Although best known to the public as a master cartoonist and film-maker, the Walt Disney name in one trade is also associated with some of the top musical standards of all time. For this holiday season the Disney Studios have created a new fully-animated film with another powerful score in "Sword In The Stone." For maximum coverage on the score, Disney Productions and Disneyland Records have combined their resources to come up with a unique record packaging concept. Jimmy Johnson, exec. v.p. of the label selected the track album as the first release in the company's new Premiere Disneyrama Storyteller Series. The album pulls out to show three complete scenes from the story in a 3-D pop-up effect.
And Another Big One For Dion—His New Columbia Album of Hits!

Dion DiMucci

Columbia Singles Sell
1963: THE YEAR OF TRANSITION WITHIN

With less than two months to go before 1963 has completed its course, it is quite obvious at this point that '63 will be remembered by the trade as "The Year of Transition Within."

The spotlight this year fell on activities behind the scenes rather than on a specific that the public is aware of such as the debut of rock and roll, the advent of stereo or the introduction of 33 and 45 rpm speeds.

The major transition in the record business this year took place in the area of distribution. It was only six or seven months ago that we editorialized on the obvious changes, consolidations, etc., that we felt would be forthcoming during the subsequent twelve month period. But it is quite obvious now that the transition was much more rapid than anyone anticipated, and it still appears to be in its early stages.

During the last few months the rate of change has greatly accelerated. Many territories are being closed up as far as branches are concerned, leaving resident sales and promotion men to cover the territory. Warehouses are being consolidated. Marginal distribution outlets are being closed down, sold or liquidated. Just as soon as one company closes a branch in an area, turning over his line to an indie distri$, another manufacturer decides to open a branch in the same trade.

Rack jobbers are buying distributorships and distri$s are buying rack operations. Dual Distribution is a much discussed subject.

The fact that these things are happening is familiar to everyone. But the steadily increasing pace at which they are occurring is startling.

The business is using 1963 to seek a new level. Perhaps people within the trade prefer to call it a "Consolidation" before the record industry makes its next step in the direction of greater growth.

Many consider this transitional period very healthy—ridding the industry of some of the "undesirables" who stepped in to grab a share of the business as it was booming, while contributing little to the long term growth of the business.

It's, of course, impossible to predict the outcome. But there are people whose life has been spent in distribution who feel that this is only the beginning of a major change in the industry that will give the business a very new and different face in the very near future.
Cash Box TOP 100

Position 11/2/10
Position 11/2/10
1 DEEP PURPLE (Rollings—ASCAP) 2 25
2 SUGAR SHACK (Shoemaker—ASCAP) 3 1
3 WASHINGTON SQUARE (Willis—BMI) 5 4
4 I'M LEAVING IT UP TO YOU (Venable—BMI) 8 13
5 IT'S ALL RIGHT (Furniss—BMI) 10 14
6 BE My BABY (Jersey, Barth, Trio—BMI) 4 3
7 BUSTED (Prange—BMI) 5 2
8 I CAN'T OTHER'S LOVE AT YOU (Carr, G meets!—BMI) 6 9
9 MARIA ELENA (Peer [Int.]—BMI) 15 16
10 BOSSA NOVA BABY (Seleva, Pagan—BMI) 11 15
11 TRAVELIN' (Delvis Presley—BMI) 13 17
12 MEAN WOMAN BLUES (Venezuelan—BMI) 7 8
13 TALK TO ME (Jay & Gee—BMI) 9 9
14 FOOLS RUSH IN (Bregman, Vacco & Assoc—BMI) 14 12
15 THAT'S SUNDAY THAT SUMMER (Comal—BMI) 17 19
16 WALKING THE DOG (East—BMI) 20 27
17 DONNA THE PRIMA DONNA (Don litterg—BMI) 12 6
18 EVERYBODY (Robert—BMI) 27 37
19 (DOWN AT) PAPA JOE'S (Tunu—BMI) 22 31
20 BLUE VELVET (Vogue—BMI) 16 6
21 500 MILES FROM HOME (National—BMI) 25 29
22 YOU SWEETEST LOVE (Brevard, Motown—BMI) 24 26
23 MISTY (Vernon—BMI) 26 35
24 LITTLE RED ROOSTER (Cook—BMI) 37 64
25 YOUR DOCTOR LOVES YOU (Hillia, Mema—BMI) 30 40
26 HEY LITTLE GIRL (Curten, Jatonne—BMI) 35 56
27 CRY BABY (Curtin, Teme & Mith—BMI) 38 10
28 CRY TO ME (Curtin, Progressive—BMI) 29 33
29 I ADORE HIM (Green, Columbia—BMI) 39 61
30 WILD! (Kalamann—ASCAP) 40 46
31 DON'T THINK TWICE, IT'S ALL RIGHT (Peters—ASCAP) 19 18
32 CROSS FIRE! (Kalamann—ASCAP) 21 20
33 TWO THOUSAND HOURS FROM TULSA (McGav—BMI) 53 10
34 WALKIN' PROUD (Singer, Gema, Columbia—BMI) 52 60
35 THE GRASS IS GREENER (Gane, Paynter—BMI) 23 21
36 WITCHCRAFT (Banks, Presley—BMI) 47 69
37 BLUE BAYOU (Roy Orbison—BMI) 28 23
38 PART TIME LOVE (Taylor—BMI) 31 25
39 LIVING IN A LIE (Prince—BMI) 64 96
40 CAN I GET A WITNESS (Jabbi—BMI) 62 77
41 I WONDER WHAT SHE'S DOING TONIGHT (Stewart, Del—BMI) 76 84
42 SINCE I FELL FOR YOU (Wells,穿着!—BMI) 71 92
43 NEW MEXICAN ROSE (Cranston—BMI) 34 30
44 BLUE GUITAR (U.S., Songs—BMI) 41 42
45 DOWN THE AISLE (Six—BMI) 51 58
46 BE TRUE TO YOUR SCHOOL (Brown—BMI) 73 20
47 LODDY LO (Kamman—ASCAP) 80 80
48 MISERY (Norma, De Bar—BMI) 58 63
49 DON'T WANT TOO MUCH (Panther—ASCAP) 54 62
50 TWO TICKETS TO PARADISE (Brend—BMI) 45 39
51 DOMINIQUE (General—Music—ASCAP) 100 0
52 POINT PANO (Chapp—BMI) 55 55
53 REACH OUT FOR ME (Chapp—BMI) 60 66
54 YOUR WINGS CAN FLY (Hills—BMI) 61 71
55 WONDERFUL SUMMER (Tillett, Shad—BMI) 86 95
56 SATURDAY NIGHT (Tillett, Shad—BMI) 77 87
57 THE MATADOR (Cash—BMI) 72 83
58 HONOLULU LULU (Songs—BMI) 32 22
59 RED SAILS IN THE SUNSET (Sapojnik, Sher—BMI) 44 43
60 UNCHAINED MELODY (Frank—BMI) 70 70
61 SALLY GO 'ROUND THE ROSES (Shay & Shaya—BMI) 33 24
62 PLEASE DON'T KISS ME AGAIN (Till—BMI) 67 73
63 HEAT WAVE (Bole—BMI) 79 57
64 FUNNY HOW TIME SLIPS AWAY (Till—BMI) 36 32
65 WORKOUT STEVIE, WORKOUT (Till—BMI) 34 34
66 SURFER GIRL (Lyrics & Music—BMI) 42 36
67 MICKEY'S MONKEY (D. Millicent—BMI) 49 41
68 COME BACK (DuBarry—BMI) 50 54
69 I'LL TAKE YOU HOME (Screen Gems, Columbia—BMI) 48 45
70 TWO-TEN, SIX-EIGHTEEN (MGM—BMI) 79 86
71 YESTERDAY AND YOU (Burnett—BMI) 84 93
72 YOU DON'T HAVE TO BE A BABY TO CRY (Frank—ASCAP) 92 31
73 IN MY ROOM (Tillett—BMI) 78 78
74 TALK BACK TREMBLING LIPS (Stair—BMI) 78 95
75 GONNA TRAVEL ON (Pantheon—BMI) 80 90
76 HAVE YOU HEARD (Sang—BMI) 88 89
77 ANY OTHER WAY (Chuck Jackson—Ward-141) 85 91
78 A FINE, FINE BOY (Smith—BMI) 81 99
79 LOUIE, LOUIE (Kingsley—BMI) 117 197
80 WIVES AND LOVERS (Boyd—BMI) 20 13
81 THEN HE KISSED ME (Cry-Cry—BMI) 46 39
82 YOU'RE GOOD FOR ME (Claridge, Mother—BMI) 97 23
83 A STORY UNTOLD (East—BMI) 42 82
84 YOU'RE NO GOOD (E. H. Morris—ASCAP) 95 35
85 I GOT A WOMAN (Hi—BMI) 49 17
86 SUE'S GONNA BE MINE (Shingo—BMI) 99 95
87 HEY LOVER (DeBee—BMI) 98 98
88 DAWN (DeBee—BMI) 101 101
89 SHIRL GIRL (Bragg—BMI) 91 91
90 FLAY O' THE LACE (Bear—BMI) 99 99
91 AS LONG AS I KNOW HE'S MINE (Jackette—BMI) 42 83
92 BABY, I DO LOVE YOU (Kingsley—BMI) 92 92
93 MIDNIGHT MARY (Shari—BMI) 93 93
94 BABY, DON'T YOU WEEP (Ritchie, Motown—BMI) 95 95
95 I'M A WITNESS (Song—BMI) 97 97
96 THE NUTTY GRITTY (Goslin—BMI) 98 98
97 SHE'S GONNA BE EVERYTHING (E. H. Morris—BMI) 99 99
98 LONG TALL TEXAN (Mother—BMI) 100 100
99 SIGNED, SEALED AND DELIVERED (White—BMI) 82 82
100 CROSSFIRE TIME (Kingsley—BMI) 83 83

