not benefit them. At a meeting held in a 57th Street Hotel, it was decided to band together behind the proposed legislation. It was another example of the State and the City taking a step together. The story appears below.

## N. Y. State Coinmen Ask For Legalized Free Play With Licensing Measure For Amusement Machine Ops

NEW YORK—The members of the Music Operators of New York, Inc. voted to support an amendment to the state general business law and the penal law, in relation to coin-operated games, during a special meeting called by MONY which was held Wednesday, March 11 at the Holiday Inn here. About 50 persons attended.

The bill, introduced by Senator Thomas Laverne, 52nd District, New York State, will license operators of one or more coin-operated games at a fee of \$600 every two years; and will amend Bill 982 (Robinson-Esquirol Act) changing it to state, in effect, that a free play is not a "thing of value" and is therefore permissible on pinball machines where pinball machines are now legal in the state.

The amendment will not make pingames legal in territories such as Buffalo, Albany County, New York City, and similar areas where the pingame is not permitted to operate.

### Ask \$25,000 For Sec. of State

Since the bill calls for a sum of \$25,000 to be appropriated to the Department Of State to pay expenses incurred by the Secretary of State in the conduct of carrying out the provisions and enforcement of this act, the bill has been sent to the Senate Finance Committee where it has been accepted with last minute changes in what was to have been the final printing. The bill was submitted five minutes to the last hour on Tuesday, February 25, and must, in order to become law, be passed upon before the legislature stops the clock at the close of business March 20, or be re-introduced at the next session in January 1965.

In a nutshell, the bill is a two-sided affair which, in the opinion of some, trades a license arrangement for an okay on free-play. NYSCMA Attorney Lou Werner, speaking from the dais, said "this bill does not legalize an illegal machine." Since pingames are not permitted in New York City, much of the resentment came from metro NYC operators. However, Mil-

lie McCarthy, leader of the upstate group, President of the NYSCMA, and number one individual behind the bill, managed to draw a favorable vote of confidence from the NYC ops after outlining the points of the bill and defending it in many areas against what she referred to as "uninformed opinion."

The Westchester Operators Guild, led by President Carl Pavesi, discussed the bill at a meeting the previous evening, and decided to vote against it and did so at the NYC meet. Westchester Attorney Malcolm Wein reiterated Pavesi's decision to reject the legislation. Although the votes were made, since the bill was already in the senate "hopper," there was little that could be done about its contents. Mrs. McCarthy claimed that the last minute decision to submit the bill came as the witching hour approached. She advised the operators that although the bill calls for a license, a 'first' for the State, and it does give the Secretary Of State the powers of a License Commissioner, "there is nothing that can be done by the Legislators or the police once this bill is passed, that cannot be done at this moment, without it."

### Favors Game Ops In Upstate

Mrs. McCarthy admitted that while the bill will favor upstate ops to the extent of operating free play games in the territories approved, it will also lend status to the industry and prevent entry into the industry by undesirables.

The upstate representatives, which included Mike Mulqueen, President of the NYS Operators Guild; Jack Wilson, Past-President; Lou Werner, Attorney for the upstate group; and Tom Greco, upstate association exec; claimed that a ban in Buffalo could possibly lead to a ban on the same machine in NYC. They also cited instances of past tax bills which have been defeated in committee which would tax coin machines. Other tax bills are now pending. While the license would not prevent taxation, Mrs. Mc-

Carthy did say that once the operators are licensed, it could be used as a means of defending against a tax. She admitted to the possible increases in the \$600 license fee in the future, but added that the advantages to be gained from a license far outweighed those against it.

### License Idea Spurs Fear Of Control

Albert Denver, President of MONY, led off the meeting and served as moderator. He represented the metro NYC ops, and stated his opinions as they pertained to the license fee. Denver called for clarification on a multitude of points before calling a vote.

MONY Attorney Teddy Blatt offered an evaluation of the bill and said that from the legal standpoint, the license could do no harm. "But from a business viewpoint," continued Blatt, "you must make up your own mind."

The fear is evident, of course that a games license will eventually lead to a license for juke boxes and vending equipment. Mrs. McCarthy stated that the original bill had been altered to include only games and said that it was not probable that an all-encompassing license would ever come about.

Mrs. McCarthy, in explaining the position of the Secretary of State, who will oversee the mechanics of the bill, said that all licensed industries are in a position to observe legislative dictums which affect their own industry via an advisory board. Mrs. McCarthy used this information, which was gained from a personal conversation with the Secretary's office, to strengthen the pitch for licensing. She also offered the results of an informal survey among taverns, barber shops, and other licensed businessmen, making the claim "none of them would want to go back to the days when they were not licensed."

With all of the opinions, pro and con, the chances of the bill receiving attention and passing are very slight, based on the thousands of bills awaiting action before the Senate convenes.

Usually several hundred hand picked bills are presented with the balance laying dormant.

Mrs. McCarthy did state that while neither the license nor the amendment to 982 would enable pingames or other equipment to operate where they are not now permitted, she cited the recent pool table legislation which she spearheaded last year in the State which eventually paved the way for approval of the present 6-pocket tables for NYC. "Once the bill goes through, you can use it as a stepping stone to lift a local ordinance," said Mrs. McCarthy, in reference to restricted territories throughout the State.

The opinion was apparent that most were in favor of a change in the present Bill 982 which has led to harrassment, mostly in the upstate regions, of coinmen trucking and operating games which technically should not be covered by this law, according to their reports. Tom Greco cited two instances which occurred this past week in which juke boxes were used by state troopers to demonstrate a violation of 982. While the charges are usually dropped, Greco and others, pointed out that machines are confiscated "in any event" and destroyed. "We cannot be running back and forth to police stations even when the outcome is in our favor. We must have time to conduct our business. The license and the amendment to 982 will enable us to do just that," said Mrs. McCarthy.

Claims were made by NYC coinmen that licenses lead to harmful investigations, that licenses place the operation of a business in the hand of the bureaucrat, and that license also lead to graft. Teddy Blatt summed up the analysis stating that "we must ask ourselves what do we get for this legislation, what will it cost in the way of fees and business."

### Calls For 60-Day Wait Period

Distributors Irving Holzman, United East Coast Corp.; and Harold Kauf  
(Continued on page 54)

# NY State Ops Okay License Bill, Ask Free Play

(Continued from page 53)

man, Musical Distributors Corp. stated their views, which were anti-license. However, after the vote, all agreed that they would back Mrs. McCarthy and the legislation.

The dangers inherent in losing a license were overcome by Mrs. McCarthy who claimed that provisions in the bill gave each operator up to 60 days to prove himself. "This is a highly favorable position to be in," said Mrs. McCarthy who added that informal hearings with the Secretary of State would be conducted before a license was revoked.

The meeting closed following the vote, with most operators deciding that the bill and Mrs. Millie McCarthy were both good for the business.

The print number of the Laverne Bill is 3930, Intro. 3569, and is dated Feb. 25, 1964. It amends the general business law and section 982 of penal law in relation to coin-operated games and it is the intent of the bill to regulate, supervise and control the ownership and business practices of persons and firms engaged in the operation of amusement games. A "licensee" is any individual owning one or more games for profit. "Coin operated amusement machine" is defined as that coin-operated game which is designed solely for amusement and which may confer an immediate, unrecorded right of replay

on players; and this replay is to be defined a fair return and continued amusement for the original consideration, and not a thing of value, provided that there shall be no method by which any of the accumulated games can be released or recorded except by a normal, continuing play of the machine.

Applicants for licenses, who have operated games before Jan. 1, 1964 need not submit to examination. New applicants must be a good moral character and have not been convicted of a felony and that (he) have "necessary financial responsibility" to conduct the proposed business.

Violations and penalties are set at a sum not exceeding \$1000 per offense. Persistent violators may be subject to a hearing by the Sec. of State for the purpose of revocation. The Department has the power to issue or renew all licenses, to investigate violators and also new applicants via the examination of books and papers of the individual or corporation which may be relevant to the case.

