

Cash Box

SEPTEMBER 19, 1964



BABY, BABY . . . WHERE DID OUR LOVE GO: These are the opening words of the song that put the Supremes right up at the very top. And if the photo above is any indication, the gals are enjoying their new-found success. Seen at the right in close-up, the Supremes get another boost up the success ladder when their Motown label bows the trio's "Where Did Our Love Go" LP, this week. A new single from the LP is scheduled to be released before the end of this month (title not yet announced). The two young men on the right, Brian Holland (left) and Lamont Dozier are producers of the gals' smash single as well as a number of other Tamla-Motown hits including Marvin Gaye's "Baby, Don't You Do It," the Four Tops' "Baby, I Need Your Lovin'," and a number of other top sellers.



**FIRST IN AMERICA
WITH ITALY'S NO. 1 SONG**



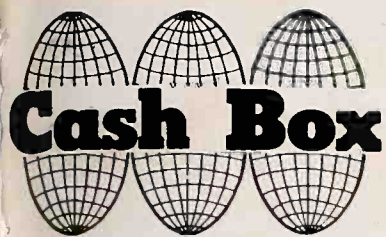
**Robert Goulet Sings
"My Love, Forgive Me"**

4-43131

ON COLUMBIA RECORDS 

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Cash Box

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Cash Box

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Sept. 19, 1964

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1964 EDITION:

RECORD BUYER'S AID for

FALL & CHRISTMAS MERCHANDISING

Following the publication last year of our first Record Buyer's Aid for Fall and Christmas Merchandising supplement, we were shortly made aware that we had something going.

Response from a number of record company executives assured us that we would be back this year with the guide—and, undoubtedly, for years to come.

The success of the Buyer's Guide went beyond our expectations. You don't always get off on the right foot when you initiate something that has no precedent in the industry.

This time around, however, we do have precedent, and are even planning to outdo ourselves in content and style, making the 1964 Buyer's Guide into an even more valuable companion for the gift-buying season ahead.

The supplement, you will recall, is published as a separate issue from the regular weekly issue of *Cash Box*.

Carrying a publishing date of Oct. 10, it will remain a handy inventory and merchandising-idea compendium for the remainder of the year.

In catalog listing, it will contain a complete round-up of all albums released from July thru Oct.; all new 1964 Christmas product, and older Christmas-theme favorites still on release. Dealers will also be informed of all special deals that apply to various regular and Xmas merchandise.

Pictorially, the supplement will contain the major merchandising displays of the season. In addition, *Cash Box* will offer ideas for presenting new and catalog product to best advantage. Ads from leading companies themselves also will bring to light the new product and their merchandising counterparts.

In short, the Buyer's Guide will be a comprehensive compilation of the fall-winter product and program story from all labels, under one roof.

The Buyer's Guide's all-encompassing character is a natural boon to those who will bear the brunt (e.g. dealers) of the massive release schedules (and all the merchandising angles they entail) for the remainder of the year.

When the first Buyer's Guide was history, we knew we had something historic in an industry aid. Buyer's Guide number 2 will be further evidence of this conviction.



Greatest discovery of the year...

England's

Marianne Faithfull AS TEARS GO BY

**Another proven hit...
high on English charts**

Produced by Andrew Loog Oldham 9697

LONDON
RECORDS

LEN LEVY NAMED VICE PRES. AT EPIC



NEW YORK—Len Levy, general manager of Epic Records, has also been made a vice-president of the label, according to Goddard Lieberman, president of Columbia Records, Epic's parent company.

A statement by Lieberman noted that Levy had made "significant contributions" to Epic's growth in recent years. He said that Levy would be directly responsible to him for the continued development of the label.

Levy, a 20 year disk business veteran, joined Epic in Oct., 1961 as national sales manager. In 1963, he was made general manager of the label by Bill Gallagher, Columbia's marketing vp. Prior to his Epic association, Levy held exec posts for several indie labels and was in distribution in and around Rochester, N.Y., his home town.

With Levy at its helm, Epic has become a strong indie label, with 1962 sales of 311% increase over 1961, the year Levy joined Epic. Last year, the label's 10th anniversary, sales were up more than 15%. Sales for the first seven months of 1964 are up 133%. Besides Epic, Levy also directs Okeh Records, a blues affiliate of Epic.

Epic's current hot artists include the Dave Clark Five, Cliff Richard, Buddy Greco, the Village Stompers, Rolf Harris. Over at Okeh, the big sales factors are Major Lance and Dr. Feelgood.

Larry Taylor Exits Bourne

NEW YORK—Larry Taylor has resigned his post as general professional manager of Bourne Music and its affiliates, the exec informed Cash Box last week.

Taylor joined the Bourne organization three years ago, working with Bonnie Bourne, widow of Saul Bourne, in realigning the Bourne music holdings.

Under terms of an agreement reached when Taylor joined Bourne, the stock purchased by Mrs. Bourne in Larry Taylor Music (ASCAP) and Jimskip Music (BMI) will be reassigned to Taylor. Jimskip had a recent hit, "Midnight Mary."

Taylor said he is currently weighing a number of deals with publishing companies and labels.

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Bob Iversen Dies

NEW YORK—Bob Iversen, exec vp and director of Peer International Corp. and Southern Music, died of a heart attack last week (6) while visiting his sister, Mrs. Monique Peer Morris, at Lake Tahoe, Calif. He was 52 years old. His sister is the wife of David Morris, president of Peer.

A funeral service was held last Fri. (11) at Forest Lawn Cemetery in Glendale, Calif.

Iversen had served as exec vp and director since 1947, the year he arrived in the U.S. from his native England. He was in charge of all domestic and foreign affiliated companies of the large publishing organization.

Ralph Peer, who founded the organization, died in 1960.

Iversen served in the British army during World War 2, serving in Africa and Italy. He was wounded in the latter country in the famed battleground of Salerno.

A resident of Bergen County in New York, he was active in defense work in the area.

Besides his sister, survivors include his widow, Winifred Ada Iversen, and a son, Robert S.

Goldie Goldmark Heads ABC's Ampco-Pamco Pubs

NEW YORK—Goldie Goldmark, vet publishing-diskery exec, is taking over as head of two publishing affiliates of ABC-Paramount Records, Cash Box has learned.

Goldmark will direct the operations of Ampco Music (ASCAP) and Pamco Music (BMI). Two other ABC-Par pubberies, Apt (ASCAP) and Ampar (BMI) will continue under the direction of Paul Vance, general professional manager. Latter firms operate out of 150 W. 55th St., this city, while Ampco and Pamco are housed at the label's headquarters at 1501 Broadway.

Goldmark's most recent association was as chief of the publishing divisions of Premier Albums. Previously, he worked at the late Moe Gale's Sheldon Music, which has a goodly number of hit tunes, including Teresa Brewer's old success, "Ricochet." Goldmark also had a label, Goldie Records.

Reprise Registers Top Monthly Sales In Aug.; Gold Disk For Dino

HOLLYWOOD—Aug. was the Reprise label's biggest sales month in its history, Mo Ostin, label general manager, reported last week.

Pointing up the diskery's hot summer is official word from the RIAA that Dean Martin's "Everybody Loves Somebody" has earned a gold disk for sales of a million copies in the U.S. Martin disks the gold deck and plaque on a Bob Hope TV'er, which is being filmed this week (15).

Ostin declared that Reprise racked up sales exceeding \$1 million in Aug. Besides the Martin single, Ostin named a number of LP's including four Trini Lopez albums, a Martin entry ("Dream With Dean"), the Sinatra-Basie effort ("It Might As Well Be Swing") and a soundtrack item ("Robin And The Seven Hoods"), as leaders in the sales parade. Singles activity was also noted for "You Really Got Me" by the Kinks, a British group. The Blendells' "La La La La," Frank Sinatra's "Softly As I Leave You" and Trini Lopez' "Michael."

UCLA-NARAS "Workshop" Set

HOLLYWOOD—"Workshop in the Recording Industry," a series of 12 sessions at UCLA, in cooperation with NARAS, the disk awards society, will begin its Monday night rounds on Sept. 28. Sessions are divided into "Recording," "Manufacturing," "Marketing" and "Case Study of an Actual Album."

The opening session will be "The Industry, the Economic, Social and Cultural Influence of Recordings," with Mike Maitland, president of (Continued on page 28)

Distributors Hear Of "Fall Clix From Colpix"

NEW YORK—Ray Lawrence, general manager for Colpix Records, has announced that Colpix has set a series of five regional, distrib meetings to introduce its new, fall album plan, "Fall Clix From Colpix."

Six LP's are included in the plan. These are "Art Blakey and the Jazz Messengers Play Selections from the New Musical, 'Golden Boy,'" "Roaring Down Broadway" by Sonny Stitt, "Couldn't You Just Die?" by Rip Taylor, "Dick Gregory Speaks," the sound track of "Lilith" and "The Long Ships" and "Other Great Movie Themes" by various artists.

The albums will be offered to distributors on a buy-seven-get-one-free basis.

Beach Boys Debut Capitol's "4-By" Singles

NEW YORK—Capitol Records is underway with a singles-concept EP called 4-By. The label's objective is to provide more product by its leading performers without competing with their current singles releases. In addition, the label sees the move as an opportunity to "cover" a hit tune and still keep a regular single free of competition.

First such release features the Beach Boys, the label's hot teen-market team. All four sessions were culled from an LP, "All Summer Long," and one of them is "Little Honda," starting a Top 100 climb via the Hondells (Mercury) and also cut by Pat Boone (Dot).

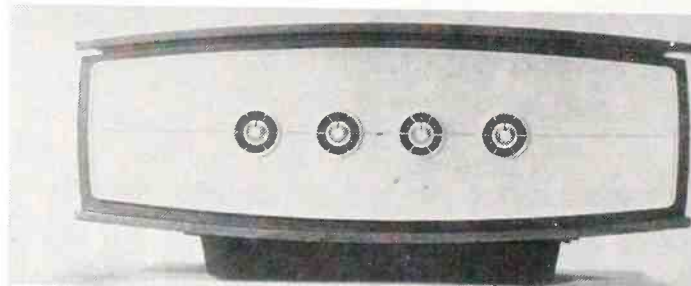
The line, housed in soft liner with a picture sleeve, carries a list price of \$1.29. However, it is being offered at a trade discount of 1 free with every 10 purchased. It can therefore be sold at 98¢, the regular singles list tag.

Kent Names Lanier To Head Nat'l Promo

LOS ANGELES—Kent Records has named Warren Lanier as its national promo manager. He comes to the label following the operation of his own indie promo firm and as the west coast rep for "Open Mike," the R&B deejay newspaper. He's also been the personal manager of a number of artists, including Etta Jones, Wini Brown, Betty Roche and the Lou Blackburn Quintet, and has had national promo duties with the Everest and Fantasy-Galaxy labels. He's also done free-lance A&R work.

At Kent, he'll name distributors for the label and its affiliate, Modern, set p.a.'s and promo trips and contact deejays.

Columbia Sets Big Push For 360 Stereo Phono



NEW YORK—Columbia Records last week (10) unveiled its "360 Stereo System" phono newly developed by Dr. Peter C. Goldmark and his colleagues at the CBS laboratories. The new player was shown at a press conference held at the New York Hilton Hotel.

The revolutionary stereo system, only 22 inches wide, is a small one-unit apparatus devised to eliminate additional audio components and engineered to provide maximum quality reproduction. The new player is the 1964 counterpart of the famed "360" developed by Goldmark in 1952 for high fidelity reproduction of mono disks.

Included in the "360 Stereo System" (Continued on page 29)

The sales conferences which will be held in the near future will be centered in New York, Nashville, Dallas, Chicago and Los Angeles. The New York meeting will include distributors and their promotion heads from New York, Albany, Baltimore, Boston, Buffalo, Hartford, Newark, Philadelphia, Richmond and Pittsburgh. Attending the Nashville meeting will be representatives from Nashville, Atlanta, Charlotte, Miami and Memphis.

Distributors and promotion staff for the Chicago meet will include those from Chicago, Cincinnati, Cleveland, Detroit, Milwaukee, Indianapolis, Minneapolis and St. Louis. The Dallas meeting will be attended by distributor and promotion personnel from Dallas, El Paso, Houston, New Orleans and Oklahoma City. The Los Angeles meeting will be held for distributor and promotion men from Los Angeles, San Francisco, Denver, Salt Lake City and Seattle.

In addition to introducing new product, Lawrence will present new display materials and selling aids, including a new, self-service order-form for dealers. Lawrence will also visit distributors one-stops and rack jobbers in several key markets. Purpose of the jaunt is to stimulate interest in the company's LP catalog, current singles and Torch lite Series, a collection of in-demand singles for deejays, ops and consumers. Lawrence will offer new display and merchandising items in his conferences with distributors and their sales and promo staffs.

VJ Skeds Promo For Jimmy Reed

HOLLYWOOD—Vee-Jay Records has slated the latter half of Sept. for a special promo for Jimmy Reed, the company's big-selling blues artist. His albums and singles have sold in the millions since he joined the firm's roster in 1953, the label claims.

Kicking off the sales drive is the release of Reed's new album, "Jimmy Reed At Soul City." Diskery has prepared an extensive litho book for its distributors, featuring all of Reed's previous 12 albums and 42 singles, and is mailing 1000 disk jockey kits to stimulate additional air play for the artist.

According to Jay Lasker, exec vice-president, Vee-Jay is also servicing directly all college radio stations with a complete library of Reed elpees.

During the Sept. promotion, company is also offering a special deal to distribute one free album for each four, one free single for each five.



SAM COOKE

BELTS OUT ANOTHER CHART-STOPPER!

'COUSIN OF MINE'

c/w "THAT'S
WHERE IT'S AT"
#8426



RCA VICTOR
The most trusted name in sound

HERE THEY JAN &

RIDE THE WILD SURF

#55724

The original soundtrack recording of the title
song from the Columbia Pictures release

From their brand new album
RIDE THE WILD SURF
LRP-3368/LST-7368



PRODUCED BY JAN BERRY FOR SCREEN GEMS, INC.

LIBERTY ENTERTAINMENT IS FOR EVERYONE!



COME AGAIN! DEAN



THE ANAHEIM, AZUSA AND CUCAMONGA SEWING CIRCLE, BOOK REVIEW AND TIMING ASSOCIATION

#55724

From their other brand new album
THE LITTLE OLD LADY FROM PASADENA
LRP-3377/LST-7377



THIS ONE'S ALL ABOUT
ME AND MY GIRL FRIENDS
(WE'RE VERY CLEAN, HONEY)



YOU HEARD THE RUMOR ABOUT "SIDEWALK SURFIN"?



RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO SEPTEMBER 9TH)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
56%	Baby, Don't You Do It	Marvin Gaye	Tamla	56%
50%	Mercy, Mercy	Don Covay	Rosemart	94%
45%	Why You Wanna Make Me Blue	Temptations	Gordy	80%
42%	I Don't Want To See Tomorrow	Nat Cole	Capitol	42%
41%	That's What Love Is	Miracles	Tamla	41%
38%	Do You Want To Dance	Del Shannon	Amy	55%
36%	Chug-A-Lug	Roger Miller	Smash	93%
34%	The Anaheim, Azusa Etc.			34%
32%	On The Street Where You Live	Andy Williams	Columbia	57%
30%	Death Of An Angel	Kingsmen	Wand	30%
29%	The Things In This House	Bobby Darin	Capitol	29%
27%	Little Honda	Hondells	Mercury	84%
26%	You Must Believe Me	Impressions	ABC Paramount	92%
24%	When I Grow Up To Be A Man	Beach Boys	Capitol	98%
23%	Come A Little Bit Closer	Jay & Americans	U.A.	44%
22%	Last Kiss	J. Frank Wilson & Cavaliers	Josie	77%
21%	Let It Be Me	Betty Everett & Jerry Butler	Vee Jay	95%
19%	Slow Down	Beatles	Capitol	83%
18%	Rhythm	Major Lance	Okeh	91%
17%	She Wants To Swim	Chubby Checker	Parkway	64%
16%	Michael	Trini Lopez	Reprise	88%
15%	Funny Girl	Barbra Streisand	Columbia	15%
14%	All Cried Out	Dusty Springfield	Philips	14%
14%	Gonna Send You Back To Walker	Animals	MGM	62%
13%	Goodnight Baby	Butterflys	Red Bird	88%
12%	Tobacco Road	Nashville Teens	London	35%
12%	Soon I'll Wed My Love	John Gary	RCA Victor	12%
11%	I Trust You Baby	Ketty Lester	RCA Victor	39%
11%	He Won't Ask Me	Cilla Black	Capitol	11%
10%	I Don't Know	Steve Alaimo	ABC Paramount	47%
10%	Till The End Of Time	Ray Charles Singers	Command	34%

LESS THAN 10% BUT MORE THAN 5%

TITLE	TOTAL % TO DATE	TITLE	TOTAL % TO DATE	TITLE	TOTAL % TO DATE
Softly As I Leave You	47%	Ride The Wild Surf	8%	I Wouldn't Trade You For The World	7%
Frank Sinatra (Reprise)		Jan & Dean (Liberty)		Bachelors (London)	
Society Girl	75%	Have I The Right	8%	Beach Girl	7%
Rag Dolls (Parkway)		Honeycombs (Interphon)		Pat Boone (Dot)	
If	56%	Wait By The Water	80%	Pocahontas	29%
Timi Yuro (Mercury)		Bobby Darin (Capitol)		Camelots (Ember)	
Randy	26%			The Cat	22%
Earl Jean (Colpix)				Jimmy Smith (Verve)	

OVER YOU

PAUL REVERE AND THE RAIDERS
4-43114

MR. HEARTACHE



FREDDIE SCOTT
4-43112

RUNNIN' OUT OF FOOLS

ARETHA FRANKLIN
4-43113

ON THE STREET WHERE YOU LIVE

ANDY WILLIAMS
4-43128

Cross The Brazos At Waco

BILLY WALKER
4-43120

COLUMBIA RECORDS



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SHERMAN | **ARTHUR**
FIEDLER

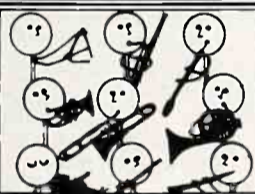
**THE MASTERS OF MUSICAL SATIRE
IN A LIVELY NEW SINGLE**

45 RPM

RCA VICTOR
47-8412



ALLAN
SHERMAN



BOSTON POPS



Arthur
FIEDLER

Conducting Allan Sherman's New Highly Hilarious Composition





The End of a **SYMPHONY**
("Schubert Schwomped") ("Mozart Mangled")



COMING SOON! ALLAN SHERMAN/BOSTON POPS, ARTHUR FIEDLER L.P. ALBUM

#**8412**

RCA VICTOR

 The most trusted name in sound 

Dusty On The Road



NEW YORK—The young lady above coyly holding the high voltage sign is Dusty Springfield who recently arrived in the U.S. from Blighty for a series of personal appearances. The philips lark, who is currently creating some electric sales sparks with "All Cried Out," a follow-up to her "Wish-in' And Hopin'" smash, kicked off her American trek with a run at the Brooklyn Fox Theatre. Her itinerary also includes: Tulsa's Civic Center Arena (14); Oklahoma City's Municipal Auditorium (15); Madison's Capital Theatre (16) the Steve Allen TV'er (17); Sacramento's Memorial Auditorium (18); and Portland's Coliseum (19). On Sept. 20 she'll return to New York for press interviews and station promo work.

BIOS FOR DEEJAYS

Newbeats



The Newbeats, who are presently zooming up the Top 100 with "Bread And Butter" on the Hickory label, consist of three young men: Dean, 25; Mark, 22; and Larry, 23.

During their high school days Dean and Mark played in the school band. Their mother taught them to play the guitar as kids, and soon they had mastered all instruments. Upon completion of high school, they decided to launch their careers in show business.

Larry first met Dean and Mark when he stepped from the audience in Shreveport, La. to sing a number with Dean and Mark's Combo. This was his first attempt at singing although he came from a family where every member was musically inclined. The audience response was so great that Dean and Mark asked Larry to join their combo.

Early this year the threesome came to Hickory Records with a tape they had cut in Louisiana. Wesley Rose was impressed with the boys and immediately rushed them into a recording session. Their first release was "Bread And Butter."

Four Tops



Although most tradesters are all too familiar with the freak overnight success who skyrockets from obscurity to national fame faster than a Jupiter rocket, the Four Tops, currently scoring heavily in the coin department with their Motown recording of "Baby, I Need Your Loving," are no such newcomers. The group, comprised of Abdul Fakir, Levi Stubbs, Renaldo Benson and Lawrence Payton, were organized a decade ago in their native Detroit.

Over the years the boys have formed a closely-knit organization in which there is an unusual amount of cohesion. This artistic teamwork coupled with a broad repertoire (they sing pop, c&w, r&b and rock 'n' roll) has paid off handsomely for the singers. During the past several years they have played some top night clubs in the nation including such key spots as the Thunderbird in Las Vegas, Los Angeles' Moulin Rouge and the Playboy circuit. They've also gained a reputation via appearances with the Billy Eckstine road show.



PLATTER SPINNER PATER

If KYW-Cleveland has anything to do with it, the Beatles will emerge from their Cleveland visit Sept. 15 with nary a hair on their amply-endowed heads touched. The station has thrown all the weight of its influence on the City's Beatle-fanatics into a "Beatle Safety Patrol" campaign which it hopes will at least subdue, if not completely dissipate, the frenzy of the Mop Tops' reception. To accomplish this, outlet has begun to encourage its listeners to take the lead in a no-pushing, no-grabbing, no-hotel-disturbance, no-jelly-bean-throwing drive which it hopes will result in a safe-and-sane Fifteenth for the Beatles. A supply of several thousand Beatle Safety Patrol arm bands has been printed by the station and is being distributed through the Royal Castle Restaurant chain free of charge in the hope that Beatle fans will display them in force during the Britishers' visit as a visual reminder that human Beatles are made to be seen and heard, not to be crushed and maimed. Attached to arm band is a pledge card listing several rules of behavior, and carrying the realistic closing condition that "shouting, screaming, and otherwise showing my appreciation in a manner which will not tend to injure them (the Beatles) or invade their privacy is permissible."

Drug stores throughout the Chicagoland listening area of WLS-Chicago are distributing a check-list that shows the counterdose for poisons and other household chemical products that might accidentally be ingested by children. The handy reference sheet, suitable for mounting inside a medicine cabinet door, is offered to interested drug outlets as a community service free of charge. Over 1,000 drug stores already are distributing the check-list and report an excellent reception from their customers.

KSFO-San Francisco has won a special citation in the agricultural broadcasting division of the California State Fair. The judges all acclaimed KSFO's original "dirt dauber" Carter B. Smith for his unique gardening tips aired every morning on the Sherwood show. The announcement describing the first special citation ever issued in the history of State Fair Broadcasting Awards for Agriculture says the Smith gardening tips "combine entertainment with factual information." . . . KSFO's evening personality Dave Niles will help the city of San Bruno celebrate its Golden Anniversary starting Saturday, Sept. 19. Dave will emcee a bread-growing contest on the opening day, assist in judging a costume fashion show and officiate at the ceremonies.

Bob Furry, night personality on KOY-Phoenix, recently decided to ask his listeners to dream up their idea of what Slithery Dee looks like. It's all part of a Mercury Records promotion for the Smothers Brothers, whose latest LP, "It Must Have Been Something I Said" contains a giggle-producing 25-second cut called "Slithery Dee." First prize is a trip for two via American Airlines to San Francisco for four days at the Fairmount Hotel this month, \$100 expense money, a tour of the city, and a ringside table for the Smothers Brothers' show in the Venetian Room of the Fairmount. Runners-up will win prizes too, varying from portable record players to albums.

"Airplane pilots get married on planes, and sailors on ships so why not a radio announcer on the air?" These were the words of Dale Williams, staff announcer on WJLE-Smithville, Tenn., as he took time out from one of his shows recently to be married on the air. Williams was married in the outlet's Studio A. However, he did not spend his honeymoon on the air.

Huntington Hartford, famed art collector and founder of the Gallery Modern Art, recently announced his intention to hang the winners of WABC-New York's Beatle Picture Contest in his gallery. Hartford, one of the judges of the contest which drew 50,000 entries, was so impressed with "the quality of this amateur art," that he made the announcement as he and the other judges completed their difficult task of choosing the winners. The winners, chosen from entrants who sent in a complete gamut of shapes, sizes, textures and approaches to their art, received prizes of pairs of tickets to the live Beatles concert at Forest Hills Stadium. Prizes were presented by Dan Ingram, WABC afternoon deejay. Sharing the honors were sixteen contestants whose entries were adjudged best in the following categories: largest, funniest, most original and most artistic.

For the second time in two months WIOD news director Les Smith was honored for his contributions to the Law Enforcement profession. Smith was commissioned an honorary member of the Metropolitan Dade County Lodge of the Fraternal Order of Police in "recognition of his outstanding service and cooperation to the Law Enforcement profession."

Illustrating the theme that "Advancement Is Our Most Important Progress" a movie short subject produced, directed and starring KDKA-Pittsburgh's morning personality Rege Cordic—is sharing the bill with "Night Of The Iguana" at a local steel town theatre. In the next week, the short, entitled "Of Hats, Bottles and Yellow Pages" will open at five additional movie theatres in the Pittsburgh district.

Mitch Miller recently made a west coast TV appearance on KHJ-TV-Million Dollar Matinee, to promote a Hollywood Bowl shot. Other prominent guests on that same show were Si Zentner, Johnny Myhers of the road company of "Sound Of Music," Robert Horton to discuss his new night club singing career, Vic Dana and Robert Lynn and Freddie Bell.

Harvey Glascock, veep and general manager of WIP-Philadelphia, has been appointed Chairman of the Local Industry Advisory Committee of Philadelphia (LIAC), by Robert T. Bartley, Defense Commissioner of the FCC.

VITAL STATISTICS:

Rick Knapp exits his music director spot on KOPR-Butte, to assume a similar niche on KTW-Seattle using the new air name of Dick Jones . . . KDAB-Denver has a slew of key administrative changes including: Jerry Rhoads, general manager; Marty Sullivan, operations manager; Don Fortune, program director; and Wendell Deaton, production manager. . . Arthur Selley given the nod to head up the Rounsaville's recently-purchased WDAE-Tampa.

SUCH A NIGHT	RCA VICTOR
ELVIS PRESLEY	Elvis Presley Music, Inc./Raleigh Music, Inc.
NEVER ENDING	RCA VICTOR
ELVIS PRESLEY	Gladys Music, Inc.
YOU'RE MY WORLD	CAPITOL
HILL and Range Songs, Inc.	
UNTIL YOU WERE GONE	VEE-JAY
BETTY EVERETT	Hill & Range Songs, Inc.
WHEN YOU LOVED ME	DECCA
BRENDA LEE	Hill & Range, Ron Br
YOU BETTER BELIEVE IT BABY	PARKWAY
CHUBBY CHECKER	Hill & Range/Shelros Music Co.
A TEAR FELL	ABC PARAMOUNT
RAY CHARLES	Progressive Music, Inc.
NO ONE TO CRY TO	ABC PARAMOUNT
RAY CHARLES	Hill and Range Songs, Inc.
THE HURT	ABC-PARAMOUNT
B. B. KING	Hill & Range Songs, Inc.
HERE I GO AGAIN	IMPERIAL
THE HOLLIES	Rumbalero Music, Inc.
POUPEE BRISEE	RCA VICTOR
AL HIRT	Hill and Range Songs, Inc.
TALKIN' BOUT YOU	MGM
THE ANIMALS	ATLANTIC
RAY CHARLES	Progressive Music, Inc.
HE'S NO ORDINARY GUY	CAMEO
DEE DEE SHARP	Hill & Range/Shelros
WHAT AM I LIVING FOR	SMASH
MILLIE SMALL	Progressive Music, Inc.
HOLD ME	LONDON
P. J. PROBEY	Ross Jungnickel, Robbins
I JUST DON'T KNOW	
WHAT TO DO WITH MYSELF	SCHEPTE
TOMMY HUNT	Bellinda, Ltd.-U.S. Songs
(THERE'S) ALWAYS SOMETHING	
THERE TO REMIND ME	BIG HILL
LOU JOHNSON	Ross Jungnickel
DON'T DO WHAT I DID	
(DO WHAT I SAY)	MERCURY
BROOK BENTON	Bennie Benjamin Music Inc./Dayben Music Corp.
THE ABERBACH GROUP	
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RED BIRD

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NEW YORK:

It was nice to meet and talk with Parisian lark Jacqueline Danno who came by the CB offices last week with Earl Price of Angel Records. Jacqueline bowed on her first American LP on Capitol of the World a few months ago, and is in this country for a round of promotional visits and TV and radio guest shots. Her first appearance was on the Bell Telephone Hour (Sept. 8). She has been signed by William Morris for bookings in the U.S. and may make a Gotham nitery debut in the near future. . . . Ventriloquist-songstress Angela Martin post cards from Cleveland where she's participating in a Lincoln-Mercury tour. . . . Lark Bernadette Castro is making a promo swing thru Nashville, Miami and Boston to plug her Colpix deck, "His Lips Get In The Way," which is reportedly beginning to break in those areas. On the 27th she'll guest on the



VIC DANA



THE HONEYCOMBS



JACQUELINE DANNO



DELANEY BRAMLETT



ANGELA MARTIN



RUDY LYNN

Danny Thomas Leukemia telethon in Cleveland and return to open at Ben Maksik's Town and Country with Jackie Mason on Oct. 2. . . . Rip Taylor, currently holding forth nitely at the Copa with Jerry Vale, set to appear on the Vaughn Meader ABC-TV special on Sept. 18. . . . RCA Victor has released Paul Anka's 7th LP on the label—this one tagged, "Excitement on Park Avenue," which was cut live during the chanter's month-long engagement at the Empire Room of the Waldorf last June.

Art Laboe, president of Original Sound Records, sez the public is going to be pleasantly surprised at Jayne Mansfield's soon-to-be-released etching on the label. . . . James Brown reportedly created a near-riot during his recent appearance in New Orleans with his James Brown Show. Thousands of fans jammed the entrance of the auditorium clamoring for tickets. The chanter's latest effort on Smash is "Out Of Sight." . . . Charo de Bru is the new songstress with the Xavier Cugat ork. Cugie discovered the lark in a Spanish flick and promptly signed the 18-year old lark to a long term pact. She'll make her wax debut with the band on a Mercury album dubbed, "Meet Charo and Melt." . . . Decca wax artist Bobby Sherman to make his TV debut on ABC's "Shindig," and has already been tapped for a return visit. . . . Freddie Scott's first etching for Columbia, "Mr. Heartache" backed with "One Heartache Too Many," is breaking top 40 in many cities according to label execs and the songster's manager Carmine De Noia. Freddie's prepping a new nitery act for early Gotham unveiling.

Rudy Lynn, former hair stylist for Marilyn Monroe, Patti Page and others, has turned chanter and makes his wax debut on the Tribute label with an item tagged, "Number One Guy." . . . Lark Tobi Reynolds opens at the Apartment Sept. 28 to headline for two weeks.

Delaney Bramlett, recently pacted to GNP Crescendo, makes his wax debut with "You Never Looked Sweeter" coupled with "Heartbreak Hotel." The deck was produced by the talented Jackie De Shannon. Bramlett has appeared at P.J.'s in Hollywood and is skedded for a series of TV appear-

ances on the ABC-TV'er "Shindig." . . . "Sluggo Wilson, a member of the new 20th Century Fox folk group, The City Folk, and son of columnist Earl Wilson, was recently interviewed by Hugh Downs on the "Great Moment For Young Americans" program syndicated to more than 1500 radio stations throughout the country.