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS

NOVEMBER 9, 1963

* SHARP UPWARD MOVE

• OTHER VERSIONS STRONGLY REPORTED
On its way!
Anthony Newley
I SAW HER STANDING THERE B/W
I LOVE EVERYTHING ABOUT YOU

London 5202

Pick of the Week

Tony Newley
I SAW HER STANDING THERE

Great teen sound from Newley who gets through this number with humor and effervescent attack. The flip is "I Love Everything About You" (whip) (1:52).

This one will make big noise...
The Bachelors
WHISPERING

London 9623

Jet Harris & Tony Meehan
APPLEJACK

London 9622

The Fashions
SURFIN’ BACK TO SCHOOL
FELSTED-8689

Eddie Bo
SHAKE, ROCK & SOUL
CINDERELLA-1203

Cash Box—November 9, 1963
**ABC-Paramount Opens N.Y. Distrib Branch**

NEW YORK—ABC-Paramount Records has opened its own distributing branch in New York, it was announced last week by Sam Clark, president of the company, and George Maitland, vice president for operations. The new branch will handle ABC-Paramount distribution to area outlets out of its wholly-owned distributing branch, Jet Records Distributing Corp.

All labels with the exception of Westminster, which will continue to be distributed through the Westminster branch, will be handled by the branch, which will be located at 35 West 54th Street, New York. Furthermore, Chancellor Records, distributed nationally by ABC-Paramount, will stay with Alpha Dist, in New York. Tangerine, another distributing label, also handled by the label, moves over to Jet.

Jet will be under the management of Christopher V. S. Allard, who will be associated with ABC-Param for the past two years. Mel Hays, director of promotion and administration, Stark will be assisted by Lenny Lewis, who has handled sales and promotion for the company’s Impulse! label.

**Everest Acquires Concert-Disc Line**

HOLLYWOOD—Everest Records, continuing its classical disk buildup, has acquired the Concert-Disc & Concert-Novosti labels from the late Maitland Cullman. Concert-Disc and Concert-Novosti are part of the Fine Arts Quartet, New York Woodwind Quintet, Regional Hall, Frank Glass, Toscanni Orchestra, Dic. Schory and others. New releases planned for the near future include the complete recordings of the late Beethoven Quartets with the Fine Arts Quartet and the first recordings of the Mozart Quintets with the Woodwind Quintet.

**Warner Bros. Splits A&R Functions Into Singles, Album Product**

BURBANK, CALIF.—In a move designed to give the label more flexibility and efficiency, Mike Maitland, president of Warner Bros. Records, has split the duties of the company’s A&R activities into separate album and singles areas of responsibilities.

Jimmy Hilliard, for the past two years directoritive to report directly to Maitland, in that post and, effective immediately, will be responsible for all albums released by the company. Hilliard will initiate all albums as well as work with outside producers and arrangers on WB albums.

Joe Smith, national promotion manager of the company, will take on additional responsibilities for the production management of the albums. Smith will direct the creation of all singles and album publicity as well as arrange for the staff of outside producers WB has assembled.

"Our album and singles market becoming much more specialized," Maitland said, "and it is in the interest of the company that such a company as ours be equipped to move rather rapidly in either field.

Smith and Hilliard will work together to coordinate the production phases of a result of having been popularized as a single. The album market similarly has been influenced by the hit singles market as a result of the broad and widespread interest in both album and singles music as well as albums which largely appeal to adults only.

"We are working very effectively, immediately, with Smith and Hilliard to develop and maintain a strong album presence," said Maitland. "This is a real challenge, the kind of challenge which only recently was seen on the scene.

**CMA Meets in Nashville; New B. Of D. Elected**

NASHVILLE—Visitors to the Country Music Association's three-day convention held last week in Nashville participated in the three-day sessions of the association's Annual Meeting and Council. The key item of the meeting was the election of a new president and board of directors. The largest showing to date for the non-business convention.

Gilmore also said that as a result of the promotion of artists, and the resignation of three weeks ago of Nick Venet, a number of producers would be working with new producers.

Under the new organization Gilmore also assumes responsibility for the creative services department under Marvin Schwartz, director, which includes editorial director Bill Frost, art director Ed Thraseker, and Ken Veeder, director of the photography department.

The establishment of Jet brings to an end an eight-year association between ABC-Param and Malverne Distributors of New York, which, in Clark’s words, "has been a most successful, and greatly enjoyed by ABC-Param over the years, and have fulfilled every obligations of the best and most reputable record producer in the business," the move by ABC-Param, an announcement, is in large part motivated by the desire of the management to experience first-hand the problems and responsibilities of a distribution corporation.

Jet Records Distributing Corp., located in the Long Island City, further extends the ABC-Param distribution in this area. The label established its own pressing plant in the Bronx, Technical Sound, Inc., in 1956.

NEW YORK—"The Singing Nun" takes big strides this week in what looks like a singles and LP triumph for her.

Cash Box charts tell the story: the album by the Belgian sister (The Singing Nun) sold in one week, over 100,000 LPs, and while the singles total was put at 200,000 last week.

The label said it was faced with a "monumental task" in quickly regrouping its manufacturing processes to meet the demands for the album. A coordination staff has been formed to expedite the manufacturing of the LP, which is in the label's Columbia Series, and thus includes such "extras" as deluxe packaging, bound-in brochures, line drawings and four water color sketches from the sister's brush.

In the photo, "The Singing Nun" (seated) is shown at a recording session.

**Kapp Co-Op Program Lets Dealer Make-Your-Own Ads**

NEW YORK—Kapp Records has initiated an ambitious co-op ad campaign that allows the dealer to be his own agency in moving specific Kapp product.

The program, which just got underway with ads placed in Cleveland newspapers, centers around an ad kit that contains the necessary components for the dealer to work with and come up with an ad that best fits his needs. That is, the dealer can highlight particular Kapp material, add, and whenever necessary, shift emphasis to other releases. Kapp is making the ad kit, in either its full scope or on a more limited scale, available to dealers through its distributor.

In addition supporting Kapp product is a series of striking, four-color blowups of LP covers by such big Kapp names as Roger Williams, Bill (Jose James) Dana, The Chad Mitchell Trio, Rose Marie plus a varied-artist hothead customary LP Side-panels on most of the blowups include smaller reproductions of LP sleeves by the artist represented. In addition, window-streamers are available.

**Crosby Back at Capital, Global Issue Of Xmas Deck**

HOLLYWOOD—Billy Crosby is returning to the Capitol Records fold—after a more than six year absence—with a single which will issue simultaneously in all countries of the free world. Deck, “Do You Hear What I’m Saying” will be released on about Nov. 18.

