The long-awaited and much publicized Stanley Kramer-United Artists film "It's A Mad, Mad, Mad, Mad World," starring the who's who of the comedy world, hits the screen shortly and will be welcomed with a major musical campaign prepared by the UA Music Company. Seen above are Mike Stewart (left) and Murray Deutsch (center) of the UA publicity with David Picker, vice president of UA Films planning the music promo. The firm has lined up a number of singles and LP's featuring "Mad World," music on varied labels, with the original film track set for release on United Artists Records. The Shirelles' Scepter waxing of two of the pic's songs, "11 Flavors," coupled with the title song, is already beginning to click. UA Music has made a number of expansion moves during the past year picking up important scores from such films as "Irons In The Attic," "The Great Escape" and "Dr. No." Last week the firm bought the Lyle Music catalog which includes "Roses Are Red."
HERE'S THE BIG ONE!
"FOUR STRONG WINDS"
by THE BROTHERS 4

On the charts... The Brothers 4 and their latest album
FROM COLUMBIA RECORDS®
Where are the hits coming from? That's still the most important question in the industry. But it seems to be getting more and more difficult to answer this query every year.

A handful of years ago, the course of action for an A & R man or department to follow was so simple compared to what it is today: that we shudder at the thought of what it might be ten years from now.

Ten years ago, A & R work was child's play. If you had a smash single with a vocalist, you cut it again with a band, and again with a lush orchestra and all sold well. If you had an instrumental hit you made a vocal out of it. If you had a top artist to record, you checked for material on Tin Pan Alley, checked the new Broadway musicals and cut what you thought was best. Big names dominated the charts and newcomers took time to develop. If an unknown became an "overnight" star, he gave the company a certain degree of mileage.

But today, the business has so drastically changed that it's almost impossible to follow a given course. Big names, although well represented on the charts, no longer dominate them. The one-shot or unknown has the greatest share of the top sellers and can be as cold with his second release as he was hot with his first. And to make it all the more complex, everything and anything seems to be hitting. There is absolutely no pattern anymore to the music business.

Country music, at one time considered a different world for a limited number of people, today produces some of our biggest hits. The same applies to rhythm and blues . . . and jazz. Folk music, no matter how esoteric a new selection may sound as compared with today's hits, may be the big sound next week, or maybe even by the end of this week. Pop singles are so different from one-another that it's almost possible to find the common denominator that is making them successful. Just as soon you think comedy is dead, it's the hottest thing on records.

The international market has opened endless vaults of hit-potential material—making it still more difficult to decide on what is the best item available for release this week. Language items sell big when they're right. Even a single such as "Maria Elena" from a five-year-old LP can become big today.

The only factor that seems to count today to any measureable degree is the producer's "Track Record." But after that, nothing seems to offer any direction.

Musical tastes today are so varied that anything goes. We are now living through an age which no-longer can be called the rock-and-roll era. It's much, much broader than that, and, like so many other things in our business, it defies definition.

Look for "THE RECORD THAT'S GOT THE SOUND" (what-ever that is) and get it.
1. SUGAR SHACK (Ozark—BMI)
2. BE MY BAKER (Archie Bell—BMI)
3. BLUE VELVET (Lynn—BMI)
4. CRY BABY (Spencer Davis—BMI)
5. BUSTED (George Baker—BMI)
6. DONNA THE PRIMA DONNA (Ronnie Foster—BMI)
7. WASHITOWN SQUARE (Ruben—BMI)
8. MEAN WOMAN BLUES (Stevie Wonder—BMI)
9. I CAN'T STAY MAD AT YOU (Screen Gems—BMI)
10. HONOLULU LULU (Screen Gems—BMI)
11. DEEP PURPLE (Steven & Tempo-EMI)
12. TALK TO ME (Joy & Cole—BMI)
13. FOOLS RUSH IN (Bregman, Vogac & Conn—BMI)
14. SALLY GO' ROUND THE ROSES (Winst—BMI)
15. DON'T THINK TWICE, IT'S ALL RIGHT (Petit Paul & Marly-WB)
16. THAT SUNDAY, THAT SUMMER (Nat COLE—BMI)
17. MY BOYFRIEND'S BACK (Country Artists—BMI)
18. SURFER GIRL (Gru—BMI)
19. PART TIME LOVE (Circo-Escort—BMI)
20. HEAT WAVE (Journey—BMI)
21. BLUE BAYOU (Roy Orbison—BMI)
22. THE GRASS IS GREENER (Screen Gems—BMI)
23. CROSSS! (Kolopan—ASCAP)
24. SHE'S A FOOL! (Helios—BMI)
25. IT'S ALL RIGHT (Impression—BMI)
26. A WALKIN' MIRACLE (Essex—BMI)
27. I'LL TAKE YOU HOME (Screen Gems—BMI)
28. I'M LEAVING IT ALL UP TO YOU (Venice—BMI)
29. THEN HE KISSED ME (The Crystals—BMI)
30. TWO TICKETS TO PARADISE (Buck—BMI)
31. YOU LOVE THE LUVLIEST BOY (Ruben—BMI)
32. MICKEY'S MONKEY (BMI)
33. MARIA ELNA (Columbia—BMI)
34. WONDERFUL! WONDERFUL! (BMI)
35. WORKOUT, STEVIE, WORKOUT (BMI)
36. BUST OUT (Lenny—BMI)
37. IF I HAD A HAMMER (Luwu—BMI)
38. A LOVE SO LONG (Fats Domino—BMI)
39. ONLY IN AMERICA (Screen Gems—BMI)
40. NEW MEXICAN ROSES (Emory—BMI)
41. 500 MILES AWAY FROM HOME (Robert & R-Ca)
42. DOWN HOME (Papa Joe—BMI)
43. CRY TO ME (Melvin—BMI)
44. LITTLE DEUCE COUPE (Tunuelia—BMI)
45. MISTY (Vernon—BMI)
46. BLUE GUITAR (Richard Chamberlain-MGM-13170)
47. RED SAILS IN THE SUNSET (Poseidon—BMI)
48. BOSSA NOVA (The Prestige—BMI)
49. WALKING THE DOG (East—BMI)
50. THE MONKEY TIME (Curtis, Pinto—BMI)
51. I'M CONFESSION (Trank—BMI)
52. ELEPHANT WALK (Donald Jenkins—BMI)
53. PAINTED TINTED ROSE (Al Martino—BMI)
54. THE KIND OF BOY YOU CAN'T FORGET (Tri—BMI)
55. MY DINDOS (Julie—BMI)
56. MOCKING BIRD (Lol—BMI)
57. EVERYBODY (Low-TWI—BMI)
58. POINT PANIC (Champion—BMI)
59. COME BACK (Surfing-Darling—BMI)
60. SEPTEMBER SONG (Jimi Hendrix—BMI)
61. WILD! (Kolopan—BMI)
62. BIRTHDAY PARTY (Dandelion & Merlito—BMI)
63. YOUR OTHER LOVE (Harms—BMI)
64. DOWN THE AISLE (Six-BMI)
65. MY BABE (Maxwell—BMI)
66. ENAMORADO (Ken Water, Lannon—BMI)
67. THAT'S THE ONLY WAY (Serenity—BMI)
68. DON'T LET IT GET AWAY (Panther—BMI)
69. EVERYBODY GO HOME (Screen Gems—BMI)
70. MISERY (Walkin' Proud—BMI)
71. YOUR TEENAGE DREAM (Sree Pree Songs—BMI)
72. REACH OUT FOR ME (Screen Gems—BMI)
73. I ADORE HIM (Screen Gems—BMI)
74. YOUNG WINGS CAN FLY (Hank—BMI)
75. PLEASE DON'T KISS ME AGAIN (Rogers, Highwood—BMI)
76. NIGHT LIFE (Rame—BMI)
77. WITCHCRAFT (BMI)
78. A STORY TOLD (Reprise—BMI)
79. TOYS IN THE ATTIC (Bakersfield—BMI)
80. TWO SIDES (To every Story) (Screen Songs—BMI)
81. Gotta Ta Travel On (Grong—BMI)
82. THE LITTLE GIANT (BMI)
83. SIGNED, SEALED AND DELIVERED (BMI)
84. SWEET IMPOSSIBLE YOU (Champion—BMI)
85. THE GREAT MATADOR (BMI)
86. SURFER JOE (Columbia—BMI)
87. HURRY UP AND TELL ME (Pan—BMI)
88. TWO-TEEN-EIGHTEEN (BMI)
89. DEAR ABBY (BMI)
90. ANY OTHER WAY (Chuck Jackson—BMI)
WOW-EE!

BERLEE Record Corp.

SUE'S GOTTA BE MINE

sung by

DEL SHANNON

B-501

PRODUCED BY
DEL SHANNON

ARRANGED BY
BILL RAMAL

*DISTRIBUTED BY

DIAMOND RECORDS, INC.
1650 BROADWAY, N.Y. 19, N.Y. JU 6-3876

Call Your Diamond Record Distributor and Order Now!

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Smash Starts New Country Music Budget Album Line

CHICAGO—Smash Records has entered the low-priced LP field with a country music-only line called Cumberland Records.

Announcing an announcement by Charlie Fach, head of Smash Records, the rapid growth of Smash as a hot pop company opened the door for the label's entry into the low price field. The Cumberland line will be sold at a suggested retail price of $9.98.

In introducing Cumberland Records, Fach pointed out the special features of the line. "It is essential to the LP is an economy LP with quality features, not merely a low-priced line designed for a quick sale. We are proud to introduce a new line with features and low-priced product, such as true stereo, new electronic reproductions, brand new recordings from Nashville, with every recording under the supervision of C.W. Shively, Singleton, A & R veep of Mercury Records, utilizing the best studios and professionals in the home of country music." Additional features are color covers with the album titles and selections prominently displayed; skin-tight wrappings on every LP, especially the new releases. (Continued on page 40)

20th Cent-Fox Sets Holiday Sales Program

NEW YORK—Twentieth Century-Fox Records has unveiled its "Holiday On Wax," sales program for its district, introducing eight new albums along with its best seller, the Bing Crosby Thomas LP, "The Little Drummer Boy," complete with an all-new package.

Included in this presentation, the first major Holiday sales program presented by the label, are packages by Art Linkletter and "My Favorite Story" which stars Laura Devon, Jack Benny, Joey Bishop, George Burns, Bing Crosby, Bob Hope, Georges Jessen, Gene Kelly, Art Linkletter, Jack Soo, Moms Mabley, Red Skelton, Jimmy Stewart and Dinah Thomas; two teen packages which serve to introduce the label's new "Young America" series: "1962 Major Motion Picture and TV Themes" by Lionel Newman and his orchestra and chorus; "The Best of Shirley Temple," "A Whisper and A Holler" by The Heightsmen, and a personal appearance by Jack Carter in Panama Francis.

The complete "Holiday On Wax" program has been packaged with a special slick book, demonstration record and Christmas check list which is being sent to all districts and their sales personnel, Norman Weisen, vice-president, said. The district managers, Trecher, sales manager, is covering the greatest and easiest territory and those while Weiser will cover western districts.

In its discount deal, the label continues its conservative policy with a 10% discount on all LP's through Dec. 1.

MGM To Release Tillotson Dates

NEW YORK—Fay, France's international singing favorite, died last week in her native country at the age of 47. The performer, in failing health for a number of years, had a lifetime of problems that often manifested itself in the poignancy of her singing. She suffered blindness as a child, and had a series of accidents and illnesses throughout her life.

But, all her singing was not of a torchy flavor, for one of her biggest successes in recent years was the jaunty "Milord (Mister)." Another of her more recent hits was "Non, Je Ne Regrette Rien (No, I Regret Nothing)," which was typical of her emotional style, which led New York Times drama critic Howard Taubman to term her the "High Priestess of Agony." Capitol Records is the U.S. outlet for her many recordings.
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 OCT. 9TH)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
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<tbody>
<tr>
<td>64%</td>
<td>Hey Little Girl—Major Lance—Okeh</td>
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<td>54%</td>
<td>Thirty One Flavors—Shirelles—Scepter</td>
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<tr>
<td>46%</td>
<td>A Fine, Fine Boy—Darlene Love—Philles</td>
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<tr>
<td>44%</td>
<td>I Adore Him—Angels—Smash</td>
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<tr>
<td>37%</td>
<td>Bossa Nova Baby—Elvis Presley—RCA Victor</td>
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<tr>
<td>36%</td>
<td>24 Hours From Tulsa—Gene Pitney—Musicor</td>
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<tr>
<td>35%</td>
<td>Saturday Night—New Christy Minstrels—Columbia</td>
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<tr>
<td>33%</td>
<td>Wonderful Summer—Robin Ward—Dot</td>
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<tr>
<td>32%</td>
<td>Your Other Love—Connie Francis—MGM</td>
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<td>30%</td>
<td>(Down At) Papa Joe’s—Dixiebelles—Soundstage 7</td>
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<tr>
<td>29%</td>
<td>Witchcraft—Elvis Presley—RCA Victor</td>
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<td>29%</td>
<td>Gotta Travel On—TImo Yuro—Liberty</td>
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<td>28%</td>
<td>Funny How Time Slips Away—Johnny Tillotson—Cadence</td>
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<td>26%</td>
<td>Two Sides To Every Story—Etta James—Argo</td>
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<tr>
<td>27%</td>
<td>Since I Fell For You—Lenny Welch—Cadence</td>
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<tr>
<td>26%</td>
<td>Young Wings Can Fly—Ruby &amp; Romantics—Kapp</td>
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<td>26%</td>
<td>Misty—Lloyd Price—Double L</td>
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<td>26%</td>
<td>When The Boy’s Happy—Four Pennies—Rust</td>
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<td>24%</td>
<td>Washington Square—Village Stompers—Epic</td>
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<td>23%</td>
<td>Down The Aisle—Patti LaBelle &amp; The Bluebelles—Newtown</td>
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<td>23%</td>
<td>Come Back—Johnny Mathis—Mercury</td>
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<td>22%</td>
<td>Tomorrow Is Another Day—Doris Troy—Atlantic</td>
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<tr>
<td>21%</td>
<td>Walking The Dog—Rufus Thomas—Stax</td>
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<td>20%</td>
<td>Universal Soldier—Highwaymen—United Artists</td>
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<td>17%</td>
<td>Blue Guitar—Richard Chamberlain—MGM</td>
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<td>16%</td>
<td>I Wonder What She’s Doing Tonight—Barry &amp; The Tamberlanes—Valiant</td>
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<td>15%</td>
<td>Yesterday &amp; You—Bobby Vee—Liberty</td>
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<tr>
<td>14%</td>
<td>Can I Get A Witness—Marvin Gaye—Tamla</td>
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<td>13%</td>
<td>It’s All Right—Impressions—ABC Paramount</td>
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<tr>
<td>12%</td>
<td>You’re No Good—Dee Dee Warwick—Juliette</td>
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<td>11%</td>
<td>I’m Leaving It Up To You—Dale &amp; Grace—Montel</td>
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<td>11%</td>
<td>The Lonely One—Kai Winding—Verve</td>
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<td>10%</td>
<td>Walking Proud—Steve Lawrence—Columbia</td>
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**LESS THAN 10% BUT MORE THAN 5%**

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<td>Don’t Wait Too Long</td>
<td>Workout Stevie, Workout</td>
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<td>Little Red Rooster</td>
<td>Teenage Dreams</td>
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<td>Sam Cooke (RCA Victor)</td>
<td>Johnny Mathis (Mercury)</td>
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<td>Two-Ten, Six-Eighteen</td>
<td>Love Me</td>
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<tr>
<td>Jimmy Rodgers (Dot)</td>
<td>Every Bros. (Warner Bros.)</td>
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Cash Box—October 19, 1963
ROBERT GOULET has a yum-dinger of a single!

'UNDER THE YUM YUM TREE'

c/w 'IF YOU GO'

COLUMBIA SINGLES SELL!

*FROM THE COLUMBIA PICTURES RELEASE

© Columbia Savicas reg. printed in U.S.A.
The Kingsmen

LOUIE, LOUIE

ALL WE CAN SAY ABOUT THIS RECORD IS IT'S A HIT—ASK THEM IN BOSTON.

Chuck Jackson

ANY OTHER WAY

Ed Bruce

SEE THE BIG MAN CRY

Tommy Hunt

I'M A WITNESS

Maxine Brown

COMING BACK TO YOU
EASES FROM SCEPTER
THE SHIRELLES
31 FLAVORS
and
IT'S A
MAD, MAD, MAD, MAD WORLD
Scepter 1260

JUST RELEASED
The SHIRELLES' NEWEST ALBUM
IT'S A MAD, MAD, MAD, MAD WORLD

SCEPTER RECORDS
1650 Broadway, N.Y.C., N.Y.
**RECORD REVIEWS**

- **THE TUXEDOS** (ABC-Paramount 10495)
- **THE BEACH GIRLS** (Vanguard 508)
- **ROSEMARY CLOONEY** (Reprise 21252)
- **GLENN DABRELL ORCHESTRA** (Jamie 1264)
- **THE PENNIES** (International 501)
- **TONY MURRO** (Big 4001)
- **BE CAREFUL, BABY** (Northern 256) [Northern BMG—Sharif, Cooper] Further upbeat teen-market work.

**CASH BOX** —October 19, 1963

**Pick of the Week**

**"BE TRUE TO YOUR SCHOOL"** (2:30) [Sea Of Tunes BMI—Wilson]

**"LIVING A LIFE"** (2:28) [Dann Alarton—David Wilkerson]

**"I HAVE YOU TRULY"** (2:29) [P.D. & Bond]

**"HAVE YOU HEARD"** (2:25) [Brandon ASCAP—Douglass, Lavere, Rodde]

**"LOVE EYES"** (2:23) [Faxwin BMI—Van, Mazon, Gengor]

**THE DUBREPS** (Coo 565)

**"ANYONE ELSE"** (2:25) [Screen Gems-Columbia BMI—Arthur, Keller]

**"THE OLD COUNTRY"** (2:22) [Upam BMI—Lewis, Adderty]

GLENDEAN (Liberty 55637)

McDaniel's can get back on the big hit track once again via this contagious new Liberty slice. Tagged "Anyone Else," it's a most attractive teen beat, shuffle-rod boss nova that could make the bigtime in no flat. Splendid support from the Johnny Mann Singers and the Jesse Freeman instrumentalists. Undoubtedly a potential sellout.

**"SUES GOTTA BE MINE"** (1:53) [Shelde BMI—Shannon]

**"NOW SHE'S GONE"** (2:25) [Shelde BMI—Shannon]

**DEL SHANNON** (Berlee 501)

Shannon's bow on the Diamond-Distributed Berlee label could prove to be a solid money-making venture. Side to watch is "Sue's Gotta Be Mine," a stompin'-twister (from the "Candy Girl" school) that sports a falsetto gimmick along the way. The testifies takes a thumping cha-cha beat ride. Strong Bill_Ramal arrangements on both portions.

**SHARON LA PRADE** (Philips 40312)

**"THANK YOU, THOUGH YOU MADE ME CRY"** (2:83) [Lee BILL, Marsh BMI—LaPrade] There's a catchy, echo-like vocal gimmick on this teen beat cha cha romancer that could make the chart status. Should make the kids sit up and take notice.

**"JOHNNY, YOU CAN'T KISS ME"** (2:35) [Lex BMI—Catt, Montgomery] On the end gal takes a change-of-pace quick beat ride.

**TOMMY LEONETTI** (BCA Victor 8251)

**"SOUL DANCE"** (2:30) [George M ASCAP—end] The fine vocalist enters the soul-sound scene with this middle beat ballad. The catchy karate chop-losing beauty, which includes several hesitation gimmicks, is in the right position in the string section. Besides teen, some adults will find the deck inviting.

**"SOMEBODY LOVES YOU"** (2:18) [Edwin H Morris ASCAP—Cooke, Cooke] Tell the old Peter ("Deep Purple") DeRose sentimental gets a brisk and soulful beat reading, with the warbler again doing an over-dubbed delivery.

**SHANE HUNTER** (Nob 102)

**"KING ON MY PILLOW"** [Rags BMI—Elis, Reid, Kosoff] Powerful teen-pleasing "shape-up" in a clever angle is persuasive portrayed by the songster. His setting contains a soft, good-losing, a good-combo-chorus stand. Worth spins. Label has backing, St. Petersburg, Fla.

**"DON'T DO IT"** (Reesi BMI—Five Royales) Snappy rhythm blues.

**ERNIE & EDDIE** (Checker 1057)

**"WHO'S THAT KNOCKING AT MY DOOR"** (Art & Tonara BMI—Johnson, Campbell, Kendie, Derrick) Ernie & Eddie continue their recent string of success with a strong beat job as they shuffle-rock their way thru an infections pop-r&amp;b item. Can create loads of notice.

**"IT'S A WEAK MAN THAT CRIBS"** (2:18) [Art & Tonara BMI—Johnson, Campbell, Kendie, Derrick] Also keep close tabs on this one. It's a weak man that crib's.

**THE CHANTS** (Cameo 277)

**"DON'T CARE"** (1:55) [Wallace-Adderty] The teen vocalists do an exciting, four Songwriters-like reading of the solid ditty. Session is sure to be welcomed by the U.S. rock crowd.

**"COME WITH ME"** (2:28) [Peter Maurice ASCAP—Quick] Fellas revive the old Del-Vikings classic.

**GENE & WENDELL** (Philips 40129)

**"HONEY CHILE"** (2:20) [Hodile BMI—Washington, Jones] Tumblers song sounds like a vocal smile as it relates the infectious love-deepening story by the boys is supported by a very able upbeat combo band. Could get around.

**"YOUR SISTER OR YOU?"** (2:25) [Leeds ASCAP—Winer, Guck] Youngsters will be interested in the middle-beat Latin goings-on here. It's about a guy who wants to date his sister's armless mate makes sure she's with the pair.

**THE TUXEDOS** (ABC-Paramount 10495)

**"THE BRIDE—THE BRIDE"** (2:10) [Perry BMI—Seagray, Gallo] Old Yiddish tune receives a catchy, chart-deep reading from the organ-led musicians. Sound caters nicely to the teen-trade, and can please the music lover as well.

**"MONKEY BEAT"** (1:57) [Check BMI—Seagray] Persuasive love-hitching, with a good, softly, jungle-sounding (wired bird calls included) try on the hot teen dance beat.

**THE BEACH GIRLS** (Vast 908)

**"HE'S MY SURFIN' GUY"** (2:28) [Robin Hood-Marasco, Jameson] Lar's neatly convey the surfin' feel of this track with their usual color-love-dovey. Guitars top a tried-and-true string backing. Also is handling the label's national distribution.

**"BOBBY'S THE BOY"** (2:28) [Robin Hood and a greenduster. Hein, Gore] Femmes are in no hurry to express this tender affectionate.

**ROSEMARY CLOONEY** (Reprise 21252)

**"HELLO FAITHLESS"** (2:18) [Acuff-Rose BMI—B&F Boyant] Lar joins the Nashville sound movement with a bright stand on a tuneful country ditty. Spanking up a true instrumental setup from the chorused setting, the fine performer is in a commercial singles groove here.

**"A THOUSAND YEARS FROM TODAY"** (2:28) [Rob- lines ASCAP—Young, Washington, Young] The old dimler is invitingly essayed by the thrush, who is backed by a triplets-included orch. choir.

**GLENN DABRELL ORCHESTRA** (Jamie 1264)

**"FOUNTAINBLEU"** (2:10) [Peter Maurice ASCAP—Lane] Rob scientists and their combo backing provide a catchy number with good rockin' rhythm. Date will go over with teens. Disckery is located in New York.


Cash Box — October 19, 1963
Destined To Be The Comedy Smash Of The Year!

“SENATE HEARING”
FOX 443
DICKIE GOODMAN

Climbing Up The Charts

“A STORY UNTOLD”
by
THE EMOTIONS
FOX 430
Breaking Nationally
“GET A HOLD OF YOURSELF”
BYRDIE GREEN
Fox 422

the ultimate in entertainment
**Cash Box—October 19, 1963**

**Pick of the Week**

"WHERE IS THE BOY" (1:55) [A] (Gallico BMI—Raleigh, Barkan)
"MY SUMMER LOVE" (2:06) [G] (BMI—Wayne, Moore)

DIANE RAY (Mercury 72195)

The lark, who came thru with her first-time-out on Mercury, “Please Don’t Talk To The Animals,” has a row here, Topside, “Where Is The Boy,” is a catchy, quick beat twistter that Diane multiplies with her own vocal on the chorus, "My summertime love is very pretty sentimental cha cha romance that can make the chart grade.

"THE CHEER LEADER" (2:35) [N] (Northridge ASCAP—Tobias, Packris)
"POLKA DOTS & MOONBEAMS" (2:30)

PAUL PEUTERSON (Colpix 707)

The songster looks like he’s back in the chart groove with both ends of his name Colpix 707, for the current football season, he and a gal chorus carve out a bright and cute rah-rah-styled rocker tagged “The Cheer Leader” (which he’ll do on an up-coming "Donna Reed TV Show). The love-themed of the great evergreen, “Polka Dots & Moonbeams,” lends itself perfectly to the teen beat cha cha delivery on the other end.

"IF YOU DON’T SOMEBODY ELSE WILL" (1:46) [A] (Acuff-Rose BMI—Mathis, Fautheree, Hamilton)
"THERE’S MORE PRETTY GIRLS THAN ONE" (2:32)

GEORGE HAMILTON IV (RCA Victor 5250)

George Hamilton IV, who is currently coming off his big pop-country smash of "Albino," is a rush to repeat that success with this Victor outing tabbed "If You Don’t Somebody Else Will." The tune’s a rousing, chorus-backed romance with a happy-go-lucky teen-angled beat. Deck should go right into the market. The chorus is a tender, shuffle-beat folk-styled weeper essayed with loads of poise and authority by the arranger.

Marty Robbins’ “Begging To You” stand on Columbia and Lercy Van Dyke’s “Happy To Be Unhappy” outing on Mercury have what it takes for pop-country stardom. See Country Reviews.

**Newcomers**

In an effort to call D.J. attention to Pick records by “Newcomers” artists never before on the Top 100 the editorial staff of Cash Box will list such records under this special heading.

"MAMA, LET THE PHONE BELL RING" (2:08) [K]

(Kalmann ASCAP—Mann, Appelli)
"CALL ME WHEN WE JUST BE" (2:11)

(Cameo-Parkway BMI—Jackson)
LITTLE CHERYL (Cameo 276)

Little Cheryl can have a big hit on her hands with this Cameo release. Side to watch is "Mama, Let The Phone Bell Ring," a solid rocker that Cheryl and her combo-chorus accompaniment belt out with a pounding "Hot Wax" excitement. Lots strong gimmicks along the way, a hard-hitting ballad entry that the canary puts over with feeling.

"YOU'RE NOT GOOD" (2:20) [E] (H. Morris ASCAP—Ballard, Jr.)
"CHAINED TO YOUR LOVE" (2.35)

[Lamasa Conrad BMI—Stauton, Jones]
BETTY EVERETT (Vee Jay 566)

This one has the sound that hits are made of. It’s a captivating, teen-bottomline cha cha lament, tabbed "Can’t Go On," that the lark delivers in an ear-arresting manner. Potent instrumental support rounds out the weapon. More interesting, low-keyed cha cha sounds on the “Chained To Your Love” stand.

**Christmas**

"WHITE CHRISTMAS" (2:27)

[1] Berlin ASCAP—Berlin
"THE CHRISTMAS SONG" (2:32)

[H. Morris ASCAP—Barnes, Wells]

ANDY WILLIAMS (Columbia 42894)

Although Christmas programming is still weeks away Cuba jumps the gun with this Andy Williams release geared for early op and opportune acceptance. On one end the charters hand in a superb new reading of the Irving Berlin classic, “White Christmas,” Robert Mersey’s vocal-instrumental should compliment the title, a stand-out singing. On the other end the artists team up for another excellent job on the beautiful Yuletide ballad, “The Christmas Song” (Chesnuts Roasting On An Open Fire). Both money-in-the-bank for all concerned entries are in the “Andy Williams Christmas Album.”

**Record Reviews**

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

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DAVID CARROLL (Mercury 72191)

(B+) “HALLELUJAH GATHERING” (2:07) [S] (BMI—Monie)

The spirit moves the ork maestro in an exciting jazz-gospel way. The ork color, a wordless chorus makes effective remarks. Jack’s solid lines of good music jocks will be spinning.

(B) "THE BEST IS YET TO COME" (2:12) [H] (Morris ASCAP—Leigh, Coleman)

The evergreen-headed number receives a fine swingy treatment, the chorus blending with instrumental-sounding finesse into the ork.

PAUL WINCHEL (Dure 686)

(B+) "LITTLE ORPHAN BOY" (2:02) [M] (Meidovar ASCAP—Hunt, Joseph, Rosenberg, Friendly)

This number offers an inspirational narrative against a rock-solid song team warble of “Orphan Boy.” There’s also a rock-a-string affair present. An off-beat effort that could come up with some coin.

(B) "LITTLE ORPHAN BOY" (2:02) [M] (Meidovar ASCAP—Hunt) A whistler is included in this instrumental reading of the nice tune.

SLIM HARPO (Excello 2229)

(B+) "I LOVE THE LIFE I’M LIVING" (2:30) [E] (Excellore BMI—McKee, Ash, Wilkins, Cowan)

Should create stir with this slow-moving, country Stock & R&B number which has an infectious melody and a moving, mid-deck recitation. Watch it.

(B) “BUZZIN” (2:07) [E] (Excellore BMI—Moore)

Medium-paced extremely funky instrumental with a traditional blues sound.

ALICE MC CLARITY (Freedom 301)

(B+) "WE SHALL OVERCOME" (2:20) [A] (Admiral Fallen BMI—McClarty, Miller)

-Veteran blues singer teams up with the Travelling Echoes on this effective, slow-moving gospel-styled rhythm number. This side which has become synonymous the civil rights movement. Tune should get some play on the r&b stations.

(B+) "MARCHING ON TO FREE DOM" (1:52) [BMI—McClarty]

This tune out the lark dishes-up a roasting, high-powered inspirational affair also in the gospel vein.

JAMES DAVIS (Duke 368)

(B+) "BLUE MONDAY" (2:46) [A]

The vet r&b songer unleashes his potent, wide-range vocal talents full-blast on this effective, slow-moving, traditional blues tear-jerker. Watch it.

(B+) "SING" (2:45) [A] (BMI—Miller)

Hard-driving, pulsating teen-oriented happy bluesier with some fine lyrics and a swingin’ melody.

THE CORDELLS (Tigre 601)

(B) "QUIT WHILE YOU’RE BEHIND" (2:06) [A]

-William BMI—Huff, Linton, Gals have the present-day teen-beat female sound down pat, doing their band here on a snappy rock-beat ditty. Youngsters will slip this one under their belt of records and get some airplay from this record. The band backing is a notable co-chorus accompaniment. Catchy stuff.

(B) "YEA-YEA (1 Was Blind)" (2:35) [A] (BMI—Rosenfarb)

Good shuffle-beat display by the larks.