Section 982 of the penal law is amended by adding a subdivision which states that machines requiring license by article 28-a (aforementioned business law calling for a license) may confer an immediate replay defined as a fair return and not a thing of value.

The act if passed will take effect immediately.

## S.C. Ops To Meet

COLUMBIA — The South Carolina Coin Operators Association will hold a meeting at the Jefferson Hotel on April 19th, Ashby W. Bradford, the association's president announced.

Bradford said that the speaker for the meeting will be a representative from the South Carolina National Bank. The primary purpose of the meeting will be to discuss plans for the association's forthcoming membership-publicity campaign.



The corner bar of Buffalo's B & B simulated tavern gets a workout in the above photo as the boys discuss the day's efforts. Left to right: Marty Toohey, *Cash Box*; Al Dietrich, Wurlitzer; John Bilotta and Charlie Broderick of B & B; C. B. Ross and A. D. Palmer of Wurlitzer; Hank Barber, Barber & Drullard; and Ed Clinton, B & B salesman. In the photo on the right, John Bilotta and Charlie Broderick pose with the new "Smokeshop." Below, C. B. Ross is seen conducting a service school for western New York operators. Complete details page 61.



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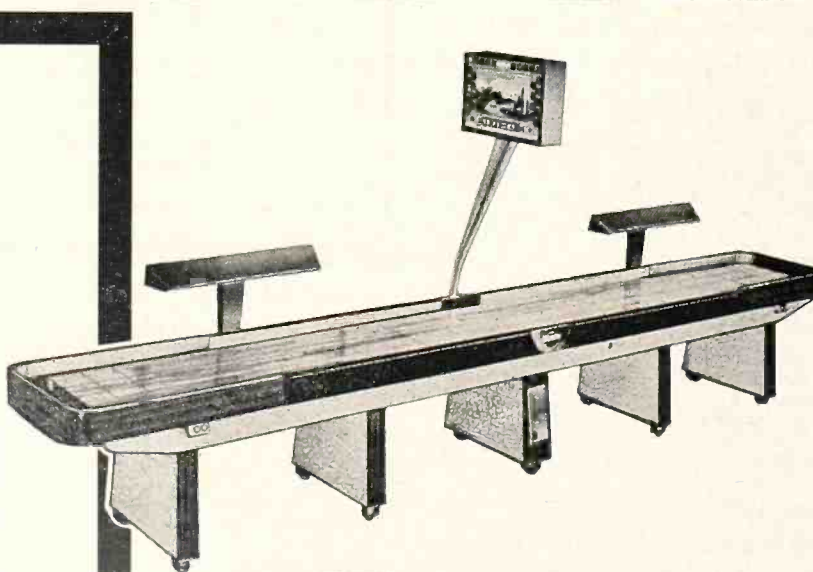
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## Midway Cites Two Jersey Mechanics For 'Raceway' and 'Winner' Game Ideas

CHICAGO—Hank Ross, of Midway Manufacturing Company, Franklin Park, Illinois, while reflecting on the exceptional success the firm has enjoyed with "Raceway" and "Winner"—

two amusement novelty games featuring auto racing ideas—stated that two eastern mechanics never fully received the wide recognition they richly deserved for creating the racing unit which popularized the games.

Ross said, "Actually, two New Jersey mechanics, Carmen Mammano and Fred O'Brien, after two months of painstaking labor, and trial-by-error, hit on an exciting idea which culminated in the development of the action-packed racing unit used in the 'Raceway' and 'Winner' novelty games.

"These specialists," he added, "have been in the coin machine business for some ten years, and are currently engaged in the operation of their own route in New Jersey. I might add that Mammano and O'Brien are former employees of the Runyon Amusements firm.

"I merely cite this particular case because the amusement and novelty segment of the coin machine industry is certainly in great need of good, sound ideas, which ultimately reflect on everyone in the business."

**GIVE**  
TO THE  
**MARCH OF DIMES**



## March 19, NYC Tax Meet Set

NEW YORK — The Atlantic New York Corp. has announced that it will hold a symposium on the new 1964 tax law and special depreciation regulations, on March 19, 7:00 PM, in their Tenth Ave. showrooms.

Guest speakers for the symposium include attorneys Theodore Blatt and Abraham Pollock, and CPA Joseph Klein. Refreshments will be served at 6:30 PM.

## European Sales Tour Planned By Edelman

NEW YORK—Isadore Edelman, President of Cine Sonic Sound Corp., has advised that he will leave April 16 for an extended tour of Europe.

While calling on music operators and radio station firms in London, Germany, France, Italy, Amsterdam and Israel, Edelman will present a sales program for his fourteen inch reels (16 hrs. of taped music), an item aimed at the radio station market there, while operators will hear a pitch designed to have them go into the background music business via 7" (4 hrs.) and 10½" (8 hrs.) tapes. Edelman leases the music or sells it outright.

All of the reels feature a metalized automatic reversing leader to make possible continuous music, according to the factory exec.

Tapes measure ¼" and run at 3¾ ips. Deals in the US and in Europe include ASCAP and licensing royalties which must be paid on background music.

## Wilson, Garner On Little LP's

CHICAGO—The Seeburg Corporation has selected four top quality albums for their Little LP releases for the week of March 16. Nancy Wilson scores in the "Pop Vocal" slot with her Capitol recording, "Yesterday's Love Songs . . . Today's Blues." Seeburg chose the Peter, Paul and Mary, Warner Bros. album "In The Wind" for the Folk/Country and Western category.

Two LP's turned up in the "Pop Vocal" spot with Erroll Garner's Mercury recording, "A New Kind of Love," and Kai Winding's "More!!!" on Verve.

## Gissers Tour Latin America

CLEVELAND — Morris S. Gisser, president of Cleveland Coin International, and his wife, are on the last lap of a six week tour which took them through the Caribbean, Central and South America on a combined business and pleasure trip.

Gisser visited with accounts in Venezuela, Surinam, Brazil, Argentina and Puerto Rico. In addition to renewing acquaintances and selling equipment to these accounts, he kept his wife busily playing the part of a secretary, writing up these orders as well as the many new orders received from new operators he has found in these countries.

Gisser was the guest of honor at a luncheon meeting of operators, in Argentina. In his address to the group, he discussed the problems inherent to the export and import of coin-operated equipment. Gisser pointed out the tremendous potential that still exists in these countries for all types of coin-operated equipment.

## Vikki Carr Visits "Joe's Place"



CHICAGO—During her recent Chicago engagement at the Camellia House, Drake Hotel, Vikki Carr paid a visit to "Joe's Place," home of the Seeburg Music Library Offices. While posing with the LP Console phonograph, Vikki is displaying her latest Liberty album release, "Color Her Great," which Seeburg has scheduled as a forthcoming Little LP.

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# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## Gold Medal Inaugurates New Sales Set-up; Names Four New Mgrs.

CINCINNATI — The Gold Medal Products Company, manufacturers of vending machines and concession refreshment equipment, has announced a major change in its sales structure. The new set-up divides the nation into four regions, each to be directed by a sales manager from the home office in Cincinnati.

Named to implement the new sales-service organization as regional sales managers were: Richard Gibbs, North-



GIBSON



EVANS



BUEL



GIBBS

west; Larry Gibson, Southwest; Ted Evans, Southeast and Bevan Buel, Northeast. Each man will be responsible in his region for dealer service and development, customer relations, and the determination of sales potential for all product lines. Gold Medal vice president, J. C. Evans, will continue his personal direction of international sales.

Richard Gibbs served Gold Medal for two years as customer service and export manager, prior to his current appointment. Larry Gibson's three years with Gold Medal have been in the area of sales promotion, customer and dealer service. Ted Evans started with the company in 1962 as assistant credit manager and became credit manager in 1963. Bevan Buel joined Gold Medal in 1963, having previously been associated with the Martin Equipment Sales Division of American Laundry Machinery Industries as advertising and franchise manager for the One Hour "Martinizing" Program.

Gold Medal recently introduced two new vending machines, one to dispense nylon hosiery in eight sizes and another to vend miscellaneous items under the heading of general merchandise. These have been added to its already established line of popcorn venders and detergent venders for coin-operated laundries.