Der Bingle, last heard on the Reprise LP, recently purchased Counterclock and Esoteric, two other longshore-minded labels, has formed the first companies to develop a complete tape and record preparation and pressing plant with a 24-in. semi-automatic machine. The new plant, including mixing, pressing and packaging areas, is located at 1025 W. Third Street, Hollywood. The plant is expected to be in operation by the end of the year.

**Epics Unveils New Vinton Christmas EP**

Tampa-Motown Foreign Deals Nearly 100% Completed

NEW YORK—Tampa-Motown Records has just about completed its worldwide move to the new representation of its product throughout the world. The label, set-up one of the hottest international moves, has set deals in all major markets with the exception of Spanish-speaking countries, including Latin-America (firm is currently negotiating for reps in these areas). The rep deals stack-up this way: The group's growth allowing M-T's product in England, Canada, New Zealand, South Africa and Australia; in France, there's an unusual aspect in the rep deals in that all of Little}
**Cash Box**

**November 9, 1963**

**Pick of the Week**

"THE IMPOSSIBLE HAPPENED" (2:03) (Artium ASCAP—Hugo, Luigi, Weiss)

Waterfall" (2:55) (Artium ASCAP—Marshall, Byron)

LITTLE PEGGY MARCH (RCA Victor 5267)

LITTLE PEGGY MARCH appears to be the new Mary Martin. Her recent chart-mover, "Hello Hawaiian Goodbye Love," is a beautiful, steady beat romantic jumbo, labeled "The Impossible Happened," that the chiffons have done such a fine job with. The bottom line on this authoritative bottom line is a pretty, shuffle beat sentimental ballad with a country flavor.

"KANSAS CITY" (3:12) (Lois BMI—Leiber, Stoller)

LONEROME TRAVELER" (2:16) (Bright Tone BMI—Marco, Margo, Medress, Siegel)

THE CHIFFONS (Lauree 3212)

The Chiffons, who recently added "A Love So Fine" to their rapidly growing catalog, are "I Have A Boyfriend," Side 2 a bright sounding rhythm-rocker that the females deliver in a manner that's once again right up the teens' alley. Effective instrumental background. Underneath the shuffle-back 'answer' to the white-black Tokens' entry, "Dry Your Eyes."

"STOP FOLLIN'" (2:53) "BABY, YOU'VE GOTTEN IT MADE" (2:15)

(Benday BMI—Benton) "B.B. King—William's"

BROOK BENTON & DAMITA JO (Mercury 72907)

Mercury teams up two of its great talents, for the first time, and it's a good bet that the duet will be all over the airwaves in no time flat. One half, "Stop Follin'," finds Damita and Brook in a most attractive, slow shuffle ballad pose, while the other, "Baby, You've Gotten It Made," is a tantalizing, Latin-flavored twister. Potent backing on both ends supplied by Luchi DeJesus.

WHERE THERE'S A WILL" (2:38) (Conrad BMI—Brom)

BONY MACK (Conrad BMI—Reed)

LONNIE MACK (Fraternity BMI)

Mack, who has an instrumental giant with "Memphis" and followed in solid style with "Wahm!," can have his 3rd big one in-a-row here. This time it features Lonnie on the vocal end and he turns in a tremendous, emotion-packed performance on the throbbing beat-ballad "Where There's A Will There's A Way." Backing's the infectious Jimmy Reed blues booster. "Baby, What's Your Name?" is a hit with loads of feeling. Sensational vocal-musical support on both ends.

"LET'S START THE PARTY AGAIN" (2:46) (Screen Gems—Columbia BMI—King, Goffin)

(Please Hurst Me) (2:42)

SCREEN GEMS—Columbia BMI—King, Goffin)

LITTLE EVA (Dimension 1019)

Little Eva serves up another tasty Dimension slice that could send her soaring back up the hit ladder. Side to watch is "Let's Start The Party Again." A stirring, rock-a-chromatic cha cha, with a party atmosphere opener, the track marks switches in money-in-the-bank-for-all-concerned backing. Backing's a fearful, easy-beat-ballad affair that also takes the dual-track performance.

"PISTOL PACKIN' MAMA" (2:36) (Vogue BMI—Dexter)

"YOU'RE MY GIRL." (2:33) (Saturday ASCAP—Creeco, Keyes)

THE HIGH KEYS (Atoe 6276)

The High Keys, having brought "Que Sera, Sera" back to hitville, are back with another up-dated contender for chartdom. This time it's the delightful novelty, "Pistol Packin' Mama." This crew rocks out with loads of catchy Jukebox support. General arrangement by Gioccolo (who also grabs conducting credits). Under his emotional, change-of-pace beat-ballad romp.

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"DON'T LOVE ME" (2:36) (Edna ASCAP—St. John)

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**Record Reviews**

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SCORING WITH THESE PERFECT HITS!

HE UNDERSTANDS ME
TERESA BREWER
PHILIPS 40 125

P;vrAMOUNT
[420x559] 10503

WHISKEY ROAD
MERLE KILGORE
WOW 541356B

ALL AMERICAN SURFER
THE BUSTERS
ARC 740

JUST LIKE A FOOL
(I KEEP HURTIN')
DEE DEE FORD
ABC PARAMOUNT
P 10503

WHERE IS THE BOY
DIANE RAY
MERCURY 72195

DUMB HEAD
VINNY ARNELL
MGM 413377

THE NITTY GRITTY
SHIRLEY ELLIS
CONGRESS 4-CG-202

MOUNTAIN OF LOVE
DAVID HOUSTON
EPIC 5 9629

YOU'LL DRIVE ME BACK AGAIN
FARLIN YOUNG
MCA 1020

Don't Cross Over To My Side Of The Street
LINDA BRANNON
EPIC ...

Cash Box — November 9, 1963

Nashville
MERLE KILGORE, Mgr.
812-16th Ave. So.
Nashville, Tenn.

London
JIMMY PHILLIPS,
Managing Director
PETER MAURICE MUSIC
CO. Ltd.
21 Denmark St., London,
England
**Pick of the Week**

"NEW!" (3:55) [Stratford ASCAP—Camden, Green, Stone]

SILENT SPRING (2:35) [Harwin ASCAP—Harbar, Arlen]

LEN A HORNE (20th Century Fox 449)

The fabulous song stylist makes her bow on 20th-Century-Fox with "New!"—a positive approach 'message' tune associated with the Civil Rights movement. Produced by the great Harold Arlen, and scored by his partner, Leona Hayman, the tune is an authentic folk jazz-styled "I'M A SINNER."

"IT'S ALL IN THE GAME" (2:59) [Remick ASCAP—Signac, Dawes]

"I'M LOOKING OUT OF THE WINDOW" (2:15) [G. Schirmer ASCAP—Niles]

CLIFF RICHARD (Epic 9633)

English songster Cliff Richard could have a click follow-up to "Lucky Lips" with "It's All In The Game" (a two-time winner for Tommy Edwards). Side, already a big deck in England, receives a most appealing, soft-spoken reading from Richard. In instrumental support from Norrie Paramor & Co. The lifting, sentimental woe-woozer's cover-up from his "Hits From The Summer Holiday Soundtrack" LP.

"I CAN'T STOP SINGING" (2:35) [Lion BMI—Malone]

"THE FEELING IS GONE" (2:17) [Lion BMI—Malone]

BOBBY BLAND (Duke 376)

The Duke hit-maker has enough good things going for him with this release tagged "I Can't Stop Singing" to have a quick success. The tune is a rousing, high-pitched-rasp victory lament with an infectious shuffling, repeating melodic riff. Ere it for rapid acceptance. The flip, "The Feeling Is Gone," is a tradition-oriented slow-moving, funky after-hours blueser.

"TIME IS ON MY SIDE" (3:65) [Ritterhouse & Maygar BMI—Mead]

BABY, DON'T COME ON WITH ME" (2:33) [Maygar BMI—Sherman]

KAI WINDING (Verve 10307)

Kai Winding could quickly get back in "More" hit groove with this new release. It's a bluesy, pre-choral style tune from his album "Side..."