DISK DOINGS:

Liberty's jovial promo man about town, Jim Brown, buzzes that the "Chipmunks Sing The Beatles" is a veritable giant in every market in the country. Jim's choices for chartdom this week are "Garden In The Rain" by Vic Dana (Dolton), "Teen Beat 64" by Sandy Nelson (Imperial), "Softly As I Leave You" by Matt Munro (Liberty), and "Anaheim Etc." by Jan & Dean (Liberty). . . . Talked to Glad-Hamp general manager Bill Titone who infos that Lionel Hampton's

new single entry, "Jazzland," was kicked off in the Met area by William B. Williams on his Sunday afternoon show. Hamp also played for Macy's Annual Fashion Show on NBC this past weekend and introduced an original tune tabbed, "Fashion Frenetic," which he wrote with Macy exec Morris Rosenbloom. . . . Amy-Mala's Fred DeMann dropped by the CB offices last week with a copy of Shirley Matthews' deck, "He Makes Me Feel So Pretty." Fred sez this one has to be a blockbuster. . . . "Sitting Bill" Darnel claiming heap-big things for "Pocahontas" on Herald-Ember.

With a pair of hit singles and a best-selling LP already established, the Ray Charles Singers hope to repeat their success with their newest LP offering tagged after their current single, "Al Di La." . . . Chet Gierlach, exec director of the publishing-management firm Music Music Music Inc., has announced two new choral offerings tagged "Little Boy Stranger" and "Praise Ye The Lord." . . . Sheryl Easley, vocalist with the Sal Salvador ork is skedded for her second appearance at Jackie Kannon's Rat Fink Room. The lark is also featured on the band's new Roulette album. . . . 3-D lark Maria Randall to join Bobby Rydell and WMCA Good Guys at St. Gennaro Italian Feast on Mulberry Street on Sept. 19. . . . Frank LaRocca at the London Branch in Gotham looking pleased with the label's string of hits—"Oh Pretty Woman" by Roy Orbison (Monument), "Haunted House" by Gene Simmons (Hi), "It's All Over Now" by the Rolling Stones, and "Someone Someone" by Brian Poole and the Tremeloes (Monument). . . . Benjamin Mayhams of Collegiate Records sends along word that a gang of government officials are interested in "My Minnesota Girl" by Walter Norris.

CHICAGO:

Congrats to Jim "Dandy" Reese on his appointment as program director of W-BEE, Chicago. . . . Smash is planning an all-out campaign on a new master purchase by the label from Houston TV personality Larry Kane. Title is "I See You" by Cathy & Joe. . . . Happy to hear that Dave Dixon (KATZ-St. Louis) is off the critical list. The NARA prexy was injured in an auto accident in St. Louis. . . . Jay Jay topper Li'l Wally video-taped 13

shows, featuring his group and various Jay Jay artists, for airing in polka markets across the country. . . . Tuesday (9/8) was Andy Williams Day in Cincinnati. The Columbia star visited his former residence and enjoyed a full day's civic ceremonies in his honor climaxed by a huge cocktail party which Columbia hosted. . . . The Regal Theater deviates from its usual rock format to present a Gospel Spectacular, headlined by the famous Staple Singers, for one week beginning 9/11. . . . Liberty's newly appointed mid-west promo mgr. Gerry Lacoursiere gave us a call last week to intro himself and the label's current hit lineup, topped by Sandy Nelson's "Teen Beat '65," Matt Monro's "Softly As I Leave You" and Vic Dana's "Garden In The Rain." Gerry'll be headquartered in Detroit. . . . Rene Records' exec Bill Mitchell is about to release initial outing "Say You'll Be Mine" by The

RCA-Victor has picked up its option on Bobby Pickett and has scheduled his second release on the label for next Monday.

Lee Magid to New York for confab with William Morris Agency and writers for new Della Reese situation comedy series. . . . Liberty artists The Standells who recently completed an engagement at the Peppermint Tree in San Francisco, currently on a tour of Central America and on their return open at P.J.'s Sept. 29. . . . Priscilla Paris of The Paris Sisters under doctors care suffering from 'whiplash' caused by recent automobile accident. . . . Ann-Margaret has completed recording of her new LP which features songs from Broadway shows produced by David Merrick. . . . Johnny Rivers Imperial waxing of "Maybelline" into its third pressing of 175,000 this week according to Dunhill Productions prexy, Lou Adler.

Vows, on subsid label Sta-Set. Local group Gary & The Knight Lites have been signed by Prima Records. Bow offering is "Will You Go Steady" b/w "I Can't Love You Anymore." . . . Bill Casady (WB-Repulse) is runnin' with The Kinks' "You Really Got Me" and a new one featuring L.A. spinner Casey Kasem reading "A Letter From Elaina" (WB), which is actually a letter from an 11 yr. old Beatle fan! . . . It's 17 years of wedded bliss for Johnny and Millie Lewis, of the popular Johnny Lewis Quartet. Congrats! . . . Sig Sakowicz (WGN-WTAQ) had the enviable task of refereeing the benefit football game at Soldiers Field (9/11) between the Playboy bunnies and the local deejays. . . . Decca has moved its entire local set-up to 425 N. Michigan Ave. . . . M. S. Dist.'s hot list spotlights The Honeycombs' "Have I The Right" (Interphon), "How Can I Tell Her" by The Fourmost (Atco) and "I Like It" by Gerry & The Pacemakers (Laurie). Among the big singles at Garnisa Dist. are Dusty Springfield's "All Cried Out" (Philips), "Come A Little Bit Closer" by Jay & The Americans (UA) and "Come On Willie" by Oscar Hamod (Score). . . . Publicitor Larry Leverett has lined up some top names for Sahara Inn's nitery, including Jackie Mason (9/18), Jerry Vale (10/15) and Enzo Stuarti (11/15).

HOLLYWOOD:

Fred Benson and Nick Venet have their first hit from their Ben Ven Productions in "Little Honda" by The Hondells released on the Mercury label. . . . Ava's Jackie Mills to New York to record singer Kathy Barr. . . . Art LaBoe has recorded actress Jayne Mansfield for his original Sound label. Sales manager Art Newberger has set release date for this week for Jayne's first effort in the singles field. . . . H. B. Barnum celebrating twenty years in the business with Barnums Greatest Show on Earth to be held at the International Hotel this Saturday night. Show will feature H. B. and a sixteen piece orchestra plus guest stars. . . . Marilyn Burroughs signed with the Ashley-Famous Agency for representation in all fields. . . . Vee Jay Records has the latest hot new group from England in The Honeycombs whose debut disk, "Have I The Right" is already climbing the charts.

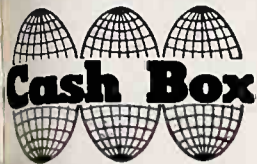
HERE AND THERE:

PHILADELPHIA—Columbia promo manager Ted Kellam is jubilant over the initial sales and airplay activity for "On The Street Where You Live" by Andy Williams, "Funny Girl" by Barbra Streisand, which Ted predicts will be solid hits. Looking strong in Ted's area are "Runnin' Out Of Fools" by Aretha Franklin and "Mr. Heartache" by Freddie Scott. . . . Warner Bros.-Reprise promo rep Ronnie Singer at David Rosen sez the label's getting hotter every day with such potential monsters as "La, La, La, La" by the Blendells, "Softly As I Leave You" by Frank Sinatra, "Michael" by Trini Lopez, and "You Really Got Me" by the Kinks. . . . A&L's Harry Fink is shouting HIT! for "GTO" by Ronnie & The Daytonas (Mala), "Red MG" by Ron Winters (Dimension) and "Lovers Always Forgive" by Gladys Knight & Pips (Maxx). . . . Sid Pastner's Strand Records baseball team won the Overbrook League Athletic Championship for the second straight year here. The team of high-school lads is managed and sponsored by Sid. His son, Mark, plays left field on the Strand team and batted .360 for the season.

CLEVELAND—Liberty's promo man about town, Eli Bird, info's the label's got a bevy of hot prospects with "Mabelline" by Johnny Rivers, "You're No Good" by the Swinging Blue Jeans, "From A Window" by Billy J. Kramer, and "Softly As I Leave You" by Matt Monro.

BALTIMORE—Dave Carrico at Marshall/Mangold sez the tune that heads all lists in his area this week is "Bread And Butter" by the Newbeats (Hickory). Breaking big for Dave is "Opportunity" by the Jewels (Dimension) and selling strong are "Lovers Always Forgive" by Gladys Knight & The Pips (Maxx) and "Always Something There To Remind Me Of You" by Lou Johnson.

NASHVILLE—Boyd Records' topper Bobby Boyd is predicting big things for 15 year-old lark Jill Lawhon who returns to Oklahoma City to begin High School after a very successful appearance at the Hollywood Palladium. Jill has a recent single tagged "Just Like That, With A Snap Of The Finger" and a first album in the offing. . . . Monument's John Sipple sez Roy Orbison may have the biggest gig of his career with "Pretty Woman."

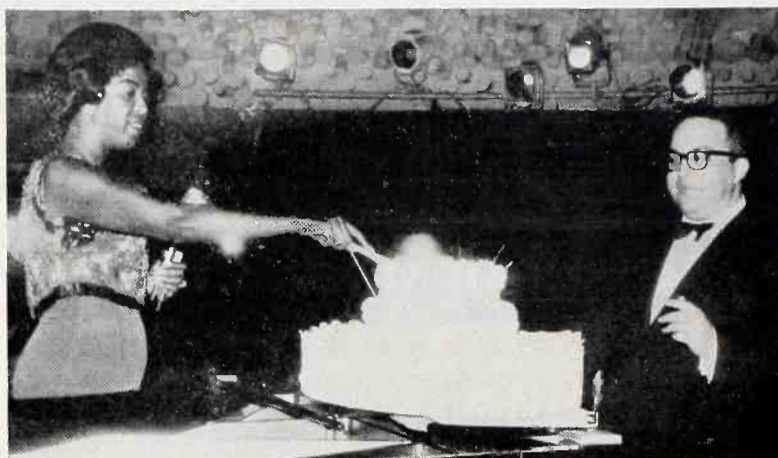


LOOKING AHEAD

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

- 1 **THE LONG SHIPS**
(Screen Gems, Columbia—BMI)
Charles Albertine (Colpix 726)
- 2 **ME JAPANESE BOY I LOVE YOU**
(Jac, Blue-Seas—ASCAP)
Bobby Goldsboro (United Artists 742)
- 3 **POCAHONTAS**
(Warner—BMI)
Camelots (Ember 1108)
- 4 **IF**
(Shapiro, Bernstein—ASCAP)
Timi Yuro (Mercury 72316)
- 5 **IT'S TIME FOR YOU**
(Northern Songs—BMI)
Cilla Black (Capitol 5258)
- 6 **GATOR TAILS AND MONKEY RIBS**
(Blair-Hoffman—BMI)
Spots (ABC Paramount 10585)
- 7 **RINGO FOR PRESIDENT**
(Jonathan ASCAP)
Young World Singers (Decca 31660)
- 8 **THE DARTELL STOMP**
(Gains—BMI)
Mustangs (Providence 401)
- 9 **THE CLOCK**
(Saturn, Mon Ami—BMI)
Baby Washington (Sue 104)
- 10 **FUNNY GIRL**
(Chappell—ASCAP)
ABSENT MINDED ME
(Chappell—ASCAP)
Barbra Streisand (Columbia 43127)
- 11 **IT'S ALL OVER**
(Keelch, Caesar—BMI)
Ben E. King (Atco 6315)
- 12 **LITTLE LONELY SUMMER GIRL**
(Tyco-Eastwick—BMI)
David Box (Joed 116)
- 13 **DERN YA**
(Tree—BMI)
Ruby Wright (Ric 126)
- 14 **ALL CRIED OUT**
(Kingsley—ASCAP)
Dusty Springfield (Philips 40229)
- 15 **SOON I'LL WED MY LOVE**
(Laurel—ASCAP)
John Gary (RCA Victor 8413)
- 16 **LOVER'S PRAYER**
(Saturday—ASCAP)
Wallace Bros. (Sims 189)
- 17 **RUNNIN' OUT OF FOOLS**
(Rosevelt—BMI)
Aretha Franklin (Columbia 43113)
- 18 **LITTLE QUEENIE**
(Arc—BMI)
Bill Black Combo (Hi 2079)
- 19 **LE DE DA I LOVE YOU**
(Saturn—BMI)
Inez & Charlie Foxx (Symbol 201)
- 20 **I'LL FOLLOW THE RAINBOW**
(Ironmarch—BMI)
Terry Stafford (Crusader 109)
- 21 **FEVER**
(Lois—BMI)
Alvin Robinson (Red Bird 10-010)
- 22 **HEARTBREAK**
(Panco—BMI)
Dee Clark (Constellation 132)
- 23 **BABY LET ME TAKE YOU HOME**
(Picturetone—BMI)
Animals (MGM 13242)
- 24 **SCRATCHY**
(Rolando—BMI)
Travis Wammack (Atlantic 204)
- 25 **SOMEBODY NEW**
(Ludix, Flomarlu—BMI)
Chuck Jackson (Wand 161)
- 26 **BABY, BABY ALL THE TIME**
Superbs (Dore 715)
- 27 **(SAY I LOVE YOU) DUM DEE DUM**
(Seventh Avenue—BMI)
Four Evers (Smash 1921)
- 28 **THAT'S HOW STRONG MY LOVE IS**
(Rise—BMI)
O. V. Wright (Gold Wax 106)
- 29 **HUMBUG**
(Two-Beat—BMI)
Pete Fountain (Coral 62427)
- 30 **YOU PULLED A FAST ONE**
(Aberbach—BMI)
VIP's (Big Top 518)
- 31 **I DON'T KNOW**
(Benders—BMI)
Steve Alaimo (ABC Paramount 10580)
- 32 **GONNA GET MY HANDS ON SOME LOVIN'**
(Jobete—BMI)
Artistics (Okeh 1193)
- 33 **I WANNA THANK YOU**
(Rittenhouse—BMI)
Enchanters (Warner Bros. 5460)
- 34 **GOIN' PLACES**
(Saturday—ASCAP)
Orlons (Cameo 332)
- 35 **BEACH GIRL**
(T.M., Blackwood—BMI)
Pat Boone (Dot 16658)
- 36 **SALLY WAS A GOOD OLD GIRL**
(Pamper—BMI)
Fats Domino (ABC Paramount 10548)
- 37 **GARDEN IN THE RAIN**
(Campbell, Connelly Ltd.—ASCAP)
Vic Dana (Dalton 99)
- 38 **IF YOU WANT THIS LOVE**
(Har-Back—BMI)
Sonny Knight (Aura 403)
- 39 **LA LA**
(Styletone—BMI)
Cobras (Swan 4176)
- 40 **I COULD CONQUER THE WORLD**
(Youvan—ASCAP)
Shevelles (World Artists 1025)
- 41 **GUITARS & BONGOS**
(Weslo—BMI)
Lou Christie (Colpix 735)
- 42 **THE INVASION**
(Novel—BMI)
Buchanan & Greenfield (Novel 711)
- 43 **A WHOLE LOTTA SHAKIN' GOIN' ON**
(Cherio, Valley—BMI)
Little Richard (VeeJay 312)
- 44 **CAR HOP**
(Sono—BMI)
Exports (King 5917)
- 45 **SHAGGY DOG**
(Survey—BMI)
Mickey Lee Lane (Swan 4183)
- 46 **SACRIFICE**
(Chevis—BMI)
Little Milton (Checker 1078)
- 47 **IN THE NAME OF LOVE**
(Blackwood—BMI)
Peggy Lee (Capitol 5241)
- 48 **NANCY'S THEME**
(Screen Gems, Columbia—BMI)
Earl Hagen (Colpix 740)
- 49 **ROBOT WALK**
(Novelene—BMI)
Pat & Lolly Vegas (Apogee 101)
- 50 **TEEN BEAT '65**
(Drive-In—BMI)
Sandy Nelson (Imperial 66060)

'54 An Especially Fine Vintage



NEW YORK—Laughman-singer Allan Sherman recently helped lark Della Reese celebrate her 12th year in show business by presenting her with a custom-styled anniversary cake. The tribute took place at the Flamingo Hotel in Las Vegas.

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Best Selling Comedy Albums

- | | |
|--|--|
| 212. Songs For Fun (Hattie Noel) | 295. Sly Sex (Redd Foxx) |
| 214. Laff Of The Party (Redd Foxx) | 298. Have One On Me (Redd Foxx) |
| 219. Laff Of The Party (Redd Foxx) | 801. Laffarama (Redd Foxx) |
| 220. Laff Of The Party (Redd Foxx) | 804. Wild Party (Redd Foxx) |
| 227. Laff Of The Party (Redd Foxx) | 808. Below The Belt (Rudy Moore) |
| 232. Laff Of The Party (Redd Foxx) | 809. This Is Foxx (Redd Foxx) |
| 234. Best Of Foxx (Redd Foxx) | 814. Comedy Sweepstakes (Scatman Crothers) |
| 236. Laff Of The Party (Redd Foxx) | 815. He's Funny That Way (Redd Foxx) |
| 238. Laff Of The Party (Bexley & Turner) | 820. Foxx At Jazzville (Redd Foxx) |
| 249. Burlesque Humor (Redd Foxx) | 823. The Whole of Hattie Noel (Hattie Noel) |
| 250. Night In Hollywood (George Kirby) | 824. Laff Of The Party (Billy Allyn) |
| 253. The Sidesplitter (Redd Foxx) | 825. The Bold Hattie Noel (Hattie Noel) |
| 259. Allen Drew's Stag Party (Allen Drew) | 826. Earthy Mirth (Billy Allyn) |
| 265. Laff Of The Party (Redd Foxx) | 827. Crazy Night Court (Gene & Freddie) |
| 266. Sloppy's House Party (Sloppy Daniels) | 828. Hearty Party Laffs (Redd Foxx) |
| 270. The Sidesplitter (Redd Foxx) | 829. Tickled Soul Of Hattie Noel (Hattie Noel) |
| 274. Best Of Party Funn (Foxx, etc.) | 830. New Fugg (Redd Foxx) |
| 275. Racy Tales (Redd Foxx) | 832. Laff Along With Foxx (Redd Foxx) |
| 279. Party Record Party (Gene & Freddie) | 833. Laff Of The Party (Hattie Noel) |
| 01. The Best Laff (Redd Foxx) | 834. Crack-Up (Redd Foxx) |
| 285. Songs Thru A Keyhole (Joel Cowan) | 835. Funny Stuff (Redd Foxx) |
| 290. Redd Foxx Funn (Redd Foxx) | 836. Battle Of Sex (Foxx-Noel) |
| 294. Pillow Party Fun (Baron Harris) | 837. Sex Is Funny (Ray Scott) |

Other Best Sellers

- | | |
|--|--|
| 204. Best Vocal Groups In R & B (Penguins, etc.) | 225. Best Gospel Singers (Zion Travelers) |
| 221. Spiritual Moments (Lillian Randolph) | 242. Cool Cool Penguins (Penguins) |
| 223. Rock 'N Roll vs R & B (Roy Milton) | 293. Blame It On The Blues (Willie Headen) |
| 224. Best Vocal Groups (Var. Groups) | 501. R & B Hit Vocal Groups (Var. Groups) |
| | 807. Down By The River (Zion Travelers) |

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RECORD REVIEWS

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

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

Pick of the Week

COUSIN OF MINE (2:27) [Kags BMI—Cooke]

THAT'S WHERE IT'S AT (2:35) [Kags BMI—Cooke, Alexander]

SAM COOKE (RCA Victor 8426)

Cooke, who's coming off a giant double-header in "Good Times" and "Tennessee Waltz," can zoom right back up the smash ladder with another sensational two-sider. On one half Sam shuffle-thumps his way over a tantalizing, cornball affair about a "Cousin Of Mine." On the other half he slows down the pace to a moody-blues tempo as he tells "That's Where It's At" in effective multiple voice fashion.

I LIKE IT (2:14) [Gil BMI—Murray]

JAMBALAYA (2:35) [Acuff-Rose BMI—Williams]

GERRY & THE PACEMAKERS (Laurie 3271)

Here's another previously-released Gerry & The Pacemakers' deck that didn't make the grade prior to the boys "Don't Let The Sun Catch You Cryin'." It's the follow-up to their 2nd-time-around click, "How Do You Do It?" and it's a cinch to follow a similar chart route. It's a happy-go-lucky jumper that Gerry solo vocals in ear-arresting style. Backing's a bright rhythm-rock up-dating of the contagious oldie.

I'VE GOT SAND IN MY SHOES (2:48) [T.M.-BMI—Resnick, Young]

HE'S JUST A PLAYBOY (2:56) [Caesar & Dino-BMI—Russell]

THE DRIFTERS (Atlantic 2253)

The Drifters come up with a strong and nostalgic follow-up to their current top ten hit, "Under The Boardwalk," with this lilting, Latin-flavored etching tagged "I've Got Sand In My Shoes." It's an easy-listening charmer the fans should go for in a big way. The undercut's a moderately uptempo affair that should come in for a fare share of programming and sales. Early chart status for this one seems assured.

BABY BE MINE (2:46) [Trio BMI—Barry, Greenwich, Venet]

THE KIND OF BOY YOU CAN'T FORGET (2:20)

[Trio BMI—Greenwich, Barry]

THE JELLY BEANS (Red Bird 10-111)

The Jelly Beans, who created a tremendous first impression with the teens—via their "I Wanna Love Him So Bad" bow, can make it two-in-a-row here. Side to stay with is "Baby Be Mine," a subdued cha cha beat romancer that sports a top notch Artie Butler arrangement. Coupler's a dandy new jump beat version of the recent Raindrops success.

I WANNA BE WITH YOU (2:05) [Morley ASCAP—Strouse, Adams]

IT'S TIME FOR ME (1:52) [Kacydee BMI—Smith, Maxwell]

NANCY WILSON (Capitol 5254)

Nancy Wilson, who is currently coming off her giant pop-r&b best-seller of ("You Don't Know) How Glad I Am," is a cinch to repeat that success with this ultra-commercial Capitol newie tabbed "I Wanna Be With You." The tune, which is from the forthcoming main stem production of "Golden Boy," is a tender, slow-shufflin' lyrical romancer about a gal who decides that she wants a steady relationship with the guy of her dreams. The attractive undercut is a slick, fast-moving legit-styled happy-go-lucky affair.

SO LONG, DEARIE (2:13) [E. H. Morris ASCAP—Herman]

PRETTY LITTLE MISSY (2:16)

[International Music ASCAP—Armstrong, Kyle]

LOUIS ARMSTRONG (Mercury 72338)

Mercury has latched onto the fabulous vocal and instrumental talents of Louie Armstrong and it's more than likely there'll be money-in-the-bank-for-all-concerned with this first time out entry. On it, Louie sticks with the "Hello, Dolly!" score as he nimbly bounces over the sentimental toe-tapper, "So Long, Dearie." Watch it take off. Undercut's a happy razz-a-ma-tazz item co-cleifed by Satchmo.

DON'T SPREAD IT AROUND (2:38) [Crazy-Cajun BMI—B. & L. O'Neil]

LET HER KNOCK HERSELF OUT (2:03) [Nujac BMI—Ozen]

BARBARA LYNN (Jamie 1286)

Barbara Lynn, who scored recently with "Oh Baby, We've Got A Good Thing Goin'," comes up with a potent follow-up stanza with this Jamie newie called "Don't Spread It Around." The tune is a tender, medium-paced, shuffle-beat, chorus-backed ode about a gal who wants to have exclusive dating rights with her boyfriend. The flip, "Let Her Knock Herself Out," is a swingin' teen-angled multi-dance hand-clapper' with a contagious, repeating melodic riff.

(HE MAKES ME) FEEL SO PRETTY (2:35)

[Saturday ASCAP—Crewe, Rambeau, Rehak]

IS HE REALLY MINE? (2:57)

[Saturday ASCAP—Crewe, Santos, Quinn]

SHIRLEY MATTHEWS (Amy 910)

Lark, who scored a short-while-back with "Big Town Boy," can make it to chartsville once again with this Amy bow. Side to watch is "(He Makes Me) Feel So Pretty," an infectious stomper that sports a top teen arrangement by Calelo. Flip's a tasty rock-a-cha-cha romancer.

Pick of the Week

LITTLE HONDA (1:50) [Sea of Tunes-BMI—Wilson, Love]

HUSHABYE (2:38) [Brittany-BMI—Pomus, Wilson]

WENDY (2:22) [Sea of Tunes-BMI—Wilson]

DON'T BACK DOWN (1:50) [Sea of Tunes-BMI—Wilson]

BEACH BOYS (Capitol 5267)

The Beach Boys' long chain of smash singles and albums is sure to be quickly supplemented by this new EP offering on Capitol highlighted by the current Hondells chart riser, "Little Honda," an updating of the Mystics softie, "Hushabye," and two newies, the easy-paced "Wendy" and pulsating rhythm item, "Don't Back Down." The kids will flip for this power-packed foursome.

Newcomer Picks

I DON'T WANNA KNOW (2:07) [Gil BMI—Beecham, Rowberry]

PLL REMEMBER TONIGHT (2:06) [Gil BMI—Andrews]

THE MUGWUMPS (Warner Bros. 5471)

Here's another group with a wild tag, the Mugwumps, that can be an important topic of teen conversation in the weeks to come. It's a frenzied pounder, dubbed "I Don't Wanna Know," that takes a hard beat thump-a-rhythm ride. Artists' potent wailing's backed by a terrific Alan Lorber arrangement. Undercut's an inviting cha cha rocker that can also step out.

I SEE YOU (2:20) [J.D.A. BMI—Duncan]

IT'S ALL OVER NOW (2:08) [J.D.A. BMI—Duncan]

CATHY & JOE (Smash 1929)

Smash has taken over this deck reportedly making the grade down Houston and New Orleans way. It's a tenderly and pretty beat-ballad-with-triplets romancer, tabbed "I See You," that newcomers Cathy & Joe serve up in an attractive, soft-voiced Paul & Paula fashion. The tearful cha cha on the underhalf's not the same as the Rolling Stones hit.

Best Bets

ROBERT GOULET (Columbia 43131) ● BAJA MARIMBA BAND (Almo 211)

● MY LOVE, FORGIVE ME (Amore, Scusami) [Gil BMI—Pallavicini, Lee, Mescoli] The rich-toned songster turns in a superb English-language reading of the recent Italian chart-topper, "Amore, Scusami." Winning Ralph Burns choral-ork showcase on this lilting, beat-ballad affair.

● I'D RATHER BE RICH (2:20) [Northern, Barnaby ASCAP—Maltby, Shire] Also eye this light, happy toe-tapping title tune of the new pic.

ROBERT DAVIE (Congress 224)

● THE GYPSY (1:53) [Leeds ASCAP—Reid] Ace arranger-conductor Davie can step out on his own as a featured artist as he leads his ork thru a tempting, hip-swinging revival of the years-back giant. There's a hint of the 'Minsky' beat in the piano-led, string-filled lovely.

(B+) AS TIME GOES BY (2:17) [Harms ASCAP—Hupfeld] The "Casablanca" delight in a pretty mood setting.

GIA MAIONE (Prima 1019)

● I'VE GOT A CRUSH ON YOU (2:30) [New World ASCAP—I. & G. Gershwin] Canary (Mrs. Louis Prima) can have her initial singles chart break with this sparkling rock-a-rhythmic cha cha updating of the sturdy. Strong instrumental support for Gia's teen-angled delivery.

(B+) FIND YOURSELF ANOTHER GIRL (2:50) [Donna-well BMI—Degatino] Captivating, two-tempo (rock-a-waltz and shuffle beat-ballad) affair.

● BAJA SKA (2:03) [Almo ASCAP—Wechter] The "Com-in' In The Back Door" hit-makers hop aboard the Ska bandwagon with a most attractive shuffler that gives the instrumentalists another chart outing. Potent deejay item.

(B+) SAMBA DE ORFEU (2:55) [Ross Jungnickel ASCAP—Mario, Bonfa] Charming low-keyed samba.

RAY BRYANT (Sue 108)

● SHAKE A LADY (2:45) [Brynor BMI—Bryant] The vet jazzist can garner plenty of Top 40 spins with this high-powered mid-stream opus which boasts some fancy, rapidly-changing chromatic progressions and a funky, sax backing. Good bet for ops also.

(B+) BLUES MARCH (2:30) [Andante BMI—Golson] Swingin' 88-spotlighted jazz march.

LINDA SCOTT (Kapp 610)

● THIS IS MY PRAYER (2:52) [Chappell ASCAP—Huntly, Carr] The much-recorded English version of this year's San Remo winner, "Non Ho L'Eta," is treated to a chart-contending reading by the young lark. Lovely instrumental backing for Linda's heartfelt delivery of the beautiful ballad.

● THAT OLD FEELING (2:04) [Leo Feist ASCAP—Brown, Fain] The oldie takes a bright new jump-a-rhythmic view on this end. Can be a big double-decker.

... "DEARIE" SURPASSING "DOLLY" IN RACE FOR
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SO LONG, DEARIE



ANOTHER SMASH HIT
FROM THE FABULOUS
BROADWAY SHOW

'HELLO, DOLLY'

**LOUIS
ARMSTRONG**



72338

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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

SONNY CHARLES (Fraternity 935)

● THESE TWO FEET (2:04) [Shad O'Shea BMI—Loudal, Westerfield] Charles can make a solid chart impression with this quick moving country-flavored shuffler. Sentimental lyrics are delivered with loads of feeling by the chorus-backed chanter.

(B+) SPEECHLESS (2:43) [Shad O'Shea BMI—Loudal] Tempting rock-a-rhythm outing.

THE CINNAMONS (B. T. Puppy 503)

● I'M NOT GONNA WORRY (CAUSE I KNOW HE'S MINE) (2:10) [Bright Tunes BMI—Horton] Here's a tantalizing, hand-clapping teen beat shuffle-stomp rewrite of the folk oldie, "Hush Little Baby." Can put the Cinnamons on the chart map.

(B+) STRANGE STRANGE FEELING (2:10) [Bright Tunes BMI—Margo, Margo, Medress, Siegel] This half's a haunting rock-a-twist opus.

JOHNNY (Mr. Bassman) CYMBAL (Kapp 614)

● LITTLE MISS LONELY [Bassman Prod. BMI—Cymbal] The songster can get back in his winning ways with this mashed potatoes handclapper that has a "Runaround Sue" flavor. Catchy Bert Keyes-arranged date.

(B+) CONNIE (2:31) [Bassman BMI—Cymbal] Low-keyed shuffler on this end.

EGYPTIAN COMBO (Norman 549)

● GALE WINDS (2:40) [Gil-Cajon BMI—Rainey] The Egyptian Combo can create a sales stir with this rapidly-moving instrumental rocker in the same infectious, steel guitar vein as "Telstar." Side boasts a highly programmable, repeating melodic riff. Ops should also dig the tune. Dot distributes.

(B+) ROCKIN' LITTLE EGYPT (2:25) Hard-driving funky instrumental teen sounds.

MAURY LOGAN (Almo 212)

● JUST ONE OF LIFE'S LITTLE TRAGEDIES (2:16) [Lowery BMI—Stevens] Here's a Ray Stevens-penned item by Maury Logan that could get off the ground in short order. It's a captivating novelty romancer with plenty of style.

(B+) MA, SHE'S MAKING EYES AT ME (1:49) [Mills ASCAP—Conrad, Claire] Bouncy updating of ancient warhorse.

THE TRUE TONES (Spot 1115)

● LOVIN' FROM MY BABY (2:15) [East Tenn. BMI—Wheat] The crew essays a rhythm ballad in sales-stimulating fashion. Disk is reportedly getting action in several Southern markets. Could go r&b or pop.

(B+) NEVER HAD A CHANCE (2:26) [East Tenn. BMI—Wheat, Green] Easy-listening and lilting ballad blueser.