Gold Medal saw the potential of the coin-operated laundry business ten years ago and began production

of its line of detergent venders. According to Evans, these detergent venders have provided the basis and distribution of the newest products, experience for the production and coin-operated hosiery venders and merchandise venders.

The Gold Medal Products Company was started in 1931 by David C. Evans, father of David B. Evans, current president, and J. C. Evans, vice president.

## New Names Swell NAC Membership List

CHICAGO—The National Association of Concessionaries last week released the latest list of new members to have joined the association.

In the Concessionaire Segment are: Jerry Olsen, Foothill College, Los Altos Hills, Calif.; Benjamin Kornfield, F.F.J.M. Fields, Inc., Boston; P. G. Baker, Leisure Time, Inc., Stow, Ohio; David W. Axler, Premier Operating Corp., Ltd., Toronto, Ontario; Dean D. Fitzgerald, Refreshment Service, Inc., Milwaukee, Wisconsin; Tony Caronica, Tony's Concessions & Amusement Enterprises, Butte, Montana; and W. N. Murray, United Amusement Corp., Ltd., Montreal, Quebec.

Those who joined the Jobber Distributor Segment are: Al Lapidus, Al Lapidus Popcorn & Supply, and A. K. Mellos, Mellos Peanut Co., of Los Angeles; and Gus L. Kopulos, Regal Supply Co., Kansas City, Mo.

S. T. Jacobson, Krispy Kist Korn Machine Co., Chicago, joined the Equipment-Manufacturer Segment. Augie J. Schmitt, past president of NAC is chairman of the organization's membership committee.

Dinner time?

time for  
ROWE AMI  
music

## "Caravelle" Scores Success On Selected Test Locations

CHICAGO—Samples of Rock-Ola's new "Caravelle" cigarette vending machine were placed on location last week, and Edward G. Doris, executive vice president of the Rock-Ola Manufacturing Corporation, said, "immediate reaction in all markets has been excellent."

This most recent addition to the firm's expanding line of coin-operated vending machines was first introduced to the coin machine and vending trades at last year's MOA and NAMA conventions.

Doris explained that certain revisions were made to assure maximum convenience in loading, and to improve other service areas. After the effective revisions were completed, "Caravelle" was put on a priority production and shipping schedule in the Rock-Ola factory.

The new cigarette vending machine is a 20-column, 800 pack vendor, and offers inter-changeable vinyl-clad, stainless steel color panels in autumn beige, wood grain and evening gray—in order for the machine to blend in with the decor of the location.

Included among "Caravelle's" features are: location personalization, easy-access price change controls, a new match dispenser, with an optional "Match Saver," and the attractive merchandising circle. There



"CARAVELLE"

is sufficient space for the operator's service card, and an easy access, all-in-one, control center.

"The new Rock-Ola 'Caravelle' opens a bright, new era in coin-operated cigarette vending," Doris stated, "with a new high in profit-making, servicing ease, and a faster, more dependable operation through more startling advanced features."

## Redd Dist. Exec Off To Europe

WATERTOWN, MASS.—Roy Sayer, General Traffic Mgr., Redd Distributing Company Inc., coin machine and vending distributor here, will leave for England March 13 in order to visit with his family in England and to contact Redd customers throughout Europe.

Sayer came to the US about nine years ago after serving with the British Navy for 14 years. He was formerly employed by Retail Coin-O-Matic, Redd's kiddie ride operation in New England.

Sayer will stay at 12 Charing Crescent, Linksfield Rd., Westgate, Isle of Thanet, Kent, England, and will receive communication regarding shipment of machines at that address.

## Ready For Tourney Trimount Displays Golf Trophies

BOSTON — New England operators are drooling over the spanking new golf trophies on display at Trimount Automatic Sales showrooms here. Reason for the display is the forthcoming anniversary celebration scheduled for August 3rd at the Blue Hills Country Club. The outing will mark the 40th Anniversary of the Rowe AC Services music and vending machine distributor and the entire staff will spend the day enjoying a shore dinner, a clambake, and playing golf... that's where the trophies come in!

## Meeting Dates and Trade Events

### MARCH

- 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.
- 19 Atlantic N.Y. Corp.  
Place: 843 Tenth Ave., N.Y.C.  
Tax and Depreciation Forum
- 21 Georgia Automatic Merchandising Council  
Place: Americana Motel, Atlanta, Georgia
- 25 Amalgamated Machine Operators Association  
Place: Rama Inn, Miami, Florida

### APRIL

- 4 Connecticut Automatic Merchandising Council  
Place: Statler Hilton Hotel, Hartford, Conn.
- 11 NAMA Special Area Meeting—Chicago/Midwest  
Place: LaSalle Hotel, Chicago, Ill.
- 14 Amusement Machine Association of Philadelphia  
Place: Wynne Restaurant, Philadelphia, Penn.
- 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
- 19 South Carolina Coin Operators Association, Inc.  
Place: Jefferson Hotel, Columbia, So. Carolina
- 20-23 American Management Association  
Place: New York Hilton (Conference); Colliseum (Exposition), New York City
- 25 Pennsylvania Automatic Merchandising Council—New Jersey Automatic Merchandising Council (joint meet)  
Place: Hershey Hotel, Hershey, Pennsylvania

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## American Shuffleboard

6 Pkt. Table Joins Original Shuffleboard Success Story As Plant Moves Into Peak Production On Both Games



NICK MELONE  
General Manager

UNION CITY—A visit to the American Shuffleboard Company in Union City, New Jersey, is like a tour through a fine violin workshop, where patient craftsmanship meets the highest quality of materials. This combination has resulted in the consistent quality of the American shuffleboard over the years, ever since the late Paul Cusano founded the company in 1928, as the American Cabinet and Billiard Company, and the same respect is now enjoyed by American's line of pool tables.

### "Ten Minutes From Times Square"

American Shuffleboard operates three factories and two warehouses in New Jersey, and all, according to general manager Nick Melone, "are ten minutes from Times Square." Their 27th Street plant is devoted to the construction of pool tables, the main building at Paterson Plank Road is almost exclusively used for shuffleboards, and the Third Street operation does a little of both. One of the warehouses is also on Third Street, while the other is in Jersey City.

American is generally identified with the shuffleboard, for it has been a leading manufacturer of this game for decades. The "Imperial" game, like its many predecessors, is still

constructed with the same patient care, taking nearly one month from the moment American receives the uncut lumber, constructs the basic board, and lays it in the cabinet, until they ship the finished product to the distributor.

### Lamination Of The Playing Surface

The most important component of any shuffleboard is of course, the laminated playing surface. American's procedure for constructing their board begins with the delivery of the highest quality, kiln dried, maple and mahogany. Strips are then cut and planed and must come up to rigid and exacting standards before they are nailed, glued, pressed, and kiln dried under extremely high pressure, to produce a near approximation of what eventually will be a finished shuffleboard.

After this lamination process, the board is dated and allowed to stand on a dry-storage rack for a minimum of two weeks. After this period, the board, looking like the well known diamond-in-the-rough, is passed two or three times through two giant sanding machines, and becomes much more recognizable. A generous application of French polish and two coats of lacquer later, and it is ready to be laid in the cabinet, which is assembled in another section of the factory.

### Features And Models Are Many In Number

About 500 of these playing surface boards, which weigh approximately 700 lbs each, are constantly circulating throughout the American plant—from new models in storage to older ones being reconditioned.

Each American shuffleboard is pre-drilled for "Climatic Adjusters," through which, by the turn of a nut, the operator may keep the playfield at a precision level. Boards are produced in 15', 16', 18' and 20' lengths, and the most popular 22' model. American also makes a nine and a twelve foot bank-shot board called the "Custom Cushion."