"JUST LOVING YOU" (2:49) [Jobete BMI—Stevenson, Allen]

"ANOTHER TRAIN COMING" (2:10) [Jobete BMI—Stevenson, White]

KIM WESTON (Tamba 54655)

Canary, who made many deft and lovely showing with "Love Me All The Way," can do it again with this new Tamba performance. It's an intriguing beat-ballad blueser, tagged "Just Loving You," that has that "grow-on-you-with-each-listen" quality. A moving performance from Kim and her combo-chorus backing. Reverse etching's an appealing rock-a-cha-cha weeper that also deserves a close look.

"TOO HURT TO CRY, TOO MUCH IN LOVE TO SAY GOODBYE" (2:15) [Jobete BMI—Holland, Dozier, Holland]

"COME ON HOME" (2:17)

[Jobete BMI—Holland, Dozier, Holland, Bradford]

THE DARNELLS (Gordy 6724)

Chances are the Darnells will make their first big chart move in the weeks to come. Top notch song, top notch backup... It could be a big, echoing shuffling thumper (with a "Then He Kissed Me"-flavor) that both the vocalists and instrumentalists knock out in ultra-cumbersome manner. Backing's a tantalizing, shuffle-rock finger-snapper that can also step out.

"JIMMY BOY" (2:17) [Premier BMI—Edwards, Weiss]

"PLEASE DON'T" (2:28) [West End SARF—Carr, Shuman]

BERNAR SHAW (Atco 62785)

Atco can have another important artist in the person of Carroll Shaw. Thrus's label bow, "Jimmy Boy," is a pulsating, up tempo thumper that Carroll and his backed Vocalists can support put across with telling effect. The swing-swinging beat-ballad pleader on the other end also carries weight.

**Newcomers**

"NATASHA" (2:40) [Sweco BMI—Dobeschi, Bradite]

THE TIPSY CAMEL" (2:17) [Sweco BMI—Laracu, Bradite]

ERIC & THE SERENADERS (KCM 119)

KC has latched onto a German master that could catch sales-fire over here. Tagged "Natasha," it's a chart-a-long, Russian-flavored delighter done up in trad (dub) instrumental style ("Somewhere In Moscow"). Could be a smash. There's a happy-go-lucky sans-lyric vocal assist on the way on the catchy, quick beat undercurrent.

"TOO HURT TO CRY, TOO MUCH IN LOVE TO SAY GOODBYE" (2:15) [Jobete BMI—Holland, Dozier, Holland]

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HAVE YOU HEARD;

THE

DUPREES

GREAT NEW SINGLE

"HAVE YOU HEARD"

COED 586
BILLY BLAND (Old Town 1151)
(B+) "A LITTLE TOUCH OF YOUR LOVE" (2:21) [Mau- bem—McClurkan] A blues attraction has plenty of bounce this year. Featuring an electric bass-lead band back-up with a bright statement. Side catters mostly blues from this project.

LITTLE BOY BLUE (3:05) [Lion BM—Bland] Guy feels for a change of pace, but does not know what he could not recapture, and she's gone now.

WILLIE KENDRICK (Golden World 7)
(B+) "FINE AS WINE" (2:15) [Myto BM—Shaw, Stevenson] Catchy, amiable blues-pop entry comes with an A side & a B side combo support. Kids will find it easy to get with the sound. Label head-quarters in Detroit.

STOP THIS TRAIN! [Myto BM—Mezzell] Things swing-up for a plainspoken blues declaration. Both ends are done with lots of polish.

THE PEEPLE (World 1019)
(B+) "A LITTLE LUCK" (2:41) [Unart BM—Goldboro, Bu] This is a lark lawf work, something on the order of Brown's 'most recent fun successes. Both on vocal & instrumental counts, the deck supplies a good top-notch stereo combo.

KISSES LIKE ROSES (Chart BM—Fay) Group makes a complete turn-about in this no-foulin' folk turn.

GLORIA EVANSTON 2096)
(B+) "THROUGH A LONG & COLDS WORLD" (2:41) [Miller BM—Gordon, Newman] This is a quality matting; a beautiful old ballad and a fine, sensitive song. Stylist. Gloria's reading is backed by a lush, good-music orke setting. Solid pop-middle-mover.

RICHARD THE 3rd (2:52) [A] "I WISH YOU LOVE" (2:52) [Unart—Bach, Tre] Another fruitful teaming of class material & artist.

THE FALCONS (Atlantic 2297)
(B+) "FINE, FINE GIRL" (2:30) [Capitol BM—Monroe] The blues are here today, and it is not a bad thing for some young people who've a real listening ear, to give a try to this kind of music.

ROY CURTIS (2:14) [Lupine—Colloton BM—Gibson] Boy and girl duet come together in this love declaration. Lead voice has striking falsetto touches.

CATHY CARR (Lavine 3206)
(B+) "THE GHOST OF A BROKEN HEART" (2:22) [Just BM—Cleary] Stylist has, of a story to tell, and she does it with a good commercial out-look. Tune is in a tear-jerker country-


THE BROADWAY BROADS OF NEW YORK (2:10) [101] [Tejas ASCAP—Mitchel] This tune is a hits. The tune is a melody, middle-paced, performed with authority by the six members. Not a bad job of it.

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EVELYN WASHBURN (Smash 1855)
(E+) "EVERYBODY LOVES SATURDAY NIGHT" (2:21) [Fowles BM—Camplin] Attractive ballad, starring on its TV's top-rated show. "Beverly Hillsbillies," could be that big coin to her first-rate portrayal of a solid teen twain. Support affair is big-selling. This exciting sound should be eyed.


MORRIS WORTH (Columbia 42904)
(E+) "MY DOLL HAS A PAIN IN THE LEG" (2:31) [Tobias—ASCAP—Tobias] "Mary's Doll," of course, is a title that is bound to remain in the minds of millions of listeners this year. Her latest effort is sure to please.

BRIAN SHOCH (Jubilee 5422)
(C+) "ALACHI SINGS Part 1" (2:10) [Maslow, Shoch] A crime hearings take-off that has made some noise in Shoch's dialect but is not the same.

MCKINLEY MITCHELL (One-dereful 4822)
(B+) "IT IS BARELY LIKE IT IS" (2:30) [Vaspe BM—Highton] McKinley Mitchell should create a stir with this. His recent hit has become a backed-teen-oriented slow-moving blues tear-jerker with a danceable R&B flavor that will fill the dance halls here.

UNCLE WILLIE (2:10) [Vaspe BM—Mitchell, Rice] Rousing, up-tempo after-hours r&b traditional chorus-backed twister.

LYRICS (Goldwax 910)
(B+) "DARLING" (2:15) [Rise BM—Edwards, Cage] The lyrics display a fine understanding of the blues idiom. Blues deejays should really dig.

HOW A WOMAN DOES HEER MAN (2:15) [Rise BM—Mills, Cage] Tender, passionate plea for togetherness with a top-drawer pulsating beat.

CANDY CARROLL (Double L 725) (B+) "WHEN HARRY GOES FROM ST. LOUIS" (2:25) [Jewel ASCAP—Brooks, Russell] This tune is a perfect piece of March 4th, with the Caddie ten with effective sly-beat blues results. Lead—trubuck made up of 5 full-sounding harmonica, Cobain and a rhythm back-up.


DENI FAYE (Centor 102a)
(B+) "BABY I'M A STAGGERS" (2:20) [Surbonne B&M—Stahler] Typical teen-oriented fare with the traditional crunch and a heavy beat to aid lyric and melody. It's a danceable hit at the very young.

LITTLE PENCHI (2:25) [Rise BM—Schubert] More of the same here with minor changes in words and music.

SHIRLEY SHIRLEY (Time 1069)
(B+) "BOBBY'S ALWAYS RIGHT" (2:30) [Borchardt, Blangman] The young lark manages to come up with a hairpin, mouth—hanging, young man's go with the timing of the tune. Effective backboard and multi-truck help too. The pre-teen crowd might like it.

THE LAST OF LARRY'S GODDIES (1:55) [Brent BM—Batchelor, Shane] Shirley tells of heartaches and happiness on this latest release.