MAXINE BROWN (Wand 162)

● OH NO NOT MY BABY (2:29) [Screen Gems-Columbia BMI—King, Goffin] Maxine could be back on the dual-mart chart trail in the coming weeks with this pulsating, cha cha beat-ballad romancer. Strong Bert Keyes arrangement on a deck that rates loads of attention.

(B+) YOU UPSET MY SOUL (2:24) [Ludix-Flo Marlu BMI—Albrecht, Drain] Exciting, soul-filled rock-a-rhythmic.

THE VELVETTES (V.I.P. 25007)

● NEEDLE IN A HAYSTACK (2:29) [Jobete BMI—Stevenson, Whitfield] The Motown-distributed V.I.P. label can have a real big winner in this engaging, steady driving thumper. Sock all-around vocal and instrumental performance on this potent chart contender.

(B+) SHOULD I TELL THEM (2:48) [Jobete BMI—Stevenson, Whitfield] Fetching rock-a-cha romantic.

JERRY COLE (Capitol 5265)

● LIFE WILL GO ON (2:20) [Fred Rose BMI—Blackwell] Here's an emotion-packed ballad reading by Jerry Cole with top sales potential. It's a big-sounding affair with string ork and chorus. Eye this for easy acceptance.

(B+) MEET ME ON THE CORNER (2:19) [American BMI—Cole] Don't neglect this tuneful chorus-backed item in the novelty vein.

SECRETS (Philips 40222)

● HE DOESN'T WANT YOU (2:20) [E. H. Morris ASCAP—Ballard, Marks] The Secrets have had hits in the past and they can score again with this top-flight medium-paced, teen-angled shufflin' tearjerker about a romance that goes on the rocks. Watch it closely.

(B+) HE'S THE BOY (2:10) [Merjoda BMI—Madara, White] Hard-driving, rhythmic bluesy handclapper.

JOHNNY PRESTON (Hall-Way 1204)

● WILLIE & THE HAND JIVE (2:37) [Johnny Otis BMI—Otis] This beautiful updating of a classic rocker could stir up plenty of deejay and sales excitement. The teen dance crowd should go for it in a big way. Could be Johnny's biggest since "Running Bear."

(B+) I'VE GOT MY EYES ON YOU (2:15) [Progressive BMI—Winley] Funky, country-flavored item with pop appeal.

BOBBY SHERMAN (Decca 31672)

● MAN OVERBOARD (2:17) [Premier BMI—Brass, Kooper, Levine] Bobby Sherman and choral group and ork swing brightly on this thumpin' hard-driving rocker with infectious melody and lyric. Loads of teen appeal—spinners should like it, too.

(B+) YOU MAKE ME HAPPY (2:22) [T. M. BMI—Curtiss] Spritely shuffle rock affair.

Best Bets

DEL VIKINGS (Gateway 743)

● I'VE GOT TO KNOW (1:55) [Waygate ASCAP—Lee] The Del Vikings can quickly get back in their money-making ways with this first-rate contagious medium-paced pop-r&b item about a guy who demands that his gal let him know where he stands with her. Loads of sales potential here.

(B+) WE THREE (2:35) [Robertson, Capone, Mysbls] Tender, slow-moving nostalgic shufflin' blues lament.

VIC THOMAS (Philips 40228)

● VILLAGE OF LOVE (2:22) [Trianon BMI—Brown, Mayer] Vic Thomas can have a hit on his hands in no time flat with this lively, swingin' teen-oriented updating of the years-back Nathaniel Mayer smash-eroo. Platter spinners should lay on this one in droves.

(B+) DOWN THE STREAM TO THE RIVER (2:40) [Brittany BMI—Thomas] Fast-moving folk-flavored chorus-backed romancer.

TEDDY RANDAZZO (DCP 1108)

● LOST WITHOUT YOU (2:45) [South Mountain BMI—Randazzo, Barberis] No stranger to the charts, Teddy Randazzo could do it on DCP with this building, moving ballad offering. Side is loaded with teen-pop appeal.

(B+) LESS THAN TOMORROW (2:52) [South Mountain BMI—Randazzo, Weinstein] Lilting teen-romancer.

MONARCHS (Sound 7 Stage 2530)

● CLIMB EVERY MOUNTAIN (2:44) [Williamson ASCAP—Hammerstein, Rodgers] The Monarchs can very well do Top 100 business with this slow-rockin' updating of the classic R&H "Sound Of Music" inspirational which boasts a lyrical pop-r&b back-beat and a contagious, repeating riff.

(B+) TAKE ME HOME (2:32) [Tree BMI—Gibson] Lively, rhythmic blues twister.

WALT DISNEY PRESENTS (Disneyland 775)

● IT'S A SMALL WORLD—Part 1 [R.M.&R.B. Sherman] The enchanting tune heard throughout the entire Walt Disney-Pepsi Cola exhibit at the World's Fair can easily become a favorite with the platter spinners. The English, Scandinavian and Swiss Yodeler portions are heard on this end.

● IT'S A SMALL WORLD—Part 2 [R.M.&R.B. Sherman] This half features the Japanese, Italian and (again) English segments. A sheer delight.

DEON JACKSON (Atlantic 7990)

● COME BACK HOME (2:43) [McLaughlin BMI—Simpson] Newcomer Deon Jackson can jump into the winner's circle with this top-notch fast-moving, chorus-backed pop-r&b hand-clapper about a guy who pleads for his gal to return to him.

(B+) NURSERY RHYMES (2:14) [McLaughlin BMI—Jackson] Effective, multi-dance blues novelty.

RUDY LYNN (Tribute 208)

● NUMBER ONE GUY (1:55) [Nassau BMI—Kaye] This could be an auspicious disk bow for Rudy Lynn who checks in with this teen-oriented rhythm ballad sparked by a heavy beat and catchy melody. Lad could make it with a push from the jocks.

(B+) YOU MADE IT MY WORLD (1:53) [Nassau BMI—Kaye, Russo] Juvenile ballad rocker.

DELANEY BRAMLETT (GNP 328)

● YOU NEVER LOOKED SWEETER (2:26) [Four Star BMI—Pitts] Chanter Delaney Bramlett displays a wide-range vocal talent on this potent, big-building romantic ballad he surveys with vigor and feeling. Eye it for early action.

(B+) HEARTBREAK HOTEL (2:39) [Tree BMI—Axton, Durden] First-rate updating of Presley blockbuster.

GALAXIES (Limelight 3035)

● GITCHY - GITCHY - GOO (2:12) [Lowery BMI—Galaxies] The Galaxies, a crew from down the Lone Star State way, can make national names for themselves with this rollicking, hard-driving, rhythmic, multi-dance pop-blues teen novelty. Side can break rapidly.

(B) ATLANTA (2:07) [Lowery BMI—Pugh] Infectious, up-tempo ode to the Ga. capitol.

HERB ALPERT'S TIJUANA BRASS (A&M 751)

● EL PRESIDENTE (2:28) [Almo ASCAP—Lake] The "Lonely Bull" hit-makers are good bets for another solid chart run as they carve out a fascinating, martial beat, Latin-flavored affair. There's cheers along the way for the titled figure. Can be a biggie.

(B+) ALL MY LOVING (1:53) [Unart BMI—McCartney, Lennon] This end's driving, Trad-Dixie instrumental version of the Beatles' hit.

B+ REVIEWS

JUNIOR & THE CLASSICS (Groove 0043)

(B+) THE DOG (2:06) [East BMI—Thomas] Lively treatment of Rufus Thomas hit.

(B+) BIRMINGHAM (1:49) [Old Lyne/T.M. BMI—Davie] Rockin', shoutin' wailer.

THE IMPELLAS (Constellation 131)

(B+) SEA OF LOVE (2:15) [Kamar BMI—Baptista] Teen romancer with r&b flavor.

(B) NO MORE TEARS (2:20) [Longhorn BMI—Randall, Davidson] R&B weeper with beat.

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that will make you remember it!

CAR PARTY/Outta Gas by The Sunrays (101)

GOODBYE GIRL/I'd Do Anything by Ritchie Dean (102)

SIXTEEN TONS/I'm Gonna Lose My Mind
by Harry Nilsson (103)

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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

B+ REVIEWS

T. C. LEE & KING PINS
(Federal 12525)

(B+) JUST KEEP ON SMILING
(2:40) [Sonlo BMI—Weaver, Thompson] Freewheelin' high-powered pop-r&b rocker.

(B+) I'M A LONESOME ROOSTER
(2:38) [Sonlo BMI—Reese, Thompson] Tender, funky blues tearjerker.

J. J. JOHNSON QUINTET
(Impulse 227)

(B+) ACROSS THE KAROO
(3:10) [Robbins ASCAP—MacDermot] Pleasant slow-shufflin' jazz variations.

(B) AMEN (2:45) [Unart BMI—Goldsmith] Twangy mid-stream version of the flick theme.

SAMMY WARD (Soul 35004)

(B+) YOU'VE GOT TO CHANGE
(2:41) [Jobete BMI—Stevenson] Rollicking, fast-moving rhythmic happy bluser.

(B) BREAD WINNER (2:43)
[Jobete BMI—Williams] Low-down real soulful r&b weeper.

E. C. BEATTY (Campbell 8852)

(B+) GOLF, GOLF, GOLF (3:04)
[Bentley BMI—Lester] Lively spoof of a duffer's life.

(B) A GOLFER'S DREAM (3:15)
[Bentley BMI—Beatty] Sincere recitation about a man who is really involved in golf.

BILLY STORM (Toma 2001)

(B+) I NEVER WANT TO DREAM AGAIN (2:15)
[Jimskip BMI—Darryl, Taylor] High-powered, raunchy, teen-angled lament.

(B+) BABY, DON'T LOOK DOWN
(2:28) [Metric BMI—Newman] Infectious, pop-blues rhythmic twister.

HAROLD BURRAGE (Vivid 102)

(B+) BETTY JEAN (2:40) [Conrad BMI—Hawkins, Toscano] Rollicking, slick, happy blues romancer.

(B) I CRY FOR YOU (2:30)
[Conrad BMI—Dixon] Low-down, funky traditional r&b weeper.

BILL MARX (Vee Jay 617)

(B+) NICE'N'EASY [Eddie Shaw ASCAP—Bergman, Spence] Melodic, lyrical, slow-moving, mid-stream jazz instrumental.

(B) MOON TUNE [Conrad BMI—Marx] More of the same.

NEIL WOLFE (Columbia 43118)

(B+) GOSPEL WALTZ (2:55)
[April ASCAP—Wolfe] Effective uptempo imaginative blues-jazz progressions.

(B) WHEN JOHNNY COMES MARCHING HOME (3:26)
[P. D.] Slow-moving reading of the oldie.

IMPORTANT III (Wells-Desett 2272)

(B+) HEY MR. LOSER (2:12)
[Phil-Shank BMI—Wells] Slow-shufflin' funky, soulful blueser.

(B) CHANGE MY PERSONALITY (1:55) [Phil-Shank BMI—Wells] Lyrical pledge of romantic devotion.

BRIGHTONES (Warner Bros. 5472)

(B+) SWIM, SWIM, SWIM (2:03)
[Ranger 7 & Burbank ASCAP—Bright, Jackson, Wisner] Lively, quick-paced pop-r&b teen dance item.

(B) RUMORS (2:00) [Ranger & Burbank ASCAP—Jackson, Wisner] Traditional, heartfelt shuffle-beat blues lament.

JEKYLL & HYDE (DCP 1111)

(B+) MY BABY LOVES MONSTER MOVIES (2:08) [Fireball BMI—Ramal, Goodman] Clever and catchy novelty tune adapted from folk melody, "Michael."

(B+) THEME FROM A WHODUNIT (2:20) [Fireball BMI—Ramal, Goodman, Wilson, Costa] Rapid-fire instrumental with heavy beat, guitars and wailing saxes.

GERALD GOODMAN (Tribute 212)

(B+) LA MUSIQUE (2:28) [Four Star BMI—Phillippe, Gerard] Pleasant mood theme.

(B) CARRIBOSSA (2:19) [Nassau BMI—Goodman, Norman] Easy-listening and Latin.

HANK WALLIS (RCA Victor 8431)

(B+) Highbrow (2:26) [Tuneville BMI—Strzelecki] Ear-pleasing ballad with chorus, strings.

(B) SAND DANCERS (2:27)
[T.M. BMI—Resnick, Young] Slow-rock dance affair with strings.

THE LOLLIPOPS (RCA Victor 8430)

(B+) BILLY, BILLY, BABY (2:25)
[Mansion ASCAP—Shuman, Shuman] Youthful ballad rocker.

(B+) BIG BROTHER (2:07)
[Northern ASCAP—Keller, Coleman] Happy, handclapper r&b item.

SHELBY FLINT (Valiant 6052)

(B+) WONDERLAND (2:19)
[Radford BMI—Addrisi] Slick teen ballad with polished delivery.

(B+) PIPES FOR KEITH (2:49)
[Radford BMI—Addrisi] Captivating Scottish folk ballad.

CASEY KASEM/BURBANK STRINGS
(Warner Bros. 5474)

(B+) LETTER FROM ELAINA (3:05) [Unart/MacLen BMI—Lennon, McCartney] Interesting letter from Beatle fan to "And I Love Her" backdrop.

(B) THEME FOR ELAINA (2:34) [Burbank ASCAP—Leyden, Saraceno] Lush & moody theme.

KAY STARR (Capitol 5259)

(B+) TOGETHER AGAIN (2:35)
[Central BMI—Owens] Warm and feelingful reading of Owens country hit.

(B+) FRIENDS (2:44) [Arch ASCAP—Torre, Spielman] Another lilting country-type offering.

JO-ANN (Name 4768)

(B+) THE NEW BOY (2:12) [Lizann BMI—Dillon, MacKechnie] Multi-track teen opus.

(B) WALKIN' ALL ALONE (2:08) [[Lizann BMI—Dillon, MacKechnie] Bluesy but youthful romancer.

TOMMY GOOD (Gordy 703)
(B+) BABY I MISS YOU (2:57)
[Jobete BMI—Stevenson] Deck is loaded with bluesy, return-to-me color.

(B) LEAVING HERE (2:53) [Jobete BMI—Holland, Dozier, Holland] Organ supplies the express choo-choo sound in this quick-beat blues stand.

JOHN CHESTER (Interphon 7706)

(B+) BYE BYE JOHNNY (1:59)
[Jewel-Berry] Here's an Australian import by John Chester and the Chessmen who gather up plenty of steam for this Chuck Berry tune.

(B) MISS ANN (2:02) [Paling-Johnson, Penniman] Typical rock and roll doings.

GLORIA MELBOURNE (A&M 740)

(B+) DON'T LET HIM (2:06)
[Dragonwyck BMI—Gates] Soft-voiced rhythm ballad.

(B) SO DUSTY (2:29) [Little Darlin' BMI—Cooper] Easy-gated shuffle ballad.

FRANK POLK (Capitol 5248)

(B+) TRUE LOVE (Comes Only Once In A Lifetime) (2:19)
[January BMI—Halley-Naval] Strong R&B number that has a flavor of Garnett Mimms.

(B) HIGH, WIDE, AND HANDSOME (2:48) [Metric BMI—Smith] Contagious slop number.

THE MISFITS (Imperial 66054)

(B+) THIS LITTLE PIGGY (1:42)
[Blen ASCAP—Mosely] Rock & roll Mother Goose style.

(B) LOST LOVE (2:07) [Blen ASCAP—Mosely] Warm ballad with effective femme chorus.

MATTHEW REID (Decca 31662)

(B+) ONE MORE MINUTE (2:35)
[Boston Rd BMI—Wayne, L'Heureux] Funky blues vocal.

(B+) HURT ME (2:32) [What's Happening, Boston Rd BMI—Wayne, Silvers] Ballad weeper.

THE SINCERES (Columbia 43110)

(B+) SNAP YOUR FINGERS (2:42) [Cigma BMI—Grady, A Zinetis] Updating of Joe Henderson hit.

(B) SINCERELY (2:18) [Arc BMI—Fuqua, Reed] Lilting version of while-back McGuire Sisters click.

LARRY & MIKE (Era 3135)

(B+) SO LONG LITTLE BUDDY (2:12) [Bamboo BMI—Duhig, Berry] Duet has strong teen appeal sound on this rock-a-cha-cha beat affair.

(B) LITTLE OL' LOVE MAKER ME (2:02) [Pattern ASCAP—Howard] Good, hard thumpin rocker.

DAVE HILL (Apogee 106)

(B+) THE ONLY BOY ON THE BEACH (2:41) [Greene ASCAP—Hess Byron] Pleasant rock-a-cha-cha ballad with loads of air play potential.

(B) NEW ORLEANS (2:27) [Luristan ASCAP—Hess] Haunting melody.

B+ REVIEWS

CLARENCE NELSON (Pen 352)

(B+) YOU MAKE ME FEEL SO GOOD (2:37) [Beckie BMI—Nelson] Solid R&B stumper sound.

(B+) I HURT (2:25) [Beckie BMI—Nelson] R&B tear-jerker ballad.

FLEETS (Volt 120)

(B+) PLEASE RETURN TO ME (2:20) [East Group BMI—Doyle, MacCaskill, Gallacher] Slick medium-paced multi-dance teen-oriented pop-r&b heartbreaker.

(B) GO AWAY (2:09) [East Group BMI—Doyle, MacCaskill, Gallacher] Lively, uptempo twister with an interesting repeating melody riff.

THE ZEPHYRS (Amber 213)

(B+) PINK RHAPSODY (1:51)
[Popular ASCAP—Cav Bruce] Bouncy 'strip' beat instrumental.

(B) HEAR HIM (2:15) [Popular ASCAP—Kremer, Bruce] Swingin' vocal offering.

B REVIEWS

4 GENTS (Vida 0120)

(B) FAR AWAY AT SEA (2:06)
[Kenyon ASCAP—J&G Majorana, Desarany, Kanakey] Slow movin ballad with while back sound.

(C+) MASSACRE (2:22) [Blen—Weissman] A tear-jerker backed with tom-tom beat.

MENARD ROGERS (Drum Boy 109)

(B) HOW SWEET IT IS [Jay Jay—Rogers] Pop-jazz instrumental.

(C) TO BE IN LOVE WITH SOMEONE [Jay Jay—Jaggiello] Up tempo vocal.

JOHNNY WILLIAMS TRIO
(Fayette 1624)

(B) OMAR (2:07) [Virtu ASCAP—Williams, Walker] Hard-driving, pulsating midstream jazz sounds.

(B) TOE TAPPING (2:39) [Virtu ASCAP—Williams, Walker] More of the same.

PAGE VALLEY BOYS (Franc 4504)

(B) REUBENS TRAIN (1:58)
[P. D.] High-spirited, infectious reading of the folk oldie.

(B) OLD BLUE (2:52) [P. D.] Another folk sturdie smoothly essayed.

RELIGIOUS

THE CHARIOT GOSPEL SINGERS
(Peacock 3031)

"That's Enough"/"My Friend"

THE HI-WAY O.C.'s (Peacock 3033)

"Tomorrow May Be Too Late"/"What Makes A Man"

LITTLE ACE and THE GOLDEN ECHOES (Peacock 3034)

"My Life Is In His Hands"/"So Soon"

POLKA

BOB MASTEL & THE POLKA SHARPS (Lodestar 108)

"Eichkatz Laendler" (Squirrel)/"Politician Polka"

**Girl with a head start on a big future?
The voice of the "Dr Pepper"
jingle on radio-tv, star of the
movie "Muscle Beach" and others!
Now, her debut on Capitol!**

5250



DONNA LOREN
BLOWING OUT THE CANDLES
JUST A LITTLE GIRL



**BLUE NOTE
HAS THE HOTTEST
JAZZ SINGLES**

JUST RELEASED

**LEE MORGAN
THE
SIDEWINDER**

BLUE NOTE 45x1911

The Big Single
From His New Hit Album
THE SIDEWINDER



THE SIDEWINDER
LEE MORGAN

THE SIDEWINDER
BLP 4157 (BST 84157)

D.J.'s: Write for Free Samples

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

**Clean Your
Magnifying Glass**

CHICAGO—Well, first of all every Argo distributor and certainly almost every disc jockey knows that the Ramsey Lewis single of "Something You Got" (Argo 5481) looks like an absolute giant! Now, a lot of these Argo distributors and many disc jockeys are stamp collectors. Doesn't every stamp collector have a magnifying glass? So, they'll look at this ad thru their magnifying glass and it'll give them the impression that it's really a half page! It's a sensational idea. And who knows; we may never again have to buy a big ad.

CHESS producing corp.

SELL-SATIONAL!!!

**"YOU SEND ME"
SUNNY AND THE SUNLINERS**

TEAR DROP 3040

J/B JAMIE/GUYDEN DIST.
Phila. 21, Pa.



**TOP 50
IN
R&B LOCATIONS**

		Pos. Last Week
1	FUNNY Joe Hinton (Back Beat 541)	1
2	WHERE DID YOUR LOVE GO Supreme (Motown 1060)	2
3	I STAND ACCUSED Jerry Butler (Vee Jay 598)	4
4	SELFISH ONE Jackie Ross (Chess 1903)	5
5	BABY I NEED YOUR LOVING Four Tops (Motown 1062)	8
6	UNDER THE BOARDWALK Drifters (Atlantic 2237)	3
7	OUT OF SIGHT James Brown (Smash 1919)	9
8	A HOUSE IS NOT A HOME Dionne Warwick (Scepter 1282) Brook Benton (Mercury 72303)	6
9	MERCY MERCY Don Covay (Rosemart 801)	21
10	DANCING IN THE STREET Martha & Vandellas (Gordy 7033)	14
11	EVERYBODY NEEDS SOMEBODY TO LOVE Solomon Burke (Atlantic 2241)	7
12	(THERE'S) ALWAYS SOMETHING THERE TO REMIND ME Lou Johnson (Big Hill 552)	12
13	YOU'LL NEVER GET TO HEAVEN Dionne Warwick (Scepter 1282)	15
14	YOU MUST BELIEVE ME Impressions (ABC Paramount 10581)	17
15	LET IT BE ME Betty Everett & Jerry Butler (Vee Jay 613)	26
16	JUST BE TRUE Gene Chandler (Constellation 130)	10
17	REMEMBER (WALKING IN THE SOUND) Shangri-Las (Red Bird 10008)	19
18	HEY GIRL DON'T BOTHER ME Tams (ABC Paramount 10573)	11
19	I'M ON THE OUTSIDE (LOOKING IN) Little Anthony & Imperials (DCP 1104)	20
20	RHYTHM Major Lance (Okeh 7203)	22
21	STEAL AWAY Jimmy Hughes (Fame 6401)	23
22	I'VE GOT NO TIME TO LOSE Carla Thomas (Atlantic 7947)	18
23	SECURITY Otis Redding (Volt 117)	28
24	GIVE ME BACK MY HEART Jackie Wilson (Brunswick 55269)	41
25	IT'S ALL OVER NOW Valentinos (Sar 152)	23
26	BABY DON'T DO IT Marvin Gaye (Tamla 54101)	—
27	PEOPLE SAY Dixie Cups (Red Bird 10-006)	24
28	KNOCK KNOCK (WHO'S THERE) Orlons (Cameo 332)	33
29	A QUIET PLACE Garnet Mimms (United Artists 715)	25
30	CANDY TO ME Eddie Holland (Motown 1063)	37
31	I'VE GOT A THING GOING ON Bobby Marchan (Dial 3022)	43
32	LET ME LOVE YOU B. B. King (Kent)	27
33	YOU PULLED A FAST ONE VIP's (Big Top 518)	35
34	LOVER'S PRAYER Wallace Bros. (Sims 189)	39
35	KEEP ON PUSHIN' Impressions (ABC Paramount 10554)	16
36	I'M TOO POOR TO DIE Louisiana Red (Glover 3002)	30
37	THAT'S WHAT LOVE IS Miracles (Tamla 54012)	—
38	I LIKE IT LIKE THAT Miracles (Tamla 54098)	31
39	MAKE UP YOUR MIND Anna King (Smash 1904)	39
40	SHARE YOUR LOVE Bobby Bland (Duke 377)	32
41	THE CAT Jimmy Smith (Verve 10330)	46
42	20-75 Willie Mitchell (Hi 2075)	44
43	HEARTBREAK Dee Clark (Constellation 132)	45
44	I WANNA LOVE HIM SO BAD Jelly Beans (Red Bird 10-003)	34
45	A WHOLE LOTTA SHAKIN' GOIN' ON Little Richard (Vee Jay 612)	48
46	WHY DO YOU WANNA ME BLUE Temptations (Gordy 7035)	—
47	A TEAR FELL Ray Charles (ABC Paramount 10571)	36
48	SOULFUL DRESS Sugar Pie De Santo (Checker 1082)	40
49	MAYBE THE LAST TIME James Brown (Smash 1919)	—
50	WEEP NO MORE Nathan McKinley (Raco)	42



**JUKE BOX OPS'
RECORD GUIDE**

ACTIVE with OPS

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

SALLY WAS A GOOD OLD GIRL Fats Domino (ABC-Paramount 10584)	SATIN DOLL Earl Grant (Decca 25638)
SOMETHING YOU GOT Ramsey Lewis Trio (Argo 5481)	MR. SANDMAN Fleetwoods (Dolton 98)
IT'S ALL OVER Ben E. King (Atco 6315)	SINCERELY Pat Boone (Dot 16641)
MELANCHOLY BABY Nino Tempo & April Stevens (Atco 6314)	ZIP-A-DEE-DO-DAH Buddy Greco (Epic 9713)
PRAYER MEETIN' Jimmy Smith (Blue Note 1909)	LA NUIT Jimmy Lytell (Ember 1107)
SQUEEZE HER—TEASE HER Jackie Wilson (Brunswick 55269)	LITTLE QUEENIE/BOO-RAY Bill Black's Combo (Hi 2079)
UNDER PARIS SKIES Andy Williams (Cadence 1447)	WHISTLIN' Roger Williams (Kapp 607)
SACRIFICE Little Milton (Checker 1078)	LOVERS ALWAYS FORGIVE Gladys Knight & Pips (Maxx 329)
THE LONG SHIPS Charles Albertine (Colpix 726)	WITHOUT THE ONE YOU LOVE Arthur Prysock (Old Town 1170)
FUNNY GIRL/ABSENT-MINDED ME Barbra Streisand (Columbia 43127)	HELLO DOLLY POLKA New Yorkers (Pan 151)
SILLY OL' SUMMERTIME New Christy Minstrels (Columbia 43092)	A SHOT IN THE DARK Henry Mancini (RCA Victor 8381)
THE LOVE GODDESSES/WHERE LOVE HAS GONE Jerry Vale (Columbia 43105)	ROCKIN' ROBIN Rivieras (Riviera 1403)
GOOD TIME CHARLEY Banjo Barons (Columbia 43097)	MARTA Los Indios Tabajaras (RCA 8401)
HUMBUG Pete Fountain (Coral 62427)	FEVER Alvin Robinson (Red Bird 10-010)
FOLLOW THE RAINBOW Terry Stafford (Crusader 109)	SOUL DRESSING Booker T. & MG's (Stax 153)
MORE SOUL, THAN SOUL Eddie Harris (Columbia 43075)	SOMEBODY NEW Chuck Jackson (Wand 161)
ROSEBUD Robert Maxwell (Decca 31668)	

NEW ADDITIONS to TOP 100

67—BABY DON'T YOU DO IT Marvin Gaye (Tamla 54101)	87—DO YOU WANT TO DANCE Del Shannon (Amy 911)
72—I DON'T WANT TO SEE TOMORROW Nat King Cole (Capitol 5261)	89—THE THINGS IN THIS HOUSE Bobby Darin (Capitol 5257)
77—THAT'S WHAT LOVE IS MADE OF Miracles (Tamla 54012)	91—HE WON'T ASK ME Cilla Black (Capitol 5258)
78—THE ANAHEIM, AZUSA, ETC. Jan & Dean (Liberty 55274)	93—I WOULDN'T TRADE YOU FOR THE WORLD The Bachelors (London 9693)
80—COME A LITTLE BIT CLOSER Jay & Americans (United Artists 759)	95—SOFTLY AS I LEAVE YOU Frank Sinatra (Reprise 0301)
81—DEATH OF AN ANGEL Kingsmen (Wand 164)	100—RIDE THE WILD SURF Jan & Dean (Liberty 55274)
86—PEARLY SHELLS Burl Ives (Decca 31659)	

AIMED at OPS

**BLUES STAY AWAY FROM ME/COLUMBUS STOCKADE BLUES—Lenny Dee—
Decca 25649**

**Maurice Baron,
A Cleffer, Dies**

NEW YORK—Maurice Baron, from 1932-49 a composer for the Radio City Music Hall, died here on Sat., Sept. 5, at the age of 75. The French-born composer-arranger-conductor also wrote thematic material for a number of flicks, including 1924's "Hunchback of Notre Dame," and had penned some 350 compositions. Baron was also a performer with a number of symphony orchestras, including the Seattle and San Francisco ensembles. He is survived by a daughter, five grandchildren and three great grandchildren. His wife died in 1960.

**Nat Cole's 6
Languages Of "L-O-V-E"**

NEW YORK—The record business' international look has been further emphasized with the word that Nat Cole has cut a song in six languages, the first time the songster has done something like this.

Tune involved is his new Capitol single, "L-O-V-E," a Bert Kaempfert number described as being in the mood of "Mack the Knife." Capitol also states it's the initial instance of Cole doing a song especially for the foreign market. He cut the effort in French, German, Italian, Japanese, Spanish and, of course, English.

Cole has done exceedingly well with LP's cut in Spanish, especially a date called "Cole Espanol."

ALBUM PLANS

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

ABC-PARAMOUNT, IMPULSE! & TANGERINE

12½% discount on all new and catalog product. Expires: Sept. 30.

AUDIO FIDELITY

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

COLPIX

"Fall Clix From Colpix": Six new albums on a buy-six-get-one-free basis.

FOLKWAYS

A fall incentive plan whereby eight pre-packaged units—10 albums each—are offered on a buy-6-get-1-free basis. Also, other LP's at additional 12½% discount.

LONDON

Part 1 of 3-Part Fall Program: extra discounts, delayed payments, ad money on Mantovani, Richmond Classics, Richmond Opera and new import lines: Das Alte Werk, Argo and L'Oiseau-Lyre.

MERCURY

"Cool Aids for Summer Selling": cash discount on 14 new LP's, a pre-fall discount on catalog product. Expires: Oct. 15; "Out of This World with Mercury": cash discount on LP's. Expires: Oct. 15.

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.

PHILIPS

"A Stake In The Future": 10% discount on pop LP's, 20% discount on classical product. Expires: Oct. 31.

REQUEST

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

ROULETTE

"Fall Formula On Roulette": 15% discount on all LP's, include Roulette, Tico, Roost, Squire and Kenwood. Special dating to qualifying accounts. Expires: Sept. 30.

STARDAY

Country Music Spectacular Sales Plan. 20% discount. Expires: Sept. 30.

TAMLA-MOTOWN-GORDY

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

VANGUARD, BACH GUILD, EVERYMAN

10% discount on Vanguard and Bach Guild LP's; 10% discount on Demonstration and Everyman classics, mono only; 30% discount on Demonstration and Everyman classics, stereo only. Expires: Sept. 30.

VEE JAY

10% discount on LP's.

WORLD ARTISTS

10% discount on LP's. No expiration date announced.

Marty Kadish Joins Walt Disney In East

NEW YORK—Marty Kadish has left his post as national sales manager of Elektra Records to join the Walt Disney disk operation in the east.

He will cover all activities involving the Disneyland and Vista labels originating from the New York office. He is currently getting detail on the organization from Bob Elliot, national sales manager, and Bob Larsen, eastern sales manager.

Before his 2-year stay at Elektra, Kadish saw him move up from western regional manager to sales head, Kadish served as a sales and promo rep in the east and west. He has also worked with the sales division of western One-Stops and Pic-A-Tune in the Frisco area.