The "Custom Cushion" features the "Pin-Gate Control Unit," providing a set of deflecting pins across the center



GENE DADDIS EXPLAINS  
PIN-GATE CONTROL UNIT



A PLAYING SURFACE RUNS  
THROUGH SANDING MACHINE

## A Cash Box FACTORY PROFILE

of the board, which are lowered by the insertion of a coin into the cash box, thus making the free game impossible. The longer boards offer a choice of "Pin-Gate" or "Magno Play Control Unit." This last controlling mechanism offers puck-deflecting magnets under the board's surface, which shut off again at the insertion of a coin.

Distributors usually send their shuffleboards back to American every two years or so to be reconditioned, according to Sol Lipkin, field sales supervisor for the company. Most boards go through four or more re-conditions in their lifetime, Lipkin said, "and they always come out looking like new."

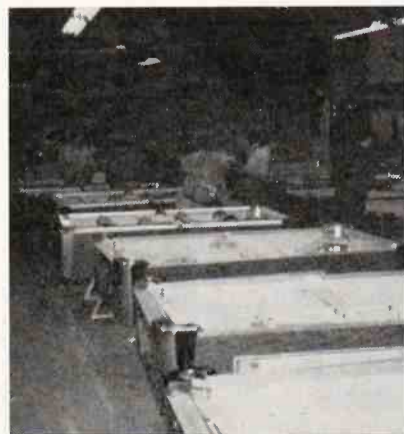
### Shuffleboard Featured On TV

Lou Wasserman, Peoria, has promoted American Shuffleboard tournaments on television in many North-western states. This publicity campaign has proven so successful, according to officials at American, that they have plans to begin tournaments in other parts of the country. The programs are conducted in much the same fashion as TV's bowling shows, which have been so popular in recent years.

The same care and attentiveness to construction and style given to American's shuffleboards is also given to their line of pool tables. Special features of both the "Electra" and the "Classic" table models, according to Gene Daddis, American's Research and Development head, are: cue ball lock, which he said was originated by American; detachable coin mechanism; convenient service door instead of the heavy, bulky drawer; mahogany braces and ribbed cabinet; battery operated coin ball-chute (with the "Electra"), "Feather-touch" coin chute (with the "Classic" model); and special beaded maple rail-cushions, which make the cue ball less likely to bounce from the table.

### High Standards Insure Top Quality

Daddis said that 45% of the wood to be used for American's beaded rail is rejected in order to insure near perfection in this feature, because, "the rail is the heart of the game." The "Electra's" dry cell battery,



POOL TABLE CONSTRUCTION  
REQUIRES MANY SPECIALISTS



SOL LIPKIN  
Field Supervisor

which powers its coin chute, is good for two or three thousand dollars in play time before it requires replacement, Daddis said. He also stated that the cabinet finish on American's pool tables is cigarette proof, as are the metal site-spots along the rails.

Lipkin said that, "pool and shuffleboard, in my opinion, are as pertinent to a bar as the bar itself." He cited the highly competitive nature of both games, especially shuffleboard, which can, and is, played by both men and women.

### From Powder To Paste Wax

Shipment of all American equipment, Lipkin stated, takes anywhere from ten days to two weeks. This includes the wide selection of accessories and game supplies which the company handles, including powder and paste wax, weights, scoreboards and even trophies.

Mrs. Mary Cusano, widow of Paul Cusano, who died July, 1963, is president of the American Shuffleboard Company. Anthony Olivieri is traffic manager, Nick Cuccarese is production manager, Mike Bozzi is in charge of advertising and James Munizza, who has been with the firm since 1928, is the company foreman.

American sells the coin machine industry internationally with the export market demanding a growing share of the total production. Few military installations are unfamiliar with an American board. As for equipment other than shuffleboards and pool tables, American will continue its periodic development of other coin-operated amusement games, always a factor in American's plans for tomorrow.



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## Eastern Flashes

The biggest topic of conversation along the avenue last week was the fact that games ops are looking to be licensed via the Laverne Bill introduced Feb. 25 by Millie McCarthy. The Senate bill will also okay free-play in the upstate area thereby prepping locales for the job of lifting restrictions in areas such as Buffalo and Albany County where pingames are not now legal. See the details elsewhere, this section.

Active Amusement's Marty Brownstein back at the Active stand in Philly where Joe Ash greeted him with "You're just in time to sell the Gotlieb 'Ship-Mates' 4-player."

Joe Munves, man-on-the-road for the Mike Munves Corp., called in a load of arcade machine orders from New Orleans before leaving for Dallas where he saw some buyers and expected to stop off at the Jack Ruby trial. Champ Barney Ross had to fly to Dallas to testify at the trial, having grown up with the killer of Lee Oswald.

Harry Berger joyous over his new Westside Distributing showrooms. They measure four times the size of the former 44th St. place and the old Alpha Distribs showrooms just don't look the same. Walnut paneling and all, Berger expects to do it up brown comes next week. First item to get top-flight display position in the store will be the US Billiards line.

James Breheny, Frank's brother, buried Wednesday, following the death of the motorcop. He was buried out of Boyertown in the Bronx, interned in a Queens cemetery. Veteran music ops mourned the passing of Decca Records' juke box salesman Al Simpson who passed away March 6 at the age of 62. He was one of the best liked men in the disk biz, and that was way back when the record companies called on each operator, personally.

Bill Weiner awaiting the arrival of J. C. Evans from the Gold Medal plant in the midwest. Murray out selling the Smokeshop line. Cig vendor business all over falling off slightly.

Larry Serlin, County Vending, and sidekick Morris Cahn tell us that cig sales at the vendor locations are back to normal. Were off about 12% according to the Nassau coinmen.

Al Simon, US Billiards head, who claims that he was the first to come out with the mechanical cue-ball lock-in feature, is keeping ChiCoin factories busy overtime. The plant is on a 6-day overtime week and sales keep moving very well on the four new games running through the line. This could be one of ChiCoin's best years. "Champion" rifle, "Spotlite" shuffle, "Cadillac" bowler, and "Firecracker" pins are keeping the production crews busy for national demands.

Incidentally, the address of Westside's new place is 636 Tenth Ave. Look for an Open House in about one month.

Chris Christensen and Jim Donnelley will move into a Charlotte, North Carolina branch to ease sales and service on the Norfolk store now that Carolina business is expanding. The boys will hold Open House soon.

Tom Greco was stopped on the NY Thruway twice in one day for carrying equipment. Troopers claimed he was breaking the law, even tho one trip featured three jukes(!)

Meyer Parkoff busy raising funds for the Boys Town of Italy Campaign, an Al Miniaci charity. Murray Kaye gave it a nice plug before the MONY ops meet started Wed. eve. at the Holiday Inn. Among the Atlantic reps at the meet was Mike Calland whom we haven't seen for a while. Keeping busy with those consolettes, no doubt. Big tax forum at Atlantic on Thurs., March 19.

Irving Holzman will fly to Chicago on United business. In the meantime, he's pushing 'Tempest' and 'Bank Pool' . . .

Ruth Michaelson in town, after a stint in Miami Beach where she visited with her family and took a look at the vending business down there. Al Silverman accompanied her to the Holiday Inn meeting.

Teddy Blatt is an attorney who not only understands the games business but can answer just about any query you might have concerning the leasing, renting, or operating of any type of coin machine.

Millie McCarthy arrived in NYC early Wednesday morning, drove back to Albany for a Senate session, then drove back to NYC which explains why she was a little late for the meeting.

Al Denver did a wise thing when he called the special meeting. Gave ops a chance to learn more about a bill which will unquestionably affect their livelihood. If there was more time, copies of the bill could have been mailed in advance of the discussion. Perhaps next time.

American Shuffleboard is conducting their business out of five separate buildings. Shows you what progress can do. . . . Morris Nahun, RH Belam exec., in Europe on business. . . . Harry Siskind may have okayed a Jack Carter emcee deal for the UJA dinner, June 6.

Irving Kaye singing the praises of Jack Bess' new place down Richmond way. Kaye attended the Roanoke Vending affair as did other factory execs.

Looks as tho MOA will get help from the juke box factories next time they sit down to talk royalty arrangements with diskeries.

'Twas nice of Midway to cite those two Jersey coinmen—Fred O'Brien and Carmen Mammano. The former Runyon mechanics came up with the idea that made 'Raceway' and 'Winner' both hits.