DON ROMANO (Merry-Go-Round)
(B+) "BEAUTIFUL" (2:42) [Mills ASCAP—DiResta, Taylor] The baritone appears to be reaching back for a crooning sound as he serves up a Perry Como type rendition of this pleasant ballad. The charter has a warm, big voice that serves him well. The backboard, both of the type, find it interesting.


TRINI LOPEZ (King 5820)
(B+) "DON'T GO" (2:14) [Lois ASCAP—Aberdeen] Doing a bang-up sales job for the Reprise label, heads a strictly rock- and roll oriented tune. Profusely marked by a strong lead.

IT SEEMS (2:50) [Lois ASCAP—Aberdeen] A rock-ballad portion with a F'm—Always-Clashing, Rainbows approach.
“NOW”
150,000 The First 5 Days
(with Ray Ellis & his orchestra)
Best Bets

RICK NELSON (Imperial 0/008)

"TODAY'S TEARDROPS" (2:05) [Sea-Lark Ent. BMI—Pitney & Blackwood, now on the Decca label, is heard on his former tag on a contagious date, which, despite its title, takes an optimistic view of tomorrow. A rock-a-billy rite that can score."

(B) "THANK YOU DARLIN" (1:37) [Metric BMI—Sheehy, DeShannon] Catchy doings right up teen-agerale.

MICHAEL-ANN (Kip 007)

"NINE OUT OF TEN" (2:58) [Tri-Eye BMI—Hicks, Parris] A guy is at a loss to words at the loss of his chick in this strong, melodic tune. The lanky lead voice and all-out rock-string sound really makes the emotional rock stand that the youngsters will feel for..

(B) "GOOD NEWS" (2:35) [Unart & Wobart BMI—Hicks] An easy-go-bluey blues. Tune is not the title tune of the famed musical.

SALLY & THE ROSES (Columbia 42855)

"CHICKEN BACK" (2:10) [Blackwood Desert BMI—Hicks, Crawford] Leafing Gas go after a frenzied teen-dance beat, a good riddle song by the rock authority. Team is accompanied by a hot sax-led combo attack. Well-done stuff.

(B) "USHER BOY" (2:21) [T.M.BMI—Young] A bright teen-market format is continued by the talented females.

THE MAGNETS (London Int'l 10056)

"DRAG RACE" (2:10) [Painted Desert BMI—Sherry, Polk] Topp this import from Germany, where it's reportedly getting action, is an interesting wildcard affair. Tune is catchy, and the arrangement between the two performers is a Mid-Century, flute-included approach. Could prove a left-field success.

(B) "THE FACT OF THE MATTER" (2:30) [Judson ASCAP—Weles] Good-sounding shuffle-beat sound.

RAY SAPORITA (IPG 1006)

(B+) "HERCULES" (2:10) [Lachlan ASCAP—Kohler] Youngster tells that every young boy wants to be famous. Big hit among the hot ones. There's catchy sound effects along the way on this twist'er.

(B) "BABY SIT/T (2:17) [Lucamow ASCAP—Kohler] Here the youngster has a crust on the older woman and their relationship already.

LIONEL NEWMAN ORCH-CHORUS (20th Century Fox 442)

(B+) "IT'S A MAD, MAD, MAD, MAD, WORLD" (2:50) [United Artists ASCAP—Elstrott, Gold] The cheerful lick tune is done with bright, glossy finesse by the Newman orch-chorus. There's many diskings on the item, and here's one of the swing- ings.

(B) "CALL ME IRRESPONSIBLE" (2:37) [Paramount ASCAP—Rex, John] A worthy reading of the pretty ballad.

CREE CEE JOY (Regina 239)

(B+) "I CAN'T BELIEVE" (2:37) [Delmar ASCAP—Pit, Marcello] Lauren Laurell's reading of this tune is in a pic called "The Young Swingers-

THE MONTELLS (Golden Crest 885)

"RANG A LANG LANG" (1:39) [David BMI—Dell] Joyful rock attitude solidly pervades this outing by the females, whose happy musical setting includes a bonus-styled banjo bit. A cut that could take-off.

(B) "SID/DEER BOY, I'M SORRY" (2:26) [David BMI—Dell] Gals blend attractively on a pretty item, suggesting a Shirelles-type session.

THE FLEETWOODS (Dolton 86)

"WHAT'LL I DO" (2:21) [Irving Berlin ASCAP—Berlin] The tune is an up-tempo thing, with that like blending, does a tender job on the beautiful arrangement, with an extra dividend here being a reading of the song's pretty, rarely-performed verse. Very listenable, teen-oriented cut.

(B) "BABY BYE-O" (2:25) [Mert BMI—Sheehy, DeShannon] Group still maintains a surface sound even when it goes on the upbeat.

FIVE DUC-TONES (One-derful 4821)

"NOBODY BUT (My Baby)" (2:18) [Harms BMI—Hayes, Rice] There are several good-sounding records by this group that appear to be the boys' upbeat soundap a subject of this tune rock outing by the palsy. Adding to this happy format — thematically of course — is the snappy combo display.

"BAZOOKI" (2:06) [Sing-Along BMI—Stern, Light] He's wis- sott this one out as the combo comes up with a good-sounding weird.

SAMMY TAYLOR & THE TRAILERS (Atlantic 2228)

(B+) "SHE ROCKS MY SOUL" (Part 1) (2:15) [Hill BMI—Bunn, Tate] The song's title is the obvious cut for the record man to choose.

NATHANIEL MAYER (Fortune 554)

"I HAD A DREAM" (2:10) [Trianon BMI—Mayer] The chanter has scored previously and he can do it once more with his lively uptempo chorus-backed hard-driving blues. Tune is a great organ-based, very romantic. Deejays should come out in droves for this.

(B) "DON'T GONNA CRY" (2:20) [Trianon BMI—Mayer] Slow-moving, shufflein' lament with a male vocal that is quite ral-tim white-back sound.

BROOKS O'DELL (Gold 214)

"WATCH YOUR STEP" (2:31) [Ladd—Dixon, Bell, Campbell] This one is quite an interesting easy-go-blues-beat sound. Tune is haunting, and the singer's double-picking sound and harp perfor-ments from the ork-chor. Date is a man's entry or a window to handling the Luther Dixon label.

(B) "WALK ON BY" (2:00) [Rosevelt—Jones] Tricky blues-rhythm piece.

THE THUNDERBIRDS (Ermine 51)

(B+) "I CAN'T HELP MYSELF" (2:15) [Vitex BMI—Russo] Teeners get a zillion strokes with this rock recreation of the classic rhythm and sax share in the overall punch. Here the group is right on the beat set interested throughout its running time. Label is affiliated with Chet's Cortland discing.

(B) "STEEL" (1:56) [Vitex BMI—Herms] A wild date with "steel guitar" David Guza.

AL ALBERTS (Vee Jay 568)

(B+) "SARA PENNY" (2:32) [Rome, Dinegonge—BMI—Tato] Al Alberts gives an emotion-wrapping of a recording of an Italian-flavored ballad. The chanter's treatment is a masterful one, and the things he did with the 4 Aces. A nice bright sound comes from mandolins and the piano.

(B) "ONE HAS MY NAME THE OTHER HAS MY HEART" (2:40) [Peer-BMI—Bean, Blair] Here Alberts sings a soulful tale about the love he loves but is married to another.

THE BUFFALO BILLS (Warner Bros. 5893)

"WAITING FOR THE EVENING TRAIN" (2:30) [Harms ASCAP—Dietz, Schwartz] Charming bit of a fine barbershop quartet's "remember: The Music Man!" well-stretched vehicle here. Fellas backding is out of Lawrence Welk.

(C) "SO HIGH, SO LOW, SO WIDE" [P.D.] Dept reading of a traditional spiritual number.

WILLIS JACKSON ( Prestige 277)

(B+) "IF I HAD A HAND" (2:30) [Rascel BMI—Sigman] The vet jazz saxist is in fine form on this fully-stretched treatment of the hard back pop hit. Side features some interesting, rather poetic blues, and Tenor is for heavy airplay.


FREEDOM SINGERS (Columbia 7226)

(B+) "WE SHALL OVERCOME" (2:17) [BMI—Horton, Hamilton, Carawan] The Freedom Singers could create a sales stir with this most-chosen-changed gospel styled reading of the oft-cut "civil rights" theme song. Side is culled from the group's recently-released Mercury LP.