Current emphasis at the label is the "Mary Poppins" soundtrack; the picture is in general distribution in Oct., a time that the label figures will signify a great outburst of sales for the

Pair Incorporates Indie Producing Firm

HOLLYWOOD—Don and Alleyne Cole, who record exclusively for Vee Jay's Tollie label, have incorporated their own master producing firm as Cole-Gates, with several other artists under personal contract.

The two youngsters, who work out of their own Phoenix studios, continue to produce their own masters for Tollie, with a new single and an album slated for release in the next few weeks, according to Tollie exec. Steve Clark.

Meanwhile, the Coles have signed Ron Ferne, Stan Cole and Jack Cook as Cole-Gates performers, and are cutting singles on these artists separate from their own Tollie deal.

Don and Alleyne, who are in their early twenties, also write their own songs, and accordingly are setting up a subsid publishing company under the Cole-Gates banner.

As artists, the pair have signed up with Personal Manager Stan Wagner, who heads the Ventures' management firm, with heavy bookings following their initial Tollie hit, "Something's Got A Hold Of Me."

Contino-Dot LP Deal

HOLLYWOOD—Dick Contino, the accordionist-singer, last week concluded a deal between his RiCon Corp. and Dot Records, whereby RiCon will produce albums exclusively for release on the Dot Label or Dot's subsidiary label, Hamilton.

Two Contino LP's will be released this month, alternately on Dot and Hamilton. First, for Dot, is "Dick Contino On Stage," featuring the best of the performer's show as performed at The Riviera Hotel in Las Vegas.

The Hamilton album is titled "Accordion Magic" and features 12 dance or background instrumentals. Both were waxed recently in Las Vegas before Contino closed at The Riviera.

Deal was personally negotiated between Contino's manager James F. Harper and Randy Wood, Dot prexy. Tom Mack handled A & R chores in Vegas with Dot engineering chief Thorne Nogar helming controls.

This One's On Us



SAN FRANCISCO—Capitol thrush Nancy Wilson and Kapp's Jack Jones join forces for an impromptu song and dance at a recent charity affair held here. The lark, a consistent best-seller in the album market, is currently riding the charts with her biggest single to date, "You Don't Know How Glad I Am." Jones' latest chart climber is "Where Love Has Gone."

Epic Offers 5 Tapes For Sept.

NEW YORK—Epic Records' round-up of 4-track stereo tapes for Sept. includes four pop and one classical.

Releases include "Around the World with the Village Stompers," "Buddy Greco on Stage!," "Hello Louis," Louis Armstrong, "Lester Lanin and His Orchestra Play 23 Richard Rodgers Hits" and, on the classical side, Mendelsohn's Quartets numbers 2 and 3 by the Julliard String Quartet. Latter item is being released simultaneously with its LP counterpart.

Paramount To Stay Open For Dave Clark Five

NEW YORK—New York's Paramount Theater gets still another lease on life when the Dave Clark Five make a 10-day stand there starting Oct. 31. Show will be produced by Sid Bernstein, who brought the Animals and a number of other rock acts to the Paramount for a 10-day stint completed last weekend. Animals stay re-opened the theater following news of its demise. It was Bernstein who first presented the Beatles in New York (at Carnegie Hall) and the Dave Clark Five as well (also Carnegie Hall). Latter group will have a 45-date p.a. tour here.

"BUSIEST STUDIO IN TOWN" (WHY?)

"RATES"

MONO	2 or 3 Track Stereo	4 Track Stereo	6 Track Stereo
\$20	\$25	\$35	\$50
Per Hour	Per Hour	Per Hour	Per Hour

TALENTMASTERS RECORDING STUDIOS

2 STUDIOS—"ONE FULL BLOCK LONG"—FROM 41st TO 42nd ST.

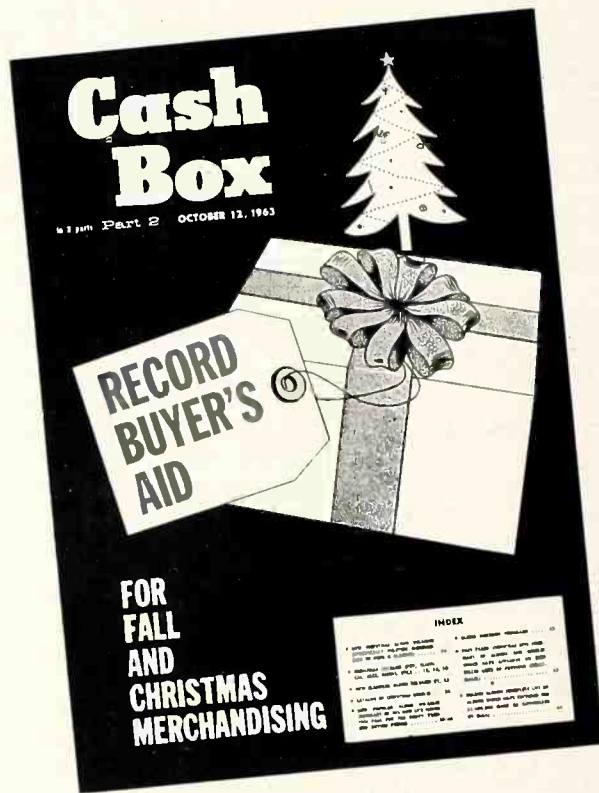
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FALL & CHRISTMAS RECORD BUYER'S MERCHANDISING AID ?



THE 1964 BUYER'S AID NOW BEING READIED

- ... A separate full-size merchandising supplement that the record buyer will refer to each day of the coming months.
- ... The only complete album listing of all Christmas and fall release albums available to the trade.
- ... Samples of all "in-store" and "point-of-purchase" aids available to the retailer.

PREPARE YOUR SALES MESSAGE NOW!

Time is running out.

ISSUE DATED OCTOBER 10th

CLOSING DATE SEPTEMBER 30th



TOP 100 Albums



TOP 50 STEREO

MONAURAL

SEPTEMBER 19, 1964

Pos. Last Week	Album	Pos. Last Week	Album	Pos. Last Week	Album
1	HARD DAY'S NIGHT Beatles (United Artists UAL 3366)	1	TODAY New Christy Minstrels (Columbia CL 2159)	40	MOONLIGHT AND ROSES Jim Reeves (RCA Victor LPM 2854)
2	SOMETHING NEW Beatles (Capitol T 2108)	2	PRAYER MEETIN' Jimmy Smith (Blue Note 4164)	39	HERE'S GODFREY CAMBRIDGE, READY OR NOT (Epic FLM 13101)
3	EVERYBODY LOVES SOMEBODY Dean Martin (Reprise RS 6130)	3	CALL ME IRRESPONSIBLE & OTHER ACADEMY AWARD WINNERS Andy Williams (Columbia CL 2171)	29	ANOTHER SIDE OF BOB DYLAN (Columbia CS 8993)
4	GETZ/GILBERTO Stan Getz & Joao Gilberto (Verve V 8545)	5	WHERE LOVE HAS GONE Jack Jones (Kapp KL 1396)	53	CHAPEL OF LOVE Dixie Cups (Red Bird 20-100)
5	ALL SUMMER LONG Beach Boys (Capitol T 2110)	4	FABULOUS VENTURES (Dolton BLP 2029)	38	ON THE MOVE Trini Lopez (Reprise RS 6112)
6	PETER, PAUL & MARY IN CONCERT (Warner Bros. 1555)	8	THE BARBRA STREISAND ALBUM (Columbia CL 2007)	49	MAKE WAY FOR DIONNE WARWICK (Scepter 523)
7	SUGAR LIPS Al Hirt (RCA Victor LPM 2965)	12	CHUCK BERRY'S GREATEST HITS (Chess LP 1485)	36	FROM RUSSIA WITH LOVE Soundtrack (United Artists UAL 5114)
8	HELLO DOLLY Louis Armstrong (Kapp FL 1364)	9	BE MY LOVE Jerry Vale (Columbia CL 2181)	52	BEWITCHED Jack Jones (Kapp KL 3365)
9	FUNNY GIRL Broadway Cast (Capitol VAS 2059)	10	LOOKING FOR LOVE Soundtrack (MGM E 4229)	44	WHERE DID OUR LOVE GO Supremes (Motown 621)
10	RAG DOLL 4 Seasons (Phillips PHS 600-146)	11	AL DI LA Ray Charles Singers (Command 33-870)	55	MARY WELLS GREATEST HITS (Motown 616)
11	PINK PANTHER Henry Mancini (RCA Victor LPM 2894)	7	THE ANIMALS (MGM E 4264)	69	MY FAIR LADY Andy Williams (Columbia CS 9005)
12	HELLO DOLLY Broadway Cast (RCA Victor LCO 1087)	6	JOHNNY RIVERS AT THE WHISKEY A' GO GO (Imperial LP 9264)	33	THE KINGSMEN VOL. II (Wand 659)
13	COTTON CANDY Al Hirt (RCA Victor LPM 2917)	13	TOGETHER AGAIN/MY HEART SKIPS A BEAT Buck Owens (Capitol ST 2135)	56	IN THE WIND Peter, Paul & Mary (Warner Bros. WB 1507)
14	UNSINKABLE MOLLY BROWN Soundtrack (MGM E 4232)	14	RETURN OF THE DAVE CLARK FIVE (Epic LN 24104)	23	MILES DAVIS IN EUROPE (Columbia CL 2183)
15	BARBRA STREISAND/THE THIRD ALBUM (Columbia CL 2154)	18	HAVE A SMILE WITH ME Ray Charles (ABC Paramount 495)	50	SEX LIFE OF A PRIMATE Shelly Berman (Verve 15043)
16	IT MIGHT AS WELL BE SWING Frank Sinatra & Count Basie (Reprise FS 1012)	17	UNDER THE BOARDWALK Drifters (Atlantic 8093)	60	WHO'S AFRAID OF VIRGINIA WOOLFE Jimmy Smith (Verve 8583)
17	AMERICAN TOUR WITH DAVE CLARK FIVE (Epic LN 24117)	20	I WALK THE LINE Johnny Cash (Columbia CL 2190)	46	CATCH A RISING STAR John Gary (RCA Victor LM 2745)
18	KEEP ON PUSHING Impressions (ABC Paramount 493)	21	WITHOUT YOU Robert Goulet (Columbia CL 2200)	62	THE FIRST NINE MONTHS ARE THE HARDEST Len Weinrib & Joyce Jameson (Capitol T 2034)
19	BEST OF JIM REEVES (RCA Victor LSP 2890)	25	THE BEATLES' SECOND ALBUM (Capitol T 2080)	26	JOAN BAEZ IN CONCERT VOL. II (Vanguard VSD 2123)
20	MORE OF ROY ORBISON'S GREATEST HITS (Monument MLP 8024)	30	I LOVE YOU MORE & MORE EVERY DAY/TEARS & ROSES Al Martino (Capitol T 2107)	54	GREAT THEMES FROM HIT FILMS Enoch Light (Command RS 871)
21	LOUIE, LOUIE Kingsmen (Wand 657)	24	THE SECOND BARBRA STREISAND ALBUM (Columbia CL 2054)	64	INTRODUCING THE BEATLES (Vee Jay LP 1062)
22	CONCERT SOUND OF HENRY MANCINI (RCA Victor LPM 2897)	16	SHUT DOWN VOL. II Beach Boys (Capitol T 2027)	34	NORTHERN JOURNEY Ian & Sylvia (Vanguard VRS 9154)
23	THE ROLLING STONES (London LL 3375)	27	THIS IS US Searchers (Kapp KL 1409)	67	VERY THOUGHT OF YOU Rick Nelson (DL 74559)
24	HONEY IN THE HORN Al Hirt (RCA Victor LPM 2733)	19	I DON'T WANT TO BE HURT ANYMORE Nat King Cole (Capitol T 2118)	58	YESTERDAY'S GONE Chad Stuart & Jeremy Clyde (World Artists WAM 2000)
25	BEATLES' SONG BOOK Hollyridge Strings (Capitol T 2116)	15	TELL ME WHY Bobby Vinton (Epic LN 24113)	65	INVISIBLE TEARS Johnny Mann (Liberty LRP 3387)
26	LATIN ALBUM Trini Lopez (Reprise RS 6125)	28	TODAY, TOMORROW, FOREVER Nancy Wilson (Capitol T 2082)	61	CARMEN L. Price, F. Correlli, & R. Merrill (RCA Victor LDS 6164)
27	LAND OF GIANTS New Christy Minstrels (Columbia CL 2187)	37	GLAD ALL OVER Dave Clark Five (Epic LN 24093)	43	THIS IS THE GIRL THAT IS Nancy Ames (Liberty LRP 3369)
28	SOMETHING SPECIAL FOR YOUNG LOVERS Ray Charles Singers (Command RS 866 SD)	31	DANG ME Roger Miller (Smash MPS 27049)	35	JAZZ IMPRESSIONS OF JAPAN Dave Brubeck (Columbia CS 9012)
29	LICORICE STICK Pete Fountain (Coral CRL 57460)	47	EVERYBODY KNOWS Steve Lawrence (Columbia 2227)	68	MORE GOLDEN HITS OF THE FOUR SEASONS (Vee Jay VJS 1088)
30	YOU DON'T KNOW (HOW GLAD I AM) Nancy Wilson (Capitol 2155)	51	ANOTHER HIT ALBUM Billy Vaughn (Dot DLP 25593)	76	WITH A TASTE OF HONEY Morgana King (Mainstream 56015)
31	SO TENDERLY John Gary (RCA Victor LSP 2922)	41	DREAM WITH DEAN Dean Martin (Reprise R 6123)	77	POP GOES THE TRUMPET Al Hirt & Arthur Fiedler (RCA Victor LM 2729)
32	CHIPMUNKS SING THE BEATLES (Liberty 3388)	42	WEST SIDE STORY Filmtrack (Columbia OL 5670)	66	ROBIN AND THE SEVEN HOODS Soundtrack (Reprise F 2021)
33	THE BEST OF HENRY MANCINI (RCA Victor LPM 2693)	32	MEET THE BEATLES (Capitol T 2047)	59	WOODY ALLEN (Colpix CP 518)
34	BEST OF BUCK OWENS (Capitol T 2105)	22			

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS

● Indicates Strong Upward Move

POP PICKS



SONGS FROM "MY FAIR LADY" & OTHER GREAT HITS—Andy Williams—Columbia CS9005

Andy Williams, with an unbroken chain of top five albums, is sure to repeat that success with this newest effort on Columbia. The chanter devotes one side of the set to the music from "My Fair Lady" and the other to six melodic gems from current, recent and years-back Broadway shows. Launching the set with the romantic "On The Street Where You Live," the songster also includes potent readings of "I've Grown Accustomed To Her Face," "Where Or When" and "People." Watch this one zoom to the top.



THE BEACH BOYS SONG BOOK—The Hollyridge Strings—Capitol ST 2156

The Hollyridge Strings came from left field a few months ago to go directly to the top 15 of the LP charts with their lilting treatments of the Beatles' biggies. This second offering, aimed at the hits of the Beach Boys, is sure to travel the same hit path as the ork offers lush and swaying renditions of "I Get Around," "Surfin' U.S.A.," "Shut Down" and nine other Beach Boys blockbusters. Eye it for a rapid climb to chartdom.



DELICIOUS TOGETHER—Betty Everett & Jerry Butler—Vee Jay VJLP 1099

Betty Everett and Jerry Butler have teamed-up quite successfully on several singles and the chances are that this pop-r&b session of current favorites and vintage evergreens will create plenty of excitement. The duo perfectly blend their distinctive vocal talents into one cohesive musical unit. Best bets here include "Love Is Strange," "Let It Be Me" and "Our Day Will Come."



CLIFF RICHARD IN SPAIN—Epic LN 24115

Cliff Richard could well create plenty of summer and fall sales activity with this top-drawer set of all-time Latin favorites, all sung in Spanish. While backed and supported by his Shadows and the Norris Paramor Strings, the songster shines on "Perfidia," "Amor, Amor, Amor" and "Me Lo Dijo Adela." Eye the package for rapid acceptance.



ELLA FITZGERALD SINGS THE JEROME KERN SONG BOOK—Verve V 4060

The lark, who has scored extremely well with her previous Nelson Riddle-arranged 'Song Book' packages, seems destined to go a like success route with this delightful, nostalgic set of Jerome Kern favorites. Ella's rich, wide-range, lyrical voice and sensitive delivery carries her in fine stead on "A Fine Romance," "All The Things You Are" and "I'll Be Hard To Handle." Superior listening throughout.



FAMOUS SCENES FROM 'HAMLET'—Richard Burton & B'Way Cast—Columbia OL 8020

Richard Burton and the Broadway cast of "Hamlet" perform scenes from the recent box-office smash on this excerpt-version from Columbia. Issued in its entirety a few months ago, this "highlight" version is sure to be a welcome addition to the spoken word shelf. Burton's interpretation of the melancholy Dane is powerful and the balance of the cast is outstanding. Slices include the major soliloquies, the Chapel scene, the death of Ophelia and others. A superb package.



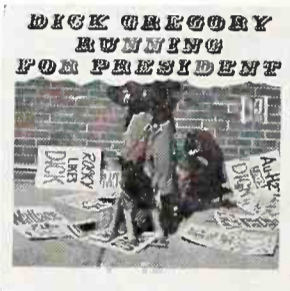
WAYNE NEWTON SINGS HIT SONGS—Capitol ST 2130

Wayne Newton, a performer with both adult and teen appeal as a result of his "Danke Schoen" smash, comes up with his third Capitol album outing—again with a stellar line up of current and recent hits. The chanter's buoyant delivery and power-packed voice prove a natural for such goodies as "Call Me Irresponsible," "Wives And Lovers," "Shangri-La," and "More." Loads of loot to be made with this one.



GO, TEAM, GO!—Norman Luboff Choir—RCA Victor LSP-2924

The Norman Luboff Choir heralds the forthcoming college football season with this program of rousing fight and victory songs from 20 top universities. Backed by a bold and brassy marching band, the choristers gather up plenty of steam and spirit for such familiar college favorites as "Rambling Wreck From Georgia Tech," "Anchors Aweigh," "Notre Dame Victory March" and 17 others. The Luboff crew has a fine track record at the disk shops and this one should match its predecessors.



POP BEST BETS

DICK GREGORY FOR PRESIDENT—Vee Jay VJ 1093

Dick Gregory is back again and this time on a rapid-fire comedy set for Vee Jay on which the laughman pulls out all the stops. Nothing is apparently too sacred for the laughman to attack and/or spoof. Outstanding bits here include Gregory's version of the Negro social agencies and the problems of moving into a white neighborhood. Plenty of sales potential here.



THE 15 GREATEST HITS OF THE BEATLES—Merseybeats—Vee Jay VJ 1101

The Merseybeats come up with a fine musical tribute to the Beatles, as writers, with this blues-ribbon set featuring a program of tunes composed by the famous lads from Liverpool. The group pulls out all the stops and dish-up fine renditions of such favorites as "She Loves You," "Please Please Me" and "I Want To Hold Your Hand." Plenty of potential here.



SOMETHING WONDERFUL HAPPENS—Frankie Fanelli—RCA Victor LPS 2898

RCA Victor's newest singing discovery, Frankie Fanelli, makes his second album appearance on the label with this program of romantic ballads dished up with warmth and feeling. The chanter has rich and wide-range voice he uses to strong advantage on such favorites as "Love Letters," "Sweet September," "Stella By Starlight" and "Heather On The Hill." Plenty of listening enjoyment to be had here. Also first-rate programming fare.



INVISIBLE TEARS—Johnny Mann Singers—Liberty LRP 3387

The Johnny Mann Singers could have one of their biggest album successes in quite a while with this top-notch set of currently popular ballads and uptempo items. Mann has created some lush orchestral settings to show off this large chorus to best advantage. Among the best bets here are "Invisible Tears," "People" and "Everybody Loves Somebody." Deejays should find loads of spinnable material here.



ODETTA SINGS OF MANY THINGS—RCA Victor LSP 2923

The vet folk-blues lark-guitarist dishes-up a fine sampling of traditional songs and newer items on this top-notch set from RCA Victor. Odetta's deep, rich voice and feelingful, emotion-packed delivery carries her in good stead on superior renditions of "Troubled," "Froggy Went A-Courtin'" and "Sea Lion Woman." One of the best sets that the artist has cut in quite a while.

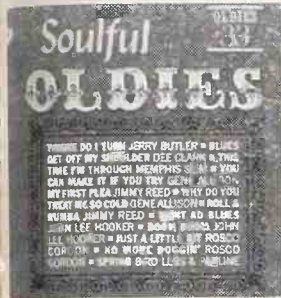


OH, PLAY THAT THING!—Max Morath—Epic LN 24106

Max Morath, that vet communicator of ragtime syncopations, teams-up with Nashville's Jordanares on this swingin' scintillating program of familiar and little-known items from that bygone era. The 88'er is in his best high-spirited form on "Hello, My Baby," "Easy Winners" and "Save It For Me." Album should be great fun for a party.



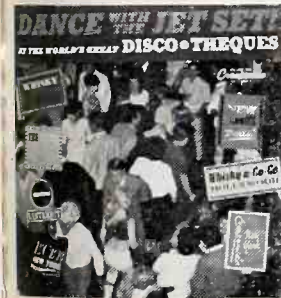
HANGIN' OUT—Joe Cuba—Tico 1112
Here's a vibrant and pulsating package of Latin-American rhythms from Joe Cuba and his sextet that is sure to stir up plenty of sales excitement. This is the Cuba crew's debut set on Tico and they sparkle throughout with broad-appeal readings of "Quinto Sabroso," "Yo Y Borinquen" and a smooth in-English treatment of a haunting ballad tagged "I Need You." Brisk sales seem assured.



SOULFUL OLDIES—Various Artists—Oldies 33 OL 8005
The label, which has built-up an impressive reputation with its previous packages of oldies, can do good business with this top-drawer album of r&b-oriented tunes. Spinners and buyers alike should really dig "Where Do I Turn" by Jerry Butler, "My First Plea" by Jimmy Reed and "Boom Boom" by John Lee Hooker. A collector's item.



DANCING DISCOTHEQUE—Various Artists—Mercury SR 60964
The discotheque craze seems to be growing by leaps and bounds every day, and this top-drawer set featuring such stellar bands as the Quincy Jones, David Carroll, Clebanoff crews, etc., could create plenty of attention. The various orksters render a bevy of popular tunes in a variety of danceable tempos. Among the best bets here are "Desafinado," "Hully Gully" and "Comin' Home Baby." Fine fare teens and oldsters alike.



DANCE WITH THE JET SET!—Various Artists—GNP Crescendo 2002
Here's another in a long string of "discotheque" packages—this one from GNP Crescendo and featuring the often wild and hectic rhythms of Billy Strange, The Good Guys, Rene Touzet, the Soul Kings, and Les Brown, Jr. The late hours dance crowd should flip for these vibrant items geared for the frug, the watusi, the swim, the cha cha and many others. Served up in a variety of dance tempos, the tunes include "C'Mon And Swim," "Memphis," "Kansas City" and more.



THE SONGS WE HEARD WHEN WE WERE IN ENGLAND—London International SW 99335
Here's another in London International's "When We Were In..." series, this time highlighting the songs heard by American soldiers in England just after the war. Recorded live in The Plough pub in London, the songs are delivered in impromptu sing-along style with the actual pub noises in the background. A nostalgic offering that is sure to attract attention in a variety of areas. "You Made Me Love You," "My Bonnie," "It Had To Be You" are just a few of the tunes included.



MUSIC FOR ISOMETRIC EXERCISES—Music Voice MVM 2014
Weight watchers and body building buffs should find this combination exercise booklet and accompanying album a handy addition to their personal improvement programs. The exercises (14 of them) are explained in detail in the booklet, and accurately timed on the disk via bell sounds and interim music. Physical fitness has become more than a fad in recent years and isometric "no movement" exercises should prove very popular.

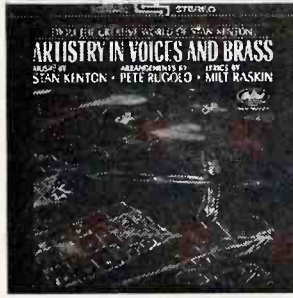


FOR ALL WE KNOW—George "Stardust" Green—M&M LM 26
George "Stardust" Green is a newcomer, who if this initial LP is any indication of his talents, will be around for quite a while. The chanter has a plaintive, wide-range voice and a distinctive bluesy delivery. While backed by a small, swingin' combo the artist shines on "For All We Know," "My Romance" and "Come Rain Or Come Shine." A performer to watch.

JAZZ PICKS



MY FAIR LADY—Andre Previn—Columbia CS8995
The upcoming film version of "My Fair Lady" has sparked a deluge of "Lady" albums in recent weeks and this new jazz treatment from Andre Previn is sure to get plenty of sales and airplay attention in the coming months. The 88'er, equally at home in the jazz, pop or classical medias, dishes up these Lerner & Loewe tunes with verve and artistry. Previn fans will come out in strength for these bright readings of "You Did It," "The Rain In Spain," and "I Could Have Danced All Night."

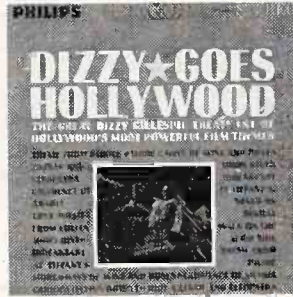


ARTISTRY IN VOICES AND BRASS—Stan Kenton—Capitol ST 2132
Stan Kenton is obviously not one to rest on his previous laurels. Always reaching for the new, the vet jazzman, this time out, has created an imaginative concept in which an 18-strong chorus is set off against five trombones. The result is a lyrical, cliché-free listening experience. Highlights include "Moonlove," "Painted Rhythm" and "Daydreams In The Night." Eye the LP for rapid consumer acceptance.



BASIE LAND—Count Basie—Verve V8597
For almost three decades Count Basie has been one of the leading spokesmen in the world of big band jazz and this latest session on Verve attests to his right to hold this coveted position. The 88'er swings brightly and moodfully without ever losing sight of the music and his pianistics are as fresh and inventive as ever. Basie buffs will dig his superb readings of "Basie Land," "Big Brother," "Count Me In" and "Wanderlust." A first-rate jazz session in the finest Basie tradition.

JAZZ BEST BETS

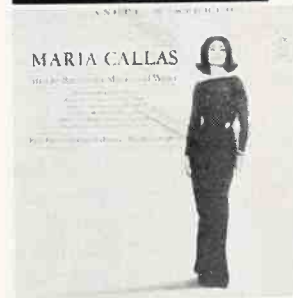


DIZZY GOES HOLLYWOOD—Dizzy Gillespie—Philips PHS 600 123
The vet jazz trumpeter really swings up a storm on this high-powered Philips set of mostly recent vintage flick theme. While backed by a small, closely-knit midstream combo, Gillespie's inventive brand of melodic progressions are effectively spotlighted on "Moon River," "Love Theme From Lolita" and "Walk On The Wild Side." Jazzophiles should dig this set.



BEATLEJAZZ!—Bob Hammer Band—ABC-Paramount ABC 497
Here's an imaginative set which cashes-in the basically fine melodic developments of some of the Beatles better-known tunes. The Bob Hammer Band renders up a fine sampling of the British rock group's songs in an effective midstream jazz style. Both jazzophiles and teens should dig the band's spirited renditions of "I Want To Hold Your Hand," "As I Love Her" and "Hard Day's Night."

CLASSICAL PICKS



MARIA CALLAS SINGS ARIAS BY BEETHOVEN, MOZART & WEBER—Angel 36200
Here is Maria Callas performing a variety of dramatic arias from the works of Beethoven, Mozart and Weber. The soprano's powers of emotional intensity and dramatic vocal qualities are potentially exhibited here on Or sai chi l'onore from Don Giovanni, Porgi, amor from "The Marriage of Figaro" and "Ocean, thou mighty monster" from Weber's Oberon. Opera buffs will surely want to add this superb Callas package to their collections.



DEBUSSY: Images; Pierre Monteux conducting the London Symphony Orchestra—Philips PHS 900 058
The late Pierre Monteux demonstrates conclusive proof-positive why he was regarded as one of the grand old masters of the modern classical tradition. The conductor batons the London Symphony Orchestra in a sweeping, powerful reading of all three of Debussy's "Images." The disk also includes a top-flight version of the composer's "Martyrdom Of Saint Sebastian." Outstanding classical fare.

A Chance Meeting



NEW YORK—Bobby Vinton (right), who is currently riding the Top 100 with "Clinging Vine" on Epic, recently secured a piece of material from a somewhat unusual source. An Americana Hotel bellman, John Korolow (left), an up and coming songwriter, showed the chanter one of his efforts tabbed "By Choice Or By Chance." Vinton liked the tune, and he'll cut in his next LP session.

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"POPS" GOES THE TRUMPET

JAY & THE AMERICANS
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UA 759
on the one to watch

UNITED ARTISTS

Louie Single Says "Hello" Mercury

NEW YORK—Louie Armstrong has just made a new singles appearance on the Mercury label. Topside, in fact, is a song from "Hello, Dolly!" the title song of which he brought to great fame and sure evergreen status via a Kapp issue. Number on the Mercury disk is "So Long Dearie."

A Reminder: English Acts Also Strike LP Paydirt

NEW YORK—The English Sound, ever-present on the singles chart, has been a potent LP factor, too.

This week's mono chart contains 11 albums sporting English groups that have exploded here since the first of the year.

Topping the heavy disk migration to these shores, of course, are the Beatles, who also hold sway on the LP charts with the numbers 1 and 2 sellers, "A Hard Day's Night" (UA) and "Something New" (Capitol). Other Beatles' showings are "The Beatles' Second Album" (Capitol), 53, "Meet The Beatles" (Capitol), 67, and "Introducing The Beatles" (Vee-Jay), 88.

The second best-selling English crew is the Dave Clark Five (Epic), with "American Tour," 17, "Return Of The Dave Clark Five," 48, and "Glad All Over," 61.

Next, in listing order, are the Rolling Stones with "Rolling Stones" (London), 23, "The Animals" (MGM), 45, and "This Is Us," the Searchers (Kapp), 57.

UCLA-NARAS "Workshop"

(Continued from page 6c)

Warner Bros.-Reprise Records; Randy Wood, head of Dot, and Neely Plumb, manager of Victor's pop A&R activities on the coast.

Follow-up sessions are: "Search for Talent" (Oct. 5): Sonny Burke, Reprise's A&R director; F. M. Scott, Capitol vp; "The Repertoire" (12): Jimmie Haskell, conductor-arranger-composer; "Recording and Post-Recording Techniques" (19): Jack Tracy, Mercury's west coast recording director and Milt Putnam, president of United Recording.

Following these "Recording" sessions, the series will move into "Manufacturing," to be covered by "Field Trip to a Pressing Plant," (26) with George Jones, Capitol's vp of manufacturing and engineering.

The "Marketing" aspect includes: "Record Packaging and Display; Its Influence on Sales" (Nov. 2): Marvin Schwartz, Capitol's creative service director; Ed Thrasher, Warner Bros. art director; Fred Rice, Capitol's national merchandising development manager; and "Sales and Merchandising" (Nov. 9): Dan Bonright, Capitol's vice-chairman of the board; Mo Ostin, general manager of Reprise; Glen Becker, Music City exec vp; Gene Block, regional sales manager of Columbia; "The Promotion of Records" (Nov. 16): Joel Friedman, Warner Bros.' director of merchandising; and Joe Smith, Warner Bros.' singles A&R director.

"Case Study of an Actual Album" will be covered by "Selection of Material and Musical Arrangements" (Nov. 23), "The Recording Session" (Nov. 30), "Packaging" (Dec. 7) and "Sales and Merchandising Promotion" (Dec. 14).

The series, for credit or non-credit, entails a fee of \$40, payable to the Regents of the University of Calif.