No question about the new B&B Wurlitzer distrib firm in Buffalo. Bilotta and Broderick are selling enough '2800' phonos to keep the nearby plant happy.

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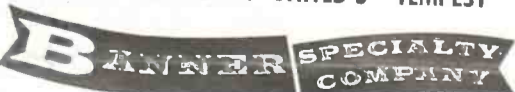
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# Chicago Chatter

Much interest was shown Rock-Ola's "Caravelle" cigarette vendor when it was first unveiled during the MOA Convention last September. It is now being released to the trade after several months of modifications and effective revisions. And, according to Edward G. Doris and other Rock-Ola executives, the immediate reaction and acceptance is "very encouraging indeed." "Caravelle" is now in heavy production and normal shopping schedules are being made to all Rock-Ola distributors everywhere.

Best wishes to old buddy Bill Herbord who was named assistant sales manager of Automatic Products Co. (producers of the "Smokeshop" line of cigarette vendors), of St. Paul, Minn. by sales chief Art Brier. . . This quip from Irv (Kup) Kupcinet characterized Cassius (The Great) Clay last week: "Speak offily and carry a big LIP."

For months we've wondered about an old coinbiz buddy not seen much along coinrow, Clarence Schuyler, prexy of Games, Inc. Well, last week we bumped into him right in the heart of coinrow on the northside of the city. Everything's great, but he just doesn't have anything in production these days. . . MOA prexy Lou Casola met in his offices in Rockford the weekend of March 7-8, with managing director Fred Granger and vice president Clint Pierce. High on the agenda of this top-level pow-wow were 1964 convention plans, public relations, membership services and promotions, and (last but not least) legislation.

There's a rosy look in the eyes of Bill DeSelm, Herb Oettinger and Ray Riehl this week. The reason is that "Bank-Pool" billiard-type shuffle alley is finally making the headway that was expected of it when it was released several weeks ago. . . We urge everyone in coinbiz and the music biz to read the item (page 60) in the March 14 Cash Box, in which Dave Rosen, Rowe AC distrib, in Philly, urges establishment of a Menahem Heilicher Scholarship Fund. Knowing Amos Heilicher as we do we can't think of a more deserving person. This gesture befits a man of the stature of Amos' late father.

As Spring approaches the action at First Coin Machine Exchange is much heavier. Joe Kline predicts a healthy sales period with Wurlitzer phonos and export biz. Sam Kolber and Fred Kline are certainly a busy duo these days.

A brief visit to J. H. Keeney & Co. revealed to us that production is up in upright games for shipment to Europe. Prexy Art Weinand keeps a sharp eye on the assembly lines. Sales chief Clayton Nemeroff looks forward to a good Spring cycle.

Most distrib and manufacturing execs were on hand at McCormick Place last Monday thru Wednesday, Mar. 9-11, to take in the action at the American Institute of Laundry trade show. . . Seeburg Corp. was represented there by Del Coleman, Bill Adair, Jack C. Gordon, Tom Herrick, Ed Claffey, and Stan Jarocki, among others. . . Rowe-AC Mfg. brass on hand were Fred Pollak, Paul Huebsch, Jim Newlander, Phil Glover, and others.

World Wide's Nate Feinstein and Irv Ovitz were on hand at McCormick Place making the rounds, and looking in on Seeburg's exhibit. Nate and his lovely Eve Feinstein departed this week for a well earned vacation. . . The word at Chicago Coin is that sales are very heavy on "Champion" rifle target game, "Cadillac" big ball bowler, and "Spotlite" puck shuffle alley, according to Mort Seore and Ralph Wyckoff.

It's no secret that every 4-player skill shooting flipper game produced at D. Gottlieb & Co. is a terrific sales getter. In the case of Gottlieb's "Ship-Mates," Alvin Gottlieb happily informs, even this fine sales record is broken. Production and shipping, according to Nate Gottlieb and Judd Weinberg, are strained to the utmost to keep the heavy flow of games out to Gottlieb's distrib. . . Joe Robbins, vice prexy of Empire Coin Machine Exchange predicts a fine Spring season is in the offing for coinbiz. He and Empire Coin owner Gil Kitt are tickled over the immediate reaction they're enjoying with the new Rock-Ola "Caravelle" cigarette vendor. Bill Milner sez local phono, amusement games, etc. sales are excellent.

During a blustery, cold morning last week we bumped into Sam Stern, prexy of Williams Electronic Mfg., in the loop. Sam had just returned from his Acapulco vacation, and the wintry weather was not to his liking. However, he likes what's happening in domestic markets as well as overseas with Williams' "Grand Slam" 2-player baseball amusement game, and "Oh Boy" 2-player flipper skill game. Jack Mittel dittoes Sam's terrific sales report on both counts.

Atlas Music's Stan Levin info's that last week's heavily attended service school class featuring Rowe-AMI's "M-200" (Tropicana) phono was so successful that there will shortly be a "re-run" at Atlas Music Co. while Chuck Harper and Bill Phillips covered the coinbiz scene in Chi last week, Bob Fabian and Joe Klykun attended the laundry trade show at McCormick Place. On exhibit there were Rowe AC's "Dollar Bill Changer" and "Laundry-Aid" machines. While all this has been going on prexy Eddie Ginsburg is thinking about his thorobred horses on his plush breeding farm near Palatine.

Slipping over to National Coin Machine Exchange we learned from Joe Schwartz and Mort Levinson that the new Gottlieb "Ship-Mate" 4-player is a big sales getter in this area. . . Brief chats with Hank Ross, Marcine "Iggy" Wolverton, Bob Jonesi and Ruth Sheffield, at Midway Mfg. Co., revealed that the new "Top-Hit" baseball amusement game is amassing fine sales and acceptance everywhere.

The coming of the Spring season excites Chet and Bob Gore, of Exhibit Supply Co. They know now that the big amusement park and arcade season is approaching, and that's when their card vendor and card sales zoom. . . There's an expansion (again) in progress at Wico Corp. This growth was necessitated by the addition of a vending parts dept. recently. Ed Ruber and Denis Parsons are spearheading the vending boom at Wico. Meanwhile Mill and Morrie Wiczer are hard at work on coin machine parts sales and shipping.

As far as Marvel Mfg's "slugger" counter game is concerned prexy Ted Rubey says sales are "marvelous." Estelle Bye info's that production of relays, etc. for coinbiz and electrical scoreboards for shuffleboards is very heavy to meet the demand. . . Johnny Frantz and Don Congdon, of J. F. Frantz Mfg. Co., are finally relaxing a bit after a hectic few months in production of Frantz counter amusement games. Johnny looks forward to a good Spring season for all coinbiz. . . We haven't chatted with Globe Distrib's Charles (Jimmy) Johnson for quite a while, but 'Gal Friday' Corinne tells us Jimmy's a busy bee these days greeting operators.

# chicago coin's

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# MOA Asks Phono Factories To Join In Record Meet



LOU CASOLA

CHICAGO—Managing Director Fred Granger met with MOA President Lou Casola in Rockford, Illinois, March 7th and 8th, to discuss membership services, membership promotion, legislation and the 1964 campaign convention. Public relations and other services were taken up under membership services.

On the subject of legislation, Casola reiterated that the policy of MOA is to work closely with the four phono-

graph manufacturers in this area. Invitations were issued to the phono-graph manufacturers to send a participating representative to the next meeting with the record companies scheduled for the near future. The exact date of this meeting has not yet been determined. Arrangements are being handled by Vice President Al Denver in New York.

The Public Relations Committee, headed by Henry Leyser, is already at work on the development of new services, and a membership promotion drive is to be launched during the next three months to culminate with the convention in October. This is to be tied in with heavier convention promotion than heretofore with the aim of increasing MOA membership and convention attendance as well.

Casola expressed enthusiasm and confidence for the future of MOA, saying "The association is strong and is forging ahead." He added, "Membership is on the increase, the new dues structure has been well received by the members and our new managing director has completed an overhaul of the MOA administrative organization." The managing director is also ready to fill speaking engagements for state and local associations in the interest of building both these groups and MOA.