"SHALL NOT BE MOVED" (2:10) [MBC BMI] The traditional gospel item gets a rootsy spirited-up-dating here.

POLKA

FRANK WOJANOWSKI (Dana 3295)

"Twinkle Oboe"/"Far Away-Polka" (Dana 2145)"Open The Door"/"My Fanny"

JOHNNY PECON (Dana 3300)

"Rain, Rain"/"Clarinett Polka"

L.J. WALLY (Jay 292)

"Night After Night"/"Boy, Oh Boy Polka" theme song. Side is called from the group's recently-released Mercury LP.

DEJAHONAYS (Jay 299)

"The Mighty Music"/"Ballad for the Soldier"

RICK JAY (Casa 1151)

"Deep in the Heart of Texas"

LOUIE BYK (Casa 1144)

"Soon We'll Be Married"/"Honey"

CASH BOX RECORD REVIEWS

Cash Box—November 9, 1963

Best bet: B+ very good B good C fair mediocre

only those records best suited for commercial use are reviewed here.
It's no TRICK
We're TREATING
You to these
BIG HITS

THEIR FASTEST BREAKING NEW RELEASE

"AS LONG AS I KNOW HE'S MINE"
Tamla 54088

"CAN I GET A WITNESS"
Tamla 54087

TAMLA / MOTOWN RECORDS

Cash Box—November 9, 1963
**Radio Active Chart**

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

(SURVEY COMPLETED TO OCT. 30TH)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>% OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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<tbody>
<tr>
<td>54%</td>
<td>Loddy Lo—Chubby Checker—Cameo</td>
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<td>84%</td>
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<tr>
<td>52%</td>
<td>Talk Back Trembling Lips—Johnny Tillotson—MGM</td>
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<td>52%</td>
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<td>50%</td>
<td>Bad Girl—Neil Sedaka—RCA Victor</td>
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<td>36%</td>
<td>She’s Got Everything—Essex—Roulette</td>
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<td>27%</td>
<td>Dominique—Singing Nun—Philips</td>
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<td>27%</td>
<td>Forget Him—Bobby Rydell—Cameo</td>
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<td>27%</td>
<td>Rags To Riches—Sunny &amp; Sunliners—Teardrop</td>
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<td>26%</td>
<td>Living A Lie—Al Martino—Capitol</td>
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<td>Shy Guy—The Radiants—Chees</td>
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<td>The Boy Next Door—Secrets—Philips</td>
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<td>Be True To Your School—Beach Boys—Capitol</td>
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<td>Live Young—Troy Donahue—Warner Bros.</td>
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<td>The Matador—Johnny Cash—Columbia</td>
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<td>Sue’s Gotta Be Mine—Del Shannon—Berlee</td>
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<td>22%</td>
<td>That Boy John—Raindrops—Jubilee</td>
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<td>Hit The Road Jack—Jerry Lee Lewis—Smash</td>
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<td>Louie Louie—Kingsmen—Wand</td>
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<td>Saturday Night—New Christy Minstrels—Columbia</td>
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<td>Tra La La Suzie—Dean &amp; Jean—Rust</td>
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<td>19%</td>
<td>Hush Little Baby—Briarwood Singers—United Artists</td>
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<td>18%</td>
<td>Nitty Gritty—Shirley Ellis—Congress</td>
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<td>17%</td>
<td>Baby Don’t You Weep—Garnet Mimms—United Artists</td>
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<td>16%</td>
<td>Reach Out For Me—Lou Johnson—Bigtop</td>
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<td>15%</td>
<td>In My Room—Beach Boys—Capitol</td>
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<td>14%</td>
<td>Can I Get A Witness—Marvin Gaye—Tamla</td>
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<td>13%</td>
<td>Misery—Dynamics—Bigtop</td>
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<td>12%</td>
<td>You Don’t Have To Be A Baby To Cry—Caravelles—Smash</td>
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<td>As Long As I Know He’s Mine—Marvelettes—Tamla</td>
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<td>10%</td>
<td>Have You Heard—Duprees—Coed</td>
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**Less Than 10% But More Than 5%**

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<tr>
<th>TOTAL % TO DATE</th>
<th>TITLE</th>
<th>ARTIST</th>
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<th>LABEL</th>
<th>TOTAL % TO DATE</th>
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<td>9%</td>
<td>Big As I Can Dream</td>
<td>Kris Jenner (Hickory)</td>
<td>82%</td>
<td>Keep An Eye On Her</td>
<td>Jaynettes (Tuff)</td>
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<tr>
<td>96%</td>
<td>Yesterday &amp; You</td>
<td>Bobby Yee (Liberty)</td>
<td>16%</td>
<td>Don’t Envy Me</td>
<td>George Hamilton (MGM)</td>
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<tr>
<td>9%</td>
<td>Crossfire Time</td>
<td>Dee Clark (Constellation)</td>
<td>7%</td>
<td>Long Tall Texan</td>
<td>Murray Kellum (MGM)</td>
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<td>70%</td>
<td>Little Red Rooster</td>
<td>Sam Cooke (RCA Victor)</td>
<td>35%</td>
<td>You’re Good For Me</td>
<td>Solomon Burke (Atlantic)</td>
</tr>
</tbody>
</table>

Cash Box—November 9, 1963
From Philips Records Connoisseur Collection
THE FABULOUS NEW RECORDING BY THE CLOISTERED BELGIAN NUN, SOEUR SOURIRE

FAST BECOMING THE BIGGEST SELLING L.P. IN RECORDING HISTORY

The SINGING NUN
SOEUR SOURIRE
PCC 203/PCC 603

THE INSTANT SUCCESS of this lyrical masterpiece is the talk of the industry. This unique collection of French songs, composed and performed by a cloistered Belgian Sister, has a charm and gaiety that has quickly captured the hearts of listeners everywhere regardless of faith or creed. If ever there was an ideal holiday gift item, this is it!

LAVISHLY PACKAGED... BEAUTIFULLY ILLUSTRATED THE IDEAL HOLIDAY GIFT

One of the most beautiful record packages ever conceived with a delightful series of line drawings, and a portfolio of lovely watercolor sketches of convent life painted by Smiling Sister herself. Plus line by line English translations of the songs.

PHILIPS RECORDS 35 E. WACKER DRIVE • CHICAGO 1, ILLINOIS — One Word of Music On One Great Label

Cash Box—November 9, 1963
NEW YORK:

George Hamilton, who appears in the forthcoming flick, "The Victors," due this fall at the summer Colosseum, recently made his disk debut on MGM Records with a premier entry tagged "Long, Tall Sally." The release was on the CBS offices last week with Mike Walllich in charge of the disk. Mickey was also pleased with the action on "Dumb Head" by Ginny Arnell, first RCA release. The songster is also...
NEVER BEFORE HAVE FOUR NEW RELEASES BURST ONTO THE CHARTS... ALL SO FAST

...ALL AT ONE TIME

...ALL BY COMMAND

THE ROBERT DE CORMIER FOLK SINGERS

1963 THE YEAR'S MOST POPULAR THEMES

SELECTIONS: CLEOPATRA; LAWRENCE OF ARABIA; MUTINY ON THE BOUNTY; DAYS OF WINE AND ROSES; HUG; PUT ON A HAPPY FACE; SPEAK NOT A WORD; I COULD GO ON SINGING; MORE; SPENCER'S MOUNTAIN; 55 DAYS AT PEKING; HOW THE WEST WAS WON. #854

ELECTRODYNAMICS

Dick Hyman at the organ and his orchestra

SELECTIONS: STOMPIN' AT THE SAVOY; THE SWEETEST SOUNDS; I LEFT MY HEART IN SAN FRANCISCO; FLY ME TO THE MOON; PARADISE; SIDE BY SIDE; MACK THE KNIFE; SATIN DOLL; SHADOWLAND; BIG BEN BOSSA NOVA; THIS IS ALL I ASK; TILL WE MEET AGAIN. #855

ALFRED ROBERTA DRAKE AND PETERS

Sing The Popular Music of LEONARD BERNSTEIN with THE RAY CHARLES SINGERS and ENOCH LIGHT and his orchestra