Even Rome's Career Wasn't Built In A Day

NEW YORK—Struggling musical theater writers could take heart from the career of Harold Rome.

At last week's opening ASCAP seminar here, the writer of such hit shows as "Pins & Needles," "Wish You Were Here" and "Fanny" told a group who are yet to make their mark on Broadway that he has about 12 or 13 completed shows in his files. The works, he explained, are revues and book productions that either flopped out of town or had never seen the light of a stage. In addition, he's got a 1 hour TV operetta he can't get off the boards.

Rome also mentioned that he was approached by the Theater Guild in 1949 to adapt George Bernard Shaw's "Pygmalion" into a musical. "It's impossible!" he told the Guild. "Pygmalion," of course, was Lerner & Loewe's "My Fair Lady" seven years later.

Rome, by the way, dabbles in art and a collection of his paintings will be displayed at a New York gallery starting Nov. 10. In honor of the occasion, Columbia Records will release at that time an LP called "Harold Rome's Gallery," for which Rome has penned 12 songs for each of 12 paintings, a sort of pop "Pictures at an Exhibition."

Rome was also joined in the panel discussion on the musical scene by Ervin Drake, the composer of the songs for "What Makes Sammy Run?" and Carolyn Leigh, the lyric writer ("Peter Pan," "Wildcat" and "Little Me"). The trio agreed that show material had suffered over the last decade because of poor exposure on singles. On the other hand, they are grateful that most musicals are getting cast LP coverage, giving the public the chance to hear an entire show score.

The second of the six Thursday night seminars, at Judson Hall, will cover the folk and country field, with the panel composed of Teddy Bart, Nashville writer, Fred Hellerman, formerly of the Weavers, Milt Okum, and a country music publisher.

July Phono Sales Slip, Radio Figures Up

WASHINGTON—Distrib and factor sales of portable/table model phono and factory sales of console phono slipped in July, while distrib sales of consoles showed a gain for the month. On the radio front, the Electronics Industries Association also reported last week, distrib sales were up substantially from comparable figure.

Portable/table model phono distrib sales for July totaled 184,613, compared to 211,645 in July 1963. The total for the first seven months of 1964 was 1,173,623, compared to 1,334,370 for January-July 1963.

Console distrib sales totaled 101,706 in July, compared to 87,336 units in July 1963. The seven-month total for 1964 was 760,041, compared to 724,081 for the same 1963 period.

Factory sales of portable/table models totaled 198,369 in July, compared to 230,282 in July 1963, and seven-month totals were 1,245,559 in 1964, compared to 1,421,608 units in 1963.

Factory sales of consoles totaled 95,424 in July, compared to 106,761 in July 1963, and sales for the first seven months of 1964 totaled 752,243 compared to 809,738 units in the same period of 1963.

Radio set distrib sales for July totaled 794,326, compared to 698,045 units in July 1963, and the seven-month total for this year was 4,813,774, compared to 4,633,713 for the same period of last year.

Radio set production for July totaled 1,055,547, compared to 990,605 in July 1963, and the 1964 seven-month total was 9,994,875 units, compared to 9,575,843 for the same period of 1963. Of the total for July, 371,303 were auto sets, compared to 331,816 in July 1963. Auto sets produced for January-July 1964 totaled 4,531,350, compared to 4,084,442 for the same period of 1963.

(excluding auto sets, and including other AM-FM combinations) totaled 106,835 units, compared to 120,825 in July 1963. FM sets produced for the first seven months of 1964 totaled 925,090, compared to 761,732 in the same period of 1963.

Animals To Be Back After Short London Stay

NEW YORK—Ending their 10-day Paramount Theater stay last weekend, the Animals were set to fly home to London this week (14) for a short stay. Following TV commitments for the BBC, they'll return to New York either next Monday (21) or Tuesday (22) for a 25-city concert tour. Group bows on the Ed Sullivan TV'er Oct. 18, the first of a series of fall-winter-spring appearances on the show.

Set Official Introduction Of Music-Artists B'nai B'rith



NEW YORK—The new Music and Performing Arts Lodge of B'nai B'rith will be formally instituted at a cocktail party-dinner & dance at the Tavern on the Green, this city, on Wednesday, Sept. 23. There are currently 175 members in the organization, the formation of which began last spring.

At the fete, there will be addresses by comic Sam Levenson, a member of the Lodge, and Hon. Moses Cove, president of District No. 1 of B'nai B'rith.

Members wishing to attend the function should contact Mel Price of New York Record Distributors at the following telephone number: 989-2255.

At the Lodge's final meet before a summer recess last June, the following officers and committee members were named: (seated): George Gabriel, Billy Mann, Cy Leslie, Manney Wells, Morrie Price; (standing): Stan Mills, Marty Romer, Len Levy, Jerry Shifrin, Dave Rothfeld, Sy Mael and Joe Berger.

Jack Jones Is Video "Cinderella's" Prince Charming

NEW YORK—Jack Jones reached an important milestone in his career with the announcement last week that Richard Rodgers had signed him to appear in a new TV version of "Cinderella," Rodgers & Hammerstein's only creation for TV.

The songster will be "Prince Charming" in the 90-minute CBS-TV special, which will be taped in Hollywood from Sept. 28 to Oct. 22 for broadcast next March.

The original production was first performed in 1957, with Julie Andrews as its star. Columbia released the original-cast version.

Jones is part of an entirely new cast for the new version, which will also sport a new libretto. "Cinderella" will be played by Lesley Warren, with a supporting cast consisting of Ginger Rogers, Walter Pidgeon and Jo Van Fleet.

Although the effort wasn't considered among the best works of R&H, it's generally felt among show music buffs that Rodgers wrote some of his most ingratiating waltz melodies for the production. A concert version of the production has been an annual success in England.

Due to this commitment, Jones' literary schedule has been altered whereby he headlines Tommy Heinrich's in Columbus, Ohio from Sept. 14 to 19, followed by Mr. Kelley's in Chicago, Sept. 21-26. The Kapp disk artist was originally booked for a three-week engagement at Mr. Kelley's which he will fulfill in mid-Jan., followed by the Chase Park Hotel in St. Louis, also postponed due to the "Cinderella" stint.

"Cinderella" will be by no means Jones' only TV appearance of the new season. He'll be seen on three Ed Sullivan Shows during the fall, and a Jimmy Dean Show in Jan., preceding the airing of the "Cinderella" special. Performer just cut a Christmas LP for Kapp.

New Pubbery: Jo-Bar

NEW YORK—Jo-Bar Music (BMI) has been formed at 756 Seventh Ave., this city. Partners in the operation are drummer-writer Osie Johnson and singer-pianist Jo Barbara. They'll publish all types of songs.

Columbia's 360 Stereo

(Continued from page 6)

are a Garrard changer with a floating sound tone arm and cartridge developed at the CBS laboratories. Record damage is cut to a minimum with this specially devised arm and cartridge. The multiple speaker system includes six speakers designed to broaden stereo impact and eliminate any discernible distortion.

Bill Gallagher, vice president of marketing, introduced label president Goddard Lieberson who in turn introduced Dr. Goldmark, who explained in detail the operation of the stereo system and demonstrated it from every listening aspect. After the demonstration, Gallagher continued with details of the all-out major sales and advertising campaign skedded for the coming months. The "360 Stereo System," with a retail price tag of \$250, will be distributed by the firm's 33 record distributors primarily for sale in record shops, where the company feels the player will have its greatest sales impact.

Also introduced to the gathering of consumer and trade press representatives were Benjamin B. Bauer, vice president of acoustic and magnetics at CBS Laboratories, and John Wistand who was responsible for the overall design of the phonograph.

The new system will be produced by Columbia for American distribution, and by Pye Ltd for other areas outside the U.S.

"Molly" Booming At Music Hall And "Mary Poppins" Follows-Up

NEW YORK—"The Unsinkable Molly Brown," a moderate success as a Broadway musical, is a monster of a movie musical.

As the MGM flick enters its 10th and final week at the Music Hall in New York, it's expected to prove to be the theater's greatest draw yet. Last week, its total grosses were \$1,650,256, with an average weekly gross of \$200,000. Although business has slowed down a bit, final grosses should place it above the \$1.8 million registered for "That Touch Of Mink," the current record-holder for the Music Hall.

It's possible, though, that a "Molly" record may be of short duration. Next attraction at the theater will be Walt Disney's "Mary Poppins," another musical that has been doing great business on the west coast.

All this activity could signal a new era of Hollywood musicals following general inattention to the song-and-dance flick over recent years.

Prager Exits Capitol Post

HOLLYWOOD—Jerry Prager is leaving his post as national imported records manager of Capitol Records, he has informed Cash Box. Prager said that he will announce shortly the details of his new operations in the entertainment marketing arena.

Prager had been at Capitol for 3½ years and formerly held the positions of national sales manager for Angel Records, and national merchandising manager of Capitol's international division.

Prior to joining Capitol, Prager owned and operated his own disk distributing company in Frisco for 10 years. He was sole distrib for over 100 labels in Northern Calif.

Raymond Rosen Names Umin To Disk Division

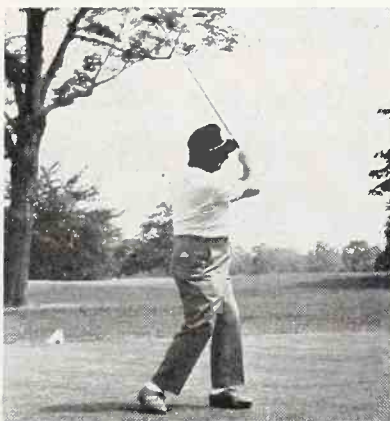
PHILADELPHIA—Raymond Rosen & Co., the Philly distrib, has appointed Norman Umin as assistant manager for the disk division's Victor, Mercury, London, MGM/Verve accounts.

He replaces Dave Seidman, who has left the firm for a post with MGM Records.

Umin, a 20-year disk business vet, most recently served Raymond Rosen as a district sales manager.

Paul Knowles is vp and general manager of the distrib's disk division.

Guess The Golfer



NEW YORK—In an effort to spread some summer mirth last week we captioned the above-pictured shot of Gene Weiss teeing-off at Columbia Records' recent golf tourney as "an unidentified golfer." When duffer Weiss is off the fairways he is, of course, the general manager of Columbia's Sales Corp. That Gene Weiss is a well known figure was definitely established last week as evidenced by the many phone calls from his friends who called in to identify him. It must have been his form that gave him away.

John Gary Named To Dooley Foundation Bd.

NEW YORK—RCA Victor songster John Gary has been appointed to the board of directors of the Thomas A. Dooley Foundation, Inc., according to an announcement from Dr. Eugene Burdick, foundation president and noted author.

Gary, replacing the late Tom Dooley's mother, Mrs. Agnes W. Dooley, who died last month, joins such notable board members as Arthur Godfrey, Peggy Lee, Henry Cabot Lodge, Ella Fitzgerald, Spyros Skouras and Lowell Thomas Jr.

The Victor chanter is currently on the LP charts with "Catch A Rising Star" and "So Tenderly," and is skedded for a flock of network TV shows for the coming season.

Roe Resumes Career After Army Hitch

NEW YORK—Singer Tommy Roe is back on the promo trail following a vacation period following a six-month hitch in the Army.

He's visiting various towns, including Philadelphia, Balt.-Wash. and Boston, putting in a good word for his new single, "Oh So Right" and "I Think A Love You," released by ABC-Paramount, his diskery for the past 2½ years.

Following the promo trek, he starts a midwest p.a. tour from Sept. 18-27, covering Minnesota, Iowa and the Dakotas, featured on the new single.

HIT-TIME FOR . . .

SWEET SEPTEMBER

. . . 4 NEW RECORDS

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BILL EVANS (Verve)

FRANKIE FANELLI (RCA Victor)

HOLLY GREY (Cobra)

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Sanford Clark Sings Again - For WB

HOLLYWOOD — Sanford Clark, a name from the teen-beat past, is back on the disk scene with a Warner Bros. disk pact.

Clark, absent from the business for the past two years, is already out with a single, "She Taught Me," cut under the supervision of inside producer Lee Hazlewood, who also wrote the tune. Jimmy Hilliard, WB's A&R head, was also on hand at the session.

Some of Clark's hits, for the Jamie label, were "The Fool" and "Nine Pound Hammer."

Beach Boys' Dad Is R&R Cleffer

LOS ANGELES — Murry Wilson, father of three of the Beach Boys and former manager of the hot Capitol Records vocal group, recently turned tunesmith when he wrote "Car Party" and "Out-A-Gas," for the Sun Rays who've just made their disk debut on Tower Records, the Capitol Affiliate.

Urged by his sons to hear the Sun Rays, Wilson coached and developed the youthful group, and then introduced them to Tower prexy Bud Frazier, and A&R exec Eddie Ray who signed the lads to a wax pact. The Sun Rays deck was the first issue of the new label.

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"MONKEY SEE, MONKEY DO"

BANNY PRICE
JEWEL 733

"GOT A LOT LONGER TO GO"

ED FORSYTH
JEWEL 734

"YOU'RE MAD AT ME"

JOHN FRED
JEWEL 736

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JEWEL 735

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THE PLAYBOYS
JEWEL 737

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Winner Takes Off



NEW YORK—Peter Stocke, winner of the RCA Camden-Sabena "Sentimental Journey" merchandising contest, is shown above with his wife explaining for an all-expense-paid vacation in Europe. Stoke, record manager of the Taylor Electric Company in Milwaukee, won the trip for two by achieving the outstanding sales and promotion on the RCA Camden Living Strings LP, "On A Sentimental Journey," was well as other Camden merchandise. The couple will visit Brussels, London, Paris, Amsterdam, Madrid and Rome.

A SINGLE BREAKOUT!

"THE LONG SHIPS"

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CP 726

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FOX 538



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Capitol Names Execs For New Pressing Plant

HOLLYWOOD — George R. Jones, Capitol Records, vice-president of engineering and manufacturing, has announced the following appointments of personnel for Capitol's new record pressing facility now under construction in Jacksonville, Illinois. (see Sept. 5 issue).

Jones, who revealed the plans for the \$2 million plant, appointed Forrest Dyer, formerly Plant superintendent at Capitol's Scranton (Pa.) facility, as plant manager of the Jacksonville operation. Dyer is being replaced at Scranton by Donald Evans, Scranton's chief engineer, plant and manufacturing.

In addition, Lee Simpson, formerly plant engineer at the label's Los Angeles pressing facility, has been appointed plant superintendent at Jacksonville.

Other appointments announced were that of Joseph Ruda, plant engineer at Scranton, and Richard Burkett, plant engineer at Los Angeles. Ruda has been serving as manufacturing engineer at Scranton and Burkett has been serving as manufacturing engineer at Los Angeles.

At the same time, Dave Lawhon will remain as Scranton plant manager; Tom Hopkins remains as L.A. plant manager and Kurt Kendall remains as Plant Superintendent at Los Angeles.

Jones said that the new appointments were not only a result of CRI's expansion with a third pressing facility, but also because of a change in functions that will take place with construction at Jacksonville. Plant maintenance, a function formerly handled by the engineering department at each location, will now come under the direction of the individual plant superintendents.

Forrest Dyer joined Capitol in 1947 in the L.A. plant. He was promoted to order service supervisor in 1950; plating foreman in 1952 and manufacturing supervisor in 1953. In March, 1963, he was transferred to Scranton as superintendent.

Lee Simpson joined Capitol's Scranton plant as a project engineer in 1954. He was transferred to the L.A. plant in 1958 and the following year was promoted to chief engineer.

Donald Evans, Scranton's new superintendent, was hired at Scranton in 1951 as a mechanical engineer. Two years later, he was promoted to project engineer and in 1956 he became chief engineer, plant and manufacturing.

Richard Burkett started with Capitol as an engineer in the Los Angeles Plant in 1963.

Origin Of A Hit

NEW YORK—George Goldner gives credit where credit is due in detailing the origin of "Remember (Walkin' In The Sand)" by the Shangri-Las (Red Bird), the subject of a Bio for Deejays last week.

The bio noted that Goldner had auditioned the group, leading readers to believe he was solely responsible for their discovery. The vet music man told Cash Box last week that the concept (and the song itself) for the deck was the brainchild of George (The Shadow) Morton, who prepared a demo with the gals for presentation to Artie Ripp, A&R man at Kamasuta Productions. Ripp played the demo for writers Jeff Barry and Ellie Greenwich, and the trio decided to produce what turned out to be the final master. After all this, Goldner was made aware of the group's talents.



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.

TOBACCO ROAD NASHVILLE TEENS	London 9689
BABY DON'T YOU DO IT MARVIN GAYE	Tamla 54041
LITTLE HONDA HONDELLS	Mercury 72324
I DON'T WANT TO SEE TOMORROW NAT KING COLE	Capitol 5261
THAT'S WHAT LOVE IS MIRACLES	Tamla 54102
ON THE STREET WHERE YOU LIVE ANDY WILLIAMS	Columbia 43128
THE ANAHEIM, AZUSA, ETC./RIDE THE WILD SURF JAN & DEAN	Liberty 55274
COME A LITTLE BIT CLOSER JAY & THE AMERICANS	United Artists 759
DEATH OF AN ANGEL KINGSMEN	Wand 164

Beatles' Inspire WB "Letter" Disk

HOLLYWOOD—The Beatles are responsible for a rush-release single from Warner Bros.

Following the group's recent appearance at the Cow Palace in San Francisco, the label picked-up a master by KRLA-Los Angeles deejay Casey Kasem, who narrates a "Letter From Elaina."

The side started out as a letter written to Casem by a northern Calif. girl who attended the Beatles' p.a. at the Cow Palace and met one of the Beatles. Casem read the letter over the air, and the response to it led to biddings for the disk rights.

WB, through its singles A&R chief Joe Smith, won out. It was cut with the musical backing of the Burbank Strings.

Gold For ASCAP



NEW YORK—A gold plaque, in commemoration of the 50th anniversary of the founding of the American Society of Composers, Authors and Publishers (ASCAP), was recently presented to Stanley Adams (left), president of the association, by Barrie Best, national executive director of the Society For The Preservation And Encouragement Of Barber Shop Quartet Singing In America, at the New York World's Fair.

Caedmon Starts Stage Drama Series

NEW YORK—Stage dramas are getting further disk recognition with the creation of the Theatre Recording Society by Caedmon Records, the spoken-word diskery.

New line is a companion to the label's Shakespeare Recording Society, which has set on a course of issuing all of the Bard's works on disks.

As for TRS, there'll be new issues every two months. It will alternate with SRS releases.

Kicking off the series next month is Tennessee Williams' "The Glass Menagerie," starring Montgomery Clift, Julie Harris, Jessica Tandy and David Wayne.

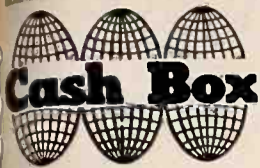
Following are all-star cast diskings of "Medea," "Uncle Vanya," Shaw's "Caesar And Cleopatra," "The Master Builder" and "She Stoops To Conquer."

Prices, for both mono and stereo versions, are \$12.90 for a 2-disk set with portfolio; and \$18.85 for a 3-disk album with portfolio.

Mutual Agreement



S A O P A U L A O — Douglas Reid (right), president of RCA Victor in Brazil, and Sebastiao Reis Bastos, president of Audio Fidelity Brazil, are shown signing the contracts which gives RCA Victor the green light to distribute AF product.



Cash Box

TOP 100 SINGLES

(ALPHABETIZED)

Denotes Red Bullet	
A Hard Day's Night	7
A Quiet Place	99
A Summer Song	41
Always Together	40
The Anahiem, Azusa, Etc.	78
And I Love Her	29
Baby, I Need Your Loving	24
Baby Don't Do It	42
Because	16
Bread And Butter	3
Candy To Me	94
The Cat	98
Chug-A-Lug	48
Clinging Vine	17
C'mon And Swim	78
Came A Little Bit Closer	80
Dancing In The Street	15
Death Of An Angel	81
Do Wah Diddy Diddy	9
Do You Want To Dance	87
Everybody Loves Somebody	6
From A Window	49
Funny	19
G.T.O.	5
Gonna Send You Back To Walker	84
Goodnight Baby	85
Haunted House	13
Have I The Right	90
He Won't Ask Me	91
He's In Town	44
Hold Me	75
The House Of The Rising Sun	1
How Do You Do It	33
I Don't Care	92
I Don't Want To See Tomorrow	72
I Stand Accused	58
I Wouldn't Trade You For The World	93
If I Fell	64
I'll Cry Instead	67
I'm On The Outside (Looking In)	25
In The Misty Moonlight	20
Invisible Tears	65
It Hurts To Be In Love	14
It's All Over Now	35
I've Got No Time To Lose	63
The James Bond Theme	82
Johnny B. Goode	66
Just Be True	38
Knock! Knock! (Who's There)	79
La La La La La	88
Lost Kiss	45
Let It Be Me	46
Little Honda	71
Mabelline	11
Matchbox	23
Maybe I Know	18
Mercy Mercy	51
Michael	47
Oh, Pretty Woman	2
On The Street Where You Live	76
Out Of Sight	26
Pearly Shells	86
Remember (Walking In The Sand)	8
Rhythm	32
Ride The Wild Surf	100
Ringo's Theme (This Boy)	74
Save It For Me	10
Say You	31
She Wants T'Swim	59
Sincerely	27
Slow Down	43
Society Girl	96
Softly As I Leave You	95
Someday We're Gonna Love Again	36
Someone Someone	69
Steal Away	57
Such A Night	55
That's What Love Is	77
(There's) Always Something There To	
Remind Me	52
There's Nothing I Can Say	50
The Things In This House	89
Tobacco Road	60
20-75	53
Under The Boardwalk	22
Walk Don't Run '64	27
We'll Sing In The Sunshine	21
When I Grow Up To Be A Man	42
When You Loved Me	54
Where Did Our Love Go	4
Where Love Has Gone	83
Wishin' & Hopin'	39
Worry	61
Yet I Know	68
You Must Believe Me	37
You Never Can Tell	34
(You Don't Know) How Glad I Am	70
You'll Never Get To Heaven	30

Sid Mills: You Must Keep Standards Alive & Kicking

NEW YORK—Evergreens can't be evergreens if they lie fallow in the stockroom, says Sid Mills, recording manager for Mills Music, the pubbery which has just been sold to Utilities & Industries Corp. (see last week's story).

Mills thus continually seeks new recordings of the pubbery's years-back hits, working on the supposition that "a standard is not a standard unless you make it a standard and keep it alive."

Mills notes that he puts his belief into practice not only on the domestic disk scene, but foreign as well. This means that his is in constant contact with foreign companies in getting Mills' standards released abroad.

Mills headquarters in New York, where he is assisted by his brother, Richard. Three thousand miles away, another brother, Paul, handles similar chores as the pubbery's west coast head.

As of last week, the U&I purchase has not resulted in exec changes at Mills Music. Jack Mills is prexy and his sons Marty and Stanley run an affiliate company, B. F. Wood.

Across The Board



HOLLYWOOD—Seated at the control board of Columbia's west coast studios is orkster Ray Conniff, listening to a playback of tunes from his forthcoming album. The smiling, cigarred gentleman in the background is his A&R producer, Ernie Altschuler. Conniff is currently clicking in both the singles and LP departments with "Invisible Tears."

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Kiddies Get 2 TV Tracks In New LP's From Simon Says

NEW YORK—Two kiddie TV soundtracks spotlight eight new LP's from Simon Says Records, a product of Cosmo Recording, this city.

Dick Shapiro, the diskery's general manager, already reports a "very strong response" to the tracks, "Astro Boy" and "Courageous Cat."

The rest of the new entries are: "The Brownies," to be supported by the Girl Scouts, "Beauty and the Beast," "The ABC's," "You Can Be a Magician," including a 12-page book, "The Adventures of Black Beauty" and "Rudolph the Red-Nosed Reindeer," a Yuletide offering.

Under Fire



MELBOURNE—British chanter Lonnie Donegan (center) was recently welcomed to Australia by Astor Records who hosted a press reception in his honor. Shown with the songster are Cash Box correspondent Ron Tudor (left) and deejay Barry Ferber (right) of radio 3DB.

Tom Rogan Named Promo Rep By Capitol

NEW YORK—Tom Rogan, formerly of the Capitol Records sales force, has been named district promotion representative for New York, New Jersey and Conn. Rogan fills the position recently vacated by Roy Batachio, who was recently upped to national singles promotion manager.

Rogan comes to the promo slot after almost ten years with Capitol and Angel, having joined Angel in 1955, and Capitol in 1957. His area of responsibility will be primarily in the album field with some duties in the singles division.

A Golden "Waltz"



SYDNEY—Lionel Long (left) receives a gold disk for his best-selling Columbia LP, "Waltzing Matilda," from E.M.I. chairman and managing director J. M. Burnett on the eve of the folkster's departure for Europe. Long will spend two years in London and on the Continent promoting Australian folk singing. Presentation of the gold deck was made at a reception hosted by the diskery and attended by press, radio and TV reps.

Col LP. Tape On Brubeck's "Japan" Date

NEW YORK—Dave Brubeck's "Jazz Impressions of Japan" hits the market in a simultaneous LP and 4-track stereo tape release this month from Columbia Records. Material, with the exception of "Zen is When," were written by Brubeck during his tour of Japan last spring. One of the sessions, "Toki's Theme," is being issued as a single. It'll be featured on the upcoming CBS-TV series, "Mr. Broadway."



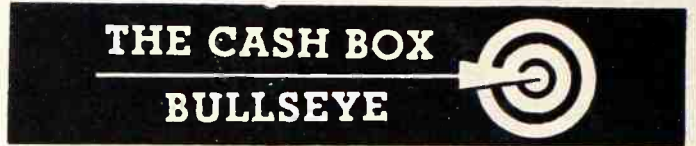
TOP COUNTRY ALBUMS

	Position Last Week		Position Last Week
1		16	
2		17	
3		18	
4		19	
5		20	
6		21	
7		22	
8		23	
9		24	
10		25	
11		26	
12		27	
13		28	
14		29	
15		30	



COUNTRY REVIEWS

B+ very good C+ fair
B good C mediocre



I'LL GO DOWN SWINGING (2:20) [Moss Rose BMI—Anderson]
COUNTRY MUSIC HAS GONE TO TOWN (1:52)
[Warden BMI—Driftwood]
PORTER WAGONER (RCA Victor 8432)

The vet country hit-maker, who is presently coming off his "Sorrow On The Rocks" Top 50 triumph, hits his predictable stride once again with this potent follow-up stanza called "I'll Go Down Swinging." The quick-paced chorus-backed tearjerker tells about a fellow who drowns the problems of a wandering gal in drink and party-going. Side should skyrocket. The flip, "Country Music Has Gone To Town," is a real lively, rhythmic happy-go-lucky ditty which notes the rise of city folk who dig c&w sounds.

GO CAT GO (2:06) [Wilderness BMI—Howard]
LONESOME NUMBER ONE (2:18) [Acuff-Rose BMI—Gibson]
NORMA JEAN (RCA Victor 8433)

Norma Jean, who had a nice sales-run last time out with "Put Your Arms Around Me," seems destined to repeat that success with this new ultra-commercial Victor newie tabbed "Go Cat Go." The tune is a medium-paced, shufflin' bluegrass-flavored lament about a gal who is so much of a down-home type that she can no longer put up with her swingin' boyfriend. The attractive undercut is a super-charged reading of the Don Gibson-penned sturdie, "Lonesome Number One."

LOVE LOOKS GOOD ON YOU (2:19)
[Forrest Hills BMI—Richy, Moman]
MY LITTLE LADY (2:02) [Peer Int'l BMI—McWilliams, Rodgers]
DAVID HOUSTON (Epic 9720)

David Houston appears sure to continue in his money-making ways (he clicked last with "One If For Him, Two If For Me") on the basis of this hitsville-contender tabbed "Love Looks Good On You." The side, which is culled from the chanter's "New Voice From Nashville" LP, is a hard-shufflin', chorus-backed blues-romancer sold with authority and sincerity by the songster. "My Little Lady," also taken from the album, is a high-spirited yodelin' pledge of love. Merits a close look.

MAKING PLANS (2:21) [Sure-Fire BMI—Russell, Morrison]
I'M GONNA TIE ONE ON TONIGHT (2:14) [Sure-Fire BMI—Nichols]
WILBURN BROTHERS (Decca 31674)

The Wilburn Brothers can quickly get back in their coin-catching ways with this generous helping of sales potential. The top side here, "Making Plans," is a medium-paced, easy-shufflin' bluegrass-styled weeper about the tribulations one has when he is involved with a fickle gal. The back side, "I'm Gonna Tie One On Tonight," is a twangy affair about a guy who decides to get even with his girl by hittin' the bottle.

LEON MCAULIFFE (Capitol 5266) **CHUCK HOWARD (Columbia 43108)**

(B+) **DON'T CALL ME, I'LL CALL YOU (2:27)** [Lyn-Lou & Cimmarron BMI—Grace] The vet country songster can do powerful business with this easy-going, twangy ode about an unfortunate fellow whose gal gave him a romantic pink slip. Watch it closely.

(B+) **A THING CALLED SADNESS (2:45)** [Pamper BMI—Howard] Chuck Howard has a good chance of having a hit on his hands with this top-flight slow-moving, chorus-backed tearjerker all about the pain one experiences when a romance goes on the rocks. Side's a natural for airplay.

(B+) **NEXT TIME I FALL IN LOVE (2:05)** [Central BMI—Miller] Pleasant, medium-paced, chorus-backed happy-blueser sold with loads of poise and conviction by the artist.

(B) **DON'T LET THEM MOVE (2:25)** [Acuff-Rose BMI—Garrett, Howard] This one's a warm-hearted south-of-the-borderish plea for togetherness.

DANNY MARCUS (Nugget 9142)

(B) **DIAL MY NUMBER FOR LOVE (2:00)** [Lonzo & Oscar BMI—Marcus] Danny Marcus can create some excitement with this easy-going, full ork-backed shufflin' hillbilly lament with a contagious repeating melodic riff. Eye it.

JUDY LYNN (United Artists 767)

(B+) **HELLO OPERATOR (2:36)** [Glad BMI—Stewart, Alridge] The lark can pull plenty of loot with this feelingfully-essayed, chorus-backed weeper of a wife who can't seem to reach her hubby on the telephone. Side should do well with ops and spinners.

(B) **ZONZ BELLA TELLA (2:12)** [Lonzo & Oscar BMI—Marcus] This time out the songster dishes-up a high-powered, rhythmic romantic novelty.

(B) **I'M MAKING PLANS (2:15)** [Sure-Fire BMI—Russell, Morrison] On the end the chirp offers a tender, tradition-oriented hillbilly tale of romantic rejection.

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ITALY

In announcing last week the meeting of A&R manager of RCA's affiliates in Spanish speaking countries, we made a mistake: we said that the meeting would be chaired by Giuseppe Ornato, general manager of RCA Italiana, while in reality, chairman of the meeting will be Robert F. Cook, VP of RCA International, who will arrive from New York. The meeting will be held from September 21 until September 30.

As every year, the 1964 edition of "Unknowns Festival" was celebrated in Ariccia (a nice little town near Rome) on August 29. The Festival is organized by the record producer Teddy Reno. This manifestation was the starting point of the wonderful career of the little "Queen" of the Italian music world, Rita Pavone, two years ago.

Last year the "Unknowns Festival" put the spotlight on the talent of Dino, who in the summer 1964 reached a good exposure on the record scene with his recent hit "Eravamo Amici," which has a top position on our charts.

This year, the discovery of the "Unknowns Festival" is a 18 year old singer whose name is Mario Anzidei. As Teddy Reno is an exclusive record producer of RCA Italiana, the Festival, of course, is under the patronage of RCA Italiana. and Mario Anzidei, like Rita Pavone and Dino entered the artist cast of the firm. RCA responsables are enthusiastic about the new discovery, who is reported to have "a wonderful big voice." First recording of Mario Anzidei will soon be released.