## Efficiency Personified

ROCHESTER—The K.L.C. Restaurant in Rochester has the most mysterious Rowe AMI that Barney Rapp, Liberty Bell Amusement Company, has ever operated. The mystery begins when the music stops, and for no apparent or logical reason, the juke box starts to give out with coded messages such as "Fifty-four call 286," and occasionally an uncoded an-

nouncement such as "Fifty-one elevator stuck at Jones Building."

Stan Marriott, Ray DeMay and Herb Bruckner, the restaurant's proprietors, thought it was a bit eerie at first, but after a few months of the unusual broadcasts, have adjusted to them quite well.

The radio calls are presumably broadcast by a radio dispatching service, but exactly how the juke box receives the signals, nobody knows.

"I guess the machine's just over-efficient," Marriott concluded.



## California Clippings

Pool tables—all makes—continue to lead the coin machine business. All the distributors and wholesalers are happily surprised at the amount of consistent business the tables have been doing. . . . Joe Duarte, at Duarte International Sales Co., reports two sizable orders leaving this week for Manila and Japan. . . . Clayton Ballard at the Wurlitzer Factory Branch expecting a new shipment of the Wurlitzer '2800' phonographs to fill orders now on hand. Amile Addy, from the factory in San Francisco this week and will be back at the local branch next week to help in taking inventory. . . . Cliff Nugent had his Thunderbird stolen from the garage at his home, but fortunately, quick work by the local police had it returned to him within a few hours. Leonard Hicks holding service schools in Las Vegas which are well attended by the local operators.

Amco Music and Vending has completed the move to their Pico Boulevard headquarters which have been enlarged and newly decorated. Two new appointments to the staff have been announced. Dave Yates, formerly of the record department is now in sales, handling music and games; and a new employee, John Montgomery, has been added to the vending sales staff. Leo Simone reporting sales of the Seeburg LP Console doing particularly well in the local area, where he has been spending some time. C. S. "Britt" Britton, sales engineer from the Seeburg factory in Chicago in town this week at Amco.

Simon Distributing Co. received word from Jack Simon, now in Honolulu on the first leg of his month trip to the Orient. Frank Mencuri says he can't get enough of the Valley Pool Tables to fill his current orders. George Muraoka finishing up an export order leaving for Singapore. . . . Marshall Ames at Vendart Distributing Co. busy getting the offices and showrooms in shape and setting up all types of used equipment on the display floor. . . . United's new "Tempest" Shuffle Alley arrived at C. A. Robinson & Co., and has received a very enthusiastic reception from operators according to Hank Tronick. Hank now awaiting the arrival of Midway's new "Top Hit" baseball game. . . . Paul A. Laymon, Inc. finished their end of the fiscal year inventory finding the past year one of the best in the company's history. Jimmy Wilkens awaiting the shipment of Bally's new "Bongo" 2-player game, which he expects to follow in the footsteps of their highly successful "Monte Carlo," 1-player. Jimmie remarked that February was one of the best months he has ever seen, with pool tables leading the sales. Bob Portales at Advance Automatic Sales says their extensive parts department is now set up and ready to go. Bob also said that the Williams and Chicago Coin games are going out as fast as they come in. . . . R. F. Jones due in town at the local R. F. Jones Co. offices this week. Chuck Klein and Don Edwards in San Diego calling on their many friends and customers. Ed Wilkes said another carload of the Rowe AMI Tropicana phonographs were on the way. Bill Gray reported the California Automatic Vending Association meeting and installation of officers, held in Palm Springs last week was a complete sell-out and a very successful event. George "Vadie" Vadeboncoeur, customers field service engineer from the Grand Rapids plant, conducted three days of classes with the background music division service men during his stay at the Jones Co. last week. . . . Visiting on Pico: Peter Shupp, Downey; Jerry Druker, Upland; and Jim Prichett of Santa Ana.

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## UPPER MID-WEST MUSINGS

Mark Coughlan, Mankato, Minn., has gone to Los Angeles for a five week visit with his son. . . . Mr. and Mrs. Art Berg, Fairmont, are also vacationing in California for a few weeks, visiting their children. . . . Darlow Maxwell, Pierre, So. Dakota, was in town for the day, visiting a few of the distributors. . . . Bill Hanf, formerly of Austin, has sold his home and is moving to Rochester. He has no plans as to what he intends to do at present. . . . Happy birthday to Mike Young, Soldiers Grove, and Duane Knutson, Fertile, Minn. . . . Mr. and Mrs. Lawrence Sanford, Dodge Center, were in town for the day to pick up parts and records. . . . Jim Stansfield, LaCrosse was also in town for the day, making the rounds. . . . Allan Sherman will be at the St. Paul Auditorium, Sat. 7th. . . . In town for the day to buy their parts and records were Clayton Norberg, Mankato, Jack Godfrey, and Lloyd Williamson, Winona. . . . Mayo Priebe, Rochester, who raises show horses, had the terrible misfortune of having his barn burn in the middle of the night, destroying horses valued up to \$5000 apiece. Only five ponies were saved. Priebe has taken a week off and has gone to Miami for a week's rest.

## Happy Birthday This Week To:

Lloyd R. Warwick, Chattanooga, Tenn. . . . Felice Spinapolic, Beacon, N.Y. . . . Derling Geib, Deadwood, S.D. . . . Garth Byran, Boyne City, Mich. . . . Russel N. Sheffler, Carlsbad, Calif. . . . Thomas P. Libbey, Jr., Haverhill, Mass. . . . L. C. Broom, Logan, W. Va. . . . N. E. Alcott, Abilene, Texas. . . . Hal L. March, Brattleboro, Vt. . . . A. LeRoy Dodson, Jr., Hialeah, Fla. . . . Rudolph Hunter, Detroit, Mich. . . . Thos. W. Moody, Austin, Texas. . . . Paul K. Heaton, Monroe, Mich. . . . Wallace J. McFarland, Santa Barbara, Calif. . . . Albert C. Evans, So. Bend, Ind. . . . Jerry Livingston, Beverly Hills, Calif. . . . Bryan E. Edwards, Douglas, Wyo. . . . Pearl Johnson, Brazil, Ind. . . . Dilmun R. De Haven, Martinsburg, W. Va. . . . Albert Wheby, Beckly, W. Va. . . . Ben D. Palastrant, Boston, Mass. . . . Mason L. Colbert, Nebraska City, Nebr. . . . Geo. R. Burnham, Lovell, Wyo. . . . Geo. L. Tye, Simco, Ont. Canada. . . . Fred Kline, Chicago, Ill. . . . Archie J. LaBeau, St. Paul, Minn. . . . Frank Miller, Irvine, Ky. . . . Robert A. Holland, Akron, O. . . . Edward H. Ellis, New York, N.Y.

**THE CASH BOX**  
 1780 BROADWAY  
 NEW YORK 19, N. Y.

Enclosed find my check.

- \$15 for a full year (52 weeks) subscription
- \$30 for a full year (Airmail in United States)
- \$30 for a full year (outside United States)
- \$45 for a full year (Airmail outside U. S.)

NAME .....

FIRM .....

ADDRESS .....

CITY ..... ZONE ..... STATE .....

Be Sure To Check Business Classifications Above!

Please Check Proper Classification Below  
 MY FIRM OPERATES THE FOLLOWING EQUIPMENT:  
 JUKE BOXES .....   
 AMUSEMENT GAMES .....   
 CIGARETTES .....   
 VENDING MACHINES .....   
 OTHER .....

## B & B Opens In Buffalo; Shows Wurlitzer

BUFFALO—The B & B Distributing Company, owned by John Bilotta and Charles Broderick, (CB March 7) opened as a new Wurlitzer distributorship in Buffalo on March 2nd. The reaction of Western New York operators was most enthusiastic. They came to view in the beautifully carpeted, colorful showrooms of B & B and stayed to talk business. On hand throughout the week long, formal opening, were representatives of the Wurlitzer Sales Department including Bob Bear, Manager of Sales; A. D. Palmer, Jr., Advertising and Sales Promotion Manager; Al Dietrich, Assistant Sales Manager; C. B. Ross, Regional Service Manager; Reid Whipple of the North Tonawanda plant Service Department; and Bob Sagliani, Special Sales Representative. Henry L. Barber, President of Wurlitzer's advertising agency and representatives of the trade press also enjoyed the hospitality of the new distributorship.