SELECTIONS FROM WEST SIDE STORY, ON THE TOWN, WONDERFUL TOWN, CANDIDE include: TONIGHT; LONELY TOWN; MARIA; GEE, OFFICER KRUPKE; BEST OF ALL POSSIBLE WORLDS; LUCKY TO BE ME; NEW YORK, NEW YORK; IT'S LOVE; I FEEL PRETTY; GLITTER AND BE GAY; FINALE (From West Side Story). #855

STOCK THEM ALL

WORLD LEADER IN RECORDED SOUND

IN CANADA:

DISTRIBUTED BY "SPARTON OF CANADA"

Cash Box—November 9, 1963
(Continued from page 18) sales figures when he buzzed us last week. Dee is currently appearing at the Sir John Hotel in Miami. . . . Liberty's Harvey Goldstein advised that the latest Gene McDaniels effort, "Anyone Else" made quite a start here. Side's getting pine like crazy! Harry's also working on Steve Alaimo's "Gotta Lotta Love" (Imperial) and "The Chase" by The Ventures (Dutton). . . . Among the hot items at M. S. Dist. are Jerry Butler's " Чтобы Believe" (Ves-Jay), Bobby Rydell's "Forget Him" (Camco), "Midnight" by Joey Powers (Amy) and "Theme From Cardinal" by Roger Williams (Kapp). . . . John Knode hit the local promo trail last week with the Trini Lopez single "Lonesome Traveler" (Riviera) and " Turn Around" by Dick & Dee Dee (WB). . . . John Mose and the folks at John Mose, Inc. on New York's West Side, are concentrating on Joe Henderson's " Lavin' It In (Cocky) " and " I Got It" by the Five Royals (Todd) and " Confessing The Blues" by Billie Jo (with the Junior Jonee Trio - Riverside). John adds that the district's on the lookout for some new labels.

One-Derful's 5 Dutones and McKinley Mitchell of the Jimmie Dee Theater this week. Bill Mitchell informs me of getting terrific reaction with the Dutones' " Nobody But My Baby" and McKinley Mitchell's " Tell It Like It Is." RCA's Bob Krueger has a hot one in " Little Red Rooster," Sam Cooke's new single which is from Cooke's August LP, titled " Night Beat." Bob claims this could be his biggest single to date, thanks to O. C. White (WAWA-Milwaukee) and E. Rodney Jones (WGN-Chicago), who brought this to Bob's attention.

HOLLYWOOD:
Tri-Disc Records have picked up their 12-String Guitar music, and have recorded four new sides, first two to be released next week . . . La Fields reporting two big soundtrack albums for Avon Records in " The Caretakers" and " Love Of The Flight," Norma Berry, formerly with station KFWB is the new promotion gal locally for United Artists Records. . . . First release for the Paris Sisters under their new Columbia contract scheduled for next week . . . KMP's Gary Owens recorded ground-breaking ceremonies for the Hollywood Museum for airing over the Voice of America and the UHIA Broadcasting network . . . Sabicas' " king of flamenco guitar" now at the Troubadour in his night club debut . . . Challenge's Mel By has high hopes for the new Jerry Fuller wax, " I Came To Dance With You," breaking out in several areas. . . . Original Record Co. of Los Angeles has a Marquee of their Sunset Blvd, building to request plays on their current singles, " A Child's Dream" . . . Capitol Records loaned Jimmie Haskell Treble Acres. Records to arrange-conduct for the Everly Bros. on their new one, now hitting the charts. . . . Ginger Ruth Olay to be seen on the Steve Allen Show this Tuesday night . . . Deni Faye, 17-year-old god-daughter of Alice Faye, has waxed her first disc for the new Coast label, Centura Records. . . . Stan Pat hosted a disk jockey and party at the Off-Broadway Club in San Francisco for The Page 7 opening and for their first Victor album, "An Explosion In Pop Music," which is currently on the Capitol label out with their first disc, " Big Day" on the newly formed Coupon Records. . . . Delia Reese follows a concert in Florida with two and a half weeks at Basin Street East.

The Lettermen, Capitol recording artists, check The Page 7 this week on their current college concert tour to tape a return guessing on the Red Skelton Show. Their album, "The River And I" published by Mills Music has been recorded by Boy Castle De Reprise.
**POP PICKS**

"IT'S A MAD, MAD, MAD, MAD WORLD."—Original Soundtrack—Ernest Gold—United Artists 2119
Stanley Kramer's highly-touted flick is done up in a dense, fold-out recording on this soundtrack from United Artists. Vet film composer Ernest Gold has created a delightful, high-spirited score for the multi-starred movie which perfectly fits Mack David's blue-ribbon lyrics. Among the best tracks here are "Thirty-One Flavors," "That's A Mad, Mad, Mad, World," and "Ritribution." Disk should pull loads of coin when the film goes into general release.

"SUGAR SHACK"—Jimmy Gilmer & Fireballs—Dot 25545
Jimmy Gilmer and the Fireballs cash in on the current smash sales success of their chart-topping "Sugar Shack" to tag this album romp on Dot. The boys have a free-swingin', easy style and display a lot of musicianship here as they ease through such tuneful goodies as "Lonesome Tears," "Let The Good Times Roll" and "I Wonder Why." This one could make it to Chartsville in short order.

"CLOUDY, WITH OCCASIONAL TEARS"—Skeeter Davis—RCA Victor LSP 2736
Skeeter Davis, currently on a sales rampage with an item tagged, "I Can't Stay Mad At You" (not included here), follows her best-selling "The End Of The World" LP with this potent new session aimed at both the country and pop markets. The lady's winning vocal charms are much in evidence as she lightly surveys "I Will Follow Him," "The Sweetest Love" and the title tune, "Cloudy, With Occasional Tears." The cash registers should ring steadily for the set.

"YOU CAN NEVER STOP ME LOVING YOU"—Johnny Tillotson—Cadence 3067
Johnny Tillotson tags this LP outing after his recent chart-rider "You Can Never Stop Me Loving You," and also includes his current biggie "Funny How Time Slips Away." This session, cut during the charting of his last release, has the lady's money-in-the-bank sound. Also included here are "Lonesome Town" and "I Got A Feelin'." Eye it for rapid teen-acceptance.

"SONGS I WISH I'D WRITTEN"—Paul Anka—RCA Victor LSP2744
Paul Anka, one of Victor's sturdiest sales giants, offers up his versions of 15 current and near-recent Top 40 tunes that reflected strong sales appeal the day they were around. The chart's legions of fans will probably come out in droves for his stylized treatments of "Ramblin' Rose," "All I Have To Do Is Dream" and "You Always Hurt The One You Love.

THE RETURN OF THE GUNFIGHTER"—Marty Robbins—Columbia CL 2972
Marty Robbins rolled up tremendous sales with his two previous albums of "Gunfighter Ballads" and this third edition of western laments seems destined to score heavily in the coin department. The songwriter's rich, wide-range baritone voice carries him in such tracks as "San Angelo Dusty Winds" and "The Fastest Gun Around." Disk should appeal to all the artist's many country fans plus a large coterie of pop buyars.

"CHECKERED FLAG"—Dick Dale—Capitol ST 3092
Dick Dale, who is currently riding the Top 100 with "The Scavenger," comes up with an entire session of hot-riddlin' items on this new Capitol disk. The chanter established his rep in the surfin' vein but he should make another name for himself with this high-powered, teen-angled package. Best listening bets here include "Surf Buggy," "Big Black Cadillac" and "It Will Grow On You." Disk could take off.

"COAST TO COAST"—Joe & Eddie—Crescendo GNP 96
In the big world of pop-music there are surprisingly few duos. Joe and Eddie are a delightful exception to this rule. The young twosome, who are already clicking via network TV appearances, have a distinctive, fresh approach to new and traditional folk. The boys' blues-tinged voices are superbly spotlighted on "What's That I Hear?" "Farewell My Cindy" and "The Water Is Wide." Performers to watch closely.

"THE AMAZING AMANDA AMBROSE"—RCA Victor LSP 2738
Amanda Ambrose unleashes her potent, wide-range vocal talents full-blown on this her second album outing for RCA Victor. The lady's singing has an extremely versatile style. She is capable of wailing folk, blues, pop and semi-classical items with equal poise and authority. The songstress offers top-tweaver Bobby Scott arrangements of "Hong Kong Blues," "House Of The Rising Sun" and "What Are The Parts Of A Flower.