The two new stars of the San Remo Festival 1964 have confirmed themselves as strong International hitmakers: we refer, of course, to Gigliola Cinquetti and to the million seller, Bobby Solo. This is a further confirmation of the extraordinary promotional power of this "unique" manifestation: all the world knows the name of Gigliola, who, with her recording of "Non Ho L'Eta' Per Amarti" under the CGD label, entered the charts and was at the top of many hit-parades of different countries in America and Europe, as we already had the occasion to report from this column.

Now is the turn of the Dischi Ricordi's top singer Bobby Solo: the first Italian million seller is climbing the charts of many different countries all over the world with his smash "Una Lacrima Sul Viso" (published by Ricordi). In many cases, he walks at the top of the charts. He is n. 1 in Brazil, n. 1 in Belgium, n. 1 in France, n. 1 in Mexico, n. 1 in Argentina, n. 5 in Japan, and so on. Following his record success he plans to make personal appearances in all these countries: his musical tour will start from France, where he is invited in a big show together with Petula Clark. He will also appear of course on the French TV screens, performing on the TV show "Age Tendre." His recording of "Una Lacrima Sul Viso" has sold in France something like 250,000 copies. Bobby will continue his non-stop tour around the world: he will be in Tokyo, Rio de Janeiro, Buenos Aires and Mexico City.

There's a Neapolitan singer who will be one of the most outstanding personalities of the Italian musical world: we refer to Peppino Gagliardi. We have had the occasion of mentioning the name of this artist: Peppino was, in fact, guest on many different shows: Pesaro, Venice, Capo Boi and so on. He is under contract to SAAR, and he was revealed by one song penned by himself that he recorded under the unknown label Zeus of Naples. Peppino Gagliardi is now invited to perform at the renewed Festival of Naples September 17, 18, 19. He is also one of the sure participators of the next Festival of San Remo.

His present successes are "Ascolta Mio Dio" (published by MAS) and "Frutto Di Mare." Besides being a singer, Peppino is a pianist and an accordionist, and he's also the good composer of his songs. As a composer, he was recently pacted under an exclusive agreement by Alfredo Rossi, for his pubbery Gruppo Editoriale Ariston.

As we already announced Ariston is now also a record label, under which is released the record production of Alfredo Rossi, who just entered the record field. The first artist to appear under the new mark was Audrey, a young French songstress, who made her debut on the Italian scene performing at Pesaro the Italian version of "Le Mal De Leur Vingt Ans." Audrey is produced in Italy by Ariston in a special arrangement with Disques Salvador, the French record firm of Henri Salvador.

The name of Ariston also appeared in the list of the record firms which took part in the Venice manifestation, "Festivals' Stage," where two artists presented by the label entered among the finalists: the names of the two singers are Don Miko and Gianni Mascolo. Alfredo Rossi informed Cash Box that Don Miko is a candidate for the next San Remo Festival.

Sure artist of the San Remo Festival is the foreign talent of Elke Sommer: the songstress was guest of Milan during the last week where she recorded her first record sung in Italian. The two titles chosen for the debut of the Swedish artist in our language are "Libelei" and "Vale La Pena?"

Cash Box had the pleasure to speak with the MRC manager Piero Gallotti: he informed us of the pact just signed with Teldec of Hamburg for the distribution in Germany of the MRC production. As we already noted, MRC is distributed in Spain by Discos Belter, and the firm is now releasing the first Spanish record of Caterina Caselli. Caterina along with the top MRC artist Bruno Filippini, will take part in the next "Mediterranean" Festival of Barcelona, as representatives of Italy. In this occasion Belter will also issue the third spanish disk of Bruno Filippini.

Cellograf-Simp is the firm which owns the record mark Phonocolor: the label has reached a good exposure on the Italian record market recently thanks to their top artist, the singer/"journalist" John Foster (alias Paolo Occhipinti) who made the top of our charts with his smash "Amore Scusami" (Published by Leonardi). We had the pleasure of meeting Natale Sciascia and Riccardo Rota, owners of Cellograf-Simp; they informed us of the visit in Italy of Mr. Paulus and Mr. Yaskjel of Deutsche Vogue and of the agreement they stipulated for the exploitation in Germany of John Foster's recordings. Foster has left for Koeln where he will wax his first German disk including German version of his smash "Amore Scusami" backed with "Jubi Ju" also published by Leonardi.

Sciascia and Rota also informed Cash Box that they recently pacted one of the most popular Brazilian talents, Juca Chaves. Chaves, who is considered the most non-conformist artist of Brazil, has just recorded its first Italian single, grooving "Piccola Marcia Per Una Grande Amore" (Pequenha Marcha Para Um Grande Amor) and "Pavana Per La Contessa Alessandra." Both titles are originally published by Fermata Do Brasil. Chaves was guest during these days of Milan, where he filmed a personal show for our TV.

With the slogan "This Is The New Rhythm!" Phonogram is introducing and strongly promoting in Italy the Millie smash "My Boy Lollipop." "Lollipop" is released under the Fontana label. With great probability, Millie will soon appear on our TV screens thanks to a filmed performance acquired by our TV from the British TV. In this manner the new "beat" will receive a strong spotlight, and Millie will perhaps be a new little star on the Italian market, too.



HOLLAND

Bovema's Columbia-label especially instructed reps and dealers on Shirley Bassey's TV-show on Tuesday night September 1, which caused many favorable reactions.

There is an extensive and steadily increasing plugging on various radio stations for The Cocktail Trio's first Imperial-recording "Hup, Hup, Hup," now a steady seller on the Dutch Market. Also flying high on the charts is Imca Marina's "Harlekino," which is expected in many press-reviews to become Imca's second golden record.

Bovema's Emberlabel released the soundtrack of the spectacular motion picture "Zulu," just premieres in Amsterdam and Rotterdam. Stateside features Shirley Maclaine on the cover of its LP-album "What a Way To Go," with Music by Nelson Riddle.

A special 7-days exhibition, starting in Leiden on August 30, featured several Bovema-artists: Johnny Jordaan, The Cocktail Trio, Imca Marina Shirley and The Mounties. Local dealers have been provided with covers window-displays and photographs.

Delta Records has left the Hague and moved to Amsterdam. The new seat of Hans I. Kellerman's company is Nw. Keizersgracht 52 I, Amsterdam-centrum.

A great moment is approaching rapidly: the annual presentation of the Edison Awards at our Grand Gala Du Disque on September 25th and October 3rd. Last year CBS received 2 Edisons, namely for: 1) Duke Ellington's LP "Piano In The Background" and for 2) Mahler's 9th Symphony conducted by Bruno Walter. This year CBS will again receive 2 Edisons for: 1) Barbra Streisand's First Album and for 2) "Who's Afraid of Virginia Wolf?" by Edward Albee. Concerning Barbra Streisand, CBS already has 3 LP's of this great singer on the market.

The Geschwister Jacob, who currently are hitting the Benelux market with their "Traume der Liebe"—"So Einen Boy," will perform at the popular Grand Gala Du Disque and the act of these four girls is expected to become a showstopper. September 26th next, The Miles Davis Quintet will appear in concert at the Concertgebouw, Amsterdam. CBS already has 11 LP's and 6 EP's of Miles Davis on the Benelux market. Recent CBS already additions are "Miles Davis in Europe" LP and "Miles and Monk at Newport" LP.

Recent CBS local productions include The Kilima Hawaiians with their new entries "Stern von Hawaii"—"Moonlight auf Tahiti," and The Picos with "Pico Parade Nr. 103"—"Pico Parade Nr. 104."

Holland's Best Sellers

This Week	Last Week	Title	Label
1	2	A Hard Day's Night (Beatles/Parlophone)	(Basart/Amsterdam)
2	1	It's All Over Now (Rolling Stones/Decca)	(Bassart/Amsterdam)
3	6	Liebeskummer Lohnt Sich Nicht (Siv Malmkvist/Metronome)	(Anagon/Heemstede)
4	5	On The Beach (Cliff Richard/Columbia)	(Basart/Amsterdam)
5	4	Quand Les Roses (Adamo/Pathé)	(Anagon Music/Heemstede)
6	7	The House of The Rising Sun (Animals/Columbia)	(Basart/Amsterdam)
7	—	I Love You Because (Jim Reeves/RCA)	(Altona/Amsterdam)
8	—	Do Wah Diddy Diddy (Manfred Mann/HMV)	
9	10	I Won't Forget You (Jim Reeves/RCA)	(Altona/Amsterdam)
10	3	It's Over (Roy Orbison/London)	(World Music/Brussels)

Italy's Best Sellers

This Week	Last Week	Weeks On Charts	Title	Label
1	1	14	*In Ginocchio Da Te: Gianni Morandi/RCA	Published by RCA Italiana
2	2	12	Il Problema Piu' Importante (If You Gotta Make A Fool Of Somebody): Adriano Celentano/Clan	Published by Sidet
3	3	14	*A more Scusami: John Foster/Phonocolor	Published by Leonardi
4	4	6	*Ti Ringrazio Perche': Michele/RCA	Published by RCA Italiana
5	5	22	Cin Cin (Cheat Cheat): Richard Anthony/EMI Italiana	Published by Southern
6	6	19	E' L'Uomo Per Me: (He Walks Like A Man): Mina/R.I.F.I.	Published by Connelly
7	—	1	*Eravamo Amici: Dino/RCA	Published by RCA Italiana
8	8	11	*Sei Diventata Nera: Marcellos Ferial/Durium	Published by Durium
9	9	6	Quelli Che Hanno Un Cuor: (Anyone Who Had A Heart) Petula Clark/SAAR	Published by Aberbach
10	7	12	*Con Te Sulla Spiaggia: Nico Fidenco/RCA	Published by RCA Italiana.

*Denotes Original Italian Titles.

Millie Small Gets CB Trophy



LONDON—Millie Small, who zoomed to the number 4 slot on the Cash Box Top 100 with her Smash disk of "My Boy Lollipop," happily accepts the Cash Box International Silver Award from Leslie Gould, general manager of Philips Records in London. The Jamaican lark is currently on her second visit to the United States.



GREAT BRITAIN

Philips Records hosted a "Welcome to Britain" reception for American songstress Lesley Gore here to promote her latest Mercury single "Maybe I Know" which is currently in the American Top 10. Although a big name in the States Lesley has somehow failed to sustain the interest she created with her first dinking "It's My Party." However, with a host of television and radio dates lined up for her two week stay "Maybe I Know" could put her back in the British charts. On September 17th Lesley planes to France and Holland to fulfill TV dates in those countries where her single is also on release. Her album "Boys, Boys, Boys" is issued coincidental with her visit.

Philip Solomon who controls 142 Music and Favourite Music has taken over the catalogue of Tin Pan Alley Music. During a recent visit to America Solomon also negotiated with Vee Jay Records to handle several of their music publishing outlets. Among the catalogue deals are Tollie, Gladstone Associated Companies, Fame, Green and Bernietta. His music publishing activities at home include the signing of three more staff writers to add to the roster of Tony Scott, Bill Martin and Phil Couter who are already under contract. Solomon is currently contemplating a move into new offices in New Oxford Street to take care of this expansion in business.

Solomon has negotiated for the services of artiste/writer/producer Jackie de Shannon to assume a & r responsibilities in his independent production set-up for 13 weeks. Another American who will be coming to England in an a & r capacity is Bert Burns.

As well as music publishing and production Philip Solomon has an associated company, Dorothy Solomon Ltd. which specializes in artiste management and among their top artistes are The Bachelors who have just become the recipients of a Cash Box International Silver Award for their Decca recording of "Diane" which reached No. 10 in the Cash Box Top 100. The Bachelors plan their first trip to the United States later this year and they have just taped an "Ed Sullivan Show" to be screened prior to their arrival.

The Wranglers who made their disk debut on Parlophone recently can be sure of good sales in Trinidad. Their disk "Liza Jane" was given non-stop exposure on radio and tv during Trinidad's Independence Day celebrations last week-end. Leader of the group Kenny Bernard hails from Trinidad.

Dick James very happy to have "Ringo For President" under the Jaep banner. Two recordings are available. The original American version by The Young World Singers on Brunswick and Rolf Harris adds his own inimitable touch to the number on Columbia.

Peter & Gordon's latest single is a Lennon/McCartney composition—the duo gave them success with "World Without Love" and "Nobody I Know." Latest title is "I Don't Want To See You Again" on Columbia and published by Northern Songs. From the Dick James catalogue an American song "Sweet Was The Wine" by The Chants on Pye.

With a string of American successes behind him and five International Cash Box Silver Awards to his credit Dave Clark sets off shortly on his third American tour. And what a tour it is. He opens in New York on October 31st thence to Toronto (November 2nd); Ontario (3rd); Chicago (5th); Indianapolis (6th); Elkhart (7th); Kansas City (8th); Denver (10th); Albuquerque (11th); Temple (12th); Tuscon (13th); San Diego (14th); Sacramento (18th); San Francisco (19th); Los Angeles (20th/21st); Seattle (24th); Portland (25th); Vancouver (26th); Minnesota (27th); Las Vegas (28th); St. Louis (December 1st); Tulsa (2nd); Wichita (3rd); Omaha (5th); Oklahoma (6th); Dallas (7th); San Antonio (8th); Houston (9th); Jacksonville (11th); New Orleans (13th); Milwaukee (15th); Fort Wayne (16th); Cleveland (17th); Detroit (18th); and New York (20th). Phweew! In addition to the touring dates the Dave Clark Five appear on two Ed Sullivan shows.

Deutsche Vogue a & r man Lawrence Yaskiel paid a brief visit to London recently to record The Honeycombs' "Have I The Right" in German for release in that territory on Deutsche Vogue. The English version will also be issued on Pye. Yaskiel was full of praise for independent producer Joe Meek whose magic touch has again brought success to an unknown group.

Due to expansion Ember Records are moving their headquarters out of London and can be contacted at York House, Empire Way, Wembley, Middlesex. Their autumn releases include "Great Swing Bands of The Forties"; "The Two Of Us" featuring Pee Wee Russell and Pee Wee Hunt and "The Loneliness of Autumn" by The John Barry Seven Orchestra.

We have been asked to point out that Mr. Gerry Oord did not attend the Pye Annual Sales Conference as stated in our September 5th issue. It was, in fact, Mr. Oeges of Negram. We apologize for any misunderstandings this error may have caused.

Nick Firth of Acuff Rose pubbery very excited about The Newbeats success in America with "Bread and Butter" on Hickory. He is hoping they will emulate their success this side of the Atlantic. Hopes are high, too, for Mark Wynter's latest Pye single "Love Hurts" and the Lonnie Donegan recorded-in-Tennessee single "Fisherman's Wharf" on Hickory.

Quickies: Kenny Lynch has penned Marianne Faithfull's follow-up "Strange World" for release on Decca . . . Andrew Loog Oldham recording new Scottish group The Poets . . . Pianist Mark Murphy, just back from a two-day stint in Denmark, is promoting his Philips single "And Now You've Gone" via radio and TV as well as a two-week season at Ronnie Scott's Jazz Club commencing September 17th . . . Bobby Vinton's American hit "Clinging Vine" issued here on Columbia has been covered by Ronnie Carroll on Philips published by Peter Maurice . . . No stranger to the British charts Roy Orbison's latest London release "Oh Pretty Woman" should be no exception—a prophecy verified by Nick Firth of Acuff Rose . . . Matt Monro's latest Parlophone single "Walk Away" is an anglicized version of "Warum Nur Warum" Belinda's entry for the 1963 Eurovision Song Contest . . . Bobby Allison of The Hollisons returns to disk as a solo artiste for Solar Records with "Change Your Mind" published by Ardmore & Beechwood . . . The Honeycombs "Have I The Right" now topping Britain's Best Selling Sheet Music Lists for Ivy Records . . . Ray Walter, General Manager of Belinda (Johannesburg) Ltd., waxed a version of "You're My World"—the result, a No. 1 in South African charts.

The Best in Britain ... Bens

Great Britain's Best Sellers

This Week Last Week Weeks On Chart

1	1	5	*Have I The Right—The Honeycombs (Pye) Ivy
2	3	3	*You Really Got Me—The Kinks (Pye) Kassner
3	4	10	I Won't Forget You—Jim Reeves (RCA) Burlington
4	2	7	Do Wha Diddy Diddy—Manfred Mann (HMV) West One
5	12	3	*The Crying Game—Dave Berry (Decca) Southern
6	9	3	*I Wouldn't Trade You—The Bachelors (Decca) Lebill
7	5	9	*A Hard Day's Night—The Beatles (Parlophone) Northern Songs
8	13	2	Rag Doll—The Four Seasons (Philips) Ardmore & Beechwood
9	16	2	I'm Into Something Good—Herman's Hermits (Columbia) Dominion
10	—	2	*As Tears Go By—Marian Faithful (Decca) Forward
11	7	5	It's For You—Cilla Black (Parlophone) Northern Songs
12	6	9	Tobacco Road—The Nashville Teens (Decca) Southern
13	11	7	I Get Around—The Beach Boys (Capitol) Burlington
14	18	2	Where Did Our Love Go—The Supremes (Stateside) Jobete
15	17	2	Such A Night—Elvis Presley (RCA) Chappell
16	8	8	Call Up The Groups—The Barron Knights (Columbia) Various
17	15	19	I Love You Because—Jim Reeves (RCA) Bourne
18	10	10	It's All Over Now—The Rolling Stones (Decca) Kags
19	19	2	*She's Not There—The Zombies (Decca) Marquis
20	—	1	Everybody Loves Somebody—Dean Martin (Reprise) Morris

*Local copyright.

Top Ten LP's

- 1 A Hard Day's Night—The Beatles (Parlophone)
- 2 The Rolling Stones—The Rolling Stones (Decca)
- 3 Wonderful Life — Cliff Richard (Columbia)
- 4 Gentleman Jim — Jim Reeves (RCA)
- 5 The Bachelors Plus 16 Great Songs—The Bachelors (Decca)
- 6 Kissin' Cousins — Elvis Presley (RCA)
- 7 West Side Story — Soundtrack (CBS)
- 8 Moonlight And Roses—Jim Reeves (RCA)
- 9 A Touch Of Velvet—Jim Reeves (RCA)
- 10 With The Beatles—The Beatles (Parlophone)

Top Ten EP's

- 1 Five By Five—The Rolling Stones (Decca)
- 2 Long Tall Sally — The Beatles (Parlophone)
- 3 Wonderful Life — Cliff Richard (Columbia)
- 4 The Rolling Stones—The Rolling Stones (Decca)
- 5 Peter, Paul & Mary—Peter, Paul & Mary (Warner Bros.)
- 6 From The Heart — Jim Reeves (RCA)
- 7 All My Loving — The Beatles (Parlophone)
- 8 The Bachelors Vol. 2—The Bachelors (Decca)
- 9 Welcome To My World — Jim Reeves (RCA)
- 10 Songs To Warm The Heart Vol. 2 — Jim Reeves (RCA)

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BELGIUM

Let's talk about that phenomenon of song and hitmaker number one, **Adamo**. Beginning with his first record "Sans Toi, Mamie," all his tunes have made for the top in the hit-parades, both in the Flemish and the Walloon country. What is it that makes this 21 year old Sicilian, who has lived in Belgium for a number of years click? Does one buy his records for what he has to say, or for the way he is saying it, which means his way of putting his songs across, or is the attractive musical theme the most important ingredient of his success? It's hard to say, but the fact is that Adamo is now far ahead in our world of show and that he heavily tips the scales with the sales-figures of his records. This has never happened before in Belgium, and perhaps it would serve a purpose to try to see what is happening backstage to contribute to this Adamo-boom.

In the first place there is Salvatore Adamo himself, who still lives in a popular district of Jemappes with his parents and numerous brothers and sisters, although he is pretty rich by now. Adamo himself is really at the base of his success, as he writes his own words and music. He had been writing texts when he was still very young and poetically inclined. His ability to write the music score itself is practically nil, but when he has a theme in his head, he makes Jeff De Boeck and Oscar Sainstal listen to it and put it on paper. Jeff is not only artistic director at the SA Gramophone firm which has contracted Adamo for the Pathé label, but he is at the same time managing director of the Ardmore and Beechwood publishing company, to which Adamo passes his numbers on to distribute the world over. Sainstal is known in Belgium as one of the best arrangement writers, kneading music in order to make it fit for recording. The De Boeck-Sainstal duet is responsible for the special sound which goes with every Adamo record and which contributes a great deal to the success of his products. Emile Garin, commercial manager for the firm has worked out a really impressive planning for the distribution of Adamo records and the transfer to singles, EP's and LP's. This is important to a performer.

And we must not forget to mention the man who arranges contracts for singer Robert Bylois, managing director of the Benelux Theater, the outstanding promoters of shows in this country. Bylois also knows his business when it comes to contracting engagements for his star performer, and this also applies to appearances abroad. We feel that it is important to arrange "live" performances for Adamo on TV. Prominent singers seem somewhat reluctant to accept this as the reproduction of sound on television is technically inferior, but viewers are nevertheless disappointed. Adamo was outstanding while appearing at a "Fairytale Night" at De Haan on the Belgian coast. But technically it could have been better; somehow the accompaniment was not up to standard. We could do with a little more technical know-how in this respect. Why not have Adamo mime his numbers, as his voice does not change when he is behind a microphone. But an inferior accompaniment could do him a great deal of harm.

The new but active publishing company of Jean Kluger, named after himself, reported that he produced four numbers by Flemish hit-singer Will Tura in a co-production with World Music. Also four new Cogoi-numbers. Two of them will be published by his company. Kluger wrote music for two of them: "Sèche Tes Larmes" and "Depuis Que Je L'Aime." For Benelux the company acquired the rights of "Schaffe, Schaffe, Hausle Bae" and "Sweet William," new topper of Millie (remember "My Boy Lollipop!").

Chubby Checker, who hit in our country a couple of years ago in the No. 1 position, with his "Let's Twist Again," never succeeded in repeating this effort, till he arrived here some weeks ago with his strong rendering of the folk-song: "Hey Bobba Needle." Artone, which is representing the Cameo Parkway label over here, is very proud with this success as Belgium is the only country in the whole world where "Hey Bobba Needle" reached very high. Let's hope Chubby will not forget to visit Belgium during his forthcoming European tour. "Lazy Elsie Molly," Chubby's newest record just released here already is showing a great departure. First sales really are very good.

Ron Winters' rhythm & blues version of the Chuck Berry composition, "Back In The USA," on the Colpix label is doing very well over here, certainly owing a great part to the rhythm & blues-wave, winning field in Belgium, thanks to Chuck Berry, Mary Wells and others.

Most important releases among others are: "Kiko"—Jimmy McGriff (Funkler) "Surfin' Liza"—Van Doren (Funkler), and "Napoli"—De Selvera's (Artone).

Mrs. Robiefroid, top exec of Disques Artone Fonoplaten, announced that this fast rising firm will start handling the well-known classical Westminster label in Belgium within some weeks. High hopes are pinned on this classical label, regarding the very high quality of the recordings. The event marks the first time Artone shall represent a major label of classical music.

Polygram reports the summer season, although rather calm, nevertheless has had a few top disks: "Fille Du Soleil" by Cogoi (Philips), "Una Lacrima Sul Viso" (Une Larme Sur Ton Visage) by Lucky Blondo (Fontana), "La Ferme Du Bonheur" by Claude François (Philips), "Chaque Instant De Chaque Jour" by Sheila (Philips), "Les Mauvais Garçons" by Johnny Hallyday (Philips).

Still on the Flemish hit-parade and this is for 8 weeks already, is Liliane's version of "We Gotta Stop!" (Philips). This youngster is preparing her next single which, as told by Hans Van Baaren, will be even more attractive than her first one. Customers order daily and here's hoping they must not wait too long.

Willeke Alberti's (Philips) "De Winter Was Lang," still on top in Holland, also is doing fine over here.

Millie's "My Boy Lollipop" (Fontana) is still selling strongly and her "Sweet William" is following closely Millie's first single.

Jerry Lewis' "Long Tall Sally" also has important sales.

High expectation on the next season that no doubt hides a few surprises. Mr. Vandenhout, musical director of Primavera publishing house acquired the Benelux rights of Alain Barriere's "Ma Vie" (My Life) that will be the best-seller for the next season. From the same writer-performer Primavera obtained "Un Ete" (One Summer) and "Adieu La Belle" (Farewell Beautiful).

Alain Barriere, who could be the No. 1 artist of next season, has proved his talent with titles as "Je Reviendrai D'Al Cantara," "Elle Estait Si Jolie," "Plus Je T'Entends," "Longtemps" etc. . . . and fought a long time to get his talent accepted by the masses. There is no doubt he will be a top talent for years and years to come.

Yan Theys of Palette and World Music, told CB that Adriane Et Les 10/20 are back again with a single and an EP. Titles are "Louie, Reviens Chez Toi" "Vas Donc"—"Le P'tit Toto" and "Play Boy." Both records are to be released in the Benelux and France.

Luigi is making a few new sides these days. He cut "Pense A Lui" and "Nous N'Avons Plus L'Age." Two originals. Lebannon is interested in his former release "Une Maman" and will release this record over there.



AUSTRALIA

It seems that the promoters of the Ray Charles concerts have had a fairly successful series of shows. Apparently this isn't the case with the Billy J. Kramer tour because some of his shows were cancelled but the shows that were given were fairly well attended. Kramer is currently scoring with his latest single "From A Window," which was written by that talented pair, Lennon and McCartney.

Folksinger star Lionel Long has left Australia for London and Europe for two years where he hopes to promote Australian folk music. Before he left, Lionel was guest of honor at a reception organized by EMI; the function had a twofold purpose—to wish Lionel bon voyage and to present him with a Gold Record for sales of his 12" Columbia album "Waltzing Matilda." The presentation was made by EMI's chairman and managing director, J. M. Burnett, C.B.E., and was attended by radio, TV and press personnel.

Festival Records has recently secured long term rights to the American Dot and King catalogs, also the English Ember and Island labels. Negotiations were completed by Festival's executive director Frederick C. Marks during a recent world tour. The Dot range will be issued on the Dot logo for the first time in Australia—the contract was formerly held by EMI. Marks also stated that a long term contract with King Records of America has been signed and first Australian releases under the contract terms will be made immediately after masters become available.

Concert Managements International Pty. Ltd. are presenting an Australian season with American entertainer, Paul Goldin. Concert Managements have previously been associated with Australian visits by Margot Fonteyn and Artur Rubinstein.

New releases from the Festival group include a new single by popular Judy Stone with "Break My Heart, Break" c/w "Lonely People Do Foolish Things." The Dee Jays have a newie also with "It Must Be Love" and "Tell Me How You Feel." From overseas, Festival has made a rush release of the Burl Ives version of "Pearly Shells," which is the first version of this highly touted song to be released in Australia.

Roy Orbison, who rarely misses in Australia, looks set for big things with his new London label release through EMI, "Pretty Woman."

Bobby Breen is in Australia for a season at a leading hotel. It is understood that an album will be recorded of Breen's performance during his stay in Australia. His current single is "Here Comes That Heartache" and "You're Just Like You."

A young pop artist who is quickly building a fine reputation for himself is Ray Columbus, who has become especially popular as a result of his television performance. Through the Philips organization Ray has a record out of "She's A Mod" c/w "The Cruel Sea."

Among the new album releases for September from Australian Record Company we find "Call Me Irresponsible" by Andy Williams; "One Dozen Berrys" by Chuck Berry; "I Walk The Line" by Johnny Cash; "Island Woman" by Marty Robbins and "When Lights Are Low" by Tony Bennett.

Australia's Best Sellers

- 1 A Hard Day's Night (The Beatles—Parlophone) Leeds Music
- 2 The World I Used To Know (Jimmie Rodgers—Dot) J. Albert & Son
- 3 House Of The Rising Sun (The Animals—Columbia) Paling & Co.
- 4 Such A Night (Elvis Presley—RCA) Chappell & Co.
- 5 I Should Have Known Better (The Beatles—Parlophone) Leeds Music
- 6 Kissin' Cousins (Elvis Presley—RCA) Belinda Music
- 7 Rag Doll (Four Seasons—Philips)
- 8 A Million Drums (Tony Sheveton—W&G) T. M. Music
- 9 Hello Dolly (Louis Armstrong—Kapp) E. H. Morris
- 10 Constantly (Cliff Richard—Columbia) D. Davis & Co.

BELGIUM (Cont'd)

Sophie Pascal is expected with "Seule Sous La Pluie"—"Ne Te Moque Pas De Moi"—"Tu Es La" and "Plue La Mème." Sides are set for Benelux, France and Canada.

Acuff-Rose Benelux is working hard on "Bread And Butter" and a local recording is planned.

Peter Kreuder plays a selection of Beatles-tunes on his typical Kreuder sound. Perhaps the most funny Beatles cover on Palette.

Palette is preparing a series of LP's with The Maya's, The Waikiki's, The Cousins, Peter Kreuder, Tura etc. Those records are set for international release and it is the first time in quite a while that this label is concentrating on the LP-field. It was up to now very successful on the singles market. Special publicity will be given to the promotion of those LP's.

Belgium's Best Sellers

FLEMISH

- 1 Ma Vie (Alain Barriere/RCA/Primavera)
- 2 Zoro Est Arrivé (Henri Salvador/Vogue/Belinda)
- 3 Si Jamais (Adamo/Pathé/Ardmore and Beechwood)
- 4 Bimba Bella (Willy Williams/Ronnex/Globe)
- 5 La Ferme Du Bonheur (Claude François/Philips/Southern)
- 6 Una Lacrima Sul Viso (Bobby Solo/CBS/Bens)
- 7 Il Primo Bacio (Gigliola Cinquetti/Show/Italmusic)
- 8 Bye Bye Blondie (Trini Lopez/Reprise/Intervox)
- 9 Liebeskummer Lohnt Sich Nicht (Siv Malmkvist/Polydor/Intervox)
- 7 Long Tall Sally (The Beatles/Parlophone/Globe)
- 8 A Hard Day's Night (The Beatles/Parlophone/Brauer)
- 9 Draai 87654 (Tony Geys/Show/Southern)
- 10 Hey Bobba Needle (Chubby Checker/Cameo-Parkway/Belinda)
- 10 A Million Drums (Tony Sheveton/Show/Belinda)

WALLOON

- 1 Ma Vie (Alain Barriere/RCA/Primavera)
- 2 Zoro Est Arrivé (Henri Salvador/Vogue/Belinda)
- 3 Si Jamais (Adamo/Pathé/Ardmore and Beechwood)
- 4 La Ferme Du Bonheur (Claude François/Philips/Southern)
- 5 Chaque Instant De Chaque Jour (Sheila/Philips/Belinda)
- 4 Viens Sur Ma Montagne (Marie Laforet/Festival/Brauer)
- 5 Shoop Shoop Va L'Embrasser (Les Surfs/Festival/Belinda)
- 6 Les Mauvais Garçons (Johnny Halliday/Philips/Labrador-Paris)
- 7 Ce Monde (Richard Anthony/Columbia/Belinda)
- 8 Una Lacrima Sul Viso (Bobby Solo/CBS/Bens)
- 9 Fille Du Soleil (Robert Cogoi/Philips/Jean Kluger)
- 9 Allo Mai 3837 (Frank Alamo/Barclay)
- 10 Obsession (Jackie Delmone/CBS/Belinda)



CANADA

Outstanding vocal group recently appearing at Montreal's Venus Di Milo Room was The Couriers. Easily one of the most professional entertainment organizations to appear in this City, these three young people played to S.R.O. crowds at the Montreal nightspot for the entirety of their three week stand. Not just a folk singing group, The Couriers have developed their act to incorporate some very funny comedy bits, and several items from other entertainment areas, i.e. Broadway with a sensational reading of "Who Will Buy," from Oliver. Among other accomplishments the kids have recorded the Post Cereals commercial jingle for Young And Rubicam Agency. They head for Potsdam, New York and a Clarkson College concert following their Montreal stand. A new RCA Victor single will be forthcoming, "Cherry Bough Tree" and "La Fille D'un Avocat," following hot on the heels of their newest RCA Victor album, record product which will be in heavy demand wherever these talented young Canadians appear.