TOMMY EDWARDS (BMI 13172)

(B+) “LOVE IS BEST OF ALL” [J] (Compton ASCAP—Baron, Ross) Hailed a very inviting affectionate, the vet warbler brings it to the chart on this effective and smooth manner. The attractive backdrop sounds like an inspirational-touch kind. Date can come up with important spins.

(B) "COUNTRY BOY" (2:10) [Prentice ASCAP—Edwards]

Nice sentimental softie from the songster.

TRIJPACKS (Square 8101)

(B+) "WE SHALL OVERCOME" (3:05) [L] (Lawton BMI—Seeger, Horiston, Hamilton, Carawan) The Trijpacks could create a stir with this slow-moving, rustic instrumental reading on the famous tune which has become associated with the civil rights movement. This one is an off-beat novelty effort with an off-beat and catchy melody. Ops and jocks should find both sides equally interesting.

(B+) "SHOPPING IN PARIS" (2:19) [E] (Compton ASCAP—Popp)

The guitar starts thing off on this happy-sounding pop-jamboree. It’s a sprightly item with soaring strings and a danceable beat.

THE ESCORTS (Coral 62835)

(B+) "MY HEART CRIES FOR YOU" (2:33) [M] (Jungkind & Gahl's ASCAP—Faith, Sigman) The old sentimental gets a strictly-for-the-teeners ballad blend from this vocal-guitar-R&B record. The ork blend & backing is topped by falsetto bits. Sound will be of interest to the rock set.

(B) "GIVE ME TOMORROW" (2:36) [C] (Champion BMI—Lance, Robinson)

Boys combine their teen-ballads with a more modern-sounding, Latin-styled entry.

LITTLE "D" & THE HARLEMS (Josie 914)

(B+) "YOU DON’T GONNA PICK UP THE PIECES" (2:22) [T] (Tree BMI—Reinhart)

Team’s lead makes a powerful effort with a stirring teen-oriented ballad blend from this vocal-guitar-R&B entry. Sound will be of interest to the rock set.

(B) "DEEP IN THE HEART OF A WOMAN" (2:30) [B] (Bened BMI—Lance, Robinson)

Boys feel your gospel date here.

BRYAN KEITH (Dot 16582)

(B) "CUTE LITTLE FROWN" (2:49) [D] (Mack BMI—McCormick, Cole, Cottle, Delmore) Keith, the young Chris. teen idol in OK, with her lad in this sprightly-rock session from the know-how teen-sound setup, this is a great co-chorus-chorus accompaniment. Catchy stuff.

(B) "HOUND DOG" (2:35) [G] (Glads BMI—Leiber, Stoller)

This is a weird sound-effect reading of the old Elvis Presley smash.
First: HEART...then:
DANKE SCHOEN...now:

SHIRL GIRL
b/w Someone's Ahead Of You #5058
WAYNE NEWTON

Cash Box—October 19, 1963
**RECORD REVIEWS**

**Best Bets**

**DICKIE GOODMAN**

(20th Century Fox 443)

- "SENATE HEARING" (2:30) [Glamour BMi—Goodman, Lecuona] The "Flying Saucer" falls back with a hit-off-excepts comedy routine, but the punch line could still be a smash. (B) "LOCK UP" (1:56) [Gomac BMi—Goodman, Morris, Treheren, Olson, Good] This is a gang-buster-type weirdo.

**GEORGE HAMILTON (MG 13178)**

- "DON'T ENVY ME" (2:30) [ASCAP — Bacharach, David] Film actor George Hamilton proves to be a very capable costar with this rhythm-ballad about a guy who has all the gals but the right one. It's a feelingful read, quite nice, with a topdrawer arrangement. The songster could score with this on radio. (B+)

**FRED DARIAN (United Artists 550)**

- "THAT LUCKY OLD SUN" (2:30) [Robbins ASCAP—Gillette, Smith] The loke gets a striking, new folkish outlook in this very interesting effort from the warbler and his combo-chores, whose support is an attention-getting, melody- Skinner-type gimmick. Date could make an important chart showing. (B+)

**JOEY WISNER**

- "THREE QUALITIES OF A GOOD ELECTRIC PIANO" (2:40) [Wild ASCAP—Shaw]: Lots of useful stuff here. This one has a flavor of Eddie Lawrence's "The Old Philosopher." Scott musical and female vocal support on both ends.

**CHRISTOPHER MONTE**

(Dolton 84)

- "GIANTS OF BOMBORA" (1:59) [M Theory—BMi—Coveney]: Here's an exciting uptempo surfer-flavored instrumental from Monte and the group that picks up momentum with pulsating tom-toms and some piano music. Superbly arranged by Jack Nitzsche, it's a hard-drivin' slick affair that could get plenty of attention from the mood-affecting set.

- "MY PARADISE" (2:20) [Metric—BMi—Gare]: This end is so new, so smoky and easy-listening. Lots of lush strings, syncopated trumpet solo make for a superior musical blending, Top-notch production fare. Two strong sides.

**MONGO SATANAMARIA** (Battle 45924)

- "FATBACK" (2:28) [Mongo BMi—Capers] Mongo Santamaria has had hits in the past and he can achieve Top 10 status once again with this island-paced extremely happy Afro-Cuban jazz affair. Side boasts a contagious, swingin' lyrical groove (long) that can get you on your feet. (B+)

- "CREOLE" (2:18) [Roj-Jac BMi—Salim] More top-light sounds, lots of solid backbeat and suitable drives builds up to an exciting melodic pickup in a series of rapid-fire melodic ranges.

**COLIN FARRELL** (London 9628)

(B++) "CUTTY WREN" (2:13) [Melody Trails BMi—Farrell] Distinctive folk-march tune is done in the London Broadwalk-styled manner, with Howard with Everything, about Britain's peace-time army. Its chief, England's Colin Farrell, gives it a roving attack, with a strong, hammer-like sound in the chorus. Deck has a chance for left-field action. (B) "DILEMMA" (2:23) [Ludlow BMi—Farrell] A skillful bit back Farrel's reading of a romantic novelty.

**BRUCE CLOUD (Motif 016)**

- "LET ME COME BACK HOME" (2:10) [Roebell & Gigantic BMi—Axe, Torst] Blucked by a sound highly reminiscent of the Little Orchestra, March's "I Will Follow Him," Cloud offers a pro-blue-styled reading of a romantic-meeting plaintive. In addition to that backbeat gimmick, strings are around with good-sounding effect. Should get spins. Dixieland is based in Hollywood. (B)

- "I HOPE YOU'RE MINE" (2:23) [Reddy & Gigantic BMi—Axe] A pleasing good-mood-oriented ballad stunt.

**BAKER KNIGHT (Challenge 9214)**

(B++) "MY MEMORIES OF YOU" (2:26) [4-Star BMi—Knight] There's a Johnny Cash-like rhythm to this delightfully over-dubbed on a pretty south-of-the-border release. Sid could make some noise. (B)

- "THE BEST THING THAT EVER HAPPENED TO ME" (2:18) [4-Star BMi—Knight] Very similar-sounding try by Knight.

**BERtha COLBERT** (Columbia 42878)

(B++) "RAIN IN LOVERS' LANE" (2:50) [Leeds ASCAP—Gimbel, Alterman] This is a sumptuous song of the strong love-lost sort. Although the drama of the discarding is not potent a rock-a-string orch back-drop, Teeners might go for this ex-matriculate. (B)

- "TEARDROP AVE." (2:40) [Vango BMi—Ott, Covay] A slower-paced tale of a romance that didn't pan out.

**BOBBY MARTIN** (Coral 62384)

(B++) "YOU'RE ADORABLE" (1:59) [Laurel ASCAP—Kaye, Lipman, Wise] Bobby Martin can make an impressive claim with this potent rock-a-twist up-dating of the novelty-olde. Solid rock support from the Henry Jerome-led orch-chorus. (B++) "A GIRL'S PRAYES" (2:30) [Panther ASCAP—Mattheu- jerome] Here the lark does a first-rate job on an emotional beat-ballad pleader.

**SUGAR & THE SPICES** (Stacy 968)

(B++) "BEY BABY" (1:58) [Leonard BMi—Spice]: This is another of the many hits in the larks, all sung in a catchy sound, including frisky organ bits. (B)

- "DO THE DOG" (2:05) [Kenn & Guitar BMi—Casey] A session that should easily satisfy teeners' novelty-dance demands.

**CURTIS BLANDON** (Port 70035)

(B) "MR. IMAGINATION" (2:17) [Coney Island SESAC—Cittadino, Salvatore] The vocalist, billed as "The Imagination," is a heavy blower, showing off his stuff against a mopsy background and giving birth to a spirited organ sound. Catchy blues-pop date.

- "SOUL" (2:45) [Coney Island SESAC—Lee, Cittadino, Salvatore] Ballad waiting from Blandon, "Mr. Imagination" is part of the background.

**MARK MURPHY** (Riverside 4566)

(B) "I DON'T WANT TO TELL YOU" (2:28) [Birdie BMi— mapped] Moody item, perhaps intended as an answer to the standard, "Don't Tell Me No More." It is an intimate blue-mode reading from the jazz singer. Good for after-hours programing slots.

- "NOTHIN' BUT A FOOL" (2:45) [Deutsche BMi—mapped] One of the same kind of warbling.

**DICK HYMAN** (Command 4096)

- "S AT I N D O L L" (2:00) [Tempo ASCAP—Strayhorn, Mercer, Ellington] The luxuriant organist takes to the organ in this swingin' reading of the old favorite, "Satiny." Sound, however hip, has a Radio City Muscle Hall organ feel. Sound can go over on radio. (B+)

- "SIDE BY SIDE" (2:57) [Shapiro, Bernstein ASCAP— Wood]. Perfed, it was this organist who pre-sented evergreen receives an earthy reading from Hyman.

**THE GRAND PRIX** (Vail 906)

(B++) "41 FORD" (1:50) [Mirelrose & Vail BMi—Heiss, Hughes] The increasingly important hot-rod set is geared up for this item, for its hot-song combo-attraction, which plays like a case with fine build authority, Session's grow-on-you manner could mean something. Aloe now handles the lark's debut.

- "CANDY APPLE BUGGY" (2:02) [Mirelrose & Vail] Further hot-rod doings for the teen-market.

**BOBBY VON** (Gateway 717)

- "THE WHOLE WORLD IN HIS HANDS" (2:40) [Cvet BMi—This] The famed spiritual receives an in-person, upbeat reading from the thrush. Her musical backing is a bouncy-beat affair, with organ and handclaps leading the way.

- "IF ONLY YOU KNEW" (2:35) [Cvet BMi—Wagher] A cozy-beat vocal by the lass.

**JOHNNY FORTUNE** (Parkway 867)

- "DRAGSTER" (2:20) [Tollmache—BMi—Christian, Sudetta] A roaring hotrod sets the pace on this one, which was big-time reared, especially for teen dance appraisals. Guitars, which for the most part are tuned slightly lower, are added for effect. The young hotrod fans will surely take to this entry. Top 40 spiders might give it a few spins.

- "SIBONEY" (2:10) [Leon BMi—Harvey, Morse] This oldie is updated and given a rapid surfin' tempo by the group to make it swing all the way.
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**Best Bets**

**GEORGE STALEY** (KIC 117)
- "DO YOU REMEMBER" (2:05) [Comet, Ben-Tone ASCAP—Dano, Kramer] Chances are George Staley will have a chart romance with his very first KC outing. It's a tempting, sentimentally constructed tune about the passage of time. Keep close tabs on it.

(B) "GOING BACK" (2:20) [Comet, Ben-Tone ASCAP—Dano] This cha cha twist couple also has Staley in a tearful sentimental mood.

**STEVE TYRELL** (Philips 40150)
- "YOUNG BOY BLUES" (2:10) [Rumbleber, Progressive & Trio BMI—Specter, Shuman] The teen waiter puts lots of conviction into the touching item. His back soundtrack, including rich-sounding string section & ny-lyrlic chorus, is fully sympathetic. Deck, reportedly a radio disk jockey in the Houston area, could get national sales with enough exposure.

(B) "A BOY WITHOUT A GIRL" (2:10) [A1 George BMI—Bilko, Ashford] A light Latinish feel to this blueser.

**PRESTON CARNES** (Stacy 966)
- "SOMEONE" (2:35) [Kingston BMI—Rodgers, Carnes] Carnes does strike a Chet Baker-led chord, a solid-sounding backband, both vocals and instrumental. This party-time tune can really go over with the teenagers. Kapp handles the label.

(B) "GIVE ME A LIST" (1:52) [A1 Gallicio BMI—Elliston, Chase] Adult-directed upbeat blueser.

**LORRY PETERS** (Hickory 1228)
- "A STATURE IN A WIN- dow" (2:12) [Aucf-Rose BMI—B&R Bryants] Thrush offers a sensitive rendition of a touching affection, from the pens of the Bou- doux Bryants. Support is an appealing full ork-choorus affair. Date could develop into something.

(B) "WHAT ABOUT ME" (2:16) [Aucf-Rose BMI—Gibson] This end moves at a brisk rock-a-billy pace.

**THE CHEVELS** (Gass 1001)
- "HOOTENANNY HO-DOWN" (2:22) [Tailornade BMI—Vegas, Engber] The rock musicians really mean belt business in this romp showing; where it boils, where it takes advantage of the Hootenanny crate. Over-all sound is that of a jet-packed ho-dont stroll. Side could grab lots of teen coin. Diskery is located in Los Angeles.

(B) "HENDERSO NVILLE" (2:10) [Tailornade-Novalea BMI—Vegas] Further teen-beat ex- citement from the attraction.

**HEINZ** (London 9019)
- "JUST LIKE EDDIE" (2:50) [Southern — ASCAP — God- dard] Already a hit in England, this rock vocal by Heinz and the gang could get the same sort of acceptance here. A potent instrumental backsound has strong teen appeal, and the deck delivers multi-spins from the discplay. A sleeper import that may go far.

(B+) "DON'T YOU KNOCK ON MY DOOR" (1:50) [Irly—ASCAP—Lawrence] Usual rock-band sound on this side with more fine backsound. Multi-tracking adds a winning sound.

**THE KIRBY STONE FOUR** (Warner Bros. 5592)
- "WASHINGTON SQUARE" (2:36) [Rayven BMI—Gold- stein] The fine vocal team add femines in this lively reading of the Bob Dylan song. The Village Stompers. There's also an outing by The Ames Bros. (Epix). Infectious tune could see new action as a vocal vehicle.

(B) "HIGH IS BETTER THAN low" (2:18) [Verdin BMI—Dunn] Inviting, jazz-oriented ballad swallowed (triplets are present for tenors).

**SHIRLEY ELLIS** (Congress 209)
- "THE NITY GITTY" (2:12) [Gallicio BMI—Chase] Loads of infectious, poppy-sounding, kid- friendly fun that will make a solid-sounding backband companions, both vocals and instrumental. This party-time tune can really go over with the teenagers. Kapp handles the label.

(B) "GIVE ME A LIST" (1:52) [Gallicio BMI—Elliston, Chase] Adult-directed upbeat blueser.

**DIANE EMOND** (CRC Charter 11)
- "PERFECT STRANGER" (2:21) [Rosa ASCAP—Harlan] Cap — Robertson, Leven A pretty Nashville radio song, now warmer is warm- ly conveyed by the over-dubbed lark. Warm, too, is the attractive ork- choorus arrangement. This tunes expression could make some noise.

(B) "LITTLE BY LITTLE" (2:13) [Shayman BMI—DeVorzon] Nice bouncy-beat softie.

**KATHY BRANDON** (Crystallette 739)
- "A BOY TO LOVE ME" (2:20) [Carsey & Henaye BMI—Tucker] This end moves at a brisk rock-a-billy pace.

(B) "SURF'N' DOLL" (2:12) [Carsey BMI — Brandon] Summer's here, according to this tardy surfin' date.

**MAURICE McALISTER & THE RADIANTS** (Chess 1872)
- "SHY GUY" (2:20) [Chevis BMI—McAlister, Vail] This is a bluesy bluffer, featuring singer McAlister, about a guy who hasn't the nerve to tell the chock of his dreams and the things he wants to sound moves along at a worth- while teen-blues pace.

(B) "I'M IN LOVE" (2:45) [Chevis BMI—McAlister] A me- andering love-found expression.

**PETER PALMER ORCH-CHORUS** (Dot 16554)
- "ALL THE WAY HOME" (2:30) [Peaches & Chappell- ASCAP — Styn] The songster does a very respectable good-music reading of an inviting backsound vehicle. It's a win- ning arrangement of an attractive ork arrangement, topped with a concert-like keyboard. Can go over big on good-music outlets.

(B) "THEME FROM THE V.I.P.S. (The Willows)" (2:57) Robbins ASCAP—Horas, David] Another classy warble on a flick tune, Carmen McRae is man conducting both ork settings.

**THE SUBURBANS** (Shelley 184)
- "MARY HAD A LITTLE LAMB" (2:23) [Gibson BMI—Williams, Parsons] The familiar nursery-rhyme ditty gets a hearty blues-bluesy over from the Paras! his fellow songsters. Kids will enjoy the romp.

(B) "WALK SIDE BY SIDE" (2:14) [Leandre BMI — Williams, Parsons] Team blends with a fine years-back rock-ballad quality.

**JACK MCDUFF** (Prestige 7274)
- "ROCK CANDY" [McDuff] The yet jazz organist can spark some immediate sales action with this hard-driving, racy, instrumen- tal with real cookin' beat. Side boasts an interesting, contagious re- peating riff.

(B) "A REAL GOOD YN" [Mc- Duff] More top-flight jazz sounds. This one's an easy-going, after-hours funky item.

**RELIGIOUS**

**SPIRITUAL FIVE** (Peacock 3091) "Christ's Blood"/"Call Him Up"

**PILGRIM JUBILEE SINGERS** (Peacock 1899) "We Will Sing " "True Story"

**LITTLE AXE & GOLDEN ECHOES** (Peacock 1897) "Jesus Loves Me"/"My Mind On Jesus Pray"

**GOSPELHAIRES** (Peacock 1898) "Ride This Train"/"Thou Art Gone"

**SISTER JOSEPHINE JAMES** (Peacock 3000) "He Arose"/"Meeting Tonight"

**HAROLD BOGGS (Song Bird 1014) "Walk and Talk"/"That's Where It's At!"

**PATTERSON SINGERS** (Vee Jay 928) "On the Riverbank"/"When The Saints Go Marching In"

**THE CARAVAN'S** (Vee Jay 927) "No Coward Soldier"/"What Will Tomorrow Bring"

**ROBERT MARTIN SINGERS** (Savoy 4193) "I'm Grateful (pt. 1)"/"I'm Grateful (pt. 2)"

**WARD SINGERS** (Savoy 4196) "Who Is It?"/"Move Along"

**GOSPEL CLEFS** (Savoy 4197) "You Can Talk To God"/"Let The Lord Lead Me"

**GOSPEL HARMONETTES** (Savoy 4198) "It's Going To Rain (pt. 1)"/"It's Going To Rain (pt. 2)"

**GOSPEL CHIMES** (Savoy 4199) "We Serve A Merciful God"/"I'll Make It Alright"

**ANGELIC CHOIR** (Savoy 4200) "He's Got Everything"/"Without A God"

**GOSPEL REDEEMERS** (Regent 223) "I've Been Saved"/"Calvary"

**SENSATIONAL SIX** (Sharp 638) "Guide My Mind"/"I Couldn't Hear Nobody Pray"

**MEDITATION SINGERS** (Gospel 1061) "Sanctified Lord"/"Every Knee"

**ESTHER FORD** (Gospel 1089) "Hold My Hand"/"Hold My Hand"

**SOUTHERN ECHOES** (Gospel 1079) "Speak To Me Jesus"/"I've Opened My Mouth To The Lord"

**REV. CLEOPHUS ROBINSON** (Tailor Made 41923) "Grace Made A Change"/"Conse- crated"

**THE DUNCANAIRES** (Battle 45022) "Breath On Me"/"One Step Closer"
RELEASED IN U.S.A.

Based On Popular Demand And
Smash Reaction In England, Aus-
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FORGET HIM

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BOBBY RYDELL

C-280

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* IN DREAMS
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* ROY ORBISON'S GREATEST HITS
mlp 8000

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July 1, 1978

CASH BOX

ALBUM REVIEWS

POP PICKS

"IN THE WIND"—Peter, Paul & Mary—Warner Bros. 1597
Peter, Paul and Mary, who are currently riding high with their previous two albums, are inching to duplicate that success with this new top-flight pop-offering. Their unique, distinctive, emotion-packed brand of harmony and superior musicianship is effectively showcased on fine program of new items and evergreens including "All My Trials," "Tell It On The Mountain," and their current single hit of "Don't Think Twice, It's All Right." Eye the disk for immediate acceptance.

"THE DREAM DUET"—Moffi/Franchi—RCA Victor LM32675
The Mets' Anna Moffo and Sergio Franchi recreate a dozen operetta duets made popular a few decades ago by Nelly Eddy & Jeanette MacDonald. This first wax marriage of the soprano and tenor should prove profitable for both parties—their voices blend beautifully and their renditions of these lyrical oldies glow with feeling and artistry. Lots of nostalgia as the duo delivers "Sweetheart," "You Are Love" and "One Alone." The disk has that best-seller quality.

"NUMBER I HITS, VOL. I"—Billy Vaughn—Det. DL.P5540
Billy Vaughn, with a long string of best-selling albums to his credit, takes off on a new tangent with this first volume of hits that became number one in the nation's pop polls. The orkster is sure to see early chart action with this set of melodious oldies that includes "You Belong To Me," "Here In My Heart" and "Mister Sandman."

"THE SURFARIS"—Deca DL 74470
The Surfari, who exploded on the scene a short while ago with "Wipe Out," unleash their potent, hard-driving instrumental talents full-blown on this initial Deca LP featuring a bevy of contagious surfin' tunes. All of the crew's many teen fans should find plenty of dancing and/or listening pleasure with their top-flight renditions of "Bali Man," "Surfer Joe" and their current chart-riding of "Point Panic." LP could skyrocket.

"ON THE MOVE"—Werner Muller—London SF44026
Werner Muller, who made a strong sales showing with his "Hawaiian Swing" LP, makes a strong bid for similar success with this top-drawer package of standards about romantic places around the world. The orkster begins his musical journey with a pulsating treatment of "South Of The Border" and moves with some lively arrangements of "I Love Paris," "Brazil" and "April In Portugal." Brilliant in p4 stereo, the disk is a natural candidate for chartdom.

"MARY WELLS ON STAGE"—Motown 611
Mary Wells, who is currently pulling plenty of loot with her fast-rising single of "You Lost The Sweetest Boy," should have a full album hit on her hands with this power-packed out live set of her recent pop-r&b hits. The lark's wide-range voice carries him in good stead on "Two Lovers," "I Don't Want To Take A Chance" and "The One Who Really Loves You."

"12 MILLION-PLUS SELLERS"—Various Artists—RCA Victor LSP7274
This package of bonafide million-seller hits by a host of Victor's all-time best-sellers is sure to stir up plenty of sales excitement among a variety of age groups. Songs like Artie Shaw's "Begin The Beguine," the set continues with such blockbusters as Vaughn Monroe's "There's I've Said It Again," Belafonte's "Day-O" and Glenn Miller's "In The Mood." Top programming and sales fare here.

"TODAY'S ROMANTIC HITS"—Jackie Gleason—Capitol SW 17838
Gleason has been tremendously successful with his previous "For Lovers Only" albums and this new edition in the series boasting a romantic program of recent chart-riders and popular favorites should quickly step out in the sales department. The lush, lyrical sound of the twin-string ork is beautifully evidenced on "I Left My Heart In San Francisco," "Fly Me To The Moon" and "As Long As He Needs Me." Perfect late hours mood companion.

"MORE ITALIAN FUN SONGS FROM LOU MONTE"—Lee R 6990
Lou Monte, who has a nice run for his money with his initial disk of Italian fun songs featuring Pepino, should go a similar success route with this new edition of happy-go-lucky nonsense tunes. All of the charter's many fans should really dig his first-rate readings of "La Luna Si Vuole Sposare," "Faulnacht" and "Tijuana Italiano." Superior entertainment throughout.

"THE WHAM OF THAT MEMPHIS MAN"—Lonnie Mack—Fraternity F 1014
Lonnie Mack cashes in on the built sales acceptability of his first hit of "Memphis" and his current chart-rider, "Wham," on this his premiere Fraternity LP. Both of the album's hits are instruments, Mack displays a professional, wide-range blues-flavored singing style on several tracks here. The artist is in top-notch form on "Where There's A Will," "I'll Keep You Happy" and "Satisfied." Set could skyrocket.

"HIT MOTION PICTURE THEMES"—Various Artists—Mercury 1374
Flick themes have popular LP fare for quite a while and this new Mercury album outing spotlights a host of label's artists reading a baker's dozen of recent vintage film themes should spark plenty sales action. Among the best listening of the disks are "Walk On The Wild Side" by Brook Benton, "Al Di La" by Xavier Cugat and by Billy Eckstein. Potent programming wax.

"THE RAINDROPS"—Julie's 5823
The Raindrops, who scored in the singles market with their smash offerings "What A Guy" and "The Kind Of Boy You Can't Forget," you, outdo both the moneymakers on this premiere album for Julie's. The group's handling of these teen-angled dance delights is first-rate and accounts for their popularity at the marketplace. Bright bands here are "De Doo Ron Ron," "I Ain't That Love" and "Every Little Beat." Watch it for early sales action.

"THE PAGE 7... AN EXPLOSION IN POP MUSIC"—RCA Victor LSP 7374
Here's a top-flight disk showcasing the talents of an accomplished group of musicians called the Page 7. The crew, which was organized by vet 88'er Page Cavanaugh, has been tremendously successful during the past year in their own LA club. The combo's repertoire consists of a warm bag of pop standards rendered in a distinctive, hard-driving swingin' fashion. The boys really shine on "Summertime," "Sweet And Sassy" and "Slim Jim." Eye the package for rapid consumer acceptance.

POP BEST BETS

"IN A TENDER MOOD"—Gordon Jenkins—Co- kar 1, 1960
Here's a dozen melodic stalwarts done up in sparkling arrangements and liltingly delivered by Gordon Jenkins's orchestra and chorus ideally suited for easy listening and smooth dancing. The orkster-arranger's deft touch in combining voices with orchestra is much in evidence here as the ensemble delightfully essays, "Just One Of Those Things," "Ain't We Got Love" and "I'll Remember April." The set should score heavily in the sales department.
IT'S LOVE AT FIRST NIGHT FOR HERE'S LOVE

"The kind of family pleasure you may be looking for in the months impending."
—Walter Kerr, New York Herald Tribune

"A joyous and bountiful gift of entertainment."
—Norman Nadel, New York World-Telegram & Sun

"Don't miss it!... 'Here's Love' breezed triumphantly into the Shubert Theatre. First-nighters greeted the new arrival with cheers, cheers, cheers!"
—Robert Coleman, New York Mirror

"It filled the house with charm"
—John Chapman, New York News

"...a very wholesome and good-hearted show, lavish in its merry...hospitality and cheeriness"
—Richard Watts Jr., New York Post

"It's just scrumptious!"
—Associated Press


KOL 6000 / KOS 2400 STEREO; OQ 602 4-TRACK STEREO TAPE
JAZZ PICKS

"ANY NUMBER CAN WIN"—Jimmy Smith—Verve 8552

Jimmy Smith, who holds down the spot as one of the most successful and best-selling jazz organists in the country, steps out smartly on this new LP session on Verve. Lots of broad, dual-market appeal on this outing which spotlights Smith on ten top-notch readings which include "You Came A Long Way From St. Louis," "What'd I Say" and "Georgia On My Mind." The set sounds like money in the bank for all concerned.

"THE GREATEST NAMES IN JAZZ"—Various Artists—Verve PRZ

This three-disc, attractively boxed set from Verve boasts the talents of 26 top names in jazz playing an equal number of jazz tunes. The list of performers reads like a who's who of jazzdom and the set itself jazzophile will surely want to add it to his collection. Some smooth bands are "It Never Entered My Mind," "Body And Soul" and "Love For Sale." Featured are Stan Getz, Gerry Mulligan, Count Basie, Charlie Parker, Art Tatum and many others.

JAZZ BEST BETS

"FEELIN' THE SPIRIT"—Grant Green—Blue Note 1132

Grant Green aims his talents at five spirituals on this new Blue Note package which also features the talents of Herbie Hancock, Butch Warren, Billy Higgins and Gary Evans. The guitar's use of these tunes is logically transitional in that it is a natural outgrowth of spirituals-gospel song. Feelingful tracks are "Jazz A Close Walk With Thee" and "Go Down Moses."

"SONNY & THE STARS"—Sonny Rollins—Pres- tige 7269

Sonny Rollins is joined by some of jazzdom's greatest names on this Prestige session of offerings cut a decade ago. Sidemen such as Milt Jackson, Kenny Drew, John Lewis, Miles Davis, Philly Heath, Art Blakey, Kenny Clarke and Roy Haynes make for some potent and professional backing for the tenor saxman's efforts. Slick tricks here are "Almost Like Being In Love," "This Is My Heaven" and "This Love Of Mine." Jazz buffs will surely dig it.

"CLARKE-BOLAND BIG BAND"—Atlantic 1104

Proof-positive of the universality of jazz is this swinging set featuring Mel Lewis, Clarke and pianists culled from the U.S. and Europe. The band, sparked by drummer Kenny Clarke, beautifully blends together and forms a cohesive musical unit. The boys are really in fine cooking form on "Lonely Street Blues," "Speedy Reeds" and "Jazz Stuff." Jazzophiles should come out in force for the package.

CLASSICAL PICKS

BEETHOVEN: Eroica; Eric Leinsdorf conducting the Boston Symphony Orchestra—BAC Victor L M 2614

Beethoven's powerful, romantic third symphony is given a masterful reading by Eric Leinsdorf on this superb new classical offering from Victor. The conductor's obvious understanding and appreciation of the work is most evidenced by his intricate attention to the symphony's subtle intricate chromatic developments. A superb entry.

DVORAK: Symphony No. 4 in G Major, The Lon- don Symphony Orch/Kertesz—London CS 6585

Dvořák's symphony No. 4 in G major and his Scherzo Capriccioso are performed by the Lon- don Symphony Orch Istvan Kertesz at the helm. The composer, who at times was un- orthodox and unbridled in his approach to sym- phonic structure, pleased the 4th symphony with a vital quality that is sheer joy. The conductor's interpretation is sincere and authoritative. A superb classical entry.
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* MARIA ELENA * MARIAN CARUJA * LOS INDIOS DANCERS *
** A LA CEPILLO DEL LAGO * MOONLIGHT SERENADE **
** BAION BON * PAJARO CAMPANA * STAR DUST **
TERNURA * AY MARIA * VALS CRIOLO * JUNGLE DREAM
**BIOS FOR DEEJAYS**

**Impressions**

Collectively, Curtiss Mayfield, Samuel Gooden and Fred Cash, constitute the Impressions. Singing together since 1966, the vocal trio is responsible for such hits as "For Your Precious Love" and "Gypsy Woman." The latter was cut for ABC-Paramount, where the group now records exclusively.