### Ops Come and Buy

Operators came, appraised, and purchased. Ed Schaeffer was one of the first operators to purchase the Model 2800', followed by Pete Scatolini of Empire Smokes and Joe Fischer of Williamsville. Also on hand was Herb Sternberg from the New Jersey Office of Empire Smokes and the following Western New York operators: Harry Liaros of Liaros Vending Co., Buffalo, and his serviceman, Ted D'Angelica; Joseph Cardone of Cardone Amusements, Medina, and his serviceman, Frank Hemmingway; Joseph Lewis of Lewis Music, Tonawanda and his servicemen, Vito Vacanti and Chuck Ippoleto; Vince Licata of Licata Vending, Lockport and servicemen Howard Weaver and Frank Carlo; Bill Daniels of Daniels Vending, Buffalo; Babe Kaye of Towne Amusements, Buffalo, Leo Schuh of Schuh Vending, Buffalo; Ed Jakubowski, Vending Service of Batavia; Morrie Schnittman of Buffalo; Ralph and Helen Pelletier of Lake Shore Amusement, Silver Creek and servicemen Chuck Timmerman and Vince Conti; Arthur Kroll of Empire Smokes, Buffalo; Cet Wnek of Merit Vending, Buffalo and his serviceman Bill Peters; and Joe Rampino of Buffalo.

The doors were open from 9:30 well into the early evening each day and the high attendance was reached on Thursday when a buffet smorgasbord attracted a large group of operators and their servicemen for a Wurlitzer School held by C. B. Ross.

### Offers "Smokeshop"

The B & B showrooms, located centrally in Buffalo at 777 Main Street, are unique in their appointments. A wide expanse of show window offers a fine display of Wurlitzer phonographs, "Smokeshop" cigarette vendors and other coin-operated equipment of the manufacturers represented by B & B. Immediately inside the all-glass entrance is a foyer presently decorated with flowers and planters sent by friends congratulating the principals in the formation of the new corporation. Showrooms are illuminated by drop spotlights which show the merchandise brilliantly and attractively. The set-in wall display panels are finished in solid pastel shades of varying colors. One section of the showroom toward the rear is set up as a simulated tavern complete with a small bar, tables and chairs. The Wurlitzer 2800, a U.S. Billiards six pocket pooltable and a Smokeshop cigarette machine indicating the actual placement and usage of such equipment in a location.

Ed Clinton, who for many years has been associated with Wurlitzer distributors in the Western New York area will assist Messrs. Broderick and Bilotta in their sales efforts. Bill Nesbitt, formerly associated with Charlie Broderick during his operating days, has returned as service

## GRAND SLAM FUN, GRAND SLAM PROFITS



Williams®

# GRAND SLAM

2-PLAYER

REPLAY MODEL

with

EXTRA INNING FEATURE  
AND OVER-THE-FENCE HOME RUNS

New  
IMPROVED

Pitching Unit  
Batting Unit  
Motor Unit



Players actually run the bases with William's patented base runner unit

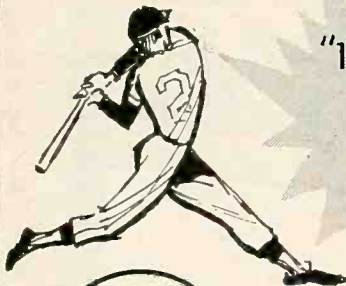
Mystery pitcher throws fast ball and curve balls... inside-outside pitches

Hitting all targets scores extra inning

Grand slam home run lights up letters in name

### REPLAYS FOR

- High Score
- Grand Slam Home Run by hitting "bulls-eye" target
- Spelling name of game (adjustable 2 or 5)



"10th INNING"  
NOVELTY  
MODEL  
ALSO  
AVAILABLE



Williams® ELECTRONIC MANUFACTURING CORP.  
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

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When you buy a baseball game—buy Williams



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

manager, and the parts department has a man specifically assigned to that duty.

There was little question that B & B was open and ready to do business and enthusiasm among the principals and employees ran high. Said Bob Bear, "This is a very auspicious beginning for a distributorship which I feel certain has a wonderful future. Here in the Western New York area, the Wurlitzer Company pours hundreds of thousands of dollars into payroll and most of it is spent in Buffalo, the nearby Tonawandas, and Niagara Falls. This condition alone should create a very acceptable atmosphere for the sale of Wurlitzer products manufactured right here on the Niagara Frontier."

John Bilotta prominently posted signs throughout the showroom which read "The Sales Department is not the whole company but the whole company is the Sales Department." "And we mean it," said John. "Every man in the organization is a salesman and we will do our best to make interesting deals and furnish the type

## Professional Series!

FIRST Mechanical Cue Ball Lock-In Feature.

CALL (Area Code 516)  
PY 8-2626  
or LOCAL DISTRIBUTOR



The Ultimate In Construction and Design.

PRO 1—78 x 46  
PRO 2—88 x 51  
PRO 3—93 x 53  
PRO 4—103 x 58

U S BILLIARDS, Inc.  
Amityville, New York

of service that operators appreciate. We are confident that this kind of an effort will be recognized and that our present associations will grow and new ones be created as the weeks go by."

See B & B Open House  
Candid Camera Pics  
On Page 54

# NOW HEAR THIS!

IT'S HERE! GOTTLIEB'S GREATEST 4-PLAYER MONEY-MAKER...

## SHIP-MATES

## COLOR!!!

## APPEAL!!!

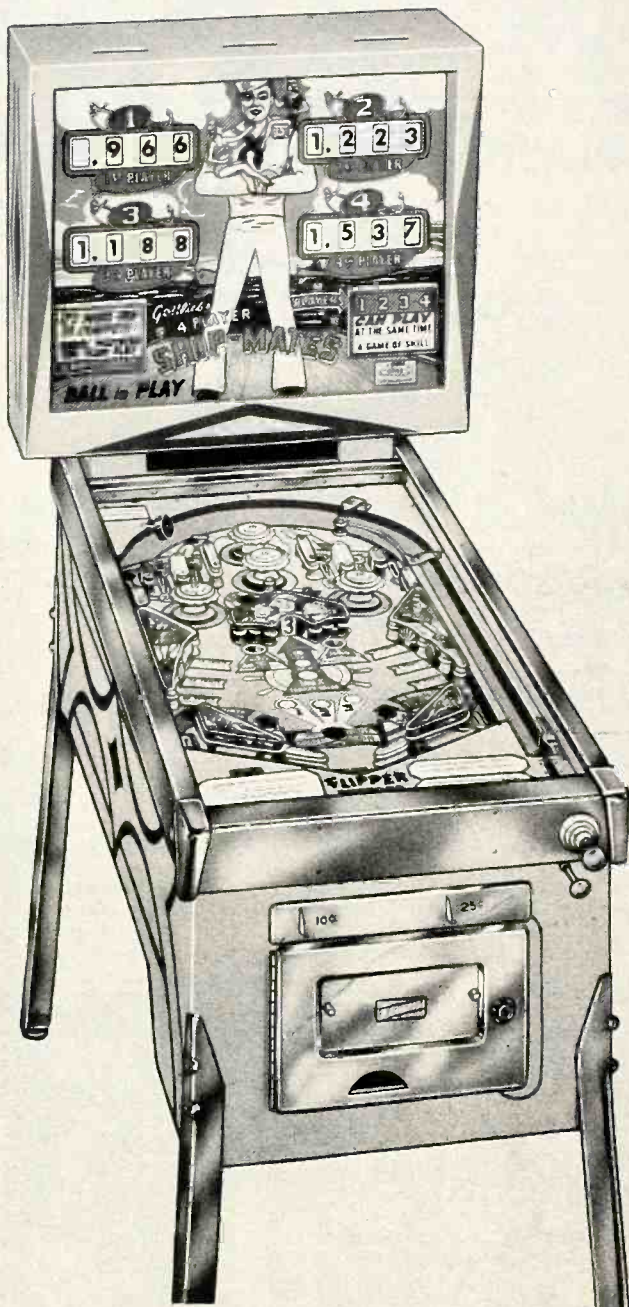
## PROFIT!!!