A recent Cash Box visitor was Lee Farley, Quality's General Sales Manager with H.Q. in Toronto. Lee had high praise for several new things out of Quality of late. "Society Girl" by The Rag Dolls on Parkway is off to a flying start in both Toronto and Montreal, a battle winner in both towns on CHUM and CKGM respectively. Chubby Checker will rake in heavy coin with his newie, also on Parkway, "She Wants To Swim." Lee, one of the most respected and well-liked record men in Canada, was truly high on an item originating in Winnipeg. It is "Stop Teasing Me," by Chad Allen and The Reflections. The side was recently remastered by Quality, and according to Lee, an American release for the outing is only a matter of time. Lee is one of the few record men who could get a side on Canadian airwaves on the basis of his recommendation alone, and he has succeeded with the Chad Allen outing on several key stations in the Eastern part of Canada. The disk has been a solid chart item on western Canadian airwaves for some time. Another up and comer at Quality is a new one by Nino And The Ebb Tides, "Automatic Reaction." The item has been a big winner on Canada's west coast where the Quality branch has been pushing it out in giant size orders as a direct result of smash chart ratings and airplay on Vancouver's CFUN. Farley was gratified at early Montreal reaction on the new Ray Peterson MGM single, "Oh No." It gives every indication of developing some big chart muscles.

"Pretty Woman," the latest by Roy Orbison on Monument is one of the fastest selling singles in many a moon at London. It could well be a hit of Beatle proportions in very short order.

One of Canada's pioneer record men, Aaron Lipsin, in cooperation with Marvin Drimer, has debuted a new record distribution company, Almada Corporation. H.Q. for the new firm is 417 St. Peter Street, Suite 20, Montreal 1, Quebec. The new company will distribute records and accessories imported from the United States and Europe, with a portion of the catalogues to be pressed in Canada, Mr. Lipsin told Cash Box. The firm's toppers are both record biz veterans, Lipsin had been National Sales Manager of Musimart for sixteen years while the second principal in the new company, Drimer, had been Manager/Controller of Musimart for ten years. Lipsin told CB of the following appointments to the fledgling firm in various capacities: Harold S. Smith Associates—Consultants and Special Representatives; Denis Lapointe—Sales Manager, Quebec; Harry Dunnette—Sales Manager, Ontario and Robert Trush—Sales Representative, Montreal.

"Bongo Blue Beat" by The Rockin' Rebels on Arc, is getting considerable air exposure over Montreal's CKGM as a theme of the day item. It could be a break out soon in the big town.

Dave Boxer's air seg on Montreal's CFCF-Radio is developing into a real big winner. The deejay's comparatively new show (7-11 PM, Monday through Friday and Noon to 6 PM Saturdays) is making wholesale inroads on the Montreal radio scene. A chart recently introduced by the spinner is now over the 12,000 mark in weekly distribution, and the station's tub thumpers claim a phenomenal mail return of some 6,000 plus on ballot forms provided on the chart weekly. Dave was Co-encee of the Beatles shows in Montreal and reportedly will fill the same capacity in the forthcoming Roy Orbison appearance in the City, this time in a solo role.

The outstanding vocalist, Elario Lozano, long a fixture at Montreal's Piazza Tomasso introduced several of Montreal's leading record and radio types to a single he cut while in Italy some time ago. It is on the Durium label and is entitled "Elvirita." It overshadows the artist's first North American disk session by a long way, and given half a chance by spinners could become a smash. It is sung entirely in Spanish, but has a very definite commercial sound. In many ways it is similar to the current chart outing by Rene And Rene, "Angelito." The singer will guest with Mike Stephens on his WCAX, Burlington, Vt., TV seg in the near future. London, Canadian affiliate of Durium, are making arrangements to rush the single onto the market. It's a class record, loaded with chart potential. Elario will soon be back in the recording studio to do some English-Spanish items that currently seem to be commercially acceptable more than ever.

Bill Ballantyne exits his General Manager's post at CKGM-FM at the end of this month to assume new duties with Standard Broadcasting in Toronto. He takes with him the very best wishes of his many friends and associates throughout the industry. Many of Bill's responsibilities at CKGM-FM will now be under the supervision of Miss Lori Dempsey.

The Esquires were Cash Box visitors recently, with the good word that they have been booked to appear with the forthcoming Dave Clark Show in Toronto. Other dates with the D.C.Five are pending for the fine Canadian group. They are about to release a new single under the Capitol banner. It could be any pairing of some six different selections currently being considered by the group and the A&R people at the label. Meanwhile Montreal airplay continues on the "My Blue Heaven" track in their current Capitol LP. The Esquires are also set for a series of Montreal appearances in the near future. They are without a doubt a highly professional and extremely commercial unit, winning high praise wherever they appear in person. All they really need is that one national breakout on the record scene to vault them into the stardom they so richly deserve.

Capitol's Frank Henry has his charming secretary, Monique Leroux, extra busy these days churning out good words on behalf of some outstanding Pathe releases. Gilbert Becaud is set for a Montreal appearance at the end of October, and Frank indicates that the great French star will have one of his biggest single outings by that time with "T'es Venu De Loin." Frank is also making sure that Monique includes good words for Les Cailloux. The Group's package of French Canadian Folk Songs has developed into the number one seller on the Pathe label.

CHUM's new 50,000 watt signal out of Toronto is reportedly being heard regularly in Ottawa, and can, on occasion, be heard quite well in Montreal. The station ranks high among Canada's leading avenues of exposure for pop record product.

Jim Corbett, Sparton's man in Montreal, has a hat full of hit items cur-



GERMANY

The singles business in Germany is going strong once again for German songs. Eight of the Top 10 hits this week are German compositions and both of the other titles are sung in German with the exception of Millie, who shares honors with Heidi Bachert of Germany with the number 8 song "My Boy Lollypop." The major markets are going strong for top hits in English from the American and especially the English hit parade. The kids in the big cities are strong for original product and are buying and dancing to The Beatles and other top hits, especially those associated with the Liverpool sound. The small cities and country people are still German product minded and are strong enough to establish patterns such as those shown in the hit parade which also shows a strong tendency for the major juke box dealers and one stops to concentrate on German language product. German artists hold down an unusually high percentage of hit positions but Paul Anka, Cliff Richard, Sweden's Siw Malmkvist & Millie all hold down top 10 slots although all of them are sung in German. The next few weeks should establish hit patterns from the strong supply of singles product that could last until after the best selling Christmas season.

Klaus Teubig from Edition Esplanade reports that the new Freddy film "Freddy And The Songs Of The Prairie" is a huge box office success and the LP from the film is racking up top sales for Germany's best selling artist. Joachim E. Berendt, jazz critic and head of jazz at Radio Baden-Baden, reports that the Berlin Jazz Festival is to be held on Sept 24-27. Germany's top artists Klaus Doldinger, Albert Mangelsdorff and the Max Gregor big band will be on hand for the occasion along with top foreign stars including Roland Kirk, Benny Bailey, Don Menza and Bud Freeman. Hans Gerig reports that the tune "Memphis, Tennessee" is one of the most recorded tunes around these days. Along with the Chuck Berry, and Johnny Rivers versions which are going great guns and several other English language versions of the tune, Italy's Claudio, Rik and Roger, and CBS top star Bernd Spier have done the tune in German.

Teldec records reports that it has released 14 new LP's in its 5 star program of best sellers. Both pop and semi-classical material are represented on the list.

Erwin Halletz the conductor of the Monte Carlo Light Symphony Orch. and famous composer just finished the music for the U.S. film "Fanny Hill."

Petula Clark has recorded the title song from the film which will also be used for showing with the film in Europe in English, French, Italian and German. Erwin also wrote the music for the new Ice Skating film with world champions Marika Kilius and Hans Jurgen Baumler, which will be premiered here soon.

Philips Records reports that the Hamburg Radio Jazz Workshop concert has been recorded for the label including a big band lead by tenor man Hans Koller and featuring Benny Bailey, Donald Byrd, Albert Mangelsdorff, Klaus Doldinger, Johnny Griffin and Ingfried Hoffmann.

Theo Seeger of Peer Music is back pushing "Love Me With All Your Heart" which was a smash here last year in the new German version by the Gunter Kallman Choir on Polydor.

Polydor A&R man Bobby Schmidt has a new biggie by Yovanna called, "Du, Du, Du, Oh Du My Darling," which is moving fine.

The firm has signed the Swedish duo The Chicks and have recorded the U.S. smash "Chapel Of Love" with the group.

Peter Lach of Capriccio Music has a new top push item in the new Gerhard Wendland platter "Luck Will Soon Knock On Your Door" which is the title song of the new TV Lottery for the Berlin children. The record will get daily TV exposure for weeks in conjunction with the lottery.

Hans Gerig reports that he's working hard on several top sellers including the Charles Trenet number "Que Reste-T-Il De Nos Amours" done in German by Alma Cogan and the new Gitte & Rex Gildo single "Hocus-Pocus."

German Vogue has recorded Frenchman Michel Paje in German.

Austroton and their Elite Special label are working hard on an LP of re-released Hans Moser works. Hans died in June of this year. The label is pushing hard on The Rackets recording of "Skinny Minnie" b/w "Mona Lisa," which is racking up top sales after the groups recent appearance on German TV. The firm also has two new singles getting top action including a re-release of an oldie by Hildegard Knief and a new release by Leonie Bruckner.

That's it for this week in Germany.

Germany's Best Sellers

Week	Last Week	Weeks On Charts	Title
1	1	9	*Liebeskummer Lohnt Sich Nicht (It Doesn't Pay To Be Lovesick)—Siw Malmkvist—Metronome—Intro/Meisel
2	—	1	*Sein Bestes Pferd (His Best Horse)—Martin Lauer—Polydor—Hans Gerig Music
3	—	1	*Das Kommt Vom Rudern, Das Kommt Vom Segeln (That Comes From Rowing, That Comes From Sailing)—Peter Lauch and the Regenpfeifer—Golden 12/Metronome—Transatlantic Music
4	3	7	*Zwei Maedchen Aus Germany (Two Girls From Germany)—Paul Anka—RCA Victor—Melodie Der Welt/Michel
5	7	2	*Bravo Bambino—Rex Gildo—Electrola—Hans—Gerig Music
6	2	5	*Kein Gold Im Blue River (On Top Of Old Smokey)—Ronny—Telefunken—Edition Marbot
7	9	2	*Die Rose Von Mexico (The Rose From Mexico)—Peter Hinnen—Ariola—Nero Music/Hammerling
8	10	2	My Boy Lollypop—Millie/Heidi Bachert—Fontana/Polydor—Seith/Chappell
9	4	5	Sag "No" Zu Ihm (Don't Talk To Him)—Cliff Richard—Columbia—Aberbach Music
10	—	1	*Wenn Du Mal Allein Bist (When You Are Alone)—Manfred Schnelldorfer—Decca—Karl Heinz Busse Music

CANADA (Continued)

rently breaking for him. The Spats will do big business on their ABC-Par. newie, "Gator Tails And Monkey Ribs." Fats Domino jumped off to an early chart start with his ABC-Par. updating of "Sally Was A Good Old Girl." The side was a solid airplay item out of Buffalo, giving it a head start upon release in Canada. The Impressions and Tommy Roe seem destined for a full share of chart action on their most recent ABC-Par. outings. At the recent Sparton demonstration of new product in Montreal, visiting firemen included Harold Pounds, W. L. Page and N. Eiloait, all from the firm's London, Ont., H.Q.

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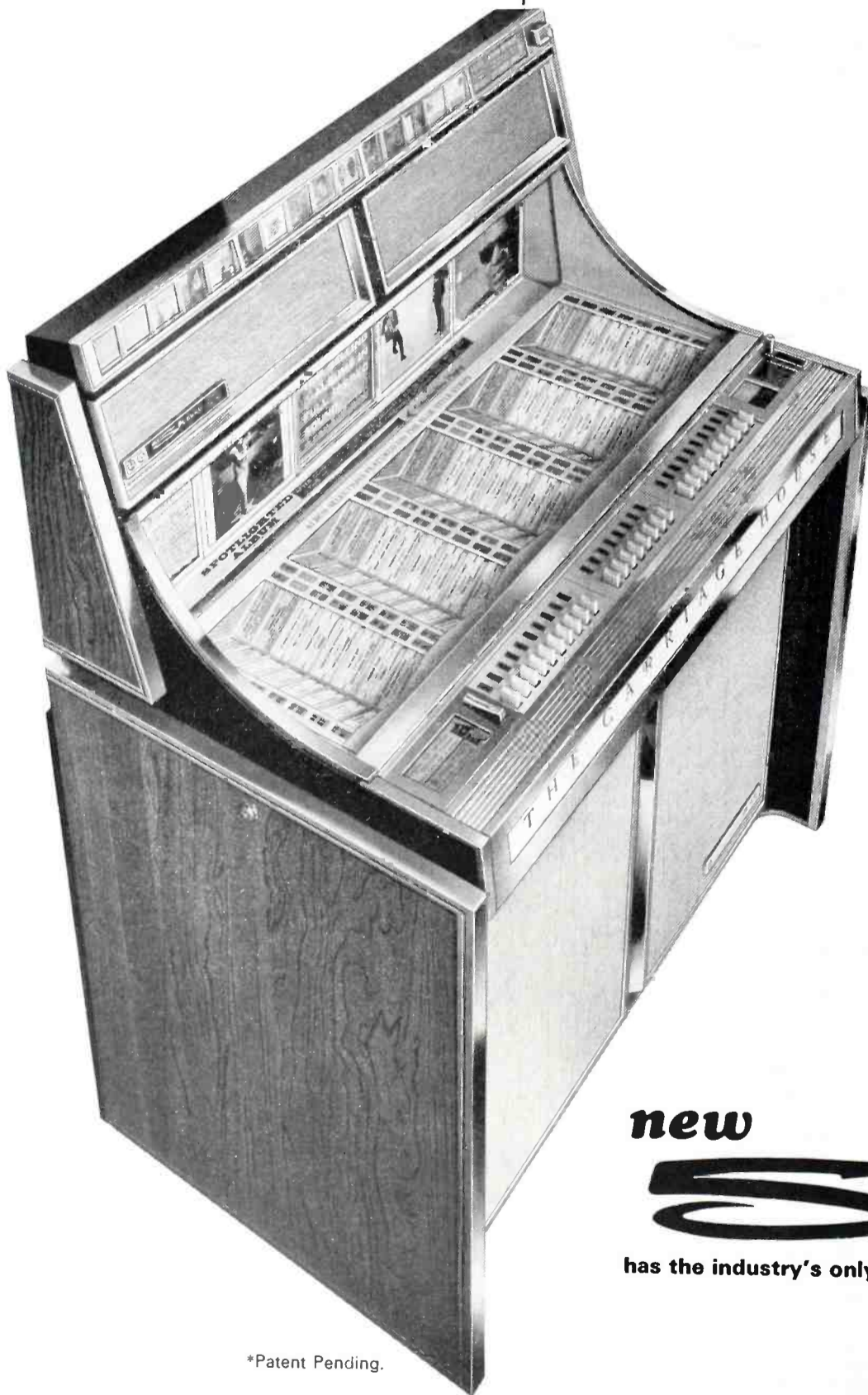
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Editorial

The Idea Of A Convention

Of the many attractions scheduled for the coming MOA and NAMA Conventions, one thing is certain. The halls will be filled with ideas for earning greater profits from coin-operated equipment and the operator who does not take himself to Chicago during the October 14th through 20th convention dates will not benefit from long-range selling and merchandising techniques as well as first-person contact with factory execs.

The manufacturers of music, amusement and vending equipment are at this moment finalizing plans for the increased sale of equipment. They have long since realized that it takes more than a simple twist on a former idea to sell machines. Especially in the case of music, where increased income per location is a necessity these days, operators will find themselves in a position to speak directly with the machine manufacturers and the record companies who have initiated a renewed interest in the operator—the industry responsible for a large segment of overall record production. What better way to guarantee that all that is to be known on the subject of records is obtained, than to get the information at first hand. Of course, operators can also register criticism where warranted and thereby take steps to assure that future releases both in the record department and in the area of machine production are created with the operator in mind.

How many amusement machine ideas emanate from the operator? Not many, of course. It's the business of the manufacturer to produce income-earning equipment. But there have been instances where an enterprising coinman has submitted ideas which have been used. The MOA Convention presents an excellent opportunity for discussion along these lines and the manufacturers would welcome it.

In the field of vending, the NAMA Convention will overflow with new ideas, new equipment and new merchandising techniques. To get the information second-hand, or even worse, to continue unaware of certain innovations in operating, whether in the area of legislation, contracts, public relations or new equipment, is obviously not in the best interests of any company's route, regardless of type of operation.

It is time for the operator to become genuinely interested in his business and one way to learn more about his business and the people who comprise his business is to attend industry conventions such as will be staged by the Music Operators of America and the National Automatic Merchandising Association. Both associations have arranged for highly successful trade shows. There isn't an operator in the country who can honestly say that he is not in need of the benefits to be derived from attendance at either show.

Chi Factories Geared For Big MOA Turnout

CHICAGO—A two-day tour through the coin machine plants here last week confirmed exhibitor enthusiasm for the Music Operators of America Convention scheduled for the Sherman House, October 14-16. In every instance, the plants are running at high production on all equipment both in preparation for fall shipments and in many instances for impact before and during the operator trade meetings.

Among the factories interviewed in Chicago last week, the Rock-Ola Manufacturing Corporation was representative of most factories. Working at a feverish pitch, the entire executive staff was occupied with completion of materials and plans for both MOA and NAMA. The Rock-Ola booth at the NAMA will be the most impressive ever used by the factory. Seeburg is geared for both shows with what with music, amusement and vending equipment scheduled for respective showings at the conventions. The firm's NAMA display will occupy large exhibit space. Bally's staff will fit out its MOA booth with an extensive display of machines including new pingame equipment. Chicago

Coin, in addition to a display of its entire line, is prepping a promotional idea designed to attract ops to its booth. Midway's Hank Ross advised that the firm will show a new game in addition to its present line of novelty machines. United's games line will now be incorporated into the Seeburg exhibit display as will the Williams line. Both were purchased by Seeburg this year. MOA business manager Fred Granger reported that factories outside of the Chicago area have also indicated intentions of displaying a wide range of machines from elaborately decorated exhibits. The Sherman House layout has music machines and record firms, along with one-stoppers, in a music room. A mezzanine will handle the amusement machine section with another room handling the balance of the exhibitors.

Forums, panels, association meets and a sell-out banquet are other indications of interest and a large advance registration. The opinion of factory execs in Chi last week was that the MOA show will undoubtedly be the most successful in the past six or seven years.

Holzman To Host Two Cocktail Parties At Ops' Nevele Fest

NEW YORK — Irving Holzman, United East Coast Distributors, multi-state distributors for the United games line, has announced that the firm will sponsor two cocktail reception parties during the forthcoming Annual New York Operators' Association Banquet, scheduled for September 25-27 at the Nevele Country Club in the Catskill Mountain Resort Region. One party will be held Fri. evening and the second on Sat. evening.

The annual affair is sponsored by members of the Music Operators of New York Inc., Westchester Operators Guild, and the New York State Coin Machine Association. Last week, Ben Chicofsky, Business Manager of MONY and banquet manager, advised that the affair is a sell-out and that more than 500 people from the industry will be present.

Holzman, after meetings with the United factory execs and his own United East Coast staff, decided on the two-pronged participation idea after completing promotion plans for the sale of United equipment during the fall in a territory reportedly encompassing seventeen states.

"We're currently shipping 'Polaris' bowlers and 'Orbit' shuffles to the ter-



IRVING HOLZMAN

ritory," stated Holzman during discussions last week. "The games plans from United during the coming months will offer come exciting ideas for operators," stated Holzman, "and we look for a big wind-up to a very successful year."

MOA Issues Advance Registration Cards

CHICAGO—Fred Granger, managing director of the Music Operators of America, is currently making available to the trade what he considers to be this year's most important innovation as far as convention planning is concerned—advance convention registration and banquet reservation cards.

The purpose of the advance registration card is to afford members the opportunity of returning the card, together with a \$5.00 check (the price one would have to pay at the door), and have their badges ready when they arrive at the convention registration desk October 14th.

Members and their guests may also facilitate their admittance to the annual banquet and floor show, scheduled to be held Friday, Oct. 16th, by filling out a banquet reservation card and enclosing a \$20.00 check.

Granger said that a few minutes

spent filling out and mailing these advance cards now will save time and avoid inconvenience at the show.

Buffalo Rules Pool Tables Legal

BUFFALO—Allied Vending Service, owned by John Cooper, and the firm's attorney John Condon, Jr., scored a major victory in the courts here last week September 10 when Supreme Court Justice Gilbert H. King ruled that coin-operated pool tables do not violate Buffalo's gambling ordinance. The ruling could have broad ramifications throughout the State and nation.

According to Judge King "the City of Buffalo acted in an arbitrary and capricious manner in refusing licenses for three applicants." The three applicants are Allied, and two locations owned respectively by Edward Palaszewski and Leonard Pawlicki.

Justice King pointed out that the City's own expert at a hearing testified that it would take from six to eight hours to convert the pool tables and would require the addition of "from ten to twenty micro-switches, a step-up relay, and other relays, a time clock, a counter, a push-button, and a different type of coin-slot."

He said the intent of the penal law was to prohibit gaming devices that could be quickly changed from lawful instruments of pleasure into illegal instruments and six to eight hours falls within the prohibition covered by the penal statute. Earlier rulings specify that the required six to eight hour time element excluded machines classified as "readily convertible." Hence, the new ruling. The City of Buffalo has a 30-day right of appeal but the opinion here was that the chances of appeal were nil.

Last Convention Call To West Virginia Ops



JOHN (RED) WALLACE

HUNTINGTON, W. VA.—John Wallace sent out a "last call" to ops in the area and suppliers across the country last week in a final notice of the forthcoming Tenth Annual West Virginia Music and Vending Operators' Convention scheduled to be held here September 17-19. Wallace, head of Allied Sales Company Rock-Ola distribs, is also chairman of the convention committee. He advised that the affair will draw "several hundred" coinmen from near and far. Factories in Chicago and New York, as well as Michigan and other points, will be represented in exhibits through distributors, and in person by execs traveling to the affair as in the past.

Among the guests scheduled to speak are Fred Granger, business manager of MOA, and dignitaries from the state area.

West Virginia ops have much to

Columbia Little LP Packs To Feature 20 Title Strips At No Increase In Price

NEW YORK—Gene Weiss, General Sales Manager, Columbia Records advised juke box operators last week through the label's nationwide distrib network, that future Little LP releases will offer twice as many title strips as in the past. "All Little LP product will have a three-page fold in the disk pack with two of the pages die-cut with ten title strips or each for a total of twenty title strips for each seven-inch disk," said Weiss in an interview with Cash Box last week. Heretofore the packs, which are gaining wide acceptance by operators of 45-33 speed equipment, offered ten strips.

The do-it-yourself Little LP packs, and the stereo single packs, both featuring selections culled from current LP's, offer ops a full color repro of the album cover, in seven inch size to fit display panels, plus title strips with the six selections for Little LP's and two selections for stereo singles.

Columbia released six Little LP's two months ago and while sales are running high, ops are asking for twice as many strips. Many jukebox locations have installations of more than ten wallboxes, hence the need for the twenty title strips, according to Columbia.

Six new releases, to be made available through normal distribution channels and through one-stops shortly, include the following artists: Marty Robbins, Ray Price and Johnny Cash head up the country-western section. Robert Goulet, The Brothers Four and Jerry Vale head the pop artist roster for the forthcoming release.

celebrate this year and could also stand a breather from those pressing problems which are currently being studied by the association.

NAMA Adds 27 New Companies

ABC Consolidated Joins Association Ranks

CHICAGO—A total of 27 firms have become members of the National Automatic Merchandising Association in recent weeks, announced Carl Millman, the Association's president.

The 15 new operator members range from privately held local companies to the ABC Consolidated Corporation, a publicly owned national operator with headquarters in Long Island City, New York. Other categories included five vending machine manufacturers and seven suppliers.

"We welcome these new members and hope that many others will follow their example in connection with the NAMA Show in October," Millman said.

The new NAMA members are:

Operating companies: ABC Consolidated Corporation, Long Island City, N.Y.; Ace Vending Service (Division of Filron Sales Co.), Evanston, Ill.; All American Vending, Alhambra, Calif.; Arkansas Vending Company, Fort Smith, Ark.; Auto-Man Enterprises, Redwood City, Calif.; Broudy-Kantor Co., Inc., Norfolk, Va.; DePaul Automatic Company, Inc., San



CARL MILLMAN

Jose, Calif.; Mobil-Chef, Inc., Portland, Ore.; National Food Management, Long Island City, N.Y.; Oy Vendco Ab Canteen, Helsinki, Finland; Rowe Automatic Vendors, Inc., San Diego, Calif.; Skill Vending, Inc., Chicago, Ill.; Superior Distributing and Forwarding Corporation, Kearny, N.J.; Thirst-Aid-of-California, Culver City, Calif.; and Wood Wholesale Company, Lebanon, Ind.

Machine manufacturing firms: Algas Industries, City of Industry, Calif.; Autovend Corporation, Caldwell, N.J.; Coffee Clubs of America, Inc., Chicago, Ill.; Metalab Equipment Company, Hicksville, Long Island, N.Y., and Sondo Enterprises, Los Angeles, Calif.

Product and service firms: Camie Company, Inc., St. Louis, Mo.; Diamond Crystal Salt Company, Wilmington, Mass.; Kirsch Beverages, Inc., Brooklyn, N.Y.; Monsanto Company, St. Louis, Mo.; W. F. Schraff & Sons Corp.; Boston, Mass.; The Tappan Company, Mansfield, O.; and Trans World Services, Inc., Arlington, Mass.

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

Vendo Machines To Exhibit And Operate At Bulgarian International Trade Show

WASHINGTON—Seven pieces of vending equipment manufactured by the Vendo Company, Kansas City, Mo., will be featured at the U.S. Exhibition at the 21st Plovdiv, Bulgaria International Fair, Sept. 13-27, and will also dispense snacks and beverages to exhibit visitors, the U.S. Department of Commerce announced last week.

A bilingual Bulgarian student, hired and trained at the exhibition, will demonstrate the vending equipment to visitors and will also tell them the story of the U.S. vending industry—with its four million machines—directly providing jobs for 85,000 persons and indirectly bringing employment to thousands more, officials at the Department advised.

The Department's Bureau of International Commerce has built the exhibition around the theme, "Machines for Better Living." Food is the predominant element of the show, with emphasis on machines which help produce, transport, process, package and market food products.

The presentation also will illustrate the abundance of material goods available to the average American, the orientation of the U.S. economy to the consumer and the rewards of dynamic production and competition under the free enterprise system.

This is the 3rd U.S. appearance in the biennial Plovdiv International Fair and the 153rd Trade Fairs pre-

sentation staged since the U.S. program was launched in 1954. To date, more than 98.5 million people in 45 countries have viewed displays and demonstrations of products from some 4,500 U.S. firms, according to department spokesmen.

Hollywood Brands Director Named 'Candy Ambassador'



JACK FRAIN

Jack Frain, director of sales for Hollywood Brands, Inc., was one of the 27 candy salesmen, selected from several thousand nationally, to be named "Candy Ambassador" at the recent national convention of the national candy wholesalers association in Washington, D.C. Frain was chosen because of his "distinguished service to the candy industry over the past 34 years." About 400 candy men, representing the leading candy distributors and suppliers in the United States, Canada, Puerto Rico, and several foreign nations, attended the convention.

In January, 1955, Frain was appointed director of sales by Hollywood Brands, Inc., Centralia, Illinois, manufacturer of a complete line of candy bars. Frain has long been active in affairs of the candy industry, and is a founder and past president of the Carolina Confectionery Salesmen's Club.

Norge machine, which operates as a single unit rather than as a part of a bank of four or more, is being used, he further advised.

Germän Gas Station Chain Installing Coin-Op Equipment

NEW YORK—Caltex Deutschland GmbH, a leading service station chain in West Germany, has begun the installation of Norge coin-operated dry cleaning machines in its stations, according to Ernst D. Bechhofer, president of the Dynamic Vending Corporation, exporter of the machines to Germany.

Caltex, a subsidiary of the California Texas Oil Corp., plans to install the machines in 500 of its 1,200 stations if the initial installations prove successful, Bechhofer stated. He further advised that the dry cleaning, rather than washing machines, are being installed because of "higher sales and profits which they yield to the operator."

Drive-in customers can clean a typical load of three men's suits in 45 minutes for eight Deutsch Marks, or \$2.00, which is about one third the cost of conventional dry cleaning, Dynamic's president stated. A new

Ford & Hines To Highlight Entertainment At NAMA's Annual Convention Banquet Show

CHICAGO—Sid Shapiro, director of exhibits for the 1964 NAMA Convention-Exhibit, to be held here October 17-20, advised in an exhibitor bulletin sent out last week that the annual convention banquet "promises to be one of the finest ever held." The banquet, which is the big wind-up event of the annual vending trade spectacular, will be held October 20, in the International Ballroom of the Conrad Hilton Hotel, and in Shapiro's words, will offer exhibitors, their employees and their guests "a superb meal, a smash show and a great time!"

Entertainment this year, Shapiro advised, will feature the well known TV comedy team Phil Ford and Mimi Hines, Jerry Murad's Harmonicats and another act yet to be announced. The entertainment will be courtesy of Philip Morris Incorporated.

"Tables seating ten people are available and will be assigned in order of receipt of reservations," Shapiro advised. Requests for reservations must be accompanied by payment-in-full, he further stated. The banquet tickets are priced at \$12.50 per person, including all tax and gratuity.

ARA President Fishman Leads Campaign To Establish Brandeis Economics Chair

William S. Fishman, president of Automatic Retailers of America, Inc., has been named head of a committee to establish a Chair of Economics at Brandeis University.

Dr. Abram L. Sachar, university president, said Fishman will spearhead a drive by the Friends of Clinton S. Darling to establish the Chair in honor of the former executive director of the National Automatic Merchandising Association. Darling has served NAMA, trade association of the vending industry, for 25 years.

"This addition to the Department of Economics will make Brandeis University a focal point and exchange center for far-reaching developments in matters concerning the economy of our nation," Dr. Sachar said.

Fishman, who twice served as president of NAMA, hopes to raise funds to establish the Chair by December. A graduate of the University of Illinois, he abandoned an intended career as a college professor to pioneer in the vending and food service industry.



WM. S. FISHMAN

"American business is increasingly aware of its obligations to higher education," he said. "This Chair will afford industry a greater reservoir of leadership which should be beneficial to all."

80 Diversified Firms To Show At NAC-Motion Picture Ind. Trade Fair

CHICAGO—Eighty firms, occupying 110 booths, will be exhibiting at the 1964 Motion Picture and Concessions Industries Trade Show, September 28-October 1 at the Conrad Hilton Hotel, Chicago, it was announced last week by Spiro J. Papas, Alliance Amusement Company, and exhibit chairman of the National Association of Concessionaires.

"The list of exhibitors at this year's combined show, co-sponsored by the National Association of Concessionaires and Theatre Owners of America, reads like a veritable 'Who's Who' among equipment manufacturers," Papas stated, including purveyors and suppliers to the concessions industry in all areas of the amusement-recreation field.