Gooden and Cash both from Chatanooga, began their singing in the southern city with a vocal group. Breaking away from the group, the two decided that Chicago could offer them the opportunity they needed to firmly establish a show business career, so they headed north. They hadn't been in Chicago long when they met Curtiss Mayfield and the well-known, Jerry Butler. Curtiss and Jerry were also singing veterans, having performed for years in their local church. The move to the Windy City took place in 1967. The following year, the group was introduced to Edie Thomas who, immediately signed them to a management contract. Thomas arranged for a recording session which resulted in "For Your Precious Love." After the record became a hit, Butler left the group and Mayfield took over as lead singer. The crew is currently pulling loads of loot with "It's All Right" (#25 on this week's Top 100).

**Charmettes**

The Charmettes, Clara Byrd, Mittie Ponder and Betty Simmons, are currently clicking with "Please Don't Kiss Me Anymore." The three girls live in Brooklyn, but they all in different back ground. Mittie hails from Hattiesburg, Mississippi where she sang with the Buas College Choir before coming to New York. Clara lived in Poughkeepsie most of her life. There she sang in most of the clubs after being a member of a church choir. Betty also got a great deal of singing experience in a church choir in New York where she was born.

The girls were formed as the Charmettes by indie producers Kenny Young and Ronald Gehr. The group's first cut effort was their present chart-rider. The rest is history.

**WDC-Washington has started a night of "Hootenanny" show Thursday to Saturday, Monday-Friday, to give the best D.C. area amateur a chance to entertain at the Shadows, a professional night club engagement. The station's Earl Robbins is handling one acre of box offices on the bandstand area which features the best in Hootenanny music. The program is at least three amateur artist each evening. At the end of each week the best singer or group will be selected for final run. The winner will be booked for a professional engagement at the Shadows, Washington's famous folk night club. The opportunity to be heard by record company representatives will also be offered the winner. Participants will be selected from weekly "live" hootenannies sponsored by WWDG and held at Washington area coffee houses and high schools. Another station on the folk bandwagon is WWIN-Baltimore. The outlet has incorporated a hootenanny show in its Saturday format with Nick Corizzo playing everything from the old folk favorites to the newer sounds. Paul Christy, who spins 'em on WKKH-Kalamazoo, is another new folkophile. The deejay has a new nightly air-station named "Kazootennany" and sees he needs all those folk records.**

**Congrats to WNOE-New Orleans. The station recently moved into new quarters on million dollar facilities in the French Quarter. The building has been decorated with 4,500 square feet of offices and studios. A Community Service Award for the station during the past economic year was announced by New Orleans Broadcasting Association and SESAC, which will sponsor the annual competition. Any station in the city is eligible for the award, which is now administered through the NBJA. Bruce Hayes, who runs his own "Hootenanny" station KJH-Hollywood weeknights from 9 to 10, has taken over the station's Saturday afternoon 4 to 6 "Hootenanny." Recent in-persons with Hayes were the Kingston Trio.**

**Interviewer-commentator Barry Gray's nightly WMCA-New York discussion series is now being heard throughout Western Europe courtesy of the Armed Forces Radio Network. Gray's recent interview with Governor William Scranton of Pennsylvania was the first of the WMCA programs to be broadcast abroad. WNOX-Knoxville has terminated a 30-year affiliation with Columbia Broadcasting System. The Scripps Howard station describes its new programming formula as a Top 40 station with good music. The news department of the 10,000 watt facility has been doubled in size and will add the facilities of UPi Audio, becoming the first station in the south to utilize the service. Paul Brenner, WJRZ-Newark deejay, has the role of narrator in the new 15-minute "Good Morning New Jersey" Theatre on the Green in West Orange, New Jersey. Brenner, is host of "Requestly Yours" and popular air personality at WDRC, another station he co-owns. If an apple a day keeps the doctor away, some of Chicagoland's lucky ones will be the healthiest people in town. WLS-Chicago, in cooperation with 192 Windy City area A&P stores, is giving away two cases of apples per day to teachers nominated by their students. In the on-the-air spot promotion, WLS is inviting students to tell why their teachers are great or less why they appreciate their teachers. The "Teachers of the Year" will be saluted each day on the air, and receive two cases of Washington fancy, The station which has received the 1963 Public Service Award from the Chicago and Chicaguror Catholic Action in recognition of the series of radio editorials which WLS brought to the public on education, production and dissemination of obscene printed matter.**

**Buddy Deane, host for six years on a popular teenage WJZ-TV-Baltimore show, tooled up and left the morning show on WTHH-Baltimore, 6 to 9 AM Monday through Friday. Deane will continue to perform his duties on the afternoon TV stanza. For the second consecutive year, WLAM-Lancaster, Pennsylvania's "Man In The Morning," will broadcast a complete music show from a helicopter for the National Guard recruitment campaign. This year, the deejay broadcast from the nation's capital. The show was taped early in the year Bliimp, for the Lancaster County United Fund. The show began with the usual $1,000 and some, $1,000 and some more, and ended with Ron ascending the wild blue yonder at night, and with some of the most beautiful scenery. Volunteer work, and the hope for a better future for all.**

**Nine Chicago radio and television stations have signed up with the National Audubon Society's Committee for Scouting recently supported a two-day encampment of the 1964 Illinois Scout Jamboree of the Ameri-**

**... See Ach's, manager of KSSS-Colorado Springs, recently been named as the best station in the country by listeners. The station is owned by a church organization.**

**John D. Gibbs, veep and general manager of QV-KPittsburgh, recently been named as the best station in the country by listeners. The station is owned by a church organization.**

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and WHATEVER HAPPENED TO ROSEMARIE K-13176

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FRANCIS
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YOUR
OTHER LOVE
and
WHATEVER HAPPENED TO ROSEMARIE
K-13176

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WHISTLED...AND
TALKED ABOUT
EVERYWHERE!

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There's a U. S. Post Office Sub-station at the RCA Custom Rockway Plant. That's fast!

**DIRECT DELIVERY**
In-between steps are eliminated! RCA Custom ships direct to distributor by the best carrier.

**TRAFFIC CONTROL**
RCA Custom has set up a special department to speed the delivery of your records.

**A-1 QUALITY**
Annoyance and costly returns are cut by RCA Custom's highest quality standards.

**$ $ $**
Time is M-O-N-E-Y! RCA Custom's fast, complete service helps distributors pocket more of it!

No wonder, for anything in recorded sound, distributors everywhere recommend RCA Custom.
NEW YORK: Tony Bennett, still on top with three albums and a new single on the charts ("Doin' What Joe Long"), back in town for a stint at the Copa, opened an appearance on the Ed Sullivan TV show (29). Tony was seen in his first dramatic part on "77 Sunset Strip" last season and was also seen on "Al Martinus & the Castle Crew" from Hollywood just before he finished a successful engagement at the Coconut Grove, and a card and a letter from Al Martino to Tony, who's making a lot of new friends.

July 11.

JULIUS KAŻAN: Sandy Down, with Bill We.

JULIUS KAŻAN: Steve Femme of MGM's Tin.

Walters, out with a debut deck tagged "I'm Sorry I Made You Cry" and "Take A Chance." Frank Sands has joined Shaw Artists Corp. in the One Night Booking Dept. Sands was formerly with Gales Artists and Circle Artists.

JULIUS KAŻAN: Steve Femme of MGM's Tin.

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Gales, set "The Circle LP's

The Irish Ramblers

Galloway, his LP is doing nicely.

JULIUS KAŻAN: Steve Femme of MGM's Tin.

The Buddy Greco opening at the Royal Box last week (6) was a huge success. Other top name coming in town soon are Tony Martin at the Town and Country (11), Carmen McRae at the Village Gate (22) and Diahann Carroll next in the Royal Box (Nov. 4).

British publisher Fred Jackson of the Pan Am Music will be making his first visit to the States at the end of this month... Down London way a brace of singles album topping action for Phil Wesen the hot coming Tall Texan Murray Kemoll (MOC) and "Monkey Walk" by the Phelps (Presto) and "A New Kind of Girl" by Frank Cackfield (London). Milt Friedman sees the "Monocycle" (Monocycle) and Ronnie Aldrich LP's are sure-fire winners.

JULIUS KAŻAN: Steve Femme of MGM's Tin.

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JULIUS KAŻAN: Steve Femme of MGM's Tin.
WSM is doing it . . .
everybody else in Country Music will be doing it . . .

How about you?

They'll be telling the DJs their story. And, they'll be congratulating the OPRY on its 38th Birthday. How?

Thru CASH BOX's special Country Music Issue (November 2nd). At the Show Oct. 31st.

Don't you want to join them?

Phone: JU 6-2640

Closing date; Oct. 23
Caterina Frosted In L.A.

(Continued from page 32) show with RCA—LP... Liberty recording artist, Gene McDaniel, now brings up the dramatica at the Strasburg School in Hollywood. Production execs feel he is a fine dramatic actor as well as a top vocalist...

...Songstress Kitty Kalen, garner- ing help on "Mister" from her "Great Girl" album on RCA, opens at the Fairmount in San Francisco, Oct. for two weeks. ... The Ar- thur Eddy Public Relations Agency tend to present to the new Stage 8 Television Center in Hollywood, with both recording & production facilities ... Dottie Vanelli, national promo boss for Dot, elated over the label's purchase of "Wonder...

HOLLYWOOD—London Records recently hosted a cocktail party and luncheon at Niedel's Hollywood in honor of Caterina Valente's first visit to the west coast in eight years. The lark was in Holly- wood to film her appearance as guest star on the Bing Crosby TV spectacu- lar, to be shown on Nov. 7. Standing (left to right) in the top pic are Ed- die Kissack, general manager of the American London Group, the song- writer, Jack Devaney, Cash Box, and George Sherlock, London's west coast promo man. Shown in the bot- tom shot are Del Roy, southern Calif. sales manager of London, a friend of the lark's, Norm Goodwin, general manager of Hart Distributors (Lon- don's distribe), Caterina, KLC4's Ray Brian and Alinie McKinney, KMPC music librarian.

Love Me With All Your Heart
(Quando Caliente El Sol)
SUMMERTIME IN VENICE
GINO TONETTI
CORA L 62383

JACK McDUFF
Headed For The Charts
With Live!
PRESTIGE LP 7277

ROCK CANDY
45-273
on PRESTIGE RECORDS

As Beautiful As The Title
"BEAUTIFUL"
DON ROMANO
MERRY-GO-ROUND
MILLS MUSIC, INC.
New York 19, N.Y.

Broad Appeal

Getting Action

MR. CUPID
THE VESPERS
SWAN 4156

SWAN RECORDS
N.W. Corner 8th & Fitzwater St.
Phila., Pa. MA-1500

Cash Box—October 19, 1963

RECORD RAMBLINGS

JERRY VALE, currently scoring heavily with Columbia LP "Love" opens this Thursday (10/17) at the Coconut. Another sin- gle, "Maria Elena" getting big local play.

HERE AND THERE:

PHILADELPHIA — Ted Kellem, promotion manager for Columbia, pens that the diskery is clicking in all areas with "Sadness" by Tony Bennett, "Skyhawk" by Johnny Cash, and the biggest blockbuster of all, "The Second Bar- ron Stroud" album, c/w "The Last Waltz" by Herman Kaplan at Cameo-Parkway who told us of one of the most inter-

Baltimore—Ed "The Beard" Kal- ikas at the Margold Distrib subsends word that Johnny Tollotson's "Funny How Time Slips Away" is picking up boss sales along with Kenny Welch's "Since I Fell For You" both on Cadence. Another sin- ger for Ed is "Lonely Drifter" by the O'Jays (Imperial) which is hap- pening well.

NASHVILLE—Kenny Marlow re- ports excellent debut reception to "Rough Surrin'" by the Tarrytuns (Excluent). Harry York has signed Bucky Hedge's Hickory Records has signed Dean and Harry York has signed Bucky Hedge's Hickory Records has signed Dean and Norris of "Brown County" for ABC-Par.

ST. PETERSBURG, FLA. — Alan Burke of Nob Records has signed Tommy Faile to the Nob label and has a first release tagged, "Ball And Chain" and "My Sadness Is Free,"
NEW YORK—Bobby Vinton, Epic's star warbler, has been signed to star in a TV series of 26 half-hour musical variety shows by Rolling Productions, Inc., a subsid of National John & Dunlap, according to Gustave Nathan, president of the firm. Vinton will host the show, which will be geared for the teen set. In addition to performing himself, he will present three other leading disk artists each week. Pilot show has already been filmed and is being screened for ad agencies and prospective sponsors.

Name New Staffers To Int'l Talent

NEW YORK—The appointment of Hank Tausend to the concert department of International Talent Associates was announced last week by Larry Bennett, executive vice president. Tausend was formerly associated with Music Corporation of America and United Talent Management.

Bennett stated that INTA is currently in the process of expansion. Bert Block, president of INTA, is now in California discussing TV production of two shows, and signing artists. The New York office is expanding its agents roster. Frank Medica, Jr., heads the concert department assisted by Alan Lawley and Hank Tausend. Irwin Arthur, Larry Gengos and Peter Paul handle location bookings. Harry Bell, Dick Berkmyer and Sheldon Brodsky are in TV and radio. Bennett and Block round out the New York and west coast operations.

Epic Adds Frankie Calen

NEW YORK—Singer Frankie Calen has joined the artist roster of Epic Records.

Out last week was Calen's initial single, "Here's Where Make Believe Ends" and "That's What The Girls Wearing This Year," which was produced by A&R producer Bobby Gregg, who will also produce future diskings by the artist.

For the past year and a half, Calen has been appearing at numerous nightclubs and resorts hotels in the east. He's appeared on several labels.

Phillie LP Contains Holiday Favorites

NEW YORK—An error in an LP's coating made in a caption in last week's special Record Buyer's Guide. For several full-length album of "A Christmas Gift For You," including the label's top artists, it was noted that the LP did not contain Xmas material, but hit singles. Actually, material is made up of Yuletide and winter season songs, including "Rudolph, The Red-Nosed Reindeer," "Frosty the Snowman," "Santa Claus Is Coming to Town" and others.

UNIVERSAL ATTRACTION

NEW YORK—George "Mr. Universe" Eiferman recently did an interview from the window of B.L. A. C. on New York's 5th Ave. with WHFM's disc jockey. Eiferman is pictured during the interview while her assistant, Shelly Andrews, looks on. The right show shows part of the crowd that gathered outside the airline office to observe the interview. Eiferman currently has a new Capitol LP out tagged "Mr. Universe Presents His Exercises For Family Fitness."

Cash Box—October 19, 1963
**Name Winners in BMI's Varsity Show Contest**

NEW YORK—"Elisemore," a musical comedy with music by Rory Butler and lyrics by Alan Greengrass, produced by the Columbia Players of Columbia University, has been named winner in the third annual Broadcast Music, Inc. (BMI) Varsity Show Competition. Checks for 

 First honorable mention award was made to Charles Collins, who wrote the music and lyrics for Texas Christian University's "Reach for the Stars," presented by the school's Pullis Players. Second honorable mention went to Frank Gannon, of Georgetown University, writer of music and lyrics for that school's Mask and Bauble production of "Bonaparte." 

 Judges who selected the winning works from 31 submissions included Jiri Pospisil and Sheldon Hamnik; Morton DaCosta; Robert Fryer; Lehman Engel, who serves as director of BMI's musical theater workshop; Joe Lohbatt, of RCA Victor; and Robert B. Sour, vice president in charge of BMI's writer relations department. 

 The BMI Varsity Show Competition was created to encourage and stimulate young composers and lyricists on college campuses. A prize of $1,000 is awarded annually to the composer and the lyricist of the best college musical or revue presented in the United States or Canada during the academic year. An additional award of $500 is made to the drama or music department, or to the student dramatic club, sponsoring the production. 

 Rules for the 1963-64 competition, which closes June 15, 1964, are available from Robert B. Sour, Broadcast Music, Inc., 389 Fifth Avenue, New York 17, New York.

**Victor To Cut Carnegie Concert By Kate Smith**

NEW YORK—RCA Victor Records will be on hand at Carnegie Hall on Nov. 2 to cut Kate Smith concert there, the veteran lark's first full-length record attempt before a paying audience. Resulting LP, announced last week, will carry the title of the concert itself, "Kate Smith Meets Carnegie Hall." Skitch Henderson will conduct the 38-piece orchestra and chorus group.

 Event will mark the performer's first stage appearance since 1953, when she appeared for 16 successive weeks, two performances a day, at the Palace, a stunt that never has been broken. 

 Ted Collins, the singer's manager for more than 30 years, is presenting the show in association with Atlantic G. Gerstman, with Durango-Katz Associates producing. 

 While her commercial p.a.'s have been rare, the artist has made numerous benefit appearances over the years.

**Mercury Pacts Roy Drusky**

CHICAGO — Mercury Records has linked Granite Olde Opry star Roy Drusky to an exclusive disk pact, according to Irving E. Green, president of the label. Drusky, formerly on Decca, will be cut in Nashville under the direction of Sheldon Singleton, vocal and recording director. Label's other top country attractions include Paron Young, Earl Scott, Lelo Van Dyke, George Jones and Rex Allen. Standing (left to right) around the seated Drusky in the back are Green, Singleton and Robert Long, the chanter's manager.

**A DOUBLE SMASHHERO!**

HI-Q #5030

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**Nationwide Breakout**

FRANK CHACKSFIELD THEME FROM "A NEW KIND OF LOVE" LONDON 9617

**PLEASE WRITE THE TOKENS**

LAURIE 3180

**“TEENAGE LETTER”**

Jerry Lee Lewis

**“SEASONS OF MY HEART”**

SUN #384

Jerry Lee Lewis

With Linda Gail Lewis

**PHILLIPS INT. RECORDS**

639 Madison

Memphis, Tenn.
Thanks So Much

DEE JAYS
for your great reception of

Bill Pursell's

“AUTUMN MAGIC”
(Columbia 4-42876)

PS: thanks again for your great help

on The Dixielles

“DOWN AT PAPA JOES”
(Sound Stage 7 #2507)

Tunecville Music, Inc.
Nashville, Tenn.

Bill Justis, President

PAUL PETERSEN
CP 707
THE CHEELEADER

38

“Dream” Talk

Gary Paxton
Opens H’wood Studio

HOLLYWOOD—Gary S. Paxton has announced the opening of the completely refurbished Nashville-West, recording studio at 5505 Melrose, Hollywood. Paxton, president of the studio, is a partner in the operation with engineer Charlie Underwood. Studio was previously operated by Decca Records.

Command Plans Biggest Ad Drive

NEW YORK—Command Records is planning the biggest advertising campaign in its history to launch its 1963 LP releases.

Enoch Light, managing director, said that $150,000 has been appropriated for the campaign that will run in November, December and January. Media will include national magazines, newspapers, radio, TV, billboards and double-truck ads. Placement of the ads and their agencies will be used. Victor & Richards is handling the campaign.

Liberty To Push

“Papa Oom-Mow-Mow”

HOLLYWOOD—Ted Feigin, national promo director of Liberty Records, has ordered an all-out push on the Rivieras’ single, “Papa Oom-Mow-Mow,” which, oddly enough, has been off the charts since last October. A transcript of a session in which the disk has been getting break out action in Ohio as a 45, plus the fact that the disk has been getting on the “Ghoulardi Show” with Ernie Anderson in Cleveland, which sparked other divers to play its strength.

Brewer To Ad-Promo Post

At Autostereo, Inc.

VAN NUYS, CALIF.—The appointment of Gene Brewer as director of advertising and publicity at Autostereo, Inc., has given the disk producer a new set of stereo tape playback machines for autos, was announced by Richard J. Wilson, Jr., president, Brewer, who left a post at Capitol Records to come to Autostereo, will spearhead an all-out advertising and publicity campaign to establish Autostereo on national basis. He’ll headquarter at Autostereo’s main offices in Van Nuys.

Caedmon Toppers Make Theatre Who’s Who

NEW YORK—Marianne Mantelli and Barbara Holdridge, co-chairs of Caedmon Records, the spoken-word diskery, have been selected for inclusion in the first edition of “Who’s Who in the American Theatre,” set for publication early next year. Edition, which will contain bios of both women, is being edited by George Freedley, curator of the drama collection of the Forty Second Street Library of New York City.

Correction

NEW YORK—Last week’s story on Decca’s new LP by The Surfari’s containing a wrong spelling of the name in the headline. In addition, the first name of Bud Dami, producer of the set was spelled incorrect.

MVM Int’l Names Prexy

MOUNT VERNON, N.Y.—George Alpert has been elected president of MVM, International, budget-priced & kiddie LP producers, according to board chairman John Severino. Alpert, now a substantial stockholder in the MVM operations, recently resigned from his former affiliation with Buckingham Records, where he served as marketing and A&R chief. Prior to that, he was associated with actress Dorothy Lamour.

In a shifting of personnel at MVM, Ronald Severino is now director of art and production; Mary Litman has been promoted to east coast sales manager for all MVM Int’l product; Steve Alpine has been named chief of A&R and John Severino has become head of foreign licensing and manufacturing. MVM expects to add more pressing plants in Mount Vernon, and is dealing for a plant in California, Alpert said.

In assuming overall responsibility for MVM, Alpert will closely supervise the activities of the Pelmah label, which has already released a Dave Dudley single and a new Kendall Hayes single nationally. Alpert announced the canceling of folk singer June Bugg to an exclusive MVM contract for LP’s to be released shortly through Pelmah. At the same time, he concluded negotiations with folk artist-elefer Phil Lucas, now appearing at various folk niteries in the west. MVM’s low-priced lines include MVM and Vernon, and its kiddie line is called Goosey Gander.

Al Abrams Heads

Auto Farm Package

To G.1. Clubs Abroad

NEW YORK—Songster Al Abrams is heading up a 1964 Ramblers auto farm package through U.S. Army service clubs in Europe on behalf of the American Motors auto tour. Tour, which kicks off in England on Oct. 12, will include stop-overs in 52 cities in England, Germany, France, Italy and Spain. Ninety-seven different clubs across the show’s itinerary. Among the other acts in the show is the Lindy’s English female song duo. Tour ended in Madrid on Dec. 5. A film of the tour is going to TV, a special presentation from Rambler.

“Monkey Time” Man


Viva Vargas!

NEW YORK—Pedro Vargas, one of Mexico’s top pop singers, was recently honored with a luncheon by RCA Victor (in Rafael de la Hera’s Casa Familiar, Casa Fonda del Sol) during the star’s recent visit to Management Independence. Seated (left to right) in the above photo are Vargas, Harry Feigin, RCA Int’l executive Robert Cook, Lee Schaprio, RCA Victor administrator of pop, and Int’l LP merchandising, A&R producer Herman Diaz and Carlos Ariza, the world-famous matador. Vargas’ current RCA Mexicana LP features tagged “Songs That I Introduced.”

John Levy’s Talent Firm

Adds Artists, Staffers

NEW YORK—John Levy Enterprises, the jazz-oriented personal management firm, is expanding in both the talent and operations departments. Newly inked to talent parts are Andy & The Bey Sisters, King Curtis, Johnny Hartman, Wes Montgomery and Mildred Jones. Other luminaries as George Shearing, Nancy Wilson, Joe Williams and Cannonball Adderley.

Staff additions to the New York office include Bob Beals, former MCA and Willard Alexander, who will head the TV dept., and assist in building new talent inked by the organization. Leonard Herrring, Jr., recent graduate of Temple University who had directed all jazz presentations on campus for several years and had published public relations for George Wein at the Newport and Ohio Valley jazz festivals for the past two years. He’ll function in promotion and also assist in talent management. In his move, Chuck Taylor has been upped to business manager of the organization.

Regina Inks Jazzist,

New Releases, Distrib

NEW YORK—Jack LaForge, ivory artist and head of Regina Records, this city, has inked jazzist Roger Kellaway to a long-term contract. Artist is currently appearing at The Half Note on Long Island. In addition to his work on the label, he has been given “Unchain My Heart,” featuring LaForge, and “Portrait in Jazz” featuring Marlene. LaForge also announced the addition to Portom of New York and Standard to the label’s distrib round-up.

Cliff Richards Sees

For Sullivan TV’er

NEW YORK— Epic Records’ Cliff Richards has been set to appear on the Ed Sullivan Show on CBS, Oct. 20. The young chanter, one of England’s most popular and all-time best-selling recording artists, is scheduled to arrive Oct. 15, for rehearsals.

The singer’s visit will coincide with the release of his debut album on Epic Records, “A Cliff Richard Christmas.” Cliff Richards previously recorded a chart success with his first single for the label, “Lady Lips,” which is included in the LP.
U.S. Trade Ship To "Sell" Goods & Services

NEW YORK—A major bid on the part of American industry to cut the $4.5 billion balance of payments deficit took form last week with the announcement of a U.S. Trade Fair to be held here next year for the S.S. Tradefair, the trade ship which will carry American exhibits to encourage foreign buyers in general to come to America. Exhibits from all major industries will be included aboard the $10 million trade ship contracted for with Bethlehem Steel Company's ship building Division.

The announcement was made by Bear Admiral John H. Morrill, USN (Ret.), of Corregidor fame, and president of the First United States World Trade Fair Ship, Inc., supported by 10 New York firms. The statement was made at a brief ceremony marking the opening of its International Headquarters at 49 South Street, this city. The ship has government support, but is privately financed.

The maiden voyage leaves New York harbor Nov. 24, 1964. Its itinerary is comprised of four blocks each containing 10 ports of call and corresponding to Europe, the Mediterranean, Far East, and South Atlantic including Africa and Latin America. The first leg of the first voyage will cover 10 ports in Scandinavia via North Sea. Continuing the 40 ports visited in all will be London, Rotterdam, Hamburg, Bombay, Genoa, Algiers, Signapore, Tokyo, Sidney, Capetown and Baranquilla. These world trade areas were selected as areas in most demand for American products. Recent studies indicate, an announcement said, that overseas competition may be keen but not nearly as keen as it is on Main Street, U.S.A. As a result, the average profit margin from overseas sales is considered substantially greater than the domestic counterpart.

A statement still stated that approximately one billion trade buyers will be controlled by invitation and held to a daily rate of 4,000 to 5,000 visitors. He based his estimates on studies of the market sales of the U.S. Department of Commerce, independent research and the results of the trade fair for five years in Japan, Sabru Maru, which sold $15 million worth of goods in ten ports in four months. In each report, there were recommendations for a similar American ship.

Exhibit space will be sold at one flat price for all ports or for one or more blocks of ten port schedules. Firms contracting in blocks of ten port schedules will be able to store their displays and supplies aboard the S.S. Tradefair when not in use. An alternate plan for shipping displays and skids to our destination to desired ports is also available.

Prices for exhibit space range from 68¢ to $1.29 per square foot per exhibit day. For example, an average exhibit that is 30 by 30 square feet for a ten port schedule will cost $4570 and an all forty port schedule will cost $9000.

Mercury Inks Moms Mabley

CHICAGO—"Moms" Mabley, top-flight Negro comedienne for many years, has been signed to an exclusive, long-term pact by Mercury Records, according to Irving B. Green, head of the label.

Jackie "Moms" Mabley, who started her professional career at the tender age of 14 on Chicago's famous Connie's Inn in 1922— an engagement that lasted for three successive years, was one of the first of her race to find comic irony in the ingredients of inter-racial relations and current politics. In the last four decades she has recorded hundreds of numbers on various recording labels. Her second album, "Moms Mabley On Stage," won the June Cleaver, a gold record for sales of over a million. She was previously represented on the Chess label. Plans are under way for an early recording session and release of the first Moms Mabley album by Mercury shortly. In making the announcement of the pact, Green pointed out the artist will be recording "live" during an on-stage performance.

Int'l Sound Names Gen. Mgr.

HOLLYWOOD—Richard Friesen has been named vice-president and general manager of International Sound, Inc., a new company at New York's Charles S. Boren. Friesen previously was president of Neophon Records, and was one of the first of that company to open an office in Hollywood at 5339 Sunset Blvd in Hollywood, serving as an opening of inter-racial relations. His job will be to promote and develop new artists and release new products.

Writer Out To Prove Merit Of Vale Re-release

NEW YORK—Writer Pay Tishman is on a "one-man" crusade to get Columbia to re-release an eight-year-old Jerry Vale dally of his tune, "Only Beautiful." She has started a promo campaign for new exposure of the deck, including a number of deplorably promo copies, which she has pressed through Columbia Records Productions. Copies of the deck, by the way, went out without credits. Writer is Fay Tishman, publisher is Bregman, Vescio & Conn (ARCAP).

Gallic Visitor

NEW YORK—Sylvie Vartan, 17 year old French recording star (of RCA Victor label) arrived recently at Idlewild Airport for her first look at Manhattan, where she plans to remain through the month of January. In Mexico, she will visit the west coast and hopes to make some English language records at Victor's Nashville studios in Oct. Paul Anka wrote Syl- vie's latest single, "I'm Watching Every Move You Make," which also appears in her latest album.

Victor Names Joseph Stefan To New Tape, Custom Post

NEW YORK—RCA Victor Records has appointed Joseph Stefan to the position of executive assistant to the president of the company, Shelly Lefkowitz, and chief music executive for the company's record operation. The new executive, a native of New York, has been with Victor for eight years, serving as vice-president, sales, with headquarters in New York.

Joseph Stefan

I'M WATCHING EVERY MOVE YOU MAKE

"ONLY BEAUTIFUL"

by JERRY VALE

on Columbia # 44099

(continued)

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A Record Of Singular Importance

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Mynnarch

"I CAN'T SAY NO"

TAMLA 54087

"I CAN'T GET A WITNESS"

TAMLA RECORDS

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Taking Off!

Marvin Gaye

"CAN I GET A WITNESS"

Tamla 54087

UNITED RECORD CO.

2628 W. PICO BLVD.

LOS ANGELES 6, CALIF.

WE DON'T BRAG LIKE CLAY,

BUT—WE ARE GROWING BIG

IN PRODUCTION, SALES AND

PAY! THIS IS WHERE IT IS.

JAYE ROMAN

RALPH CAMPBELL

BUDD HELLAWELL &

GEORGE JAY

are getting "Only Beautiful" play on

"ONLY BEAUTIFUL"

March 19, 1963

Cash Box—October 19, 1963

SUBSCRIPTION TO CASH BOX $15

Cash Box—October 19, 1963

RECORD PROMOTERS

JAYE ROMAN

RALPH CAMPBELL

BUDD HELLAWELL &

GEORGE JAY

(Not illustrated)

are getting "Only Beautiful" play on

"ONLY BEAUTIFUL"
**New “Dream Duet”**

**NEW YORK—Metropolitan Opera soprano Anna Moffo and Italian baritone Franco Franchi are seen at the session in which they were teamed by RCA Victor for an album titled “The Dream Duet.” It is the two singing the popular operetta favorites which made the team of Jeanette MacDonald and Nelson Eddy favorites in the thirties.

**Smash Names Dennis To West Coast Rep Post**

**CHICAGO—Lou Dennis is the new Los Angeles-based west coast regional man for Smash Records, according to label boss Charlie Fack. A one-time Mercury promo man in the Hartford area, and more recently promo man for Seaboard Distributors, East Hartford, Dennis started in the record business as a radio deejay in the New England area. Dennis replaces Jay Swing, who recently launched his own business as an indie promo man in the Seattle territory.