- \* 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!

**D. Gottlieb & Co.**  
1140-50 N. Kostner Avenue  
Chicago, Ill. 60651

*That Extra Touch of Quality*



## "Bank Pool" Picks Up In Latin America



BILL DESELM

CHICAGO—Bill DeSelm, director of sales for United Manufacturing Company, reported this past week that United's "Bank Pool" puck shuffle, billiard-type game is attaining increasingly wide acceptance in the South American and Venezuelan markets.

"Since coin machine operators all over the world have been clamoring for new ideas in amusement equipment, we have spent considerable time in development and engineering before we release 'Bank Pool' which we feel certainly meets that demand," DeSelm asserted.

"Now that this game's popularity is catching on internationally and collection reports are reflecting this success, we are confident that 'Bank Pool' and its successors will certainly open a whole new vista in the coin-operated amusement field.

DeSelm added that United's export sales figures for the quarter were up mainly due to the 'Bank Pool' shipments.

## Tri-State To Host Shuffle Tourney

BURLINGTON — Ed Martell, manager of the Tri-State Amusement Company, Inc., announced that the North East Shuffleboard Championship will be held at the Burlington Veterans Club, 172 South Winoski Ave., Burlington, on April 10th, 11th and 12th.

The entrance fee will be \$15 for each team, and all teams must present a fourteen man roster. All money collected will be returned to the players for prizes.

Teams from all over New England and New York State will compete for the top honors and cash prizes. All games will be played on American Shuffleboards.

## U.J.A. Coin-Division Committee



NEW YORK—The above photo catches the planning committee for the 1964 N.Y.-U.J.A. Victory Dinner, and especially Guest of Honor Harry (Dynamo) Siskin, in a rare pose—standing still.

They are, left to right, seated: Ben Chicofsky; Max Klein; Carl Pavesi; Al Denver, President Emeritus; Harry Siskin; Mrs. Evelyn Siskin; and Martin Herbstman. Standing: Stanley Feldman, Co-Chairman Entertainment

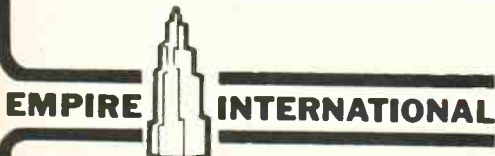
ment Committee; Dave Sachs, Ed Barnes, Aaron Sternfield, Lou Wolberg; Sid Mittelberg, Co-Chairman Entertainment Committee; John Billotta, Marty Toohey, Ed Adlum, Gil Sonin, Harry Brodsky and Harold Kaufman.

Six hundred guests are expected to attend the dinner, June 6, at the Statler Hilton Hotel. U.J.A. hopes to gain \$30,000 during the 1964 drive.

## EXPORT SPECIALS Now Available

- UNITED JUMBO BOWLING ALLEYS \$125.00
- UNITED PLAYTIME BOWLING ALLEY \$200.00
- UNITED BONUS BOWLING ALLEY \$150.00

As Is — Complete — F.O.B. Vessel



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## Al Simpson Dies At 62

NEW YORK—Al Simpson, well-known sales executive with Decca Records for many years, passed away on March 6, at the age of 62. Simpson specialized in the sale of records to juke box operators and was known

far and wide as one of the most important links between the operator and the record industry.

At a meeting of New York coin machine operators here at the Holiday Inn last week, Al Denver, Pres. of MONY, and long-time friend of Simpson, called for one minute's silence in memory of the popular record exec.









No other phonograph feature can hold a candle to it



# TEN TOP TUNES

## At the Press of a Golden Bar

For the third year, the big money-making feature in the phonograph business has continued to be 10 top tunes for 50c — a WURLITZER exclusive.

No other feature can compare with this musical bargain for attracting extra play. In

most Wurlitzer coin boxes today over half the coins are half-dollars.

See the exciting new Wurlitzer 2800 at your Wurlitzer Distributor today. Among its many features is this biggest feature of all — Ten Top Tunes.



## WURLITZER 2800 New Higher Earning Power

THE WURLITZER COMPANY • 108 Years of Musical Experience • NORTH TONAWANDA, N. Y.

SUPERBLY  
STYLED

*The Aristocrat of All Games*

STRIKINGLY  
BEAUTIFUL

# UNITED'S BANK POOL

*It's New!  
It's Original!  
Terrific Appeal! No Competition!  
Terrific Profits!*



Skill Shot on Break Can Score 30-20-10

**FIRST LEAVE AFTER BREAK**  
15 Balls Automatically Drop in Pattern

Player gets up to 4 additional shots  
To pick up all 15 balls

Unlimited Variation of Bank Shots

Fewer Shots Register  
Higher Scores

1  
2  
3  
or  
4  
Can Play

Perfect  
Score  
720

Get  
BANK  
POOL  
from your  
UNITED DISTRIBUTOR  
Today

Standard 10¢ Play  
SIZED RIGHT  
3 FT. WIDE; 7 FT. 9 IN. LONG  
Shipping Weight (Crated) 365 lbs.

6  
Racks  
Per Game  
Maximum of  
5 Shots Per Rack  
Get  
BANK POOL  
from your  
UNITED DISTRIBUTOR  
Today

*The Greatest Innovation Since United Created Coin-Operated Bowling Alleys and Shuffle Alleys*

DESIGNED AND MANUFACTURED ONLY BY

UNITED MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UMCO

**“You do the darndest things, baby...”**

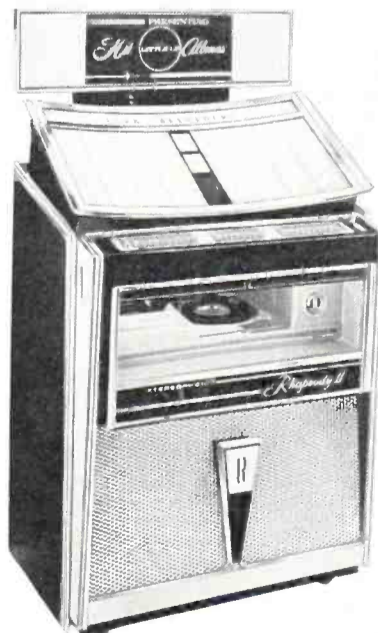


Remember that one? Or how about “Stompin’ at the Savoy,” or “Pennies from Heaven” . . . top tunes from back in 1936. The year we introduced one of our “big hits,” too . . . the Rock-Ola Multi-Selector. “America’s finest phonograph . . . at America’s lowest price.” And here’s what we said about it then . . .

“ . . . just two tools. An ordinary pair of pliers and a tiny, dime store screw driver. That’s about all you need to keep your Rock-Ola Multi-Selector in perfect running order 24 hours a day throughout the year. This is because the Rock-Ola Multi-Selector is so well built. So solidly constructed. Its entire assembly is a masterpiece of simplicity. All useless parts—all excess grief and baggage—have been done away with. Only the necessary elements remain. That’s why you can always depend on your Rock-Ola Multi-Selector to perform smoothly and satisfactorily.”

Years pass. Fads change. So do people, products, and even entire companies. Yet, for us one thing has *never* changed. Outlined in that brief passage is our philosophy of manufacturing which has remained the same for nearly 30 years. Pure and simple concepts of engineering . . . a tradition of excellence which has made Rock-Ola the most respected name in phonographs . . . a tradition well-represented by our new 1964 Rhapsody II and Capri II De Luxe Stereo-Monaural phonographs.

See them at your Rock-Ola Distributor’s today!




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**ROCK-OLA**  
for  
advanced  
products  
for  
profit

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