An immense variety of wares, many being introduced for the first time, will be on display, he stated, ranging from drink dispensing machines, automatic merchandising equipment, food items, candy, popcorn products and equipment, cups and packaging, food preparation equipment, outdoor amusement rides, and a host of other interesting innovations. Included will be educational exhibits by NAC and The Popcorn Institute, plus exhibits by such amusement industry charitable organizations as Variety Clubs International and the Will Rogers Memorial Hospital from Saranac Lake, New York.

'Skool' Chewing Tobacco Sales Make Impressive Six Month Climb In 1964

NEW YORK—"Skool," a brand of wintergreen flavored fine-cut chewing tobacco, increased in sales during the first six months of 1964 by 1,811,800 pocket cans, in comparison to the comparable period of 1963, it was announced recently by Thomas W. Holley, vice president of United States Tobacco Company.

"The sales records show conclusively that there have been many converts to Skool this year, and that this favorable trend is continuing," Holley said. "More and more men are learning that they can continue to fill their tobacco desires, even if they can't smoke where they work or if for some reason they desire to quit smoking," he further advised.

He attributed the recent growth of Skool primarily to word-of-mouth approval of satisfied users—older men introducing it to younger co-workers—and to the expanded advertising program that emphasizes the theme: "It sure beats smoking!" This schedule calls for regular Skool ads over the radio in selected states and in many daily newspapers.

Spot surveys made in many sections of the country by U.S. Tobacco Co. field representatives have estab-

lished that Skool appeals particularly to younger men, many of whom work in laboratories, factories, assembly lines or other places where they can't smoke, Holley stated. "This also applies to athletes, owners of small pleasure boats, and participants in other recreations that demand use of both hands. Many of them find that a small pinch of Skool between the gum and cheek gives a pleasant, long-lasting wintergreen taste, and satisfies any urge they may have to smoke," he added.

Although this expansion in use of Skool came during the period following the report on smoking issued early in January by the advisory committee of the Surgeon General, Holley emphasized that Skool had been gaining steadily for years and that it had been merchandised as a tobacco product that gave tobacco satisfaction without smoking prior to the gain of 1,811,800 pocket cans in the first six months of 1964. Holley reported that the sale of Skool, and its sister product 'Copenhagen' brand snuff, through automatic merchandising machines, has played a substantial role in the growth of these products, especially in such "high snuff areas" as the mid- and south-west.

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- Fernand J. Bard, Cornwall, Ont. Canada. . . . Clyde J. Addy, Imogene, Ia. . . .
- James Thorpe, Rocky Mt., N.C. . . . Jacob Nomden, Oak Park, Ill. . . .
- Howard W. Dolph, Tulsa Okla. . . . Ralph H. Ridgeway, Springfield, Mass. . . .
- Harry Schlesinger, Poughkeepsie, N.Y. . . . Benjamin B. Ginsberg, Roswell, N. M. . . .
- John R. Van Wyck, Nyack, N.Y. . . . Bill L. Miller, Grand Rapids, Mich. . . .
- Eugene Victor, Oden, San Antonio, Texas. . . . Joe Westerhaus, Cheviot, Ohio. . . .
- Jos. W. Sheldon, Garnett, Kansas. . . . G. B. Wells, Texarkana, Texas. . . .
- Ed. Brown, Dallas, Texas. . . . Hugh L. Monahan, Sydney, N.S., Canada.



Eastern Flashes

On Tenth Avenue in New York, on Broad Street in Philly, and on all other coin-rows of the nation's big cities and towns, most of the equipment distributor outlets were either operating on skeleton crews or were closed entirely on Monday and Tuesday in observance of the Jewish New Year religious holiday. George Goldman, Harry Hoffman, Irwin F. Blumenfeld and the rest of the staff at the General Vending Sales Corporation were among the many who sent out cards and messages carrying such greeting as, "May the New Year bring you much happiness and the fulfillment of all your wishes." The staff of Cash Box would also like to take this opportunity to wish all its friends a belated Happy New Year.

Jack Harper, Chicago based president of the Rowe Manufacturing Company, stopped by the company's main production plant in Whippany, N.J. for a visit and inspection. Rowe's sales staff, and especially execs Dick Gluck and Jim Newlander, are gearing for an impressive number of upcoming trade exhibitions, scheduled to take place between now and late November, at which the factory will exhibit its equipment. Beginning with the Texas Merchandising Vending Association—Texas and Oklahoma Tobacco Distributors joint meet September 24-26, Jim Newlander reports that Rowe is scheduled to hit seven-count 'em—seven shows, including the NAC, MOA, NAMA, National Licensed Beverage Assn., and the NAMA Western Show. One item which Jim feels is sure to make a hit with visiting operators is Rowe's SK-9 coffee vendor whose "mechanical simplicity, economical price and advanced cup and canister facilities have made it one of the best received pieces of food dispensing equipment, in the short time that it's out, that our factory has produced." Jim would also like to pass on the word that Rowe's VP sales director Fred Polak and family have completed their move to Mountainside, N.J.

Reports from Washington tell the story of increased coin production and a 1964-date stamp freeze on all coins, even those produced after January 1, 1965, until that time when the Treasury Department thinks the shortage has been alleviated. The Department also reveals some gratifying August production figures—some 590 million pennies, nickels, dimes, quarters and halves, representing an increase over July of 132 million pieces. With the introduction of new presses, the Department thinks it will be able to produce over seven billion coins by June of 1965.

That 'Arizona' gun at the 47th Street & B'way Playland arcade in Manhattan never gets a rest, especially from the little fellas who probably find the live-action game the closest to real shooting they have ever experienced. Other popular attractions at the arcade include a line up of four 'Astro shuffle alleys, manufactured by United, and a pair of Southland's 'Little Pro's' which also get a terrific workout. . . . Miltie Tucker of Musical Distributors, the Wurlitzer outlet on Tenth Ave., was out in the Southern New York State territory visiting with friends and customers and outlining the features of the '2800' phonograph.

Irving Holzman of United East Coast Distributors announced that he will host two big cocktail parties at the combined MOA, NYS Ops Guild and Westchester Ops Guild outing to be held September 25-27 at the Nevele Hotel, Ellenville, N.Y. The affairs are sure to be a bash, in the typical 'Holzman style' and should occasion some of the more memorable moments of the weekend. Last Tuesday, while Holzman and most of his staff were away observing the religious holiday, those operators who were on the street for their records and other machine supplies had the pleasure of meeting Nick Barron and Elsie, regular personnel of Holzman's branch office at Great Neck, Long Island, who were subbing for Louie Druckman, Miss Weinstein and the rest. Nick says that after one day on the job filling in for Louie, he would like to state that, "Lou Druckman has the softest job in the world!" Boss Irv Holzman, upon hearing of this frank observation, remarked simply, "professional jealousy." Watch this spot for further developments!

Harry Berger, president of the West Side Coin Machine Corp. reports that his outfit enjoyed a terrific rush of business for August, especially during the last week which began on the 21st. The coin-vet said "those phones started ringing and didn't stop for ten days." Now, he reports, he and his staff are going to be kept pretty busy filling a large backlog of orders. Harry also says his metro New York area cigarette route is doing real well and that this, plus the action at the West Side showroom, all point toward a great fall sales season.

Louie Wolberg of Runyon Sales is back at his post after a brief but annoying bout with asthma. Lou advises that crack Runyon salesman Irv Kempner is off to Connecticut to talk with customers and friends about Rowe music and vending equipment and Williams games. Louie reports that he and the family closed up the bungalow which they had rented for the summer up at the Irvington Hotel, S. Fallsburg, N.Y., and says the next time he'll be heading up to the mountains will be for the combined association weekend conclave at the Nevele, Sept. 25-27. Those operators who stopped into Runyon Sales during the week for parts, equipment or just a general look-see at the new machines, included Steve Hodge of Atomic Vending, Harlem, N.Y., Harry Pugliese of H & M Music, Huntington, Long Island and Gene from the G & W Cigarette Service, NYC.

Much talk about Seeburg and United, of course, and Sam Stern appears to have already initiated production skeds for new United equipment. The Williams line will feature a new game next week. Gottlieb shipped "Sea-Shore" two weeks ago to the ops who have awaited a game like this from the Chi plant for several weeks. The MOA will probably feature more new models to keep up with the rest of the business.

The staff at Atlantic New York Corp. delighted with news that the little lp is catching on all over. They figure it's good for LP Console biz. . . . Irving Kaye's crew geared for a big MOA display, as always. Kaye has a neat spot on the Sherman House exhibit floor and expects to draw the usual large number of ops to the firms multi-booth exhibit. . . . Irv Morris, Newark's Gottlieb distrib, delighted over the new "Sea-Shore" pingame. Claims the tests showed the game would hit the way it has. . . . Oscar Parkoff breaking new ground with the Seeburg 'Pic-A-Pac' machine . . . and if you haven't made MOA plans yet, whadda ya waitin' for!

Murray and Bill Wiener extend their New Year wishes to the trade, wishing all health and prosperity. Murray says he's looking forward to the Nevele shindig and adds that both he and the Mrs. will be attending. . . . Al D'Inzillo, sales chief at Albert Simon Distributors, advises that the company's regional sales rep Harry Stuckey has been out meeting with their Rock-Ola, U.S. Billiards and ChiCoin customers in the Long Island counties. Larry Feigenbaum, lord and master of Simon's parts department, says he's looking forward to a good year for both the coin machine trade and the antique trade a very active sideline for him (and especially for his wife).



Chicago Chatter

The convention pulse-beat is quickening in Windy City as both, the MOA and NAMA Convention times draw nearer. Heaviest planning activity was evident in the coin machine and vending machine factories throughout this area this past week. And, it appears that hundreds of thousands of dollars will be appropriated and expended in exhibit display preparations and other planning activities. The single greatest activator among factory executives is the full realization that for the first time in several years a record breaking attendance of operators is expected. Naturally, MOA and NAMA staffers are bending every effort to assure the success of the two conventions. We were advised by Lou Casola, president of MOA, and Fred Granger, the managing director, that several new forums and panel sessions are being planned to further arouse the interest and participation of visiting operators during the conclave.

During a visit to Rock-Ola Manufacturing Corp. we chatted with Howard Goddard, of Goddard Novelty Co., in Sydney, Australia, who is currently on a tour of the States. Goddard made the rounds of the Rock-Ola plant with Art Janacek, export manager. George Hincker elaborated on Rock-Ola's extensive exhibit plans for both upcoming conventions. Edward G. Doris, executive vice prexy of Rock-Ola Mfg., was out of town on business last week. . . . Another visitor in Chi last week was Ray Jones, of R. F. Jones Co., of the West Coast areas.

Nate Gottlieb was lavish in his praise of the brand, spankin' new Gottlieb "Sea-Shore" two-player flipper game, which was introduced this past week to the coin machine trade. Alvin Gottlieb is spending much time at Gottlieb Memorial Hospital in Melrose Park overseeing construction plans for two additional floors at the ever expanding hospital.

Coinmen were just getting used to the idea that Williams Electronic Mfg. Corp. was acquired by the Seeburg Corp., when the story broke in Cash Box last week of the purchase by Seeburg of United's games assets. When we visited with Herb Oettinger, Ray Riehl, Bill DeSelm, Johnny Casola and Hank Dabek we got the impression from them that many exciting new plans are in the works for United. Sam Stern has already assumed the dual control of the United and Williams plants.

A sensible manufacturing planner is Hank Ross, of Midway Mfg. Co., in Franklin Park. Hank advised that he and co-head Marcine "Iggy" Wolverton have developed many exciting game ideas for the coming months. Meanwhile, Hank, Iggy and Bob Jones are eagerly looking forward to the MOA Convention where they will exhibit Midway's "Trophy Gun" and "Flying Turns" two-player.

We're glad to see Jack C. Gordon, president of the Seeburg Corp., back in his office after his extended tour of the European markets recently. He also visited with Stan Jarocki, sales vice prexy Bill Adair, Executive Secretary Lillian Kubicek, and Bob Breither on his first day back.

That's a beautiful tan Sam Gensburg, of Chicago Dynamic Industries, is sporting these sunny days. When we chatted with Ralph Wyckoff and Mort Secore we were advised that ChiCoin has several exciting ideas for the firm's exhibit at the MOA conclave. . . . Gottlieb's new "Sea-Shore" two-player flipper amusement game is a welcome addition to the line of amusement games at National Coin Machine Exchange, according to Mort Levinson.

While visiting at World Wide Distributors' other day we chatted with Harold Schwartz, head of the music division, about the Seeburg "Little LP's" and record programming on phonos in general. Harold informed that collections in many locations using albums has increased considerably in locations. . . . We had a chance meeting with Stan Levin and Mike Blumberg, of Atlas Music Company, last week. They advised that sales of Rowe-AMI M-200 phonos and Rowe vending equipment are up. And, that the approaching fall season should be a very good one in coinbiz.

Herb Jones, of Bally Mfg. Co., reports that the new Bally "Slot Machine" is showing well in Nevada and on the European Continent. Herb and Bill O'Donnell, president of Bally Mfg., are confident that the slot machine will be a big selling item in foreign markets and in Vegas. Herb stated that Bally will have a huge exhibit at the MOA convention in October. . . . Wico Corp. will go all out with an exciting display at the MOA Conclave, according to Ed Ruber and Milt Wiczer. They are already building their exhibit in the factory with the aid of Morrie Wiczer and Dennis Parsons.

Empire Coin's Joe Robbins infers that sales of Rock-Ola phonos have risen during the past few weeks. This, considering the fact that Empire Coin owner Gil Kitt reports fine sales during the summer months, is a healthy indication, according to Robbins. A reminder to coin machine and vending advertisers: Don't forget to get your copy in EARLY for the upcoming MOA and NAMA Conventions!

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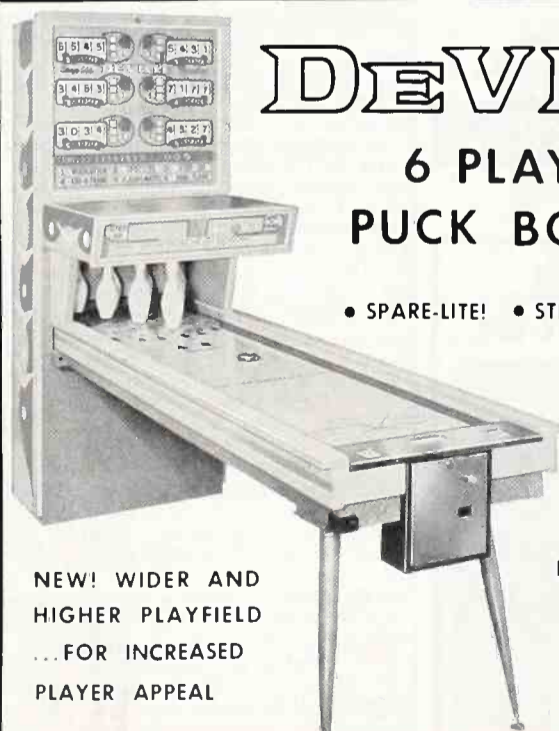
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Gottlieb Sales Heavy On "Sea-Shore" Two-Player

Foreign And Domestic Orders Indicate New Pin Game Is Most Popular To Date

CHICAGO—The new Gottlieb "Sea-Shore" two-player flipper amusement game was introduced this past week with an overall fine sales report in the coin machine markets throughout the United States and on the European Continent, according to Alvin and Nate Gottlieb, of D. Gottlieb & Company. This report takes into consideration sales during the introduction week, September 8-12.

Prior to this period "Sea-Shore" two-player was pre-tested in numerous random domestic and foreign locations with excellent collection results, Nate Gottlieb stated.

"This newest Gottlieb flipper amusement game is certainly proving to be one of the most popular and accepted competitive two-players we have ever developed in our factory. It was designed to offer players the highest degree of suspenseful action in skill-competitive play.

"And, as usual, the attractively appointed cabinet is so colorfully illustrated that it will certainly enhance any and all locations."

In explaining the playing and scoring features in Gottlieb's "Sea-Shore" two-player flipper game Alvin Gottlieb stressed the thrilling rebound action and high scoring probabilities.

He said that every feature—internally, as well as in external appearance—was designed with the location owner and the amusement game operator in mind, with the highest money making possibilities the ultimate goal.

In scoring "Sea-Shore" two consecutive hits on the red targets multiplies the "Roto-Target" values by 100. The top rollovers and kick-out holes spin the "Roto-Targets," thus lighting the corresponding colored pop bumpers. Also, the pop bumpers



ALVIN GOTTLIEB

light-up for high scores.

The bottom rollovers on the playfield score up to 100 points. Included in scoring features as usual is the exciting Gottlieb "Match Feature."

Included among all of the popular Gottlieb cabinet features, such as the "Hard-Cote" finish on the playfield, which extend the life of the playboard to an all time high, are such new innovations as "Bumper-Rings," which protect the playfield directly under the pop bumpers where ball action is the heaviest for wear normally, and sturdy metal "Jewel Posts."

Both Alvin and Nate Gottlieb stated in conclusion that production has been considerably stepped up to meet the extremely heavy sales demand for "Sea-Shore" two-player flipper game.



California Clippings

With the advent of the fall selling season, activity has picked up considerably along coin machine row with many local and out of town operators shopping at wholesalers and distributors. . . . Sonny Lomberg at Advance Automatic Sales Co. reports that Chicago Coin's Majestic Bowler is doing very well with the operators. Sonny also said the past week has shown lot of activity in the sale of used equipment. Bob Portale is moving his family down permanently from their former home in Stockton, Calif. this week. . . . Columbia Records Clyde Jackson is seeing the Solle Sisters at Leuenhagen Record Bar with the new Barbra Streisand recording of "Funny Girl." . . . At C. A. Robinson & Co., Charlie Robinson was on the phone to the United factory placing another order for United's Polaris big ball bowler. The operators are reporting that locations particularly like the Polaris feature which permits the game to be played six different ways. . . . George Muraoka of Simon Distributing Co. is currently enjoying a week's vacation with a trip to Las Vegas and a few days spent in the mountains. The new Round-O-Pool pool tables are now set up on Simon's showroom floor and Frank Mencuri said operators interest is running very high for the unique tables. A large export order left Simon's this week for shipment to the Phillipines. . . . Emil Addy, assistant credit manager for the Wurlitzer Co., was in town and paying his annual visit to the local Wurlitzer factory branch. Also in town this week visiting with Clayton Ballard was Wurlitzer regional sales manager, Gar. Sinclair. Bart Bartholomew is covering the San Diego area this week, and Cliff Nubert is on a trip up north.

The R. F. Jones Co. is now in the middle of its giant September sale of phonographs, vending machines and miscellaneous equipment. September 30th ends the Jones Co.'s fiscal year, and Chuck Klein reports that the company enjoyed its best year of the three and a half years which the firm has been established in Los Angeles. Chuck said their first shipment of Gottlieb's Sea Shore had sold out and the Jones Boys are looking forward to first shipments of Gottlieb's Majorettes with the add-a-ball feature. Also selling well at Jones are the Fischer pool tables. Bill Gray is back from a very pleasant week's stay in Hawaii. Also spending some time in the islands while Bill was there, was Rowe service engineer, Ralph Phibbs. New Secretary, Carolyn Prescott received a slight injury when she was involved in a traffic accident on her way to work but was back at her desk the same day. Don Edwards is visiting his many friends and customers in the San Diego territory this week. The background music department at the Jones Co. is now handling the Messenger selective paging system manufactured by the E. F. Johnson Co. The Messenger is carried by key personnel who are on the move and receives a radio tone that tells the wearer that he is wanted and to check in by phone. Vacation time at the R. F. Jones Co., San Francisco, finds vice-president Carl Lawson and his wife in Lake Tahoe; Mel Seamens, manager of the background music department in Lake Tahoe; vice president and general manager Norm West taking at the New York World's Fair; and Henrietta Godineg, assistant to Jack Rolling, vacationing in Long Beach.



Houston Happenings

The American Music Co., owned and operated by brothers Tommy and Edward Arwady, reported good business on the sale of "Escort," a 1200 lb. capacity hand truck designed especially for handling coin operated equipment. American Music is one of the longest established bona fide operating firms here. It has progressed from a "hole in the wall" location on Hogan St. to a larger building on Gentry St. and is now housed in its own completely modern plant on Leeland Ave. The front office of the present outfit is possessed of considerable glamor in person of a little brunette secretary named Anita Garcia. . . . On Aug. 29, Central Sales Co. hosted some 25 ARA (Automatic Retailers of America) servicemen at a noon luncheon in a private dining room of the Holiday Inn, opening a service school on Rowes SK-9 coffee vendor. Among those present was Orval Anglin, manager Houston ARA with office at 3511 West Dallas, Houston 19, Tex. . . . B. A. (Bob) McAfee, prominent in local coinmatics past decade, signed on Aug. 29, as a sales representative for the Central Sales Co. . . . Dan Mechura, the owner of Allstar Records and Music Enterprises, reported excellent progress for his "Country Stars of Texas" production. A New York ad agency is handling the one hour National TV show which will originate from the Houston Municipal Music Hall. Dan said all name and idea rights had been registered and would be protected. The production, he reported, will feature such Texas artists as Tex Ritter, Ernest Tubb, Ray Price, Buck Owens, George Jones, Roger Miller and others. . . . Out of town coinman Little Boy Neal, owner of Neal's Cigarette Service, Jasper, Tex., is doing his routine trade shopping in the city. . . . Local musician G. M. Harris said he was still in business anyhow. . . . Bob Wells, sales representative at Amusement Distributors, Inc., said Rock Ola console sales were good. . . . Johnnie Johnson is back from a satisfactory vacation. He gained some extra poundage but is apparently in fair condition for another year's haul at servicing Rock Ola and Bally stuff for Amusement Distributors. . . . Local coinman T. C. Cooper remarked that it sure didn't seem like he had been in the business as long as he has. . . . John E. Williams, A.B.C. Music, was white wing dove hunting in Rio Grande Valley the first week end in September. . . . Labor Day is generally regarded here as the beginning of the fall season. Overall reports show that big business is at an all time high and expected to increase in 1965. However, small business, in the amusement field especially, has not kept pace. Added to seasonal (and expected) decline in amusement spending was a medium epidemic of encephalitis (sleeping sickness), reportedly transmitted by mosquitoes, which kept many people out of town, at home evenings and generally away from crowds at all times. Concerning slump in coin operated machine business, one operator had stated that it was bound to improve because it could not get much worse and stay on the board.

August Coin Production Up 132 Million Pieces

1964 Date Freeze Seen

WASHINGTON—The U.S. Treasury Department announced two recent developments in its battle to alleviate the coin shortage—the depletion they have been trying to solve by gaining legislation which would enable them to freeze the 1964 date on all coins produced after January 1, 1965 for as long as they thought necessary, and also by increasing production at their Denver and Philadelphia mints.

The first development, the Department reported, is that August coin production increased by 132 million pieces from that of July. The total for August was 590 million coins (including pennies, nickels, dimes, quarters and half-dollars), which amounted to an annual rate of between 7 and 9 billion as compared with only 4.3 billion coins produced during the year which ended June 30.

The Treasury also announced that it will utilize recently passed Congressional legislation to stamp coins produced in 1965 with a 1964 date, a move expected to both force coin collectors who have been hoarding 1964 "mint" coins to free these coins into general circulation and also to discourage further speculation.

The Department also announced that by June 30, 1965, sixty additional coin presses will have been put into production, a necessary step in their manufacturing step-up.

More recent reports from Washington indicate that the Treasury Department is considering reducing or even eliminating entirely the amount of silver used in the production of various U.S. coins. This prospect has raised the concerted interest of many in the coin machine and vending trades since such a move may have an effect upon certain coin mechanisms.



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Bally Names Advance Dist. In E. Mo. & So. Ill.

Bill Geiger Retires



BILL O'DONNELL

CHICAGO—Bill O'Donnell, president of Bally Manufacturing Company, announced the appointment of Advance Distributing Company, St. Louis, as Bally distributor for eastern Missouri and southern Illinois, replacing Amusement Supply Company in view of Bill Geiger's retirement.

"The team of Charles Kagel, Dale Rymer and Don Tabachi," O'Donnell commented, "who are the key men of the Advance organization, has long demonstrated outstanding ability to serve both game producers and operators with efficiency and understanding of our common problems. All of us at Bally are happy to welcome these gentlemen into the Bally family, and we are confident that Bally will advance with Advance."

Rock-Ola Australian Rep Visits Factory

CHICAGO—A visitor to the Rock-Ola Manufacturing Corporation's busy plant here last week was Howard Goddard, Goddard Novelty Company, Sydney, Australia.

Goddard is the Rock-Ola distributor for Australia for both the phonograph and vending lines. He spent several days in Chicago, was hosted by Art Janacek, Rock-Ola's Export Manager, and the Rock-Ola executive staff. Ed Doris, exec VP of Rock-Ola was called out of town earlier and wasn't present during meetings.

In Goddard's opinion, the coin machine sales potential in Australia is strong, although the territory is not as vast as it would appear. The population is capable of absorbing more coin-operated equipment than is now on location but sales have been hurt by 'blue sky' promoters who have evidently been trying their tricks on unknowing ops.

Several years ago, operators in the USA were taken in by these same type promoters who sold routes of kleenex and peanut machines at triple and higher prices leaving the ops to shift for themselves once the true facts of the deal were realized. The Australian 'blue sky' schemes have hurt the sale of legitimate coin machine and vending outlets, such as Goddard's, and other distrib outlets here.

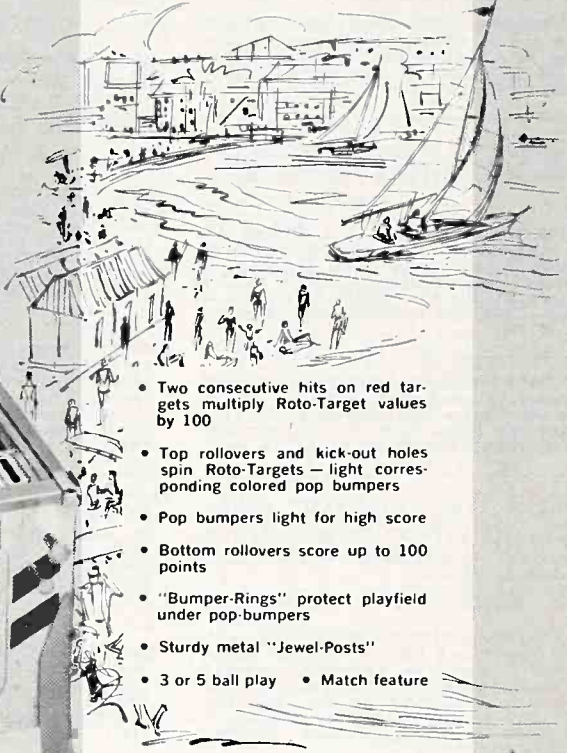
Mancini, Hirt and Prado Featured On RCA-Seeburg LP

CHICAGO—The Seeburg Corporation has made four additional little LP's available to music operators this week. Highlighting this group of new releases, under Seeburg's 'International Instrumental' heading, is the RCA Victor album titled '3 Great Bands', which is performed by the three great recording luminaries Henry Mancini, Al Hirt and Perez Prado. '3 Great

Sea-Shore



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NEW 2-PLAYER WITH EVERYTHING IT TAKES!
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- Two consecutive hits on red targets multiply Roto-Target values by 100
- Top rollovers and kick-out holes spin Roto-Targets — light corresponding colored pop bumpers
- Pop bumpers light for high score
- Bottom rollovers score up to 100 points
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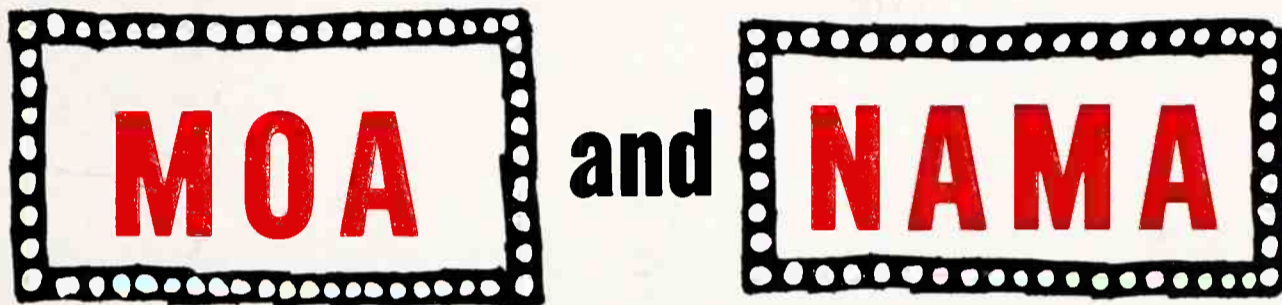
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Sell BOTH Conventions with



the only trade publication which will be distributed at the



CONVENTIONS!

..... plus, get round-the-world readership from buyers of coin machine and vending equipment who may not be present at either show!

OCTOBER 17, 1964 ISSUE

The October 17, 1964 Issue will be edited for the convention-going coin machine and vending buyer planning to attend the Music Operators of America Convention (October 14-16 Sherman House, Chicago) and the National Automatic Merchandising Association Convention (October 17-20, McCormick Place, Chicago).

Everyone attending either Convention (or both) will receive a copy of the CASH BOX CONVENTION ISSUE.

Many MOA visitors will stay on in Chicago to attend the NAMA show. Vending operators are planning now on early arrival in Chicago to attend the MOA show. CASH BOX will be on hand at BOTH conventions thereby giving every advertiser of coin-operated equipment and supplies a powerful 2-for-1 convention sales tool.

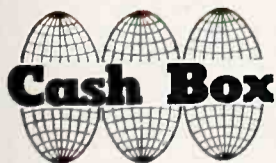
Features Programs For Both Trade Shows

Here are some of the features which will appear in this all-important industry convention guide:

- Listings of exhibitors at BOTH trade shows with equipment and supplies to be shown plus names of personnel on hand at each booth. Puts contact between buyer and seller on a more personal basis. Hospitality Suites will be recorded where desired.
- Listings of forums, panel discussions and meetings for BOTH trade shows. Helps operators plan their convention hours.
- Up-to-the-minute pre-convention news as gathered by our editorial staff, up to near-departure time.
- Pre-convention announcements designed to break with new equipment introductions at show time.
- All regular weekly features found in every issue of Cash Box. Reach the readers who left home before their subscription copy arrived!

Advertising Deadline—October 7th

Using An Insert? Call JUdson 6-2640 for mechanical requirements. Increase your print run now and include CASH BOX in your Convention coverage!



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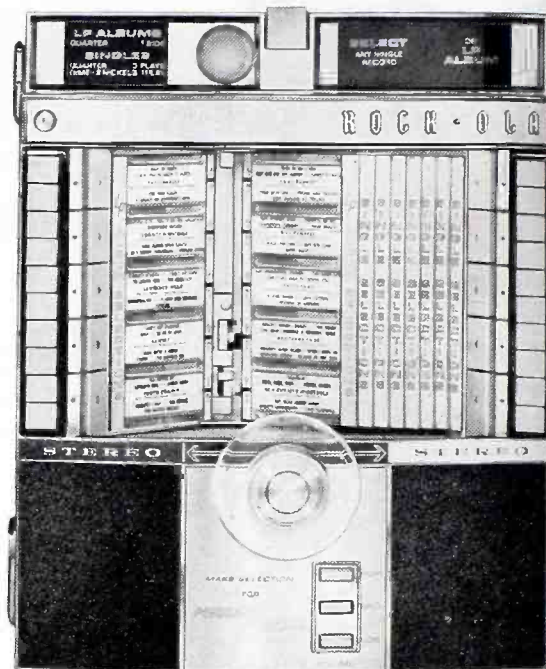
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The new Phonette may be mounted on bar, counter, wall or table—for customer's private listening pleasure.

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New Phonette permits playing of LP's or singles; 33 $\frac{1}{3}$ or 45 rpm records from customer's seat.

REMOTE SPEAKER WALLBOX