**EMI To Handle “Bahamas” LP**

**MIAMI, Fla.—EMI Records Ltd., of London will manufacture & distribute in England and the Continent an LP, “Bahamas Treasure Chest,” which it obtained from Tom Jacobs' Caribbean Folk Music, Ltd. of Nassau in the Bahamas. Termed a good seller for tourists in the Bahamas Islands, the album features calypso, limbo and goombay rhythms. Album also contains 12 pages of photos & text depicting scenes of the area.

**NAMM Music Show Shifts Chi Hotel Site For ’64**

**CHICAGO—The annual Music Industry Trade Show and Convention will move from Chicago’s Palmer House to the Conrad Hilton Hotel for the 1964 event.**

That unanimous decision was made by the trade show advisory committee of the National Association of Music Merchants (new name of the old MAM) meeting in Chicago in emergency session to face the inadequacy of the existing Palmer House facilities and to increase the number of exhibition booths and other show space, as well as new high in show attendance.

Dates for the 1964 event were set for June 28 to July 2 by unanimous vote of the 250 or so industry leaders who were given approval by the committee for shows in following years with the possible exception of the July 1965 show for the show in both 1963 and 1964. The trade show committee had previously decided to bypass New York as a convention site in 1965, changing the pattern of the past few years when the shows were held two years in Chicago and the third year in New York. The last New York show was in 1962.

June 26, 1963 show at the Conrad Hilton will be June 27 to July 1. For 1966 the dates will be June 26 to July 1. The committee also considered New York for the 1967 event but has not been able to come up with a workable solution to the problem.

The decision to shift the Music Industry Show, which has been held at the Palmer House for 20 years, to the Conrad Hilton rather than the alternate plan of using the huge McCormick Place Convention Center for exhibitions and retaining the Palmer House for business meetings, was made following the recommendation of the exhibitors, who voted by two to one margin for the Conrad Hotel site. The trade show advisory committee also followed the voting trend of exhibitors, who who were unanimously favored the last week in June as the best time for the NAMM show.

The show, which runs for four days, will have business sessions from 8:30 to 10 a.m., and the show will continue until 10:30 a.m. to 6:00 P.M., which was initiated at the 1963 show, was approved by the committees unanimously and will be continued at future conventions following the unanimous approval of the hours by exhibitors. The move from the Palmer House, which had been the trade show site since 1946, followed canvassing of 258 members in 1963 by the NAMM to determine their views regarding the suggested move. The show reportedly represented a tremendous physical growth of the trade show which this past year had an acute problem in room assignments but also by the rebuilding plans of the Palmer House, which will necessitate needed trade show space next year unless a new projected rehabilitation program. According to salesman R. Gard, NAMM executive secretary.

**HOLLYWOOD—Chantry Bobby Bare, currentlyclicking solidly with his Vice- lion's “A Million Miles From Home” is shown with Larry Ward (right) during the filming of his first Dick for Warner Bros., “A Distant Trumpet.”**

**Tim Gayle Expands Music Activities**

**NEW YORK—Tim Gayle, who recently set up New York headquarters at 519 W. 48th St., for his national public-relations-publicity and disk promo services, has signed composer-indie disk producer Angelo Pelcaro to a management-publicity pact, along with singer Frank Roma and Capa Records of Mobile, Alabama. The mobile diskery, headed by Dr. James A. Whitting, a practicing surgeon, is concentrating its action on its new release by Bootsy Till, "Run Along," and "I'm Dreaming On The Pillow." Gayle is making new distribution contacts for them.

Vollwein Bros., Inc., Pittsburgh music store which made a number of sessions with Gayle as producer in 1957, featuring Monty Kelly Orches-

**EMI Co-Sponsors TV-Radio History Grants**

**NEW YORK—Prizes of $500 each will be given to the radio & TV stations in the U.S. which have cooperated in the two best programs dealing with state or local history. During a joint effort by Broadcast Music, Inc. (BMI) and the American Association for State & Local History, $3,000 in grants will be made to state or local historical societies involved in the production of winning programs. Both organizations have co-sponsored the competition for the past five years.

**Film Debut For Bare**

**Newsmen—Newsmen—Newsmen—Newsmen—Newsmen—Newsmen**

**Cash Box—October 19, 1963**
L.A. NARAS Sponsors Recording Arts Course

LOS ANGELES—NARAS (the National Academy of Recording Arts and Sciences), Los Angeles Chapter, has announced it will initiate a special lecture series at the University of California (UCLA). Similar courses were given at NYU in New York last year, and the West Coast chapter is following suit as a result of widespread interest in the recording industry.

Co-sponsored by University Extension’s department of Arts and Humanities, the course is designed for both the layman and the professional, and is an understanding of the nature of the recording industry—its history, background and development, its issues, problems and possibilities, and its significance in the cultural and social scene.

The opening meeting of the course was on Oct. 16, with Goldard Lieberstein, president of Columbia Records, taking part. Also on the panel for the first meeting were John K. (Mike) Mailand, president of Warner Bros., Record Co., and the business man’s view of the wax industry, and Andre Previn, who spoke on the artist’s point of view.

The following courses that make up the “The Recording Arts” course schedule are:


Oct. 21: “Sources of Creativity: The Songwriter, the Arranger, the Artists and Repertoire Producer,” with Barry DeVorzon and Billy Sherwood. (Special Series). Jay Livingston and Ray Evans, songwriters, and Paul Weston, conductor, composer, and arranger, will also be on hand.


Nov. 14: “The Specialty Record,” a discussion of poetry, prose and drama, language, documentary, educational and children’s records, as well as special products, by co-course coordinator Paul Tanner, lecturer in music at UCLA.


Jan. 23: “Hits and Flops and Why,” which will sum up the course through a panel discussion comprising Lou Busch, arranger and conductor, Marty Cooper, independent producer, Ken Nelson, producer at Capitol, Neely Plumb, manager of Popular Artists and Repertoire Productions on the West Coast for RCA-Victor, and Irving Townsend, Columbia vice president in charge of West Coast Operations.

1963 Economic Census

(Continued from page 6)

and sheet music will receive Form CB-50R, labeled Sporting Goods, Jewelry, Art Goods, Farm Supplies, and Related Trades. Sales in their music commodity lines are to be reported in addition to the general questions.

Manufacturers’ Sales Brochures

Manufacuters’ sales branches and sales offices that sell musical instruments and parts will receive Form CB-51U entitled Instruments, Photographic Goods, Coals, Miscellaneous Products, with applicable questions similar to those on the wholesalers’ forms.

Retailers

Forms to be filled out by retailers will request more detailed information about various lines of merchandise sold than in previous censuses. Census officials state that many retailers will have to estimate the dollar volume or percentage of sales devoted to related items in their stores, as well as the merchandise sold in their stores, sheet music, and sheet music records.

The Big Version

“YOU’RE NO GOOD”

VJ 566

Betsy Everett

1449 S. MICHIGAN AVE.
CHICAGO 14, I1

If you are reading someone else’s copy of Cash Box why not mail this coupon today

What an only beautiful party there’ll be when

“ONLY BEAUTIFUL”

by JERRY VALE

on Columbia

6 4-0099

GOES TO

ARE YOU ON IT?

UA Buys Lyle Music

NEW YORK—In line with its current expansion program through which the company is acquiring available music catalogs, signing new talent and new song writers, United Artists Music Company has completed the purchase of Lyle Music and its entire catalog, it was announced by Murray Deutch, the company’s general professional manager.

Deutch stated that the acquired Lyle catalog includes many of the nation’s top popular hits, such as Bobby Vinton’s number one smash of last year “Roses Are Red,” as well as “Happy Go Lucky Me,” “Johnny Will” and many others.

The UA Music exec added that Paul Evans, co-writer of numerous Lyle Music hits, has been signed to an exclusive contract to write for United Artists Music.

Deutch stated that additional announcements of acquisitions and signings by United Artists Music will be forthcoming shortly.

School Offers Degree in Jazz-Modern Music

BOSTON—Underscoring the strides jazz has made in becoming a “socially accepted” art form is the news that the Berklee School of Music, in Boston, has just announced a four-year degree program—a awarding a Bachelor of Music Degree—with concentration in jazz and modern music. In its 16-year history, the school has produced over 1,900 musicians who are active as arrangers, composers, teachers, professional musicians with bands all over the country. It presently has 240 students with a faculty of 30.
British Top Ten LP's

1. Please Please Me - The Beatles (Parlophone)
2. Meet The Searchers - The Searchers (Parlophone)
3. The Shadows Greatest Hits - The Shadows (Columbia)
4. Born Free - Frank Ifield (Columbia)
5. Kenny Ball Golden Greats - Kenny Ball (Pye 'Golden Globe')
6. Steptoe & Son Wilfrid Bramble/Harry B. Corbett (Pye 'Golden Globe')
7. West Side Story - Soundtrack (CBS)
8. Fool Britannia - Peter Sellers, Anthony Newley (Parlophone)
9. Cliff's Hit Album - Cliff Richard (Parlophone)
10. When In Spain - Cliff Richard (Parlophone)

British Top Ten EP's

1. Ain't Gonna Kiss Ya - The Searchers (Parlophone)
2. Twist And Shout - The Beatles (Parlophone)
3. Los Shadows - The Shadows (Columbia)
4. The Beatles - The Beatles (Parlophone)
5. Last One To Leave - Frank Ifield (Columbia)
6. Petula Clark - Petula Clark (Pye)
7. In Dreams - Petula Clark (Pye)
8. Facts Of Life From Step-This - Cliff Richard (Parlophone)
9. Harry H. Corbett (Pye)
10. Jan & June - Tom Jones (Columbia)

Swedish Best Sellers

1. "Spel-Olles Gänglåt (Trio Me' Bum/Polysort) Nordiska AB"
2. "Skräddarvisan (Sven-Ingra/Phila)
3. "Just Like Eddie (Hein/Decca) Southern Music AB"
4. "You're The Devil In Disguise (Elvis Presley/ RCA Victor) Belinda (Sweden) AB"
5. "Mule Train (The Beatles/Parlophone) Robert Mellin (England) AB"
7. "You Don't Have To Be A Baby - The Caravelles (Decca/ CBS) Atden"
8. "Hello Muahh Hello Faddaah - Allan Sherman (Warner Brothers) AB"
10. "(I Who Have Nothing) - Shirley Bassey (Columbia) Shapiro Bernstein"
11. "Some Of These Days (Parlophone) Progressive"
12. "Everybody - Tommy Roe (H.M.V.) Chapell"

Norway's Best Sellers

1. "Drina" Shapiro (CBS) 2. "Footlights" By Willy Mann (CBS)
3. "Last Of The Summer Wine" By Willy Mann (CBS)
4. "The Best Of" By Willy Mann (CBS)
5. "The Rolling Stones" By Willy Mann (CBS)
6. "The Beatles" By Willy Mann (CBS)
7. "The Everly Brothers" By Willy Mann (CBS)
8. "The Shadows" By Willy Mann (CBS)
9. "The Beatles" By Willy Mann (CBS)
10. "The Shadows" By Willy Mann (CBS)

Sweden's Best Sellers

1. "I Will Survive In My Dreams" By Schroeder and Hawker - the team responsible for "Walking Back To Happiness" and "Please Don't Treat Me Like A Child"...
2. "Seven Years Of Good Fortune" By Donald O'Connor (Pye)
3. "Ringo" By The Beatles (Parlophone)
NOW RCA VICTOR

DYNAGROOVE

GOES WORLD-WIDE!
DYNAGROOVE
COMPLETE CATALOG

CHET ATKINS: "Teen Scene," LPM/LSP-2710.
PETER NERO: "In Person," LPM-LSP-2710.
ODETTA: "Odetta Sings Folk Songs," LPM-LSP-2543.
LEONARD PENNARIO/BOSTON POPS/FIEDLER: Rachmaninoff: "Rhapsody on a Theme of Paganini" & Franck/Symphonic Variations; Liszt/Scherzo, L/M-LSC-2078.
DELLA REESE: "Waltz with Me, Della," LPM-LSP-2711.
HENK SNOW: "Railroad Man," LPM-LSP-2575.
UNITED STATES AIR FORCE BAND, LPM-LSP-2586.
UNITED STATES ARMY BAND, LPM-LSP-2585.
UNITED STATES MARINE BAND, LPM-LSP-2587.
UNITED STATES NAVY BAND, LPM-LSP-2588.
3 GREAT BANDS/Mancini, Hirt, Prado, LPM-LSP-2722.
COUNTRY GENTLEMEN/Locklin, Snow, Wagener, LPM-LSP-2723.
3 GREAT GIRLS/Ann-Marx, Kallen, Reese, LPM-LSP-2724.
3 GREAT PIANOS/Caule, Carle, Nero, LPM-LSP-2725.

STARTING AUTUMN 1963, THESE RCA VICTOR DYNAGROOVE RECORDS WILL BE AVAILABLE WORLD-WIDE THROUGH RCA'S INTERNATIONAL AFFILIATES, LICENSEES AND DISTRIBUTORS LOCATED IN THE FOLLOWING COUNTRIES:

ARGENTINA
AUSTRALIA
AUSTRIA
BELGIUM
BRAZIL
CANADA
CHILE
COLOMBIA
DENMARK
ENGLAND
FRANCE
GERMANY
GREECE
HOLLAND
HONG KONG
ISRAEL
ITALY
JAPAN
KOREA
MALAYSIA
MEXICO
NORWAY
PERU
PORTUGAL
PHILIPPINES
POLAND
PORTUGAL
PUERTO RICO
QATAR
REPUBLIC OF CHINA
ROMANIA
RUSSELL
RUSSIA
SOUTH AFRICA
SPAIN
SWEDEN
SWITZERLAND
TRINIDAD
TURKEY
URUGUAY
VENEZUELA

Cash Box—October 19, 1963
“DYNAGROOVE” SOUND GOES WORLD-WIDE

—AND RCA INTERNATIONAL HAS IT!

It has long been a cliché in the record business that “Music knows no boundaries.” And like so many clichés, it is almost always true, but it is not the only artistic aspect of this saying that proves the cliché, but also the cold, hard statistic record sales. The marketing, merchandising and exploitation of the records of an artist is as important and sometimes more important than the success potential, whether it happens in Lyons or in Louisville.

New “DYNAGROOVE” sound goes worldwide, and this, to a group of RCA men, means that another important step in the long story of bringing American music to the world has been taken. This mass-birth of “DYNAGROOVE” sound around the world, from the East to Africa, from Europe South to South America, up to the fact that the marketplace for today's recorded music is everywhere, and that RCA has entered new international territories.

It has not always been that way, especially in the pop field. Only a few short years ago, Midnite Special was the first American hit to be danced to last year's American hit. Today it very often dances to tomorrow’s hit. But it was only last year that we saw the demand for the demand of record sales outside of the United States. Now RCA has recorded, radio, television, jet planes, long playing records—they all had their influence.

And then there is Elvis Presley! Many old-timers with a memory of at least eight years will tell you that the biggest single factor in making American pop music the range of the world was young Presley. Unfortunately, they have the sales figures to prove it. But Presley introduced us over the charts for the past ten years of any country in the world, and you'll find Presley's records among the top ten time and time again. Before Elvis there really wasn't much in the popular field who fully dominated the non-English speaking countries.

Presley changed all that.

The time has arrived when this phase one of the creation of a world—rather than just a U.S. record market for the first time—has arrived. RCA's record to Presley and rock 'n roll a whole new generation of Europeans, Asians, Latinas, and African teenagers grew up to the melodies of American pop hits. When a new Presley record broke in Detroit, letters came in from Tokyo asking why RCA didn't have the record at the corner store on the Ginza.

Phase two wasn't long in coming:

In non-English speaking countries, bright A&R men, busting with the idea of doing the American hits in the local language. Ric Meda, RCA’s talent man in Argentina was one of the earliest to come up with this new approach. RCA sells. Speaking of Ola—the New Wave, Remember "Ivy Billy, please"? Weenie Yellow Polka Dot Bikini? I'm just trying to think of a Spanish translation that you could understand anything!

And so the New Wave began sweeping Europe. RCA's record executive, responsible for international sales. No wonder was it just a matter of time before American records not the local record became equally important and the existence of the foreign "cover" record became a reality.

The record business never stands still. The next move was an obvious one: Why wait for the U.S. record at all?

At this point, a generation of youngsters had been exposed to American pop music, and among them were some some writers. And what did they write? ROCK 'N ROLL.

No longer was the American record or even the American song guaranteed a foreign market. Now the U.S. hit has to battle it out side by side with locally written material, sung and played by local artists and promoted by them with local TV and personal appearances.

We are living in this phase of the business today.

How did RCA gear itself to meet the challenge of this worldwide record business?

Since the top executives at RCA Victor have been entirely integrated whole, it is only natural that it is the RCA Victor business—they think of its structure as closely paralleled to its domestic counterpart.

So, we find in the International Liaison Department a Merchandising Section, responsible for the marketing and sales of RCA Victor master recordings in all overseas markets. This section keeps a pulse on the individual markets of the world and the fits RCA Victor product to the needs. RCA Victor knows the sales history and potential of all RCA Victor artists for each out of the way places as Johannesburg and Dakar. There is no time for a fortuitous tack of foreign labels all markets the same story. The merchandising department knows that Jim Reeves is a bestseller in South Africa, that Harry Belafonte is important in Germany and that Japan dines Pern Prado.

Backing up this merchandising sell is a Miraculous Section, whose job it is to prove the promotion with the facts. Here RCA record sales are analyzed against industry figures. Such facts as units manufactured, wholesale dollars, gross national product, population, and others become part of RCA Victor's blueprint for international growth.

But to get the dollars and to make the charts, one vital factor—besides talent and performance—is necessary. Even if the product 'is in the grooves' it won't sell unless people know about it. The Advertising and Promotion Section of Victor's International Department is responsible for the overall plan of sales and advertising promotions, the entire operation would fail to pieces without the promotion.

Shipping parts, tapes, cover color-separations, ads in to thirty different countries, direct mail to the millions of RCA Victor customers in Canada, customs, shipping, and postal customs and other laws that are not easy to come by. And since it is dealing with a product of immediacy, the International Liaison Department's prompt, efficient service is a must to a successful International record operation. The Department is proud to point to the many records which have been released simultaneously or in succession, in cases, earlier in overseas markets than in the United States.

And so it goes... ideas put into action and moved to the markets of the world.

RCA Victor doesn't stop there. Out in the field are the eyes and ears for RCA Victor, a staff of on-the-spot field men in foreign markets to aid in the sales of RCA records and, at the same time, keep on the watch for that elusive, but vital factor in the music business—talent.

RCA Victor execs do not feel that they can get away with just relying on the usual pattern of the continued growth for foreign record sources in the United States.

The department which chooses and produces these foreign records, to be merchandise here in the United States, has the most delicate job of all. It

must blend the talent and songs from the RCA world and sell them back to the RCA domestic market. If the RCA international office does not have the proper talent the RCA domestic office will be selling its records back to an overseas market instead of overseas.

Soria introduces “DYNAGROOVE” Sound to European Licensees—Dario Soria, Division Vice President, International Liaison Department, addresses top level RCA Germany, Holland, Norway, Sweden and Switzerland, during RCA meetings, which—this year—were held in Copenhagen, Denmark (August 13 and 14).

RCA meetings, RCA Victor's “DYNAGROOVE” sound was introduced to the company's Licensees and both, Soria and Norman Racusin, Division Vice President and Operations Manager (at Soria's right) were lead-speakers at presentation.

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DARIO SORIA, Division Vice President, International Department

In March 1953, Dario Soria was appointed head of the International Liaison Department of RCA Victor. Soria came to this assignment after extensive and distinguished experience in the record business. As President of Columbia/Soria Records, a position he held from 1948 to 1953, Soria created a catalogue covering four centuries of opera and representing twenty-one composers; it was the largest catalogue of recorded opera in the world with 46 complete operas, among them the first opera ever recorded by Maria Callas.

From 1953 until 1958 Soria was President of E.M.I. (U.S.), an organization formed in North America as an outlet for European Columbia and other labels of the Electric and Musical Industries Limited of England. For the new company Soria revived "The Recording Angel," the oldest recording trademark in Europe. The American label as Angel Records was, under his leadership, singled out in 1955 by Time Magazine as "one of the brightest, most enterprising record companies in the U.S. today." When E.M.I. sold Angel in December of 1957 to its second American subsidiary, Capitol Records, Soria resigned. During his tenure the label had released 568 albums in four years.

After a half year abroad, during which time he aided Gian Carlo Menotti in putting the First Festival of Two Worlds in Spoleto on the international map, Soria returned to the U.S. and reentered the record field on the invitation of George Mark to develop a Soria Series for RCA Victor. The Soria Series was auspiciously launched in October of 1959. A year and a half later, Dario Soria was appointed to his present post.

Born in Rome, Soria was a graduate of the University of Rome with a degree in Economics and Commercial Sciences. He also studied law at the University of Ferrara. He and his wife Doria Soria, a well-known figure in New York's musical life, live in mid-Manhattan.

GEORGE H. PRUTTING
Manager of Merchandising and Licensee Services, George Prutting brings to his present assignment, a lifetime's experience in almost every facet of the record business.

He joined the RCA Victor Record Division in 1950, after 8 years in the record field in his native Hartford Connecticut, as well as 10 years spent in Eastern Division Manager of Columbia Records.

Six years after joining RCA in 1956, Prutting became Eastern Manager of RCA Victor Record sales and, at that time, also served as liaison on overseas activities. He was transferred to RCA International Sales in January 1968 and in March of that same year was appointed Manager, Record Department, RCA International. In this capacity he was entrusted with the supervision of record sales, record promotion and product coordination of RCA associated companies and licensees.

Before joining the record field, Prutting was a well-known clarinetist who had studied with the eminent Gaston Hamlin, first clarinetist of the Boston Symphony, and the New England Conservatory. He and Mrs. Prutting live in a penthouse on Manhattan's upper eastside.

FRANK H. NAUTA
Another man, of great importance to the operation of the Department is Frank Nauta, Manager, International Orders Administration, who is based at RCA Victor's Record Division Indianapolis plant. He is, among many other things, the Department's shipping and billing co-ordinator and follows up at the record factory to fill all orders for shipment of metal parts, sample records, libretti, and finished products. Nauta also controls the shipment and billing for the exporting of domestic product. In this function he deals directly with the distributors overseas, relative to their orders.

Starting with RCA in 1937, Nauta has been active in many facets of the industry, such as sales and marketing for the International Division; in the Radio and Appliance Sales Department; in the Order Control field and in the Consumer Product Department for Latin America. He was appointed to his present position in 1959. Frank Nauta, his wife and two daughters make their home in Indianapolis.

Richard L. Broderick
In 1960 Dick Broderick was appointed Manager, Special Record Merchandising for RCA International and, later, moved to RCA Victor Division as Manager of Special Projects. In this capacity he is responsible for the development of International markets, of RCA Victor Record Clubs and also the special marketing areas, such as rack jobbers, premium records, etc. He is also in charge of international market development statistics for RCA Victor and, as such, keeps a finger on the pulse of the record business of Europe, South America and the Far East.

Dick came to RCA International as Advertising Manager of Records, Radio and Television; he then assumed the post of Manager, Export Marketing for RCA Victor records, responsible for the sale of finished product to overseas markets around the world.

Broderick has traveled extensively for RCA Victor to the various world markets, although he is that rare specimen, a native New Yorker, born in Manhattan and schooled in the Bronx. He graduated from Fordham University in 1947 at the age of 19.

His pre-RCA career included hitches as TV sports announcer, copywriter for an advertising agency; newspaper publisher and publicity man. His home-life has been just as active. He and Mrs. Broderick have five children and live in a fittingly large house in Harrington Park, New Jersey.

FRANK N. SWENSON
Manager, Record Marketing, RCA International, Frank Swenson is in charge of export of all finished RCA Victor product (records and pre-recorded tape). He supervises sales, made through authorized distributors, and through the vast U.S. Military Exchange overseas operation, and in this capacity makes periodic trips to all overseas distributors.

He joined RCA in June of 1958 and has been a record-man since then. Beginning his activities in the Order Service Administration Department, Frank transferred to the RCA Victor Indianapolis plant, to establish the present system of shipping and billing direct from the factory. In 1959 he returned to the East and, in January 1961 was appointed to his present position.

Previous to his RCA activities, Swenson spent eight years in the Army and Air Force Exchange Service as General Manager of Fort Monmouth Exchange Operations. He and Mrs. Swenson and their three children reside in Fair Haven, New Jersey.

FREDRIC P. KNOBEL
Another key member of the New York office of RCA Victor's International Liaison Department is Fred Knobel, Co-ordinator Special Services. He can be called "an international Post Office in his own right" and is responsible for the shipment of sample records and all other promotional and publicity material sent to the Department's licensees throughout the world. Fred also prepares each complete set of LP releases.

He came to the Department from Victor's Office Services. He currently takes courses for international marketing at the City College of New York School of Business, under the RCA tuition program. He and his wife live in the Bronx.

RCA VICTOR'S
On the fourth floor of RCA Victor's 2nd Ave. and Airforce Exchange Square, a more conservative decor of the rest of the building, here walls range from orange to yellow, decorations from a baroque Italian wood panel to a record and magazine display gadget which boasts anything from the latest Presley LP, adorned with striking Japanese print, to Paul Anka's latest feature story in the slick French rock 'n roll magazine, "Saut les Capons."

Here secretaries range from very bright, to very dark, but all among its staff, French, Italian, German and Spanish is spoken fluently, also English.

These are the men who staff the International Liaison Department and those of the International Division working with them on the marketing of records abroad.

Cash Box—October 19, 1963
RICHARD Y. CRUM
The present Administrator of Licensee Services joined RCA International in 1946 as System Analyst, in which capacity he developed and installed new systems of purchasing, order services, inventory controls and traffic and billing procedures. He also spent some time in establishing a new system of advertising distribution.

Dick Crum worked closely with RCA Victor Record Division in the development of a system of mechanical data processing—to coordinate the order service of both domestic and international divisions.

He then spent two years as Manager, Customer Service Department, which included order service of all products sold by the International Division.

In 1962, when Record Licensing Operations changed from the International Division to the Domestic Division, Dick joined the RCA Victor Record Division, Mr. and Mrs. Crum and their three children live in Westfield, New Jersey.

JOSE M. VIAS, JR.
Cuban-born Jose Vias, RCA International Administrator of Record Advertising, is responsible for trade and consumer space advertising as well as for sales promotion for overseas export distributors and military markets abroad.

He joined RCA in 1957 as advertising-trainer and was picked for his present assignment in 1958 by George H. Frutting. Prior to joining RCA, Vias worked also as an advertising-trainer for the consumer product lines of the International General Electric Company.

Vias arrived in the United States in 1947. Shortly thereafter he spent three years with the U. S. Airforce. Half of this time was spent in Europe, during the Berlin Blockade. He and Mrs. Vias live in New Jersey with their four children.

Before coming to the U. S., Jose's first job in his native Cuba was as disc jockey with station CMKD.

GUSTI BREUER
Coordinator of Artists Promotion of RCA Victor's International Liaison Department Foreign Markets, Vienna-born Gusti Breuer is that department's most recent addition. In his present capacity, Breuer is responsible for furnishing the Press Department of affiliated companies and licensees, with photo material, press stories and news items of all RCA Victor classical and pop artists. He also co-ordinates advance publicity for the many world-wide tours of RCA Victor's artists and is responsible for the "Artists News" page of the International Department's monthly news-bulletin "The International Post."

Prior to joining RCA Victor last December, Breuer worked as account executive for various New York Public relations firms, specializing in publicity for concert and operatic artists. He also was, from 1956 to 1958, assistant to the Director of Advertising and Artist Promotion of Angel Records.

Gusti Breuer, who is the author of two novels and many articles for music periodicals in the U. S. was originally trained in his native Vienna for a stage career in the Max Reinhardt Workshop. He came to the U. S. in 1940 and in 1941 began a five year hitch in the U. S. Army—a span of time he utilized not only in getting involved in the Battle of the Bulge but also in writing his first book.

LEE SCHAPIRO
A very important adjunct of the International Liaison Department, although on the staff of the domestic Merchandising Department, is Lee Schapiro, Director of Popular Albums Merchandising and Planning.

As part of his domestic duties, Schapiro is responsible for all foreign records sold in the U. S. and for the releasing on RCA Victor's International Label, of singles and albums selected from affiliated companies and licensees catalogue.

Particular effort has been placed on merchandising the outstanding Latin catalogue of RCA Mexicana in the Spanish speaking centers of the U. S. Marked increase in sales has prompted the expansion of these efforts with other foreign catalogues, such as Italian, Argentinian, French, etc. Schapiro has also developed the direct importing program of foreign records from 7 or 8 countries. He and his wife and three children live in Wayne, New Jersey.
Join
RCA Victor's Artists
and
See the World

Opera and concert artists of international stature have toured on a global scale ever since Jenny Lind made her first American trip in 1850. Recently Leontyne Price bought an apartment in Rome, which will be her European base from now on, while her New York house remains her headquarters in this hemisphere. Artur Rubinstein's house in Paris, welcomes its master and his many friends every day during the spring and summer months, while his Manhattan apartment is occupied by the virtuoso during the winter.

But nowadays, Pop Artists too, have taken to the international road. Harry Belafonte has travelled extensively, from Australia and Europe to the Far East; Paul Anka, who six years ago introduced rock 'n roll in person to Paris in his first engagement at the Olympia, has also been in the Far East, South America and the rest of Europe and, as we go to press, is back at the Olympia once more. When Chet Atkins, Floyd Cramer and Jim Reeves came to South Africa, their names climbed the local charts dizzyly, and Jim Reeves was asked to star in a South African film, which has recently been completed. Neil Sedaka has visited Japan, South America and, on a recent return-visit to Italy, received gold discs for his Italian and English-language platters. Little Peggy March has just come home from her first European tour to England, Germany and Italy where she met her Italian counterpart, Rita Pavone; it is hoped that the latter will soon arrive for her first look at New York. And so it goes...

These tours are not just planned to still the artists' "Wanderlust." In today's international record market, it has become more and more important that recording artists are known the world over through personal appearances and local TV exposure, if their records are to compete successfully with local artists in each country. What is more, many of the RCA Victor celebrities new record their hits, or even completely new songs, in Italian, German or French. So closely has this international artist exchange succeeded, that Paul Anka (on a recent trip to France) wrote the newest hit for that country's rhythm queen, Sylvie Vartan. It is called, "I'm Watching" or "Je Ne Vois Que Toi" and is currently climbing the French charts.

Here then, are some of the RCA Victor artists, when on tour.

Mexican recording and movie star, AMALIA MENDOZA, shown here with husband, Comandante Fernandez (left) and HARRY E. JENKINS, Division Vice President, Merchandising, and LEE SCAPAHIRO, Administrator of Foreign Records, Sales and Merchandising, receives guests at RCA Victor sponsored press party at New York's Chateau Madrid. "La Tariana," as the star is known to her Mexican and South American public, made highly successful appearances at New York's Spanish-language theaters.

ARTUR RUBINSTEIN, received an ovation from his Nijmegen (Holland) audience during his annual spring tour of Europe.

VAN CLIBURN, podium covered by bouquets, gives encore during his most recent Moscow recital.

ANNA MOFFO, Metropolitan Opera soprano and exclusive RCA Victor artist and her husband, Italian TV producer Mario Lanfranchi do some sightseeing in Venice during one of Miss Moffo's annual operatic tours in Italy.

On her first visit to New York (Sept 14) SYLVIJE VARTAN, charming 17-year old French recording queen, visited the RCA Victor studios on 24th Street. She is shown here at Company's dining room, between BOB YORKE, Division Vice President, (right) and French recording star JOHNNY HALLIDAY, who escorted her to luncheon.

PAUL ANKA makes a personal appearance in Madrid, Spain.

NEIL SEDAKA, at Tokyo airport, gets floral welcome from members of his Japanese fan club.
Es con sumo orgullo que comunicamos la presentación en la Argentina y el Uruguay de discos Long-Play grabados con el nuevo sistema “DYNAGROOVE” de RCA Victor. Esta nueva técnica de grabación representa el más sensacional avance en reproducción sonora desde la introducción de los discos L.P. Sus resultados son tan superiores que no admiten comparación con las demás grabaciones conocidas, ¡incluso las más costosas! No nos cabe la menor duda de que los verdaderamente dramáticos adelantos técnicos en calidad de sonido, evidenciados en estas grabaciones, serán motivo de la misma cálida acogida y elogiosos comentarios por parte de nuestro público, que merecieron al ser presentados últimamente en los Estados Unidos.

RCA VICTOR DYNAGROOVE RECORDS NOW IN...

BENELUX

NEBELAND


BELGIQUE

ECOUTEZ!... COMPAREZ! DYNAGROOVE, nouvelle technique d'enregistrement et de pressage de RCA VICTOR, vous offre dorénavant des disques au son pur et magnifique, exempt de toute distorsion technique. Comparez DYNAGROOVE à n'importe quel disque, quelle qu'en soit la marque. Vous remarquerez que DYNAGROOVE vous offre une audition musicale encore jamais atteinte.

Qu'est ce DYNAGROOVE? Une nouvelle technique d'enregistrement extrêmement précise et pour la première fois dans l'histoire du disque une méthode de pressage assistée d'un cerveau électronique. Toutes les imperfections qui pourraient se produire à la gravure sont corrigées électroniquement. Grâce à cela, la reproduction DYNAGROOVE est exactement fidèle à l'exécution originale. Les disques DYNAGROOVE possèdent donc une richesse de sons inconnue à ce jour. DYNAGROOVE vous assure le véritable relief de la musique.

RCA Records - INELCO-BELGIUM S.A., Rue de l'Hôpital20/24, BRUXELLES, TEL: 112220
É com grande orgulho que podemos anunciar o lançamento em nosso país dos long-plays gravados em "DYNAGROOVE", o novo e revolucionário sistema criado pela RCA Victor. Estamos certos de que o mesmo entusiasmo e êxito alcançados nos U.S.A. pelo "DYNAGROOVE" serão obtidos no Brasil.

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RCA ELETRÔNICA BRASILEIRA S. A. – Avenida Ipiranga, 1087 • 9º andar • São Paulo • Brasil
In March, 1963, DYNAGROOVE was launched nationally across Canada. Its effect was extraordinary. Within weeks, dealers, critics and the public acclaimed the new sound of DYNAGROOVE records. Today, just seven months later, it is known by all Canadians who take their music seriously. DYNAGROOVE is now about to make its presence felt around the world. We wish every success to all of the international affiliates, licensees and distributors who will be introducing the wonderful new sound of DYNAGROOVE from Australia to Venezuela.

RCA VICTOR Company, Ltd., 1001 Lenoir Street, Montreal, Que. Telephone: WE 3-7551

DYNAGROOVE, das vollkommene Musikerlebnis sowohl bei größter Stereo-Truhe als auch auf kleinstem Abspielgerät.

DYNAGROOVE, klassisch-naturgetreue Klangfülle selbst bei kleiner Einstellung der Lautstärke.

DYNAGROOVE heisst verzerrungsfreie Wiedergabe bis zur letzten Rille.

DYNAGROOVE bringt den perfekten Klang für jedermann.

We take great pleasure in announcing that albums recorded in the new RCA Victor DYNAGROOVE system are now available in the U. K. We are confident that these recordings, with their most dramatic advances in sound quality will be greeted in the U. K. with the same enthusiasm which followed their initial introduction in the U.S.A.

RELEASED IN THE U. K. ON 1st OCTOBER, 1963

THE INTERNATIONAL JIM REEVES
JUMP FOR JOY — Joe Williams
TWANGIN' UP A STORM — Duane Eddy
COMIN' ON — Floyd Cramer
I WROTE A SONG — Don Gibson
RAILROAD MAN — Hank Snow

Ravel
BOLERO; PAVAN FOR A DEAD PRINCESS;
LA VALSE
The Boston Symphony Orchestra
conducted by Munch

THE DECCA RECORD COMPANY LIMITED

Tchaikovsky
SYMPHONY NO. 6 IN B MINOR — 'PATHETIQUE'
The Boston Symphony Orchestra
conducted by Munch

Tchaikovsky
PIANO CONCERTO NO. 1 IN B FLAT MINOR
Rubinstein
with The Boston Symphony Orchestra
conducted by Leinsdorf

FINLANDIA – MUSIC OF SIBELIUS
Finlandia; The Swan of Tuonela; Valse Triste,
Pohjola’s daughter; Lemminkainen’s return
Morton Gould and his Orchestra

DECCA HOUSE  LONDON  ENGLAND
Nous avons le plaisir de vous informer que les disques enregistrés selon la nouvelle technique "DYNAGROOVE de RCA Victor," sont dès maintenant disponibles en France.

DYNAGROOVE c'est plus de vraisemblance dans la sonorité, quelque soit la puissance d'écoute.

DYNAGROOVE c'est plus de perfection dans la présence.

DYNAGROOVE c'est plus de clarté dans la reproduction des enregistrements.

DYNAGROOVE c'est plus de fidélité.

DYNAGROOVE c'est autre chose de plus.

Première liste "DYNAGROOVE RCA Victor" disponible, dès à présent:

- mono 635 001/2/3: Mme Butterfly (Puccini) avec Leontyne Price
- stéréo 645 001/2/3: RCA Italiana orchestra—dir. Erich Leinsdorf
- mono 635 004: Boléro—La valse—Pavane pour une infante défunte (Ravel)
- stéréo 645 004: Orch. Symphonique de Boston—dir. Charles Münch
- mono 635 006: Carnaval—Fantasiestucke...etc (Schumann) par Arthur Rubinstein
- stéréo 645 006: Carnaval—Fantasiestucke...etc (Schumann) par Arthur Rubinstein
- mono 635 007: Pages célèbres pour violon par Erick Friedman
- stéréo 645 007: Pages célèbres pour violon par Erick Friedman
- mono 435 001: Jalousie par la Boston "pops" orchestra—dir. Arthur Fiedler
- stéréo 445 001: Jalousie par la Boston "pops" orchestra—dir. Arthur Fiedler
- mono 435 004: Supercussion par Dick Schory's orchestra
- stéréo 445 004: Supercussion par Dick Schory's orchestra
- mono 435 005: Hail the conquering Nero par Peter Nero, piano
- stéréo 445 005: Hail the conquering Nero par Peter Nero, piano

La RCA ITALIANA, che festeggia ora il decimo anno di attività al servizio della musica, è lieta di annunciare al pubblico che i magnifici nuovi dischi DYNAGROOVE della RCA VICTOR sono ora in vendita anche in Italia presso tutti i migliori negozi di dischi.

Ravel
BOLERO / PAVANE POUR UNE INFANTE DEFUNTE / LA VALSE
Charles Munch, Boston Symphony Orchestra

FINLANDIA - Musiche di Sibelius
Morton Gould e la sua Orchestra

Schumann
CARNIVAL / FANTASIA STUCKE
Artur Rubinstein

Ciaikovski
CONCERTO N. 1 IN RE MINORE, OP. 23
Artur Rubinstein
Erich Leinsdorf, Boston Symphony Orchestra

Ciaikovski
SINFONIA N. 6 "PATETICA"
Charles Munch, Boston Symphony Orchestra

Puccini - MADAMA BUTTERFLY (Opera completa)
Leontyne Price, Richard Tucker
Erich Leinsdorf, Orchestra e Coro della RCA Italiana

SOUNDPOWER!
Marty Gold e la sua orchestra

HAIL THE CONQUERING NERO
Peter Nero, pianista

THE BIG BAND SOUND OF SID RABIN
Sid Rabin e la sua orchestra

TEEN SCENE
Chet Atkins

HONEY IN THE HORN
Al Hirt

JALOUSIE
Arthur Fiedler e la Boston Pops Orchestra

LE 4 BANDE MILITARI AMERICANE
(Della Aeronautica, della Marina, delle Forze Armate, dei Marines)

La RCA ITALIANA e certa che—come è già avvenuto negli Stati Uniti—il pubblico italiano accoglierà con immediato ed entusiastico consenso i nuovi dischi DYNAGROOVE, i quali costituiscono un’autentica rivoluzione nel campo della tecnica discografica.

RCA ITALIANA, Via Tiburtina Km. 12, Roma / telef. 416.041
RCAビクターが新らしく完成したダイナグループ方式のステレオ・レコードが、日本でもよい音発売のはじまりとなり、ここに発売できることを非常にうれしく思います。この新らしいレコードが、音質の画期的な進歩によって、最初にアメリカで発売されたときと同じく日本でも喜んで迎えられることを確信するものです。このダイナグループ方式はあらゆる点で、これまでのレコードをしのぐものであります。その最も大きな特色は“完全な音のバランス”“完全な臨場感”“完全な分離”“歪の皆無”をもっていることです。まず、お聞きになって下さい。日本ビクターは次のレコードを10月20日発売の予定で準備をしております。

VICTOR CO. OF JAPAN, LTD.
Main Office.................1-4 Nihonbashi-Honcho Chuo-Ku Tokyo, Tel. (241) 7811
Record Division.............13-2 Tsukiji Chuo-Ku Tokyo, Tel. (541) 1111

Cash Box—October 19, 1963
ESCUCHELOS! COMPARELLOS!

DYNAGROOVE

DYNAGROOVE

DE

RCA

VICTOR

VICTOR

EN...

ESCUCHELOS! COMPARELLOS!

DYNAGROOVE

DE

RCA

VICTOR

VICTOR

EN...

Nos complacemos en anunciarles que ya pueden ser adquiridos en México los álbumes de la RCA Victor grabados en el nuevo sistema “DYNAGROOVE”.

Estamos seguros que estas grabaciones serán acogidas en México con el mismo entusiasmo demostrado en los Estados Unidos, debido a su dramático avance en calidad de sonido.

Fecha de lanzamiento: 15 de Octubre de 1963.

Lista de Novedades

MKL-1537 SUPERCUSSION
MKL-1538 NEW THRESHOLDS IN SOUND
MKL-1539 UNIQUELY MANCINI
MKL-1540 “TWANGIN” UP A STORM
MKL-1541 THE SONGS I LOVE
MKL-1542 NIGHT BEAT
MKL-1543 PETER NERO – IN PERSON
MKL-1544 EVERYTHING UNDER THE SUN
MKL-1545 THE BIG BAND SOUND OF SID RAMIN
MKL-1546 LET’S FALL IN LOVE
MKL-1547 3 GREAT PIANOS
MKL-1548 2 GREAT BANDS
MRL-1142 STRAUSS  EIN HELDENLEBEN
MRL-1143 MENDELSSOHN  MIDSUMMER NIGHT’S DREAM
MRL-1144 CONCERT IN THE PARK  BOSTON POPS
MRL-1145 RHAPSODY ON A THEME OF PAGANINI  LEONARD PENNARIO
MRL-1146 CLIBURN / REINER  BEETHOVEN CONCERTO No. 4
MRL-1147 TCHAIKOVSKY  CONCERTO No. 1

RCA VICTOR MEXICANA, S. A. de C. V. • Av. Cuitlahuac 2519 • Mexico 16, D. F.
Eine wichtige, eine bedeutende Mitteilung für alle Schallplattenfreunde in der Schweiz und in Oesterreich:


Was bedeutet DYNAGROOVE für den Musikfreund?

DYNAGROOVE bringt eine verzerrungsfreie Wiedergabe bis zur letzten Rille.

DYNAGROOVE bietet eine absolut naturgetreue Brillanz selbst bei kleinsten Lautstärke.

DYNAGROOVE eliminiert störende Oberflächengeräusche.

DYNAGROOVE erfordert kein besonderes Abspielgerät.

DYNAGROOVE in Mono oder Stereo heisst: Vollkommenes Musikerlebnis! Hören Sie! Vergleichen Sie!

RCA-VICTOR-SCHALLPLATTEN: Schweiz: Musikvertreib AG, Zürich, Badenerstrasse 555
Oesterreich: Musica Schallplatten-Vertrieb Ges. m.b.H., Wien, Neustiftgasse 3
Con verdadero orgullo tenemos el placer de anunciar que los discos grabados por el nuevo sistema RCA VICTOR "DYNAGROOVE" ya se pueden obtener en Venezuela. Estamos convencidos que estas grabaciones, con su increíble adelanto, en calidad sonora, serán aclamadas en Venezuela con el mismo entusiasmo que obtuvieron después de su introducción hace poco en los Estados Unidos.

"MONO Y ESTEREO"

**Populares**

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RCA DE VENEZUELA C. A. • Edificio Galerías Miranda • Av. Francisco de Miranda • Chacao • Caracas • Venezuela
RCA VICTOR DYNAGROOVE RECORDS NOW IN...

AUSTRALIA

We take great pleasure in announcing that albums recorded in the new RCA Victor “DYNAGROOVE” system are now available in Australia. We are confident that these recordings, with their most dramatic advances in sound quality, will be greeted in Australia with the same enthusiasm which followed their initial introduction in the U.S.A.

The first RCA Victor DYNAGROOVE albums to be released on the RCA label in Australia on the 3rd October, 1963, will be:

MADAMA BUTTERFLY . . . . Price/Tucker . . . . . . . . LM/LSC6160
CONCERTO No. 4 (Beethoven) . . Van Cliburn . . . . . . . . LM/LSC2680
COMIN’ ON . . . . . . . . . . . Floyd Cramer . . . . . . . . LPM/LSP2701
SOUNDS UNLIMITED . . . . Marty Gold . . . . . . . . LPM/LSP2714
TEEN SCENE . . . . . . . . . . Chet Atkins . . . . . . . . LPM/LSP2719
THEMES FROM “CLEOPATRA” Rome Sound Stage Orchestra LPM/LSP2766

RCA OF AUSTRALIA PTY. LTD.—HEADQUARTERS: 221 Elizabeth Street, Sydney

FILIPINAS

“Buong pusong naming ipinahahayag na ang mga “Albums” na isinapalaka sa bagong pamamaraan ng Victor Dynagroove ay malibili na rin sa Pilipinas. Kami ay naniniwala na ang mga plakang ito, na may pinakamataas na uri ng tinig ay tatanggapiin sa Pilipinas ng buong kasiyahan na tulad ng pagkakatanggap nito sa buong Estados Unidos.”

FILIPINAS RECORD CORP., 131 Del Monte Avenue, Quezon City

MALAYSIA

We are happy to report that albums recorded in the new RCA Victor DYNAGROOVE system have been introduced in Malaysia. Music lovers will be delighted with the advances made in the art of recording with these new records. These advances are readily evident when you listen to new DYNAGROOVE recordings.

Particularly of note is the lack of distortion as the needle of the phonograph moves to the center of the record where most other records distort. The sound of original performances has been captured and then reproduced with amazing definition and brilliance.

EDWARD EU & CO., 1 Orchard Road, Singapore 9
DENMARK

MØR DEM — OG SAMMENLIGN!

DYNAGROOVE

DE STORGLADE NYE PLADER UDVIKLET PÅ

RCA VICTOR

udvikling af optagelsesteknik har ført til det enestående resultat. DYNAGROOVE repræsenterer nu den mest perfekte og naturlige gengivelse, der kan opleves på grammofonplader, hvadenten man spiller på mono- eller stereoanlæg. Hvad vil De opnå ved at lytte til en DYNAGROOVE-plade? DYNAGROOVE vil give Dem den største glæde ved gengivelsen.

DYNAGROOVE er fuldkommen fri for forvraegning også på den sidste del af pladen.

DYNAGROOVE kan med fuldt udstyr afgives på alle anlag og uden specialudstyr.

DYNAGROOVE giver Dem indtrykk af at være i store med kunstneren, hvadenten De spiller kraftigt eller svagt!

DYNAGROOVE kommer i handelen i oktober.

Hede Nielsen Fabriker A S, Grundtvigsvej 10 A, Kbhvn. V. Danmark, Eva 4120

FINLAND

HEAR THEM! COMPARE THEM!

DYNAGROOVE

DE MUKUSKOONDEFINNOIDUJA NENIJOHDOS付きです.

RCA VICTOR

Olemme erittäin yleisiltä ja iloisia voidessamme

Suomen äänitealan jäl- 

kommen viljelyvälityksiä, 

esitellä yleisille RCA 

Victorin kehittämiin uu- 

den omamateriaaleen 

kanssa.

DYNAGROOVE on huomattavasti

saavuttanut levytekniikan alalla LP-levyn jälkeen. Tocella lyhentaava ja täydellinen teke-koitekohtalon mahdollistaneen mulleolliseksi. Sot- 

tettäjä levyä haluaa tulla ko, RCA:n SATU-LEVYLÖÖYTYT!”

havittaa ja kuuluisen täysin vääpysämapunen, 

kalsibemattomuus, ilman vääpysää, jollaista ei koskaan alheimmän 

ele äänitelevyltä budu.

DYNAGROOVE-levylä varten ei tarvita mitään erikoislaitteita, vaan niitä voidaan soittaa tavalliseella levysaistillolla.

DYNAGROOVE-levylä on saattavissa sekä tavallisissa että stereoja ja hin- 

mat ovat samat kuin "tavallisten" levyjenne: LM/LSC 2400 ja LSP/LPS

22.00.

Ah. Discophon Oy., Takomontie 3, Pitäjäneilik. Puhelin 45 10 27

SWEDEN

LYSSNA OCH JAMPRO!

DYNAGROOVE

DELUTSOKTA NYA SKIVORNAN FRÅN

RCA VICTOR

RCA VICTORS DYNAGROOVE innspillings- 

prosesser er den mest 

betynksfulle forbe- 

dringen som er gjort 

på optakt Tekniksens 

område siden LP-pla- 

tene kom på marken- 

det. Enen De har 

DYNAGROOVE-plate mer enn noen gang tidligere kunne merke hvor 

mer De lydmerkelig sett kommer selve originalen; gjenlydelsen er for- 

vraegningsfri og helt utrolig klar.

Intet spesielt utstyr er altid nødvendig for DYNAGROOVE-platene for at De skal kunne oppnå en naturlig gjenlydelse innenhusets 

4 vegger. DYNAGROOVE-platene fås både i mono- og stereo-utgave 

til samme pris som vanlige platere og vil bli markedsført fra be- 

gynseblingen av oktober 1963.

Aksjeselskapet NERA, Boks 7033, Homansbyen, Oslo 3, Norway.

GRAMMOFON AB ELECTRA, Box 150, Solna 1, Sweden. Telephone 82 01 80
RCA VICTOR DYNAGROOVE RECORDS NOW IN...

NEW ZEALAND

Hear Them! Compare Them!

Dynagroove

The Magnificent New Records Developed By

RCA Victor

United States Marine Band
Mono RPL-3391 Stereo RPLS-3391

Leontyne Price
Puccini: "Madama Butterfly"
Mono RSL-3630/1/2 Stereo RSLS 3630/1/2

Radio Corporation of New Zealand • Auckland

We take great pleasure in announcing that albums recorded in the new Victor "DYNAGROOVE" system are now available in New Zealand. We are confident that these recordings, with their most dramatic advances in sound quality will be greeted in New Zealand with the same enthusiasm which followed their initial introduction in the U.S.A.

Release Date — Throughout New Zealand, September 27th.

Marty Gold/"Soundpower!"
Mono RPL-3376 Stereo RPLS-3376

Dick Schory/"Supercessus"
Mono RPL-3377 Stereo RPLS-3377

Boston Pops/Fiedler: "Jalousie"
Mono RPL-3379 Stereo RPLS-3379

United States Navy Band
Mono RPL-3392 Stereo RPLS-3392

Boston Symphony/Erich Leinsdorf
Mahler/"Symphony No. 1 in D"
Mono RSL-3626 Stereo RSLS-3626

ESPAÑA

¡Escuchelos! ¡Comparezlos!

Dynagroove

De Magníficas Nuevas Éxitos Escogidas por

RCA Victor

1.964, RCA Española, S.A. lanzará en el fabuloso sistema DYNAGROOVE, solamente discos estereofónicos. El programa de lanzamiento está constituido por una estupenda selección de música clásica y ligera.


COLOMBIA

¡Escuche los! ¡Comparez los!

Dynagroove

De Magníficos Nuevos Éxitos Escogidos por

RCA Victor


Producedos por "INDUSTRIA ELECTRO SONORA LTDA." • "Sonolux" • Medellín • Colombia
Tenemos gran placer en anunciarles que los nuevos álbumes de larga duración grabados con el nuevo sistema "DYNAGROOVE" de RCA Victor se consiguen ahora en Puerto Rico. Confiamos en que estos discos con su más dramático adelanto en la calidad del sonido serán bienvenidos en Puerto Rico con el mismo entusiasmo que siguió a su introducción inicial en los Estados Unidos.

Un disco "DYNAGROOVE" de la RCA Victor le dará a su equipo estereofónico o de alta fidelidad toda la claridad y belleza de la actuación original completamente libre de distorsiones; le proporcionará un sonido limpio, libre y glorioso nunca antes obtenido en discos.

Los discos RCA Victor son distribuidos en Puerto Rico por:

SPLENDID, INC. • Avda. Fernández Juncos, San Juan, Tel. 723-4095 • Ponce • Mayaguez

"We take great pleasure in announcing that the magnificent revolutionary 'DYNAGROOVE' sound on the RCA Victor label is now available in the West Indies. We are confident that these recordings with the most significant advances in sound quality in the last decade will be greeted in the West Indies with the same enthusiasm and appreciation which followed their initial introduction in the U.S.A. We look forward with great anticipation to future recordings made in the exciting new 'DYNAGROOVE' system."

INTERNATIONAL RECORDING COMPANY, Port of Spain

"Es con sumo orgullo que comunicamos la presentación en la Argentina y el Uruguay de discos Long-Play grabados con el nuevo sistema "DYNAGROOVE" de RCA Victor. No nos cabe la menor duda de que los verdaderamente dramáticos adelantos técnicos en calidad de sonido, evidenciados en estas grabaciones, serán motivo de la misma calida acogida y elogiosos comentarios por parte de nuestro público, que merecieron al ser presentados últimamente en los Estados Unidos."

CORPORACION DE RADIO DE CHILE, S.A., Casilla 1467, Santiago, Chile
Greece

Dynagroove

Turkey

Dynagroove

Israel

Dynagroove

South Africa

Dynagroove

We are delighted to announce that new RCA Victor Dynagroove albums are now available in South Africa. These records with their spectacular improvement in sound quality will be greeted with great enthusiasm here. One of the most striking qualities of the new Dynagroove recordings is the clarity with which voices and instruments are distinguishable.

The original sound of every performance is projected with startling definition and with wonderful brilliance and clarity. Another feature of Dynagroove records which appeals to music lovers everywhere is the fact that the tone remains full-bodied, even when the volume of the phonograph is turned low. Also, inner-groove distortion is virtually eliminated. Surface noise, too, is absent.

TEAL RECORD COMPANY, O. O. Box 4105, Johannesburg, So. Africa
The Other Side Of The Platter

PETER F. BAUMBERGER

Direction of RCA's International on-the-spot activities in Europe is centered in the Geneva office where particular effort is exerted on the improvement of market share in the various countries for the RCA label, with emphasis on a broad, deep penetration at point of sale. Great attention is also paid to the proper use of the international and U.S. artist roster, regarding local and multi-lingual recordings. This is in line with RCA's international goal to maintain and strengthen for RCA Victor the worldwide scope of its label.

The Geneva office is headed by Peter F. Baumberger, Vice President and Managing Director of RCA Overseas Ltd. A law student of the University of Basel, Baumberger received his Doctorate in Law in 1949, left for one year's visit to the States and stayed. He became a U. S. citizen in 1954, but once a Swiss always a Swiss. Peter is a privileged citizen with a double citizenship—Swiss and U. S. What is even more useful in his capacity, he is tri-lingual: English, French, German. Before joining RCA in 1959, Baumberger also worked for Westinghouse Electric and Olin Mathieson in the U. S.

Also in the Geneva office are Albert Ziegler and Alexander Grob. Ziegler, who has been with RCA Overseas Ltd. since its inception, is a chartered accountant who takes care of all the intricate financial and accounting matters of the operation. A Swiss national, and also tri-lingual, Ziegler recently married a charming Spanish lady, thus adding to the international aspect of the Geneva office.

Alexander Grob, the third member of RCA Overseas Ltd., is another tri-lingual gentleman, who joined the Geneva office in the spring of this year. Also a Swiss national, Grob got his advertising and promotion background in the U. S. In his present capacity he is responsible for U.S. and foreign catalog exploitation, promotion and advertising and—a most important facet—for supervising and arranging artists' tours.

Two other members, Peter Roddis and Trevor Whitchole, are based in Great Britain. They are responsible for promoting the sale of RCA records in England. They are both Britishers and have had several years of experience in the record business and retail trade.

While "Dynagroove Sound" Goes World-Wide, Victrola Comes Home

Last October, with the enthusiastic cooperation of RCA Victor's Licen-

sors in England, the Victrola label was revived there. The purpose was to establish for RCA a distinguished, competitive, low-priced label of standard classical recordings, culled from great performances of standard repertoire in the catalog.

Reporting on Victrola's initial release in England, Roland Gelatt, Editor of High Fidelity Magazine, expressed his urgent wish: "Victrola come home!"

England's success prompted RCA Italiana to follow suit in April 1963: they chose to introduce the Victrola label by issuing all nine Beethoven Symphonies, under the direction of Toscanini. Spain followed in May; Australia in June and Germany in July, 1963. Argentina, Japan and Mexico plan to introduce Victrola before the end of the year.

Last July, at RCA Victor's "Best Buy" meetings in White Sulphur Springs, Victrola came home! This does not only mean that the Victrola catalog is now available to the U. S. consumer, but it also means that the Victrola is now available—from the U. S. to all licensees, thus greatly facilitating release abroad.

The Victrola journey, seems a perfect example of the many facets in today's international marketing in the record business.

Dynagroove Sound Revisited

RCA Victor expects that "Dynagroove" sound will be a success in any language and they are confident that it will prove to be the smash-hit it was in the United States. Back in March, the initial release of ten albums sparked an unprecedented chart experience.

For perhaps the first time ever, a major company's entire release appeared on the best selling charts of the industry trade papers. This could be expected of the leading seller, Peter Nero's "Hail The Conquering Hero," and—after all—there had been other operas on the best selling charts before the much acclaimed "Madame Butterfly" made its appearance with Leontyne Price in the title role, but what else can you say but "Dynagroove sound," when you see an artistic combination as Mahler's Symphony No. 1 on the best seller lists?

The critical acclaim in the United States for "Dynagroove" sound was far reaching and, of course, the accompanying advertising and promotion campaign which won the "National Sales Promotion Award for 1963," did its share.

The final moment of truth, however, is the sales story, which in the case of "Dynagroove" records has been unparalleled. It is by now obvious that the public has recognized the results of the technical achievements and the sales prove that they like what they hear.

Thanks to the world-wide RCA distributors, music lovers the world over will now have an opportunity to enjoy the "Dynagroove" sound along with their American friends.

RCA VICTOR LAUNCHES RCA 'VICTROLA!' LINE OF CLASSICS—The fifteen albums seen above are the first releases of the new RCA 'Victrola' line of distinguished classics at a low-price.
Sammy Davis Jr. was tremendously successful in his performances since arriving here Sept. 22. From fore-running popularity and the high appreciation of his talents, success was evident, but Sammy proved his entertainment ship was more than the expectation of our fans and show business world. Through five stage appearances, in Tokyo and Osaka, he filled all the theaters nightly with an enthusiastic audience who missed the chance to buy tickets earlier. In each two hours and a half on stage, he did not spare presenting his talent to the Japanese public, actor and vocal mimic to charm the young and older fans together with the critics, The promoter, Japan Hollywood Production, which booked the Thelonious Monk Quartet in May and Cannonball Adderley Sextet in July, had another triumph. Davis' companions have also been warmly welcomed: The passionate dance by Maio and Auguste Rene Roberts, George Arthur Rubens (Philadelphian arranger); Terry Brown (guitar), Miquel Silua (drums), Rosennond Jones (trumpet), and Juan Mendoza (piano) of the Cannonball Adderley Sextet, completing the tour with the farewell stage at Shirakku Konnoinken Hall on Sept. 30, and a date for American military personnel and their families at Tachikawa on Oct. 2. TV appearance kinetized the American performance so far. The American jazz music model fans can be considered the actual American railways sound recorded on both sides will give pleasure to them.

Japan’s Best Sellers

INTERNATIONAL

This Last Week Week
1. First Quartet—Paul and Paula (Philips); Michiyô Azusa & Yasuo Tanabe (King); C. Kako & R. Yasuoka (Toshiba);—Sub-Publisher/Shinko
2. You’re The Devil In Disguise—Elvis Presley (Victor);—Sub-Publisher/Aherbach
3. A Little Chip Of Heart (Odon); Beni Sisters (Toshiba);—Sub-Publisher/Aherbach
4. If My Pillow Could Talk—Connie Francis (MGM); Mieko Hirota (Columbia);—Sub-Publisher/Parlophone
5. Great Escape—Sound Track (US);—Sub-Publisher/Tajyo
6. The Man Ka Kaido Buta—Hiroto (Dot); Rolf Harris (Epie);—Sub-Publisher/Toshiba
7. Easier Said Than Done—The Essex (Roulette);—Sub-Publisher/Parlophone
8. Sweet Little Sixteen—Paul and Paula; Pentru King (Toshiba);—Sub-Publisher/Shinko
8. Melodies En Soul-Sol—Hubert Bianco & His Orch (Sound Track—Buclay);—Sub-Publisher/EMP
10. Cutie Johnny Thinking (Seven Seas); Yukari Ito (King);—Sub-Publisher/Shinko

LP BEST SELLERS

This Last Week Week
1. Great Film Spectacular—London
2. Hit Hit’s World’s Fair—RCA
3. Poetry In Japan—Decca
4. Elvis’ Golden Hits III—RCA
4. Behafina At Carnegie Hall II—RCA

JAPAN’S BEST SELLERS

This Last Week Week
1. Kohok Sananse—Kazu Funaki (Columbia)
2. Shima No Blues—Akemi Miwama (Victor)
2. I Love Two You—Paul and Paula (Columbia)
4. Baby Don’t Say No—Takushi (Tono)
4. Save The Last Dance For Me—Pubuki Koshibi (Toshiba)
5. Jackie Jones—S. Ito (Columbia)
6. Hoshizora Ni Ryoto—H. Moriya & Shinkama (Columbia)
6. Ohan—Mikiya Mihashi (King)
6. Sirei Seibako—Kato (Shindo)
6. Hulashichi—Komadori Shaima (Columbia)
7. Young Seven—Jerry Pajo (Toshiba)

ISRAEL’S BEST SELLERS

This Last Week Week On Charts
1. 8. Devil In Disguise—Elvis Presley, (RCA)
2. 2. You Can Never Stop Loving You—Johnny Tillotson. (Cadenza/"Hatalk"")
3. 6. "Hava Negila"—The Oriental Orchestra (M.V.U.)
4. 11. Elie Etatt Si Jolie—Rika Zaraiz. (Rel-Air)
5. 7. Twist And Short—The Beatles. (Parlophone)
5. 8. "I’m Confessin’—Frank Ikle. (Columbia)
5. 9. A Love Story—Burt Bacharach (LP)
6. 10. Atlantis—The Shadows. (Columbia)
7. 17. The Boy That I Want Doesn't Want Me—Jean Thomas.
8. 15. Frankie and Johnny—Sam Cooke. (RCA)
8. 4. "I Know That I Love You—Sidney Bechet. (Decca)
11. 21. The Monkey Time—Major Lance. (Okeh/Ivan Mogull)
11. 20. Chimebells—Slim Whitman. (Imperial)

DENMARK

If I Had A Hammer” with Trini Lopez on Reprise looks like the next big hit in Denmark, Per Sorensen of Danish Grammofonplejadet told Cash Box. Same company expect both the Group "Ring" (Little JP) from "Lawrence of Arabia," with the motion picture opening at the Tre Falke in Copenhagen on Oct. 15.

Anders Holmstedt, head of Scandinavian Grammofon AB (EMI) in Stockholm, in Copenhagen for business talks, announced "March To Drina" has been recorded here by Jorgen Ingmann for Metronome, and he will also present it in the "Blue Hawaii" and "On Your Flying Colours" for the American audience. Blue Boys, Metronome-recording group, will make a tour in Europe that takes them to Germany, Holland, Switzerland, Yugoslavia and Turkey, Jan and Kjeld, under American management (handed by Metronome in Denmark), is also on tour in Europe, which is taking them to Germany, Austria, Switzerland and France. All groups, professionally known as Bent Fabric, head of Danish Metronome, has left for business visits in America.

Tono Grammofonplejplader A/S has started a big sales campaign for the American Amadeo label, particularly its classical repertoire on LP’s. During October, the same company is offering the retailers its company’s domestic LP’s on an A/B split. Tono is also introducing the French LP label Mode Disques in Denmark.

FINLAND

A new dance has grown very popular in Finland recently, and is by now danced at almost every radio show. In Finland, it is called "Kongas" (bongo). It has an up-tempo rhythm and outstanding solo parts. The basic performance is to be on air of Paju TV after he leaves Japan.

Nippon Grammophon is releasing a stereo LP on the Polydor label, "Omoide No Joki Kikanha" (A farewell to Steam), a collection of the sound of steam locomotive engine of E, Shinkansen. Since Japan has this railroad model fans can be considered the actual American railsystems sound recorded on both sides will give pleasure to them.

SWEDEN

Karusell is expecting a lot from a Danish Trio, The Lollipops from Copenhagen, who have just recorded exclusively for Karusell, Simon Bremsen told Cash Box. Bremsen also said that the first Swedish recording of "I Will Follow Him," from here titled "Jag Ar Barn Din," has been done by Bli Bli Johns for Polydor. Lill-Babs, Karusell’s Swedish star, is spending most of her time in Germany where TV jocks are waiting for her in Berlin, Munich, and Baden-Baden and a tour of some cities in Sweden. She has made a record in Vienna and now wondering what to say about an offer of a leading role in a German film. "I Will Follow Him" is published here by Stockholm’s Musikkoproduktion.

Anders Holmstedt, head of Scandinavian Grammofon AB (EMI) in Stockholm, has had numerous interviews with music industry people. Talks included with Ivan Nordstrom, a man of the same company, to London for one months stay. The London recording group The Beatles to Stockholm for radio and concerts in end of October, American singer Joe Dee also stock to Stockholm for p.a.’s this month. Chris Barber and his Dixie Orchestra to Stockholm for concerts begins tonight (Oct. 17) and completed by The Modern Jazz Quartet later.

Berge Bogerdal of Sonora Musikförlags AB told Cash Box that Sonora is the Swedish publisher of "You Can Never Stop Me Loving You." "She Loves You," Hello Little Girl" and some songs by the famous Swede Evert Taube, arranged for choir, were included in the recent first U.S. release.

Cash Box just received the first releases on the new Sve-Disc label. Three singles includes Benny Borg with "Little Tina" and "Curly Hair," Brit-Marie with "Bara En Gans" and "Förtrollad" and the Noise Men with "King Cobra" and "Around The World." Two EP’s include a recording made here with Beverly and Josh White Jr., and four songs with American-bom trumpet player Ernie Englund, the latter including among others "Dankre Schoen" and "Littl Drummer Boy," two very popular songs here at the moment.

"The Best in Scandinavia —..Bens"
Australia's Best Sellers

1. Wipeout (The Surfaris—London) Pincus-Gil
2. I've Had Enough (Steve Ellis—London) Pincus-Gil
3. Bombora (The Atlantics—CBS) Southern Music
5. No Treason (The Everly Brothers—Albert & Son
6. Hello Muddah, Hello Faddah (Alan Sherman—Warner Bros)
7. That's What I Like (The Temptations—Capitol) Leeds Music
8. If I Had A Hammer (Trini Lopez—Kapp) Essex Music
9. Then He Kissed Me (The Crystals—London) Belinda Music
10. Judy (The Dave Clark Five—London) Belinda Music

Locally Produced Record.

RCA Enters Australian Market

The half-hour television show taped by Eartha Kitt before she left Australia was recently shown in major Australian cities, and the show was sponsored by Australia's leading tobacco and cigarette company.

Tony MacLean, who has been disk-jockeying with Radio 3ZZ in Melbourne has joined the DJ staff of Radio 2UU in Sydney. Tony takes up his new appointment on Oct. 21 and his initial show will be the 4-6 p.m. spot Monday through Friday. For the benefit of Tony's many friends in the trade throughout Australia, the show is being broadcast from Sydney.

Last week we reported on the confusion regarding the local record rights to "The Cuff," which was released in Australia by the Polydor group. Now we hear that "The Cuff" is out of stock from all over Germany to its meeting. The group left Munich with the "Dyna groove Express" bus and arrived at the Eysah Hotel in Tegernsee at about 1 p.m. The group is here on a contract for the series of "Dyna groove" programs which was given and a discussion was held of the benefits of the new sound. After the demonstration the group was divided into pop and classical press people, and in two separate rooms further demonstrations and discussions were held. A complete press meet with 2 LP's given to everyone and a fine dinner ended the evening. The group represented mostly interested in the technical side of the new sound and the burning question was the fact that the normal record buyers at home could achieve a better sound even at lower volume with the new "Dyna groove" records.

The new Peer Music press chief Michael Kudriski reports that "Maria Elena" by Los Indios Tahijeras has been released by RCA here. The German number "Sweet Frülein" sung here by Hans Messner has been offered to America, and the firm believes that the song could be big stateside. Two other records by Monika Grimm with a German version of "So What" and a German goodie by Rene Kolla both on Polydor are also getting action for the firm.

Lowen Automaten has produced a new Juke box for the world market and the company is heavily backed by the German automaten industry. The firm has virtually cornered the German language versions of top American Musical which are at present selling like hotcakes here.

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A classical release under the Decca label has just been announced. Included are the first two albums of a series of five LP's devoted to the entire Mozart oeuvre for piano. This first disc, for example, contains all the pieces that have been entirely waxed and some of the works were never recorded before. All the tracks on the CD are performed by the clarinetist Jack Brymer. Both albums are available in mono and stereo.

We continue news about Decca mentioning the latest album of Pat Boone entitled "In the Mood." On this first LP a hit has been recorded single after single. Rita Pavone or to Catherine Spaak and Francoise Hardy, the most outstanding examples, but to all other very young talents indispensable to the success of our orchestra. This cast of harpsichordists, which twenty years old, is gradually renewing our musical flavor. On this occasion, among the most renowned of Italy, was a young singer by the name of D'amico Iannetti, a very young singer praised by Durium who first recorded "T'hanno Vista Donna Sera." With this song Isabella is reaching top spots on our charts.

Another EM, the well known orchestra conductor who records for the Westminster label is host of "La Sagra Umbra," where he will conduct music of Haendel, Beethoven, Casella, Petrossi and Bacch. We have received such news and information that represents in Italy the Westminster classical line. After, Scherchen will conduct a concert at La Scala of Milan and at the Caracas Hall of La Havana. Concerning news Ri-fee, it released 4 LP's from the Time catalog containing compositions of Russel, Kage, Robben, Modera and Berno. For exclusive news on their activity mentioning two recordings of the Orchestra Pino Calvi, Pino has grown up to become one of the best conductor of Italy. Another EM Italian release to be stressed is an album by Gene Mc- Donalds containing twelve of his last successes like "Spanish Lace," "Flaherty and the girl." Musical success also for the record buyers.

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All newspapers have printed up columns touting the talent of Patricia Carl and her success after her appearance at the Olympia Music Hall. She has now presence among the stars, the big names in the song hit. Gilbert Becaud confirmed this when he asked for an encore. But if you were to ask the audiences, with the time that passes. Maurice Chevalier also on scene, has been extremely successful.

Let's now pass over to novelty disk releases, which during the month of September were not very plentiful. Reason seems to have been that June's releases was so strong that there are not so many new artists to be complaining about the difficulty in the preparation of a program for June Boxes for the season that has just started.

Philips have just announced the release of an EP by Jean Arnulf with principle title "Le Twist Du Desertor." Nicole Legendre, who has a very pretty face, has just given us "No Perdre Mas Horas." On the other hand, Claude Rank has just grooved "Revenir" and "Diamant" and "L'Oiseau Des Montagnes Blanches." We also find Paulino Gallo, the famous artist from Latin America, "Les Sardines" and "Sur L'Arbre Mort" two of his own compositions. Stil among the novelties we find a recording by the Freres Jacques with "Barbarm" and three other titles from the plane of Kama and Perret. We have just had a visit from Charles Talar, the new contact man with Tutti. He says that the Groups have just grooved two titles from the Editions Tutti catalog "Tans La," French adaptation of "Get Him," penned by Ralph Bernet, and "Shut Down," which has become in French L'Autoroute De L'Ouest. Johnny Halliday is in the States, and he will have a cut session in Nashville where he will cut eight tunes of all these from the Tutti repertory. Valoussiere has just communicated some news to us concerning Pathé Marconi. First of all let's mention the success obtained by Alice Dona with her new tune "T As Pas T As Pas." This young songstress seems to be making a name for herself. On another hand, with the end of Record several artists are on the transfer list, free, and waiting to be engaged, just to mention a couple of well-known name such as Barbak, and Pierre Perret. This latter has just signed on an exclusive contract with Pathé Marconi. Let's remind you that Deves has quit Philips, and his first disk has just been released on the French market by EMI. Still with EMI, Valoussiere announces the release of "Sally Go Round the Roses" by the Jaynettes, and already the radio station Europe No. 1. I plugs this one out as a major triumph. During this same period of time, let's say that the first Movistem program of the season was a triumph which permitted us to discover Peter, Paul, and Mary, and the Everly Bros. These two artists really know how to make a success of an artistic work. The other success obtained by Arielle and Larry Greco was just above the average. A "Nouveaux" by Du Rivage is "Ma Boum" and "Mais Une Baisse" has just given us in Italian "Che Funerei," proving he has not forgotten his native language.

On the Ducret Thomson label Christian Morin offers "La Grenouille Et L'Académicien." At the occasion of the Tino Rossi appearance at the A C a four volume of oldies of this artist's successes were released.

A recording work mentioning according to Mogul Achir Chemondy is "Don't Make Me Over" by Dionne Warwick. This song has been recorded, in the UK and USA, and has received considerable success. In the category of film music let's point out the musical score from the film "Guepard." Let's remind you that the composer is Nino Rota and the LP is on the Ghez label.

News also concern film music from the Barclay Record company. This time films titles "Blague Dans Le Coin," from the plume of Alan Geragone. Also Charles Verstrate supplies us with "Parade Des Petite Latins" and "Les Huit." Nothing new for Franklin Alamo, much to our regret. We have just been informed that Eddie Barclay is taking a trip to Brussels to inaugurate his Belgian firm.

After the success obtained by the first grooving by Little Stevie Wonder, "Echoes:" Please note that there is a program of the entire film music "Echoes" in hall stage at the end of the year. Jean Fernandez points out the release of the second disk by "Les Algélias" seems to be "Panorama." Decidedly the French artists seem to be going to foreign countries to record their songs. Now please note that Michel Lhomme is leaving for Japan on his exclusive contract with RNR as well as four new sides. Finally news about Moustique. He will at last cut his disk on the Barclay label an adaptation of the following titles: "My Way," "Stagger Lee," and "Anna."

France's Best Sellers

1. Da Dou Ron Ron (Spector, Aber) Johnny Halliday—Pigalle
2. Pendant Les Vacances (Bryant, Ithier) Sheila—Tropicale
3. Elles Etait Si Jolie (Alain Barriere) Allain Barriere—Tutti
5. J'Ai Tout Oublie (Clark, Cour) Petula Clark—Vogue International

Command Performance

ATHENS—Her Majesty Queen Frederika of Greece, with Her Majesty King Paul and Crown Prince Constant in close attendance, clasps the hand of Gina Bachauer, before publicly embracing the famed Greek pianist after her historic performance of Beethoven's "Emperor" Concerto in the 1963 Athens Festival. Mercury Records' classical artist was further honored with a standing ovation accorded her by the audience of 6000, including the entire Royal Family.

Here are some more details about the stay of Sir Joseph Lockwood, president of EMI, in Brazil. He made his first official visit to South America, and got in touch with EMI's representative in this country, Osber, Besides, he was offered a cocktail party at the Plaza Hotel, where he was presented to the local newspaper and radio journalists. His stay was also accompanied with several Osber artists, like, Daniele, Chicote Lopez and folk lark Ramona Gallozzi.

Still some more social life: On October 3, Music Hall Records offered a party to the press and disk jockeys to celebrate the arrival of Mexican chassis Daly, who has made his first official trip to Buenos Aires. The event was aired by Radio Belgrano, and took place at the Kenton Club of the Transatlantico Radio.

More about Music Hall: Luis Calvo added some more information about the recent visits of Maria Araneta and Camile Fernandez from Chile (see Cash Box, Oct. 9). Music Hall will not only represent Fernandez's label Demon in Argentina, but also in Uruguay. MH outing in Chile will be made through RCN's disco.

News from CBS: The disco has released "Presedido en Stereo," a stereo album of songs, well processed and pressed in the CBS factory in Buenos Aires. Several CBS artists will be performing in Argentina, like La Sonora Santanera will be here next month to perform on radio, TV, and the National Theatre. The label is releasing "Concito de Acero," by this group. Enrique Guzman will be here in December, to appear in the Escapas musical programs, while Los Teest Topas, Los del Rito and American singer Dion will star the 1964 Carnival parties.

News from Ferrata; the disco is now working on "El Ocaso," a Spanish release, has been recorded by Tito (Odeon) and Ivo Barouk (Philips). The Nat Cole hit "Those Lazy, Hazy, Crazy Days of Summer" has been recorded in Spanish version by Sonid (Morey), "La Luna llena Dos Caras," the Bendiborm (Spain) Song Festival hit. Juan Ramon (Disc Jockey) has cut "Terciopelo Azul" (Blue Velvet), Spanish version of the Bobby Vee title.

Romiglio Giacompoli, manager of Smart Publishers, currently in Brazil, is expected to return to Buenos Aires in about four days in Argentina, to present the Light Music division of Ricordi of Milan, who's touring South America. One of the latest titles promoted by Smart is "He's Rebel," now recorded by Los Chicos (CBS).

Federico Tortore of Seventeen Records reports that his disco has inked an exclusive agreement with Armando Pontier, and his tango orchestra, and that will be the exclusive agent of the "Club de Clam," 1964 LP series, which has been put to sale by RCA. Sheng has recorded, as its new literary records, recorded originally by Cetra of Italy: "La Divina Comedia" and "Il Senetto del Tempo," recorded by Italian star Vittorio Gassman, who has been in Argentina recently and will return soon to shoot a film under the artistic direction, Mossia and also have a LP cut by Herrmann and the vocal quartet "Il Records"; "Il Mattatore." Jorge Esperon of Todek Records informs that his company is planning a promotional campaign for stereo music in several big country cities of Argentina. The plan is to widen the market for the "big sound" LP's sold by Fonotec, meaning also a benefit for the entire industry, since up to now stereo music is only well appreciated in Buenos Aires and a few other points of Argentina.

Disc Jockey is releasing a new EP by its top teen star, Juan Ramon. The record includes a current Italian hit, in Spanish version: "Sabor de Sal." Other titles are: "Tus Caprichitos," "Erica el Demonio Diafragma" and "El Soñador.

Argentina's Best Sellers

This Last Week

1. El Baile Del Ladrillo (Il Ballo del Mattonti) Curri-Ferrata Riva Pavo, Violeta Brazil (J) Chicho Llanos; Lucio Milena (CBS); Los Mac Rae Mac (Arielle); Juan Ramon (Ricordi)
2. El Soñador (Rondak-Ferrata) Neil Sedaka (RCA); Juan Ramon (Disc Jockey)
3. Despedida (Korn) Polito Ortega (RCA); Los Pick Up (Music Hall); Tony Villar (CBS)
4. Le Terza Luna (Rondak-Ferrata) Neil Sedaka, Marty Costen (RCA); Los Titares (RCA); Juan Ramon (Disc Jockey); Cuatro de los Embrises (Microfon)
5. Corazon (Cuore) (Alden-Ferrata) Riva Pavo (RCA)
7. Skylans Paul Anka (RCA)
8. Rio Mano (Laguo) Julio Mimsa Cotlar (Music Hall); Chicho Llanos; El Chico (Microfon); El Chico (Acosta) (Philips); Ramona Galaza Cantores de Pampa y Ciel (Odeon); Jorge Escalada (Microfon)
9. I Wassati/Abbronzatissima (Ferrata) Eduardo Vianello (RCA)
10. El Calamone (Korn) Chico Novarro (RCA); Tito Alberto, Carlos Galiano, Cesario Cabez (Odeon); Pepe Reyes (Odeon Popa)

Local Product

SUBSCRIPTION TO CASH BOX

$30 FIRST CLASS—$45 AIR MAIL

Cash Box—October 19, 1963—International Section
Belgium

**Belgium officially announced that CBS Top Pop Artist Dion Di Mucci will come to Belgium on Nov. 8 and 9. Invited by the Belgian television, Dion will make a TV-appearance in Liége on a program called Face Au Public, on Oct 8.**

On Oct. 9, CBS Belgium will throw a big party, press-conference/cocktail in his honor.

Polydorists of the week are: ‘Waar en Wannner’ by Bob Benny—‘Doing What She Likes’ by Brenda Lee—‘Only You’ by Brenda Lee—‘Shake It Baby’ by John Lee Hooker—Lass mich noch einmal in die Ferne’ by Freddy—‘Sukiyaki’ by Marcello Amont and ‘I Wonder’ by Brenda Lee. New hits at Polydor were spotted in records and also from this very day the age of the well-known jazz mark Verve.

A few weeks before, Helen Sharman will be seen in some Belgian theaters. Show-reports cash Box that it has a new star on its label, called ‘Pier’.

On the radio, Polydor is bringing out the Christmas record by the Companions de la Chanson. This may be the “the” record of Christmas 63. Flemish singer no. 1 Bob Benny has issued 4 titles with Flemish Christmas songs.

Belgium seems to have got a new singer with a tremendous talent, called John Lary.

RCA-artist Neil Sedaka will appear on the Flemish TV program in the Pro-Contra. Neil had some months ago a big hit over here: Calendar Girls and afterwards ‘Breaking Up is Hard to Do’. Maybe also Tommy Roe and Brian Hyland will come to Belgium for a couple of days.

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Belgium

**Belgium’s Best Sellers**

**FLEMISH**

1. If I Had A Hammer/America (Trilok Lopez/Reprise)
2. Pas Meervielleur/Cri Torn Nom (Adamo/Pathé/Rudo and Armande and Beechwood)
3. Demain tu maries (Patrick Char/Be/Al) Air
4. Je M’Aile (Trilok Lopez)
5. You’re (The) Devil in Disguise (Elvis Presley/RCA/Belinda)
6. Je (Danyel Gérard/Disc A-Z/Vogue)
7. Den Gazza (Herman Clamart/Clamart)
8. Plaza de Torres (Petula Clark/Vogue/Class)
10. Je Liegt (Will Tura/Parlophone/World Music)

**WALLOON**

1. Pas Meervielleur/Cri Torn Nom (Adamo/Pathé/Rudo and Armande and Beechwood)
2. If I Had A Hammer/America (Trilok Lopez/Reprise)
3. L’Amour (Rudi Van der Gracht/Philips)
4. Demain tu maries (Patrick Char/Be/Al) Air
5. C’est Ma Patte (Robert Anderson/Columbia)
6. Je (Danyel Gérard/Disc A-Z/Vogue)
7. Serres Mieux Chez Moi Tu Menas (Robert Cogel/Philips)
8. De Deur (Trilok Lopez/Henry Halliday/Helldin)
9. Plaza de Torres (Petula Clark/Vogue/Class)
10. Elle Etait Si Joie (Alain Barriere/RCA)

**CKWS-Kingston has given the “pick hit” treatment to the good new sound on Arc by Doug Lyecott. Doug has what gives every indication of being his best yet with the new Arc single. “Going Home” is destined to become a solid seller.**

Hal Ross indicates that “Deep Purple” by Stevens and Temco on Atco is the one to watch this week. He says it is easily the best-selling disc from the second leg of a get acquainted tour—for newcomers (to London) Hal. They made flying visits to leading deejays throughout Canada’s Maritime provinces recently. They also flew to Toronto and Montreal, where Sales were sure down east, reports Hal, while both sides of the Roy Orbison blockbuster “Blue Flame” continues to be a good seller.

**CHARLIE” (The Morning Mayor Of Montreal) Johnson, has taken his leave of CKGM, to return from whence he came. That “whence” is San Francisco, George Morris, much traveled Canadian promotion is one of the most recent additions to CKGM’s CAA and FM personality picture in Montreal, Russ Griffith reportedly has left CFGF, Montreal to return to a regular air stent over CFGF on the Montreal-Quebec area. Russ was head man in the music department at CFPR prior to his departure. New program director at CFGF is veteran radio newcomer, Stewart Morrison. Stewart has been with the Royal Bank, and is now the music director of a leading department store, in the role of news director-P.D. at the outlet. Congrats and best wishes from the trade area over on the world stage.”

The cutie by Jerry Keller on Coral, ‘Sea Shells Sherry’, made its Canadian chart debut on the CHNS. Halifax list, of 1/9/63 (2) Widely heard in Canada’s big town—include Bob Staton, ex-CKLM, Windsor-Detroit and Ron Kinton, ex-CHNO, Sudbury, so says the CMA news sheet.

**Cash Box—October 19, 1963—International Section**
Nashville is a hub of activity and excitement pepping itself for the forthcoming Country Music Festival. During a recent visit to the Music City we had the pleasure of saying hello to Billy and Donny Osmond, Larry Moeller and Jack Johnson at the Cedarwood publy and Jim Dewey Artist Bureau. They certainly have an impressive, well-run organization. 

Jim McManus, our News and Law and Wes Rose of Acuff-Rose setup are real excited about Johnny Tillotson's first effort on the MGM label tagged "Talk Back Trembling Lips." Ernest Ashworth (Hixcity) originally kick the lunch off in the country field. Had an enjoyable visit with the versatile Tupper Saussy (he's a jazz WBB, agency exec and a fine painter)... Glad to have had the opportunity of dining with Mr. and Mrs. Bob Cooper of Watch Bob Records all keyed-up about the new sign going up outting the Grand Ole Opry. Also had a few brief but stimulating conferences with WSM's Trudy Stamper (the Floor Boss). A short drive down the outskirts of town brought us to Hendersonville and Don Pierce with much interest about his United States Records set-up. Watched a new LP and single going with some of their hits.

...A quick side jaunt took us to the new Bonfunkkus & Felixy Batman building which houses Monument Records. Fascinated by Fred Foster's electronic, Buck Rodgers-styled desk which resembles a launching pad countdown board. Fred is winding up a Rusty Draper album and the few cuts we heard sounded first-rate. While at Monument we spoke with Johnny Sippel who reports his new single, "In near-by Goodletsville we stopped by with Bumper's Hal Sippel, Hal said they have some major news breaking within the next few weeks... Saw Chet Atkins and the Brownes (Victor) cut a album of Grand Ole Opry hits while the inimitable Floyd Cramer assisted at the piano. ...At the Bluenotes we were looking at the working Mercury A&R exec show Sheila Singleton record French teenage favorite Johnny Halliday. ...Also spoke with Bill Justice who bought his new instrument rental outfit is going great guns. ...Johnny Wright came by our hotel's coffee and couldn't contain his excitement about his premier Decca single. ...Had a lot of laughs with Skeeter Davis (Victor) and was told by Ralph Rabon (he's a WSM deejay). Skeeter's single, "I Can't Stay Mad At You," is way up on the Top 100 and she mentioned that she plans to cut an LP in the immediate future. Additionally, the lark is booked for a European tour. ...Visited with KDA's Jack Stapp. The exec noted that the outline's time is completely sold out. Missed seeing Jack and Buddy Killen at Tree music but we hope to get a chance to say hello when they do the concert time... Doyle and Teddy Wilburn told us about a slew of upcoming engagements in the western states. ...Jo Walker of the CMA filled our ears with news about the association's annual banquet which is almost sold out. A phone call to Hubert Long was all we had time for before making our plane connection for New York.

Big Switch Dept.: KSON-San Diego, former key pop outlet is now pushing country sounds exclusively 21 hours a day from SAM to 2AM. The station's from and external manager, James P. Hensley, said the previous station manager was charged with an exhaustive survey of the San Diego market showed a definite need for this type of local radio programming. With the change, KSON has added a duo of disc jockeys Roy Rogers, Eddie Briggs, Weldon Rogers and Mike Larson.

Kay Arnold and her big western short-statured combo are doing well, "I Wish I Were A Single Girl Again." Desjays needings of copies or any of the above-mentioned release should write to Faron Young's "I Don't Wanna Go Home Tonight."

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THE CASH BOX
BULLSEYE

"REGGING TO YOU" (2:26) [Marty's BMI—Robbins]
"OVER A HIGH MOUNTAIN" (2:23) [Marcy BMA—Robbins]
MARTY ROBBINS (Columbia 42590)
The vet Columbia hit-maker seems destined to add this latest effort to his catalog of previous "thunderous" themes. The top-side here, "I'm operators of a fast-moving, romantic country tear-jerker with some effective yodelin' sounds. On "Over A High Mountain" Robbins dishes-up a top-flight song and-recitation affair with a warm, south-of-the-border flavor.

"RESTLESS RIVER" (2:47) [Screen Gems Columbia BML—Kollar, Karliski]
"THE BEST I CAN GIVE HER" (2:00) [Tree BML—Miller]
EARL SCOTT (Mercury 72196)
Earl Scott, who last time out with "Loose Lips," has enough things going for him with this new Mercury release tagged "Restless River" to quickly repeat his previous successes. The tune is a contagious, high-speed number with a novelty-styled story-line. It's, "The Best I Can Give Her" is a slow-moving, extremely tender romanace.

"THE GREATEST ONE OF ALL" (2:25) [Glad BML—Riddle]
"LIES CAN'T HIDE WHAT'S ON MY MIND" (2:08)
MELBA MONTGOMERY (United Artists 652)
Melba Montgomery, who is currently pulling plenty of loot on a UA teaming up with George Jones called "We Must Have Been Out Of Our Minds," should also go the hitwave path with this new outing tagged "The Greatest One Of All." The tune is a catchy, bluegrass-styled melancholy-tinged lament with some top-flight moving lyrics, "Lies Can't Hide What's On My Mind" is a traditional weeper with a danceable uptempo beat.

"WOODEN SOLDIER" (2:27) [Western Hills & Coldwater BMA—Williams]
HANK LOCKLIN (RCA Victor 5218)
Hank Locklin seems about to have a quick-bipglee with this ultra-com- mercial Victor side called "Wooden Soldier." The song's a medium-paced, chorus-backed ditty about a guy who is heartbroken because of an anti-British romance. The other end, "Kiss On The Door," is a twangy, easy-going chorus-backed opus all about the end of an affair.

"HAPPY TO BE UNHAPPY" (2:26) [Central Songs BML—Bare]
"NOW I LAY ME DOWN" (2:08) [Vanjo BML—Tubb, Rainford]
LEROY VAN DYKE (Mercury 72198)
Ley Van Dyke could have a sales giant with this first-rate Mercury cut. The tune's Gary Buck's big Petal chart-riding of "Happy To Be Unhappy." The songster delivers the medium-paced tale of unrequited love with his usual professional verve. Deek stands a pop chance. The couple's a pretty lamenet styled after the bedtime prayer. Deserves a close look.

Looks like George Hamilton IV will go the dual-market success route with this new Victor release. See pop reviews.

DON MEEHAN (KC 118)
B+) BLAME YOURSELF" (2:29) [Darwood ASCAP—
Meehan, Harris, Germans] Newcomer Don Meehan could create plenty of excitement with this tender, slow- moving, country ballad with an effective ahhh!in' beat. Plenty of potential here.
B+) WHAT DOES THE LORD LOOK LIKE" (2:20) [Comet ASCAP—Dentato, Roman, Cogane] This time the songwriter has a happy religious affair with an able assist from a chorus of kids. Good airyplay potential.

VERON STEWART (Vee Jay 589)
B+) "UP ON THE HILL (AT THE BIG MAN'S HOUSE)" (1:54) [Painted Desert BML—Smith]
The chapen opens up his potent, wide-range vocal talents full-blast on this rousing, dual-track, chorus- backed ditty with some top-flight gutar sounds. Ewe it.
B+) TARNISHED ANGEL" (2:02) Yanah BML—Reeves
On the end Stewart offers a slow- moving tradition-oriented tale of romance with appropriate feelering and poine.

COLEMAN O'NEAL (Sims 141)
B+) "ROLL UP THE STREET" (1:28) [Yonah BML—O'Neal] The chanter has had nosmdeakers in the past and this new commiqued hillbilly weeper can meet with some quick dejay response. Tune has an extremely pretty melody.
B+) HERE I AM (IN LOVE AGAIN)" [Yonah BML—O'Neal] The chanter pleads that he's all mixed up because of a new romance on this easy-going ballad.

JOE WILLIAMSON (Galadah 530)
B+) "AMAZING GRACIE" (2:20) [Bee-Line BML—Garrison]
Joe Williamson has this new one out with a good chance of grabbing some fast starts with this pulsating, hard-driving, rockin', and twangy ode to the gal of his dreams.
C+) TELL ME THAT YOU LOVE ME ME" (2:20) [Bee-Line BML—McLeod] Familiar-sound hill- billy tear-jerker with a pretty blue-grass-flavored melody.

Cash Box—October 19, 1963
Beneath The Surface
The Search For New Ideas

AMIDST THE DAILY ROUTINE

of the nation’s coin machine and vending operations continues, almost unnoticed, the incessant search for something new. While it cannot always be seen it is always there, the research and testing which will provide this industry with tomorrow’s methods for profitable operations. It is indeed a shortsighted operator who permits his vision to be dimmed by today’s problems of loans and bonuses and everyday operating obstacles, for while these too must find solutions, the necessity for knowledge of what is new becomes vital before any route can be prepared for the changes which must come periodically in this era of doing business.

Among the new ideas is one in particular which is a development on an old machine, but with the change in design and the new techniques of operating this equipment, the Cinebox is an entirely new approach to modern day amusement machine operations. A failure only several years back in the New York City area, the Cinebox today is gaining acceptance with the people who count—the firms with the money and the know-how necessary to make a new machine produce. Early Philadelphia tryouts have proven fruitful. Recent installations in the Boston area indicate that more machines will follow in this area. New Orleans interests have indicated a willingness to enter this business and they have backed up the interest with the necessary finance. Miami will be reporting within the week. And next month? Perhaps New York City, now being studied by people, who again, have the necessary funds and professional experience to make the investment a success. Cinebox, as we know it today, is the end-product of serious minded people who intend to have the machine pave the way for another standard of coin-operated amusement and therefore another outlet for profit for those in this business. Another new idea, although one that does not have the stature of the Cinebox framework is the appearance in mid-Manhattan of a

COIN-OPERATED CANDY STORE

consisting of eight vending machines offering candy, cigarettes, cold drinks and ice cubes. A unit in the open-front store was originally designed to vend paperback books but is being used to vend a variety of non-food items. Open 24 hours each day, the store is a miniature reproduction of what has been a standard fixture in Europe for many years. The two young men who own the store recently returned from Europe and innocently opened what they thought was an original idea in this country. This basic idea previously failed on a grand scale, as we know, but is succeeding in mid-Manhattan where two new vending operators believe that in a neighborhood that never sleeps, there’s a profit to be made from coin-operated machines which serve as a retail store. The search for something new presents problems, of course, but the pioneers who make the mistakes today will be the beneficiary of the gains to be had tomorrow when the operation runs smooth. We speak of an operator in the Bronx who placed his

TWELFTH DRINK MACHINE

last month, after the decision last year to enter into vending as an adjunct to his present music machine route. The no-commission deal which is prevalent in this type of industrial location is refreshing, but several other strings must be cut before profits can be realized. A plant which permits vending machines but continues to permit an outside coffee-snack service isn’t giving the operator but 25% of the opportunity he deserves. Knowledge of the firm’s personnel activities—coffee-breaks, lunch routine, and work schedules—even in the case of a single machine installation, must be part and parcel of a sensible vending contract.

Some of the new ideas are virtually multi-million dollar propositions while others amount to the purchase of a manually operated belt-type vendor which will attempt to replace the first of literally thousands of bulk-vending machines which dot locations in a territory just outside of metropolitan New York. But ideas they are, and the men who are shaping them for tomorrow’s way of business have no doubt in their minds that this business changes every day, and that they are molding the operating business of tomorrow.

Cash Box—October 19, 1963
Rowe AC ‘Tropicana’ Showings Begin, Dists Hold Open House Premieres
As 1964 Phono Is Presented To Nation’s Ops

CHICAGO—The culmination of an exciting and colorful promotion program which started in the clubs of Las Vegas several months ago, will take place this week when Rowe AC Service’s distributors unveil the 1964 ‘Tropicana’ phonograph in every major market in the country before thousands of invited guests.

The new rack-box—which takes its name from one of Las Vegas’ most popular casinos, was shown to distributors at a meeting held two weeks ago amidst many sound demonstrations of the sound of money! Car-
teen Chairman Patrick O’Malley ad-
vised the attentive distributors that “we are definitely in the swim for the biggest share of the market!” and that the promotion is based, Rowe AC Service’s VP and Marketing Director Fred Pollak told the distributors that the promotion was centered in a Las Vegas showcase 
and "he spoke a professional Broadway production unfurled on stage. The result was that distributors left for home highly optimistic over estimated sales of this new Rowe AC Model.

Upper and lower frequency ranges are controlled by a new acoustical filter. A new light-weight tone arm, with a high-quality magnetic cartridge, contributes to the high-fidelity sound system. A $7 mill diamond stylus is standard equipment.

Other major features include: New improved Stepper completely redeveloped with separate voltage supply, silver contacts permit use with any competitive wall boxes for maximum remote control service. Easier Servicing. New, simple method of unbolting mechanism. Light on top door floods the phonograph interior during servicing. With the top door up, all rattle can be serviced at one time. Inside control for cancel, credit and mechanism switch. New, simplified mechanism mounts. All major components can be removed merely by unplugging them.

The Thirty-Count Player/Playmeter has been completely redesigned for easier readability and removal. All pins can be reset simultaneously.

Amplifier Is Accessible from rear door. Three preamp tubes have been eliminated and circuitry simplified with no sacrifice in performance.

New “Now Playing” Record Indica-
tor, automatically synchronized with mechanism, has been newly de-
veloped and relocated for greater readability.

Stereo sound is self-contained, provided by the famous “Stereo Round” system first introduced by Rowe AC in 1961. Low and high-fre-
quency speakers are located at the front of the phonograph, special midrange speakers at both sides. New controls permit base boost with greater clarity in vocal numbers and compensate for acoustical differences in the environment. "The sound of money” is now presented in a more pleasing and more attractive manner.

Tropicana is the 1964 edition of Rowe AC’s rack box line which was premiered for distributors only two weeks ago in Chicago. Jack Harper and Fred Pollak helped launch the program.

MONEY, MONEY, MONEY was the theme of the distrub show (above) and this week distributors will have a chance to view the reason for the optimism.

CHICAGO—A strong desire and in-
clination to act in a united effort re-
jecting legislative and union action was the motivating force which finally brought to the fore new Illinois coin machine operators together in a previously planned session, in the Morrison Hotel, Chicago, which essentially was a state-wide association. It was clearly stated at the outset that this organization is open to all operators in every facet of the coin-operated in-
dustry.

As is the case in other such re-
organizations the Illinois coin op ven-
timent is set up to function in co-
operation with the Music Operators Association of America (MOA). In fact, Lou Casola and Bob Blundred, MOA’s president and managing director, re-
ed the organizing effort and expressed their fervent intention to lend their valuable support and cooperation in the building of this organization.

A powerful feeling of optimism was expressed by the excellent turnout for this initial session. Which was, in the face of the fact, that publicized throughout the rank and file of coin machine operators across the state, their attendance was constantly engaged in various committee meetings designed to plan the state-wide association.

The first order of business was the development of an official organization. Temporary officers and a board of directors were immediately placed the organization under a controlling and driving force. Lou Blundred of MOA, in Peoria, who helped to set the tone and direction of this bolder step and new MOA Convention by calling a special meeting then, was unanimously elected to the post of President.

Other officers are: Bill Posc, Valley Music Co., Aurora, general director; and, M. H. Gilbert, Phonograph Service Co. Chicago (secretary-treas-
er). Board members are: Earl Kies and Chicago; Ronnie Meline, Rockford, Ill.; Robert Perttula, Skokie, Ill.; Fred Blundred, Springfield; and Harry Shaffner.

Prior to the election and installation of the officers and board members Bob Blundred offered a motion to open the important session for the business at hand.

The second item on the agenda was the creation of a title for the new organization. Bill Posc moved that the organization shall be called the Illi-

ois Coin Operators Association. The motion was then seconded by Don

McDonald, of Ottawa, and unani-
mously passed by the group.

Before detailing other vital deci-
dions made by ICMA the next meet-
ing was scheduled to be held on Sun-
day (2:00 p.m.) Nov. 10, in the Hyatt house, and was designated for the purpose of bringing a larger statewide contingent to the gathering.

Subsequent meetings will be held on a more regular basis.

The object of the development of a sound system of organization by way of meetings of this type, a special committee was delegated to delve into this matter. Larry Cooper was elected chairman of the committee con-
sist of Earl Kies and Frank L. Maki.

Bob Blundred volunteered to serve on this committee as an expert in such matters.

The initial meeting was set at $11.00 per year, payable in advance. In the meantime, a new slate of Officers of the Association is reported to be a step forward for the continued growth of the industry.

The October meeting of the Association was held at the Holiday Inn, Chicago, Ill. This meeting stated that there is a great need for finances “to get the ball rolling” (Turn to page 79).
STAN LEVIN

CHICAGO—Ed Ginsburg, president of Atlas Music Co., Chicago, Illinois, announces the appointment of Stanley Levin to the post of Sales Manager. He will head the Phonograph and Games Division both domestic and foreign—and is modernizing and planning new innovations in each department.

Mr. Levin has 17 years' experience in the coin machine field, starting with National Coin Machine Co., to Empire Coin Machine and then heading up his own firm, the All-State Coin Machine Co. Stan has been married for 14 years and has 2 children.

MORT JACOBS

CHICAGO—Mort Jacobs, manager of Atlas Music Co., of Chicago parts department, is in their modernized facilities. A new system for fast, efficient service has been initiated and additional help has been procured. Atlas is one of the pioneers in parts and accessories servicing and is the model for many other firms departments, according to Jacobs.

Mort, who has been with Atlas for 20 years, has progressed with and promoted many of the innovations in parts servicing. Mort and his wife have a daughter who will be off to college soon.
The Schnozz Stops In Philly, Rosen’s The Perfect Host!

PHILADELPHIA—When Warner Bros. recording artist Jimmy (The Schnozz) Durante decided to promote his single “September Song” hero, a logical stop-off was Dave Rosen’s place. Rosen happens to be a WB distrib. This was indeed the start of something big. A private party at the CR Club here brought out 500 people. Some of those on hand are shown on this page, Top left, Philly Association leader Joe Silverman, Durante, and Mr. and Mrs. Rosen; top right, the Rosen Brothers, Lewis (left) and Elliot, with The Schnozz; Bottom left, WDAS George Woods, Durante, Broad St. Trust’s Ray Eyrle, Dave, and brother Harry Rosen; bottom right, Rosen’s right hand man, Joe Wasserman, and WB’s Matty Singer.

This week the Rosen organization will hold Open House showing the 1964 Rowe AMI ‘Tropicana’ phonograph. So it’s time for another party.
invites you to see
THE ALL-NEW
ROWE AMI
TROPICANA
and listen to
THE EXCITING WORLD
OF BIG-TIME
ENTERTAINMENT
in STEREO ROUND*

IT'S A GREAT NEW MUSIC-MAKER!
IT'S AN UNBEATABLE MONEY-MAKER!

- Exciting New Styling
- Versatile "Three-in-One" Programming
- Exclusive Self-Contained Speakers
- Dramatic Personalized Location Display
- Top Album Hit Feature
- Color, Motion Salesmanship

*Pat. pending
Roanoke Vending Breaks With Early 'Tropicana' Shows In Two Cities

**Simultaneous Showings In Richmond, Charleston**

RICHMOND, VA. — Virginia operators were treated to an early showing of the Rochester AC Services' "Tropicana" phonograph here last week (Oct. 6) when Jack Bess and Harry Moseley head ed a staff from Roanoke Vending Exchange Inc., hosting an all star show at the area's showrooms. Ellis Royal, regional sales representative, was on hand from the concern.

Free gifts were given to everyone attending the Sunday afternoon premiere and the usual big turnout was in attendance.

Among the many operators and guests present were the following: A. A. Swingtime Music Co., Chicago; Vic Bonioli, B & B Novelty Co., Elmhurst, Ill.; Andy Hach, A. H. Entertainers, Arlington Heights; his son, Don Hach (same firm); Gladys Winn, Bluefield, W. Va. Tri County Music & Novelty Co., Inc., Chicago; Otto Los, Ill.; Charles Lindolph, Skokie; Bill Dow, Valley Music Co., Aurora; Moses J. Proffitt, South Central Music, Chicago; James W. Frye, Danville; Frank LaMaskin, Clover Music Co., Chicago; Ralph & James Winquist, Winquist Automatic Sales Co., Rockford; Ronnie Meline and Charles Mark, Star-Music Co., Rockford.


**CHARLESTON, WEST VA.**—Billed as "The World's Greatest Money Maker," the Roanoke AC 'Tropicana' juke box was unveiled here before a large turnout of operators on Sunday, Oct. 6th, and Roanoke-Vending Exchange Inc., Rowe AC distributors in the territory, hosted the affair.

On hand from the distributing firm were Eldridge Fink, Robert Bender, Richard McIree, Bill Clay and Mrs. Jack (Viola) Bess. Jack Bess and Harry Moseley hosted a Richmond showing the same day (see separate story this page).

Robert Edinger, Regional Sales Manager of Rowe AC Services, was on hand for the premiere of the colorful machine. Mrs. Viola Bess said that the enthusiasm shown from the group on hand surpassed any other showing given she has attended. She stated that by day's end, the number of orders on hand bore out the fine reception given the phonograph by operators who arrived from many of the outlying areas.

Among the columnists and guests on hand were: Maude and Hoyt Ellsler, Charleston; Mary and C. W. Wellman, Bluefield, David Janice, Vernetta and Harry Miller Jr., Charleston; Truby, Harold and H. E. Price, Barboursville; Wilfred and Tommy Hunt, Point Pleasant; Helen and E. L. Montgomery, Pt. Pleasant; Susie, Martha, Mary and Nellie Fink, Charleston; Helen and Red Flannery, Logan; Lois, Bob, and Mike Flannery, Logan; The Ellisons, Crissy, Douglas, William, Phyllis and Bill, from Charleston; The Hawkins Group, Cynthia, Alan, Alvia, Acrhin, Cornibal and R. F. Hawkins, all from Charleston; Trula Wilson also arrived for the showing; Marvin and Shelton Price of Barboursville; Edna Nester, Ina Waybright, Norma (Turn to page 80).

**Illinois Ops**

(Continued from page 76)

Les Mootooth has asked Cash Box to urge all operators in Illinois to contact him at 500 E. Evans St., Pekia, Ill., so that he can add their firm names to the already growing ICMA mailing list. This also pertains to all local associations.

A Formal Statement of Purpose will be incorporated into the next meeting's agenda. operators will be advised of this very important statement to induce them to attend the next meeting in Aurora, and all other subsequent sessions.

Operators were urged to consider the fact that the Illinois State tax assessment may ultimately be increased, and that they should start planning a campaign to fight this "unfair legislation."

Among the columnists in attendance were: The aforementioned Lou Casela, Les Mootooth and Bob Brund red. Also, Max Berenson, Dist. Corp. of Ill., Chicago; Vincent Angelieri, A. A. Swingtime Music Co., Chicago; Vic Bonioli, B & B Novelty Co., Elmhurst, Ill.; Andy Hach, A. H. Entertainers, Arlington Heights; his son, Don Hach (same firm); Gladys Winn, Bluefield, W. Va. Tri County Music & Novelty Co., Inc., Chicago; Otto Los, Ill.; Charles Lindolph, Skokie; Bill Dow, Valley Music Co., Aurora; Moses J. Proffitt, South Central Music, Chicago; James W. Frye, Danville; Frank LaMaskin, Clover Music Co., Chicago; Ralph & James Winquist, Winquist Automatic Sales Co., Rockford; Ronnie Meline and Charles Mark, Star-Music Co., Rockford.


**ARIVING IN EUROPE TO DO BUSINESS: OCT. 14**

Bill Wilson, Sales Mgr. SCOTT CROSSO CO.

1732 Fullmount Ave.

PHILADELPHIA, Pennsylvania

Large list of all-types of coin-operated inventory available, ready for shipment.

Best prices.

- Leave name of Company at hotel listed below for personal visit.

- LONDON: Cumberland Hotel

- MILAN: Carlton Hotel

- FRANKFORT: Intercontinental Hotel

- HAMBURG: Atlantic Hotel

- PARIS: Claridge Hotel

AND FEATURING

- Drop target scores 100 points, or SPECIAL, when lanes 1 to 10 are made.

- All TEN—10 roll-over lanes SCORE 50 POINTS, when lit.

- 2 eject pockets raise drop target and score 50 points.

- 2 top bumpers score 10 points—100 points, when lit.

- Roll-over BUTTON raises drop target and scores 50 points.

- 4 jet bumpers for MORE PLAYER ACTION.

- 2 rebound kickers—2 flippers.

- Additional roll-over BUTTON lights 2 jet bumpers for 1 point score.

- Plastikote finish playfield adds life to game.

- Locked Cash Box • Slug rejectors • Twin Chutes—Optional

**FOR BIG EXCITEMENT—FOR BIG FUN**

**WITH NEW WILLIAMS EXCLUSIVE FEATURES**

**LATCHLOCK PLAYFIELD**

that makes servicing a pleasure—easily accessible—operates at fingertip pressure—just lift/turn and raise playfield.

**PLUS**

**FOOLPROOF COIN SWITCH**

**BUY THE BEST—BUY WILLIAMS**

Cash Box—October 19, 1963
Gilchrist To Distribute American Line

TORONTO, CANADA—The Gilchrist Ltd., distributing firm here will distribute the American Shuffleboard Corp. line in Canada, it was announced last week by Sol Lipkin, Sales Mgr. for American, The 'Imperial' shuffleboard and 'Electra II' pool tables will be sold from the firm's three offices in Montreal, Vancouver and Toronto. James Gavruescu, Gilchrist head, operates out of the Toronto office. M. A. Cardinal manages the Montreal branch and T. E. Martin heads the Vancouver outlet.

The firms are also showing the Rowe AC Services 'Tropicana' phonograph this week along with the U.S. distribs' Open House premiers. Lipkin stayed with the Gilchrist people for about a week traveling to each of the three showrooms explaining the service techniques of the American line and the engineering detail of each of the machines. American execs do this with all newly appointed distribs in order to acquaint them with profit-making tournament opportunities as well as trouble-free operating practices.

An initial meeting was held in Montreal with Lipkin detailing the fine points of the history of the game, the all-new Tropicana (Turn to page 81)

Roanoke-Richmond Show
(Continued from page 79)

Mr. and Mrs. C. J. Holbrook from Lynchburg attended H. T. Lipcomb, Lynchburg; Mr. and Mrs. Fred Haywood of Chestertfield Vending, Richmond; Fayettville's Bill Snow of Modern Music; William Wilkins, of M&W Music in Richmond; C. E. Morris, Richmond; Stone Border and Johnny Cameron of Richmond; plus others who arrived later in the day. The crowd continued on into the week with latecomers stopping off at the Richmond showrooms during Monday and Tuesday.

The Roanoke Vending staff included Miss Estelle Perkins, Mrs. Elizabeth Williams; Mr. and Mrs. Alton Shepherd; Mrs. Carl, William Browning; W. David Street; Ed Bass; Mr. and Mrs. Ernest Bishop; Tony Calamos; Harvey Swearer; Mr. and Mrs. M. L. Mundie; Floyd W. Morgan and Casey Sturgill.

Roanoke's Vending's Charleston, W. Virginia show was held the same day (see story this page).

Roanoke-Charleston Show
(Continued from page 79)

McKeamd and Roy Asbury of Charleston; Bob, Kathryn and Robert A. Mitchell, Sutton; Betty and Bill Gammom, Charleston; Jim Lowney, Camden; and the following contingent from Charleston: Carol, Pavia, Larry and Robert Bayes, Edna and Bob Gittson, Ann Bender, Viki René Bender and Kim Bella and Jerry Derrick, Linda Curby and Mike Simone.

Refreshments were served and everyone had a fine time viewing the equipment which was very well received. As an added fillip, Viola Beas reported an unexpected late arrival, who enjoyed the music, stayed for dinner, and posed with the new juke box. The guest was a huge striped tom cat who may stay on as the Roanoke-Charleston mascot. Someone suggested naming him (or her) 'Tropicana.'
Ratajack Leaves Cinebox Post

CHICAGO — Ed Ratajack, former Sales Manager of Cinevision Corporation of America, manufacturers and licensees of "Cinebox," movie-music machine currently gaining distribution in this country, is no longer associated with the firm. Ratajack joined Cinebox when Estey Electronic Manufacturing Corp. gained the manufacturing rights to the Italian-made coin-operated amusement machine. He is presently enjoying a vacation with his family at home and expects to announce his plans upon his return to business. Ratajack operates music and amusement equipment in the Midwest. He is a former Manager of MOA and was Sales Manager of AMI, Inc. before accepting the MOA post. Stanley Green heads Estey and Cinevision. Mickey Greenman is Executive Vice-President of Cinevision.

Tri-State Expands

MANCHESTER, N.H. — Ed Martell, Tri-State Amusement treasurer, advised the trade last week that the firm has added 40,000 square feet to its present warehouse-showroom space to accommodate its shuffleboard, pool table, and ice vending machine business. The building is located in the Smoakeg Mill Yard in Manchester, New Hampshire.

Gilchrist-American Deal

(Continued from page 80)

background of American Shuffleboard Corp., sales promotion techniques, installation problems and how to meet them, and league-tourney play. On hand at the session were M. A. Cardinal, A. Drapeau, P. Lapointe, R. Legault and D. Speradkos. The sessions last 45 minutes with 15 minute breaks for question-answer periods.

In Toronto, Lipkin addressed E. J. Gaoureau, Garry Small, Russ Miller, Ted Brandt, and Jerry Crowe.

"Gilchrist is a hard-hitting intelligent organization and we feel proud to have them among our distributors," stated Lipkin during a conversation with Cash Box upon his arrival last week.

SOUTHERN AUTOMATIC MUSIC CO. OF INDIANA

invites you to see

THE ALL-NEW ROWE AMI TROPICANA

and listen to

THE EXCITING WORLD OF BIG-TIME ENTERTAINMENT IN STEREO ROUND*

*Pat. pending

129 West North Street
Indianapolis, Indiana

J. H. LYNCH COMPANY, INC.

invites you to see

THE ALL-NEW ROWE AMI TROPICANA

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1601 South Gayoso
New Orleans, Louisiana

RUNYON SALES COMPANY

invites you to see

THE ALL-NEW ROWE AMI TROPICANA

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THE EXCITING WORLD OF BIG-TIME ENTERTAINMENT IN STEREO ROUND*

NEW YORK CITY:
592 Tenth Avenue
SPRINGFIELD,
NEW JERSEY:
U.S. Route 22 & Fodom Rd.
EAST HARTFORD, CONN.
306 Tallmadge Street

*Pat. pending

Cash Box — October 19, 1963
Like to free yourself from those
LOCKED-IN LOSSES?

Ever consider how much "locked-in" losses are costing you every year? (Those rental "fees" and installation "charges" for music systems.)

And did you know there's now a system available that not only eliminates this hand-in-your-pocketbook, but also guarantees a return on investment that's so high it's almost illegal? It's a background music system by Tape-Athon, the only system that offers your custom music tailored exclusively for his establishment. This is real background played on a tape transport that's rugged enough for 24-hour duty, yet precise enough to serve the most particular.

If you aren't already on the growing list of operators handling the Tape-Athon system contact your local Whirlitzer distributor. (In Chicago and St. Louis, your Rock-Ola distributor.)

Eastern Flashies

The new machine this week is, of course, the much talked about "Tropicana" from Rowe AC Services. Distris had their appetites whetted, distris had their appetites whetted, Distris had their appetites whetted when the factory unfolded the sale promotion program for the 1964 phonograph. All promotion photos were taken in Las Vegas. It's "The Sound Of Money," and where else is the sound of money loudest! (Hence the name—"Tropicana"—and the program. (And the showgirls which decorate the pages of this issue).

Runyon Sales Company will show the machine this week beginning in Springfield, 11/1, then to Hartford for the 16th-17th before going to NYC for the Oct. 17-18 dates. Dave Rosen was excited enough to call us from Philly where the doors of his Broad Street showrooms will be open to all this week. Dave will also exhibit the Cinebox machine during the show. New house week. IRS Margold, Trimout sales head, recovered after an exciting fishing expedition, is back at business in the Boston outlet. Seeburg "The Tropicana" will make its appearance this week for operators viewing in the baby area. We have been advised that Ray Jones of the West Coast outlet sold out his initial shipment of machines from Rowe after showing the phonograph one week earlier than most, Ditto for the Miller-Newmark outlet in Michigan where Jack Gallagher's telephones the same information to "The Tropicana" a winner and we can only wish them luck.

Large operators like the income totalizer on the Seeburg phonograph according to our reports. One op in particular goes into a location, checks the numbers on the meter, subtracts the difference, places all the cash into a money bag before the location owner's eyes, and then offers to give the location a check for his share, or accept a check from the owner for the operator's share. He has that much faith in the counting mechanism.

Rock-Ola's 3 selections (from one side of a Little LP) for 25¢ is working out just fine, according to Harry Koeppel. The unit on the machine costs an addition 89¢ but has sold well in the New York area. The mechanism also permits another patron to play a single between the time the machine finishes playing one selection and the other (3 tunes) side, and flips to the other (3 tunes) side. This way everybody gets to hear the music he wants to hear, when he wants to hear it. Al Simon was awaiting delivery on the Rock-Ola 'Carvela' in his Utica outlet, he called in for a count of 60-800 3000-eig locations in America, and with a 10% turnover, there seems to be enough room for another manufacturer. At least Rock-Ola thinks so (and so does Simon).

Al Levine, who heads Simon's branch in Boston, hired a salesmen to help out. Business is that good. Tom Libby has a new idea for outdoor music for New England ops. A steel cabinet which enables juke box music to be heard even in a wide area without the juke box itself showing. It's making its appearance in several locations in Boston and the results are being watched carefully. His official: Ed Ratajack isn't with Cinevision Corp., of America any longer. He's at home taking a rest and will tell you all about his plans. Herman Pepelsky, Weiner Bros top mechanic, reports no service problems, on the Smokeshop line. The machine games business, is hot on Southland and the firm's new 'Time Trials.' Expect it to do as well or better than 'Speedway' and that's saying plenty. John Bilotta left town early because of the World Series and is back at it selling. He's got the Coin Manufacturing Company line of vending machines now, and Abe Lipsky, Tenth Avenue jobber, is handling line for Bilotta. The machine is a good looking one and Lipsky has started sales moving already.

Leo Lipsky, now Sales Mgr. of the Capitol 16 Company, a new enterprise at 660 Tenth Avenue. It's owned by the Wire Machine Ltd, firm of Jersey, William, a veteran in the business of selling rebuilt Automatics and Coin operated equipment. Capitol, as you may know, is in Chapter 11, Bankruptcy, Sam Goldsmith is with Larry Galente's Int'l Mutoscope. . . . Caesar Ricciardelli, Imperial Supply, is trying to stimulate sales these days. What with the pool table business booming, Caesar's line is running into problems. His firm makes shuffle and pool cue, three horses now, are being used to come up near Poughkeepsie where he expects to raise more horses if his coin machine and vending routes ever enable him to leave for weekendings. Mac is operating his candy and cold drink machines in bowling alleys and saloons, and he's learning fast. Here's an operator who will always be successful. He's tops on the business and continues to diversify, massing to the represent-ent locations. . . . Harry Berger down with the virus. . . . Sam Kramer is on Tenth Ave. not Interboro Coin Machine Co. . . . Joe Munys was ill last week. Took a couple of days off. . . . Mike Munys is back, but he bought a million dollars. Hot Springs must be a great place. Mike spent three weeks down there. . . . Irving Holzman had to cancel a trip to Coney Island for this week. . . . Allie Goldberg tells us that the pool table business is still keeping him hopping. Harold Kaufman was in to the Music Distributors Show- room. . . . The day we stopped to Brookway on route business.

Mickey Greenman, Cinebox VP, told us that Sam Taran is going into a full scale Cinebox operation in Miami and that another new film is being produced for distribution soon. He will make some announcements concerning the Boston and New Orleans area shortly. Look for something interesting on Cinebox to break in New York in a month or so. The Cinevision execs are pretty well content to move at the pace they are going. We have never been better than satisfactory and the money is good in all respects. We can expect some growth from this facet of the business, judging from what we hear and see to date.

Urban's Nat Ballen expected to NYC. . . . Irving Kaye back from St. Louis with plans for the Fall. . . . Sol Lipkin spent a week on a building trade. A lot of people and advises that he never met a finer bunch of gentle- men. Tom Libby moved from Cay to attend Rob-A-Lot. The he was on hand for the two-day shindig and A. D. Palmers and his crew are still standing wide-eyed, amazed, and almost unbelieving. It was that kind of a tournament. . . . Sol Lipkin called over from the Wertheimer phones to Syracuse to advise his people not to be happier with Seeburg's sales. . . . Ditto Myer Parkoff, and Phillip's Marvin Stein. . . . (The game must be something to that) The Seeburg is proba-bly break sales records this year. Here is a success story all over again. . . .

Rally's 'Bounty' is expected to keep the export market happy for a while. . . . The Midway crew are delighted with initial reaction to the new game. . . . The Bobby Baker-Serv-U Corp, deal in Washington has the trade buzzing, Canteen ads are being mentioned in the fatalities with the picture coming in to giant-sized locations. At press time it appears as though vending is only the start of the story. . . . Sol Tabb keeps Mars-Tab happy, healthy, and lighter with each passing day. . . . American Shuffler's 'Spex- tra II' will be displayed at many of the Rowe AC shows this week. . . . The next Aztec, Coin Interactive (NAC) holds it's convention in the Mirage Hotel 10/28-31. . . . Ed Martell of Tri-State in Manchester, just bought a new building. . . . Bert Beti will host a party for about 300 this Sunday (10/15) in his North Bergen plant Second Anniversary of the new building.

Shows planned for Cinebox, as we go to press, in Miami's Carriage House (10/16-17) and New Orleans (10/18-19). . . . Continental sold all of its routes.

MONROE COIN MACHINE EXCHANGE

2423 Payne Avenue Cleveland, Ohio

invites you to see

THE ALL-NEW ROWE AMI TROPICANA

and listen to

THE EXCITING WORLD
OF BIG-TIME ENTERTAINMENT
IN STEREO ROUND*

*Pat. pending
The Fall season is in full swing with the increased acceleration in coin-op activity over the past week or so. Rowe-AMI is keeping all ears tuned to the "Sound of Money," via the new "Tropicana" phone. The firm's new merchant phone was eloquently spelt out by sales & merchandising VP Fred Pollak. On the dual with Fred, during Rowe-AMI's big distrib meet, Thurs. (2), in the Sherman House were Pat O'Malley, Jack Harper, Dean Mc- Maree, Harry Brodux, Dick Mueller, Jerry Marcus, Don Lundy, et al—and a couple of cute chicks (on stage) in a cast production based on the "Tropicana" theme. Also very much on the scene were Paul Hueske, Jim Newland, Phil Grover and others.

A significant event this week was the origination of the new Illinois Coin Machine Assn. (ICMA) formed in the Morrison Hotel (10/4). On the steering committee were such prominent names as MCA prez Lon Casalla, manag- ing director Bob Blundeed and Les Moncton, the first president of ICMA. (All the execs are到处 elsewhere in this issue...). Bill Ross, the new ICMA (Illinois) association has advised that the next meeting will be held at 2:00 p.m., Sunday, Nov. 10, at the Hilton Inn, in North Aurora. Larry Copper, of Western Automatic, urges all Illinois State operators to attend this meeting.

Over at First Coin Machine Exchange Joe Kline sez the Indian Summer weather is allowing local operators coming in to First Coin, and local operators and Fred Kline are constantly on the phones trying to acquire good, used mus- sic and amusement equipment for export shipments.

Sam Woberg and Mort Secure attended the Royal Distributors shindig (3 & 6) to celebrate the grand opening of the new building in Ciny. Genial hosts were Harold Hoffman and Clint Shockey, Mort sez the action on ChiCoin's "Crane" and "Official Sparellie" bowler was excellent. Sam Woberg was honored among a small group of sponsors for a recent printing of a 658 page, handsomely bound English translation of the "Guide of the Per- personed." Roger Seeburg's Maimonides, a 12th century rabbinical scholar, for his generosity Woberg received a special copy of this particular literary work.

Terrific acceptance of Gottlieb's "Sweet Heart" pinball amusement game according to Alvin Gottlieb tother day. The Gottlieb family was shocked last week by the death of George Portes, one of the guiding lights in the develop- ment of Gottlieb Memorial Hospital. George was a brother of Dr. Caesar Portes, chief of the medical staff.

The reaction over the new Rowe-AMI "Tropicana" phone at Atlas Music was exceptional according to proxy Eddie Ginsburg. With Eddie at the recent showing were Mike Blumberg, Bill Phillips and Stanley Levin.

Herb Jones is back in his office at Bally Mfg. after a short vacation. Herb and his boys, incidentally, tied the waterfront on the "Billy B." being re- ceived. ... World Wide Distributors held a gala showing of the new See- burg's "Super 8" pinball machine and "79 In. Modular" hot and cold drink vendors last Monday eve. (10/7) in the Water Tower Inn. On hand to greet the ops were World Wide execs Nate Feinstein and his lovely Eve, Irv Ovitz, Harold Schell, Jim Bielok, Ed Skor, Howie Freer, Don Garaci and pretty hostess Ida Caines. Seeburg exec present were VP & sales chief Bill Adair, regional visitor Jim Rieck, "Bob" Dunlap, Seeburg vending head Bob Breiten, Irv Ja- rocki, John Stewart, lovely Donna Keller, Dick Pribyl and Ed Jorgenson.

Edward G. Doris, Rock-Ola vp ines happily that the sale of Rock-Ola "Rhapsody II" and "Capri II" phones is "far ahead of the 63 line." George Hillman and Les Biece were on the road last week calling on the trade. George headed for the Southwestern part of the country, and Les made his rounds throughout the midwest.

It was sure nice visiting with Rowe-AMI execs who were in from thé plant in the last few days. On hand were Keith Norwalk, Cliff Bitting, Geor- ge (Vady) Vadehoutnor, Jerry Routhznah and Dick Mueller. We were greatly impressed when Jack Rogers reported a few weeks ago that the Cash Box of Rowe-AMI's "Little Red Schoolhouse," which were in- formed, will shortly be re-opened for service classes.

This is a big week for Williams Electronic Mfg. The reason, according to pres. George Hillman and sales manager Jack Mittel, is the fine reception being received everywhere of the new Williams "Big Daddy" (big seller) pinball amusement game.

Every day is a big showing day of the Rock-Ola line of phonos at Empire Coin Machine Exchange, where Empire owner Gil Ett and general sales chief Joe Robbins hold sway. Also on hand to greet ops are Jack Burns, Bill Wylie and Bill Milner. In Detroit are Bob Wylie and Mickey Alterman. In Grand Rapids Dick Fugert greets the ops. Bob Rondeau is in at the Empire branch in Menominee, Michigan, as well as in Marinette, Wisconsin.

While Art Weinand, proxy of J. H. Keeney & Co., is keeping a poker face while the new "Poker Face" pinball amusement game in huge quantities, sales manager Clayton Nemecro hied himself off to the Southland to be on hand at the Sparks Specialty Distrib in their big weekend show- ing. Oct. 13 & 14.

Last we forget, it was delightful visiting with lovely Avana Fisher, who has joined the city of Chicago's staff from the Sparks office in Columbus, S.C., last week for the big Rowe-AMI showing. ... Another guy we always like to chat with is Jack of Ronskoke Vending & Sales, a longtime AMI distri.

Bank Ross and Marcine (Jerry) Wolverton are busy as gnats now that the new Midway Race Way "pinball" is in action, and they're well. Anyway, the big Midway Mfg. phone is hummimg along. ... Herb Oettinger and his boys are reporting excellent sales constantly with United Mfg.'s "Ultra- shuffle alley" and "Furry" big ball bowler. Everyone's so busy at United that even such personality-plus guys like Ray Riehl and Art Rapaca are con- stantly interrupted by phone calls during our visits.

Business is great ("as usual") at Globa Distrib, While Jimmy Johnson is out making calls his gal "Friday," Corrine minds the store. ... A grim reminder of the recent trade shows by Rowe's Phil Glover, Jerry Marcus and Walter Polosky that Genial Jim Newland (usually a quiet sort of a guy) is a "noicer." In fact, Phil (and Jim assents) see Jim's a "pro" in that league. Incidentally, Newland, et al were busy bowers during Rowe-AM's big gathering with distri in the Sherman house tother day. Newland will have time to polish up his mooring technique when he goes into New York City for four-day NAC Convention at which Rowe AC will exhibit. Jim's in charge of the Theater-Concessionaire exhibition.

Midway Chatter

Cash Box—October 19, 1962
Vending At The Movies: 1963 NAC

NEW YORK—Several of the major vending machine manufacturers will be on hand at the Americas Hotel here October 27-31 when the National Association of Concessionaires holds its 1963 Convention.

Programmed for the discussion end of the Convention will be "Popcorn Smorgasbord," "A Tour Of New York's Theater Concessions," "Merchandising and Name Brand Impact," "How To Plus Refreshment and Food Sales," "Taxes On Vending," "Vending's Future" and similar topics concerning both the concession and vending aspect of a multi-million dollar amusement business—the movies.

Among the guest speakers will be such stalwarts as Canteen's Pat O'Malley ("Vending's Future") and ARA's Bill Fishman ("Plus Sales"). Some of the major vending machine exhibiting companies expected to be on hand are: Continental-Apco, Seeburg, Rowe AC Services, National, Gold Medal Corp., and a long list of major candy and food suppliers. Cash Box will report on the Convention in its entirety.

FTC HALTS NAT'L. LAB'S BLUE SKY PITCH

WASHINGTON, D.C.—The Federal Trade Commission has ordered a St. Louis, Mo., vending machine distributor to discontinue his deceptive offers of employment, exaggerated earnings claims and misrepresentations as to his business status.

The respondent is Oliver L. Rohlfing, trading as National Laboratories of St. Louis, at 4606 Wyoming Ave.

The commission adopted an initial decision filed last May 17 by Hearing Examiner Eldon P. Schrup based on evidence received at a hearing on the complaint of October 90, 1962.

END OF AN ERA

Continental's Operating Days Come To An End

WESTBURY, N.Y.—In line with its policy, Continental Vending Machine Corp. and its subsidiaries will concentrate on the manufacturing of vending machines and stop disposing off all its industrial and cigarette route operations, a spokesman announced last week.

"This move came about because present management does not believe in competing with its own customers who are operators of vending routes," he added.

The vending routes already sold include New York City, N.Y.; South River, N.J.; Hammond, Ind.; Detroit, Mich.; Santa Ana and San Diego, Calif.; and the industrial portion of the St. Louis, Mo. operation. Among the operators who purchased the various routes from Continental were Dana Vending, Interstate Vending, United Servomation, Union News, Goday Farms and Star Supply Company.

The only remaining operations still for sale are a cigarette route in St. Louis and an industrial route at Pittsburgh, Pa.

From A Lost Location To A Senate Investigation

WASHINGTON, D.C.—At press time the repercussions from the much publicized Bobby Baker-Capitol Vending-Serv-U lawsuit were still being felt as the Senate adopted by voice vote on Thursday a resolution authorizing a Rules Committee investigation into Baker's financial transactions and association with the Senate as Secretary of this legislative level of Government, his decision to resign on Monday rather than answer the Senate's charges, and in the words of Senator J. William Fulbright (D. Ark.), "the magnitude of questionable transactions is a reflection on the integrity of the U.S. Senate."

Capitol Vending, a Washington, D.C. vending operating firm, is suing Mr. Baker for $300,000 in a civil suit charging that Baker had used his office to help his contracts with a Government defense subcontractor for a vending firm with which Baker allegedly had dealing, namely Serv-U. Capitol Vending claims it was bounced in favor of Serv-U after paying, according to the charges, $5000 to Baker for having him obtain the location for Capitol, originally

Senator Williams said that the Rules Committee will study the financial and business interests of the entire membership in the Senate as well as any employees of the Senate.
Royal opportunity. DeWitt formal B. sent representatives, See 12 point Blue PM (and 05 was the a October. Hoffman Pick-A-Play new CINCINNATI CASH 2640 operator Elect

NYS Ops To Elect Officers

ALBANY, N.Y.—Operators from all over N.Y. State will meet at the DeWitt Clinton Hotel here Monday, October 14, to elect a new slate of officers for the New York State Coin Machine Association. The annual meeting will also serve as an opportunity for the discussion of major problems affecting operators namely, The Cellar Bill, SLA Rulings, the new pool table law, MOA, and a revision of present dues structure. NYSCMA President Millie McCarthy has issued a formal invitation to operators throughout the State to attend. Meeting starts at 2:00 PM.

Phil Kurtz Dead At 63

BROOKLYN, N.Y. — Phil Kurtz, Phonograph Service Company, local operator here, passed away on September 26 at the age of 63. Kurtz was a veteran operator in this area and was well-known by the trade throughout the metropolitan area.

LAST CALL!

Ad Deadline Wednesday Oct. 16th

Cash Box—October 19, 1963

1500 Attend Royal Party

CINCINNATI—Between the hours of 12 noon Saturday, October 6th, and 9 PM Sunday, October 6th, 1500 coin machine operators, company representatives, and guests passed through the newly constructed portals of the Royal Distributing Company here at 1210 Glendale-Milford Road, in celebration of the company's new building. The Open House shindig strained the facilities of a local caterer to the point of completely annihilating that restauranteur's potato salad inventory. The effects of the party were felt at local liquor supply levels as well as throughout the City, as supplies for the Open House were rushed (and the replenished) to Royal's new doors.

Leading the long list of factory representatives and guests on hand for the affair were A. D. Palmer and C. B. Ross, from The Wurlitzer Company, latest distributorship acquired by the Clint Shockey-Harold Hoffman headed coin firm. Details of the social, complete with photos, should be available for the next issue of Cash Box.

SECONd QUARTERLY EXPORT VOLUME REPORT

A Special Section Appearing In The October 26th Issue of CASH BOX, World's Leading Coin Machine Trade Publication.

Features

• Sales figures to foreign markets during April, May, June, 1963.
• Separate music, amusement, vending categories.
• Country-by-country unit-dollar breakdowns.
• Export features concerning the coin machine export market.

Distributed to buyers of coin-operated equipment of all types in every market in the world.

Bally BOUNTY

Greatest Line-or-Section Game in History

NEW First Ball Skill-Shot

Player shoots FIRST BALL to land in Skill-Selection in 2 TOP ROWS, scores up to 120 before starting to play for line-and-section scores. Each coin-play advances Skill-Shot Score one step or more.

PHILADELPHIA—The first Bally line of games—Skill-Shot Models Super, Extra, OK, and ORANGE—has become a runaway sales sensation in different markets. Patrons are rushing to see the stunning Bally Super-Sections and USP Super-Sections, plus the Extra Balls... the latest Bally-Skill-Shot hit on the market.

SOLD ONLY in foreign commerce or, pending clarification of the law, a State of the U.S. where "specifically enumerated as lawful in a statute of that State."

See your distributor or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.
GILCHRIST
invites you to see
THE ALL-NEW
ROWE AMI TROPICANA
and listen to
THE EXCITING WORLD
OF
BIG-TIME ENTERTAINMENT
IN STEREO ROUND*

*Pat. pending

HERMITAGE
MUSIC COMPANY
invites you to see
THE ALL-NEW
ROWE AMI TROPICANA
and listen to
THE EXCITING WORLD
OF
BIG-TIME ENTERTAINMENT
IN STEREO ROUND*

*Pat. pending

BANNER
SPECIALTY CO.
invites you to see
THE ALL-NEW
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*Pat. pending

'Poker Face' Has Multiple Score Features

CHICAGO—J. H. Keeney & Co. has introduced a new amusement machine which moves poker from the gambling casino to the entertainment field—and leaves the wagering behind," according to Art Weinand, President (CB, Oct. 12).

"Poker Face" offers a player all the challenges of the card game by building winning relays around two high poker hands, the royal flush and the full house," explained Weinand.

"A third way of winning replays, by high score, is also offered on Poker Face," he added.

To score the royal flush, players must put the ball in a kick hole in the center of the board. A traveling light under the flush cards on the playboard registers which card of the flush the player has scored. Any 10-point score causes the light to travel under the different cards of the flush on the playboard.

The full house is scored by rolling the ball through card roll-outs to get three three's and any combination of a pair. Two cards of the flush, the king and the ace, can be used with other cards on the playboard to make pairs and other roll-overs offer the chance of getting two five's or two seven's to help complete the full house.

When either a full house or royal flush has been scored, bulls-eye targets are part of the two cyclonic kickers on either side of the board are lighted and one replay is given each time the ball hits the lighted bulls-eye.

A possible high score, ranging from 1,100 to 1,900 points, can be used on the three or five-ball game.

Scoring is made by bumpers (10 points each), roll-overs (10 points each), pop bumper when lighted (10 points), when unlighted (1 point), side bumpers (1 point), cyclonic kickers (1 point), the kick hole (50 points), and the bulls-eye targets (10 points).

"Poker Face" has four bumpers, a pop bumper, a kick hole, four cyclonic kickers, two side bumpers, and nine roll-overs for scoring.

"Powerful flipper action can be used to increase the play of the game," said Weinand, "and the automatic ball lift gives the player a ball to play at all times."

The electronically tallied machine is housed in an attractive, colorful, long-life cabinet. It has an all-steel front door with slug rejectors and uses the new playboard lock.

A front molding locking bar eliminates screws and molding bolts, and the playboard can be locked into an upright position for quick and easy servicing.

"Poker Face's" extra long-wear hardboard playboard surface is encased in a rugged cabinet which has polished chrome sides, side rails and front rail.

Keeney's "Poker Face" machines are available for immediate delivery through exclusive Keeney regional distributors.
ATLAS MUSIC COMPANY
invites you to see
THE ALL-NEW
ROWE AMI
TROPICANA
and listen to
THE EXCITING WORLD
OF BIG-TIME
ENTERTAINMENT
in STEREO ROUND*
*Pat. pending

IT'S A GREAT NEW MUSIC-MAKER!
IT'S AN UNBEATABLE MONEY-MAKER!
• Exciting New Styling
• Versatile "Three-in-One" Programming
• Exclusive Self-Contained Speakers
• Dramatic Personalized Location Display
• Top Album Hit Feature
• Color, Motion Salesmanship

SPARKS SPECIALTY COMPANY
invites you to see
THE ALL-NEW
ROWE AMI
TROPICANA
and listen to
THE EXCITING WORLD
OF BIG-TIME
ENTERTAINMENT
in STEREO ROUND*
*Pat. pending

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• Dramatic Personalized Location Display
• Top Album Hit Feature
• Color, Motion Salesmanship
STOP!
LOOK!
LISTEN!
Rowe AMI introduces
the great new Tropicana phonograph to bring you

What's a coin-operated phonograph? A jukebox? Yes. A music system? Yes, that too—but much, much more. What this brand-new Rowe AMI Tropicana does is to bring the marvelously exciting world of big-time entertainment into the room with you. In light, motion, color. And in sound—the orbital sound of Stereo Round.* And the music it plays? Whatever the tune, you'll find it's the sound of money.

smart new styling!!

Clean. Low. Slim. Dramatic. Elegant. Just look at it—and you can apply your own adjectives. The woodgrain front is handsome. The stainless steel front is sophisticated. And they are interchangeable.

room-filling stereo round*!!

All the gorgeous sound of stereo in one self-contained unit. Four speakers to bring you the violin highs, the bass lows, the low, moaning vocals, or the ceiling-lifting beat of jazz in real-life, true-to-tone sound.

*Pat. pending

versatile programming!!

Three phonographs in one. Change from 200 selections to 160 or 100; do it the other way; do it to suit the particular need of each location.

features!! features! features!

Play-inviting features like the Top Album Hit display panel. Location-pleasing features like full-width personalization display. Reliability features like a newly designed record guide. Quality features like a diamond stylus good for 50,000 plays. Versatility features like the new, silver-contact stepper that permits use with competitive wall boxes. Features that add up to the sound of money—for you.

SEE THE NEW TROPICANA NOW
SEE IT AT YOUR ROWE DISTRIBUTOR'S

ROWE AC SERVICES
18 South Michigan Avenue, Chicago 3, Illinois
THE SOUND OF MONEY !!!
DAVID ROSEN, INC.
invites you to see
THE ALL-NEW
ROWE AMI TROPICANA
and listen to
THE EXCITING WORLD
OF BIG-TIME
ENTERTAINMENT
in STEREO ROUND*

*Pat. pending

IT'S A GREAT NEW MUSIC-MAKER!
IT'S AN UNBEATABLE MONEY-MAKER!

• Exciting New Styling
• Versatile "Three-in-One" Programming
• Exclusive Self-Contained Speakers
• Dramatic Personalized Location Display
• Top Album Hit Feature
• Color, Motion Salesmanship

ROANOKE VENDING EXCHANGE INC.
invites you to see
THE ALL-NEW
ROWE AMI TROPICANA
and listen to
THE EXCITING WORLD
OF BIG-TIME
ENTERTAINMENT
in STEREO ROUND*

*Pat. pending

IT'S A GREAT NEW MUSIC-MAKER!
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• Exciting New Styling
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• Top Album Hit Feature
• Color, Motion Salesmanship
Libbey Music Adapts Jukes For Outdoor Location Operations

Libbey Music and Distributing Company, operators in the New England area, has developed a metal cabinet which houses a juke box and is used for outdoor purposes. (Picture) The cabinet uses an ear trumpet principle and the box acts as a resonator sending the recorded music over a wide range. The cabinet will go into production in Chicago this week following tests during the past twelve months which have proven the cabinet successful. Libbey expects the cabinet to be used in restaurants (drive-ins), auditoriums, and beach resorts. Heretofore, standard juke boxes without a means of throwing the sound have not been widely accepted in out-of-door locations. Speakers are necessary. The cabinet design was revised four times before the present construction met with the firm's approval. Libbey expects to sell it to the coin machine industry here and in the foreign markets abroad.

HAVERHILL, MASS.—Tom Libbey, Libbey Music and Distributing Company, operators in the New England area, has developed a metal cabinet which houses a juke box and is used for outdoor purposes. (Picture) The cabinet uses an ear trumpet principle and the box acts as a resonator sending the recorded music over a wide range.

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$5000 PER BALL: That's the price West Coast arcade owner Sam Gordon paid for the ball NY Yanks' slugger Roger Maris hit for his 61st home run in 1961. Today, Gordon is also a restauranteur and quite a promoter (the above pic was taken in his Sacramento eatery). Last week he visited Mike Munves in NYC for arcade equipment, his first love.

SOUTHERN AUTOMATIC (LOUISVILLE) distributes *

MUSIC COMPANY invites you to see

THE ALL-NEW ROWE AMI TROPICANA

and listen to

THE EXCITING WORLD OF BIG-TIME ENTERTAINMENT IN STEREO ROUND*

*Pat. pending

AUTOMATIC MUSIC DISTRIBUTORS

900 Northwestern Ave., Oklahoma City, Okla.

invites you to see

THE ALL-NEW ROWE AMI TROPICANA

and listen to

THE EXCITING WORLD OF BIG-TIME ENTERTAINMENT IN STEREO ROUND*

*Pat. pending
The arrival of new models of equipment keeping the traffic heavy on Pico Blvd. this week. The number of operators in town has helped spark healthy business for all wholesalers and distributors. At Paul A. Laymon Inc., Jimmie Wilkins reports business in phonographs, games and pool tables good, with every indication that sales for this fall should continue to be strong. He added that many operators, who don't regularly visit Pico, have been in for the first time in quite a while, which should be a good sign. Jimmie spent some time last week in the San Diego area, and will be covering Bakefleld this week. R. F. Jones Co., holding open house with lunch and refreshments all this week to introduce the new Rowe AMI 'Tropicana' phonograph. Chuck Klein said all the operators came and looked and saw and went away 'goggle-eyed.'

Johnny Detwilder, manager of the R. F. Jones branch in Honolulu stopped by the local offices enroute from Chicago to Hawaii. Jack Harper, president of Rowe A. C. Services office in San Francisco, and C. A. Robinson & Co., Hank Troniek reporting business continuing at a brisk pace. Just encouraging as the sales picture, Hank said, is the excellent status of customer accounts, which serves as a fine barometer of business conditions. Mike Hall, popular Robinson service manager, is elated with engineering excellence of new equipment now arriving. Eddie Boone, Hall's assistant off to Acapulco, for a few days of fishing off the Mexican Coast. George Anthony, president of Tape-Athon, back home recuperating nicely after recent knee surgery, is reported fine. At Amo's office, Bill Happel said that Southland Engineering's new game 'Time Trials' is one of the finest games to come out in a long time. The game has met with great enthusiasm from the operators and those operators who have 'Time Trials' out on location are reporting very high collections. Congratulations to Lydia Lloreda of the parts department who became the bride of Norman Davies. Bob Shaw is the new employee, joining the parts department this week. Another new employee joining Amo is well-known mechanic, Jim Blair who will be working in the vending dept. Rocky Newsread reported there had been a rush on the installation of remote wall boxes on locations. Movie star, George Hamilton in at Lucenhagen's Record Bar with his debut recording on the MGM label, "Don't Envie Me."

The Solle sisters off to Palm Springs for the first weekend of the season. A huge trailer was backed up to Simon Distributing Co., loading a shipment of nineteen crates for export to Japan, and after it left, Frank Mencuri found one large crate left behind, standing in the shop, which he loaded on the boat to San Francisco on a business trip. At the Wurlitzer Factory Branch, manager Clayton Ballard very pleased with the results of Bart Bartholomew's latest trip to San Diego. Clayton had received a call from Gary Sinclair from Vancouver, B.C. where he is covering the Canadian West Coast territory. The service school that factory engineer Walt Petet conducted in San Diego was a great success with many of the local operators in attendance. Vito Samela, national singles sales manager for Capitol Records visiting Sammy Ricklin at California Music this week. Also in to see Sammy was a group of national sales for Decca Records. Out of town operators seen this week included: Joe Guisen from Catalina Island, and Dick Kanolid from Oxnard, Calif.

**Midwest Musings**

Art Hagness, Grand Forks, No. Dakota, in town for the day making the rounds. Art picking up his record and parts orders. Art at the Guthrie, Sins Falls, elected to vice-president of the M. O. A. a good association man. Earl Ackley and son-in-law Jack in town for the day picking up parts and records. Antelope hunting in Wyoming this week end had Ernie Olson and Leo Rau, St. Cloud, on the firing line. Elgin McDaniel, also in Wyoming for opening season for antelope hunting. Happy Birthday to bartender Mike Mitchell, So. Dakota, Bob Aherin, LaMoore, No. Dakota, and Fred F. Fixel, Pembina, No. Dakota. Gabby Chisiej, Grand Rapids, Minn. in town last weekend and saw the Nel's new football game. Congratulations to Mr & Mrs Rongon Manolis, Huron, So. Dak. on the arrival of a new baby, christened Brian Christopher Manolis. Robert Ratchford, Ronald Manolis, and Earl Porter, were in town to see the last of the Minnesota-Yankee series. Ray Charles and his orchestra at the Minneapolis Auditorium Sunday, Oct. 6th. The Gleeke Music Co. Sioux Falls have moved into their new quarters. Have plenty of room and parking space.

**California Clippings**

Happy Birthday This Week To:

Western Trails Of Chicago Opens New Eng. Branch

CHICAGO—Ross Scheer, president of Western Trails Company, in this city, advised this past week that the firm's initial branch offices and showrooms were opened last week in East Long Meadow, Massachusetts (a suburb of Springfield, Mass.). The new sales outlet is headed by Bill Racusin, director of sales for Western Trails.

The new eastern branch is located at 132 Shaker Road. Racusin and his staff will cover the greater part of the states east of the Rockies. Racusin's sales manager is Gene Colmes. The secretary is Edith Solomon.

Scheer stated that these additional salesmen will shortly be added to the staff due to increased sales volume.

K. C. Sales Skeds
First Rowe AC Show This Week

CHICAGO—Kenny Glenn, general manager of K. C. Sales & Service Company, St. Paul, Minnesota, will host a premiere showing of the new Rowe AMI "Tropicana" coin-operated phonographs next Sunday and Monday, October 20 & 21, in the firm's showrooms. K. C. Sales is a subsidiary of Pioneer Sales & Service, Milwaukee, Wisconsin.

Glenn advised last week that this will be the first such showing and gala Open House for K. C. Sales, and that he expects Minnesota operators to come out in force.

The Rowe line of vending machines, and "Tropicana" was recently introduced at the NAMA Convention in Chicago, will also be placed on display during the gala Open House.

Co-hosts will be Joel Kleiman and Sam Cooper, co-heads of Pioneer Sales & Service Co., of Milwaukee, and K. C. Sales in St. Paul.

Refreshments will be served throughout the day. K. C. Sales is located at 1920 University Avenue.

Runyon Showings
Start Oct. 14

SPRINGFIELD, N.J.—Barnet Sugerman, President of Runyon Sales Company, advised that showings of the firm's new 'Tropicana' phonograph will begin October 14-15 in the Rowe AC district's Springfield showroom, moving to Hartford for an Oct. 16 show, and then on to NYC for the Oct. 17-18 dates. Abe Green, Myron Sugerman and Morris Rood will be among the staff reps on hand in Springfield. Sugerman will move from Springfield to NYC for the Tenth Ave. show, joining Lou Wolberg and Nate Sugerman, while Irv Kempner will assist Hartford manager Nat Gutkin on Oct. 16.

NEW!
Gottlieb's 3 or 5 Ball Single Player

- Making all cards in light box re-lights all rollovers for specials
- Lighting groups 10-J-Q-K-A, 6-7-8-9, 2-3-4-5 lights hole for specials
- Rollovers increase value of targets
- Top rollovers light 5 pop bumpers for super-score
- Playboard Auto-Clamp
- Double-size cash box
- Maximum security door lock
- Stainless cabinet trim
- Front moulding clamp
- Match feature

Ask your distributor for a feature demonstration!
distinctive new
ROCK-OLA Capri II

100 play stereo monaural phonograph
...now in two exciting models
...with or without
full dimensional stereo!

Again in '64 Rock-Ola brings to the operator the finest in elegant cabinetry craftsmanship. Here is styling that is at once both appealing and unimposing . . . fresh, direct styling that conveys a feeling of richness and quality, in keeping with the richness and quality of the play-building Rock-Ola sound system. Here is engineering and design simplicity unequaled by any other phonograph on the market!

New and extremely durable cabinet finish
New Plastic laminate "Conolite" cabinet finish is extremely stain and mar resistant, easy to keep clean . . . always maintains a beautiful glossy shine.

Exclusive Rock-Ola Selector Mechanism
Fastest selection-to-play cycle available. Coupled with the famous Rock-Ola revolving record magazine, it selects ready for play any record in ten seconds or less! Ends sticky selector coils . . . replaces them with positive-action mechanical selector levers which provide fail-safe selection every play.

Full Dimensional Stereo Sound (optional)
Dramatically achieved by combining perfect stereo cone tweeters, above, with the main unit speakers below, then factory pre-angling them to achieve what we call "beaming the music" . . . providing full dimensional sound whatever the location!
with famous ROCK-OLA design simplicity

1 Famous Rock-Ola Revolving Record Magazine
Often imitated but never equaled, the famous Rock-Ola revolving record magazine has proved itself dependable through years of trouble-free service for operators around the world!

2 New "Common" receiver system
Adapts quickly and easily to both Rhapsody II and Capri II. Ends cost of multi-receiver system inventory.

3 New Automatic Rock-Ola "Money-Counter"
Plug-in unit counts nickels, dimes, quarters, half-dollars. Gives exact total of machine receipts. Sealed, tamper proof unit—"totals" reading visible through window.

4 Fool-proof two-button selection system
Single plane two-button selection system speeds play. Key switch assembly is isolated from pushbuttons. Eliminates service calls caused by spilled liquids.

5 Plug-in-needle cartridge—Snap-in Diamond stylus
High-compliance astatic stereo cartridge merely plugs in. No wires, no screws, no connections needed. New snap-in diamond stylus eases service problems.

Feather-touch tone-arm set down
Resister circuit on gripper arm motor slows action on tone arm for softer set down. Lengthens needle life. Muting delay relay circuit allows tone arm to be muted during set down. Eliminates feed-in groove noise.

6 Exclusive Rock-Ola Mech-O-Matic Intermix
Completely automatic changer intermixes 33⅓, 45 rpm, stereo, monaural records, in any bank, in any sequence. No wires, no micro-switches or electronic aids for changing motor speeds or spindle sizes... nothing to break down or repair!

Take advantage of the many big features of the new Rock-Ola Capri II
See your Rock-Ola Distributor today.
NEW LOOK! NEW LOOK! NEW LOOK!

UNITED'S NEW Fury

BOWLING ALLEY
With Powerful Repeat-Play Appeal

PLAYERS' CHOICE OF

REGULATION
REGULATION CHAMP
FLASH
ADVANCE
DUAL FLASH

BEAT THE CHALLENGE
TOP THE SCORE
First shot of game sets up the score in big bright lights for other players to beat...stimulates competition.

PLAYERS' CHOICE OF

REGULATION
REGULATION CHAMP
FLASH
ADVANCE
DUAL FLASH

Handicap Feature
EASY STRIKE OR NORMAL STRIKE

Standard 10' Play
*
DOUBLE-NICKEL-DIME-QUARTER
HALF-DOLLAR PLAY
(Optional at Extra Cost)
*
CENTER COIN ENTRY

TO CAN PLAY

STAINLESS STEEL ENCLOSURE
for COIN-MECHANISM

13 Ft. Shipping Weight (Crated) 740 lbs.
16 Ft. Shipping Weight (Crated) 775 lbs.

UNITED OPERATORS ARE SUCCESSFUL OPERATORS

UNITEO MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UMCO
"do you mind turning to page 94 for the TOP PROFIT NEWS OF THE YEAR from ROCK-OLA..."