**POP BEST BETS**

"RIGHT NOW"—Righteous Brothers—Moonglow M 2005
The Righteous Brothers, with two hits behind them, make their LP debut on Moonglow in a session combining 7"6" hits with rock. Soul. In addition to "Little Latin Lope Lu" and "My Babe," their previous noicians, the boys bolt out "Georgia On My Mind," "Let The Good Times Roll," and "In That Great Gettin' Up Mornin'." Recent reaction to their singles indicate solid sales.

"SASSY SWINGS THE TIVOLI"—Sarah Vaughn—Mercury SR 6061
Proof-positive of the international quality of fame status being in full session at Copenhagen's famed Tivoli Gardens and featuring Sarah Vaughan reading a top-tweaver bevy of American standards, the task's wide-range, jazz-styled voice and subtle phrasing carries her ever in good stead in material such as "Quincy Jones"-arranged versions of "Misty," "Love Man" and "Sometimes I'm Happy." A standout achievement.

"MARIA ELENA"—Tommy Garrett—Liberty 1830
Tommy Garrett has earned many laurels in the past with his distinctive, romantic 50-guitar melodic stylings based on a south-of-the-border-styled favorites ranks as his best to date. The melodic, harmonious Garrett approach is clearly heard on "Maria Elena," "Cherry Pink And Apple Blossom White" and "The Breeze And I." Eye the album for rapid consumer acceptance.

"THE BEST OF JOAN BAIZ"—Squire SQ 33001
The Vanguard songstress, who has come to be regarded as the female leader of the contemporary American folk movement, is presented here in her first recording. Her soprano's vibrant, bell-clear voice is hauntingly beautiful on "On The Banks Of The Ohio," "O What A Beautiful City" and "Black Is The Color Of His Love." In addition to the lark the disk boasts the singing of Bill Woods and Ted Alevizos on some of the tracks. A standout, historic achievement.

"THE CARETAKERS"—Original Soundtrack—Elmer Bernstein—A&A A 31
Academy Award-winning film composer Elmer Bernstein has created a stunning score for the currently-in-release dramatic flick. Bernstein has coupled many diverse musical elements in his score including snatches of jazz, blues and even a classical orientation. Among the best tracks here are "Blues For A 4-String Guitar," "Day Hospital" and "Seclusion."
CHAD MITCHELL TRIO
singin' our mind

it jumped right out of the album—
this great holiday-spirited single...

the marvelous toy

NO. 72197

STEREO—SR 60838
MONO—MG 20838
"BIG BAND PLAYS RICHARD RODGERS"—Michel Legrand—Philips PH 5505

Michel Legrand, one of the most inventive arrangers and orchestrators to come along in many years, directs his attention to the potent melodies of Richard Rodgers on this new LP from Philips. The orchestrator's fresh-sounding treatments of "People Will Say We're in Love," "It Might As Well Be Spring," and "Gee! To Know You" are superbly arranged and should win the ranks of his admirers. Solid catalog entry.

"KNEES UP! MOTHER BROWN"—The Ames Brothers—Epic LN 21969

The Ames Brothers take a nonsensical turn with this album of novelty tunes on Epic. The boys' easy harmony and lilting delivery is aptly suited to these easy-paced and melodic tunes with humorous lyrics. Launching the set with the oldie, "In The Middle Of The House," the brothers get up steam and effectively essay such funny bits as "Where Can I Find A Bookie," "Take Your Fingers Out Of Your Mouth," and the tag tune "Knees Up! Mother Brown." Lots of fun listening here that should catch the attention of the group's loyal following.

"FAST, FAST, FAST RELIEF FROM TV COMMERCIALS"—Audio Fidelity 2112

Thirty-three of your favorite TV commercials that are cleverly spoofed by writer John C. Harris and the voices of Bob McGriff and Bryan Raeburn. Bob Presscott has provided novel sound effects as a perfect complement to the spoken tomfoolery. As the tag indicates, the stuff here is a pleasant relief from the insipid fare offered to the TV viewer. Set could score in sales.

"LOVE AT LAST"—Stan Hoffman/ Norman French—Original Sound FSR LPM 5006

Here's a delightful album from Original Sound which showcases the music of Stan Hoffman and the singing of Norman French. Hoffman's melodies are in the lush romantic tradition of whitback evergreens, perfect for either dancing or listening pleasure. The disc builds a bevy of Hoffman-penned tunes including "My Love For You," "Til Now" and "You Are Mine." DeeJay should find loads of programmable material here.

"PALM SPRINGS WEEKEND"—Various Artists—Warner Bros. 1599

The music from Warner Bros. new teen-aged flick is served up in fine style by its principals on this album outing. The set boasts a variety of top-drawer talent that includes Troy Donahue singing "Live Young," Connie Stevens doing "What Will I Tell Him," the Modern Folk Quartet on "Ox Driver" and TV's Bob Conrad chanting "The Hit Of Giving." Ty Hardin and Jerry Van Dyke are also featured in some mediocre sets. Solid teen appeal here.

"THIS LAND"—The Staple Singers—Riverside 3524

This first-rate set could be sub-titled "Gospel Goes Folk." The Staple Singers read a fine dozen popular folk evergreens in their distinctive, hard-driving blues style. Neither the material or the artists suffer as such in this album, "Cottonfields" and "Gamblin' Man" are delivered in the gospel idiom. Enjoyable listening throughout.

"BLUE BASH!"—Kenny Burrell/Jimmy Smith—Verve V 5533

Here's first-rate wax magrification combining the distinctive talents of organist Jimmy Smith and guitarist Kenny Burrell. Neither man attempts to take the lead, instead each artist complements the other in a series of extended rolls and improvisations. By the nature of the instruments, the session is in a funky, soulful groove. Highlights of the set include "Travelin'," "Blues For Dol," and "Soft Winds." Jazzophiles should come out in droves for the album.

"LAMBERT, HENDRICKS AND BAYAN AT NEWPORT"—LS 1074

Lambert, Hendricks and Bavan have acquired a reputation as one of jazzdom's most distinctive, imaginative vocal trios. On this new Victor set, cut live at the Newport Jazz Festival, the group is locked by a fine combo of accomplished musicians including Coleman Hawkins, Clark Terry and George Tucker. The crew really swings on "Watermelon Man," "One O'Clock Jump" and "Cloud Burst." One of the best albums that crew has cut in quite a while.

"PLAY BACH JAZZ VOL. I"—The Jacques Loussier Trio—London 3281

The Jacques Loussier Trio tastefully and faithfully transposes a host of Bach compositions into the jazz idiom. This disc, volume one of a three-volume set, includes four suites, three fugues and one toccata, each with a straightforward melodic introduction, post-quickening theme. Bach seems readily adaptable to jazz forms and the trio performs each work with elegance, sensitivity and polish. A potent jazz offering that merits special attention.

"A JAZZ PORTRAIT OF CHARLIE MARIANO"—Verve V 5526

The alto saxophone and writing talents of Charlie Mariano are superbly showcased on this first-rate jazz offering from Regina. Mariano is backed up by a stunning combo of musicians including Bob Brookmeyer, Mel Lewis and Jim Hall as he goes through his varied swingin' pieces with verve and polish. The crew is in splendid form on "Tenderly," while "Wind Song" is a Mariano original called "The Shout." Kudos to Don Sebesky for some excellent arrangements.

"JAZZ AT PRESERVATION HALL IV"—George Lewis—Atlantic 1114

The George Lewis Band of New Orleans performs the traditional Dixieland jazz of New Orleans on this four volume set from Atlantic. This four-volume boxed set contains collections of traditional tunes plus some of the old W. C. Handy items. The flute, an authentic New Orleans sound, is featured here. The boys read "Salty Dog," "Careless Love" and "St. Louis Blues."
EVERYBODY SINGS CHRISTMAS SONGS—
BUT BOBBY VINTON SINGS THEM BEST!

"Silver Bells"

"White Christmas"

"O Holy Night"

"THE CHRISTMAS SONG"

SIDE 1  SIDE 2

4 Great Xmas Standards by Bobby Vinton on this Sensational 45 r.p.m. Record

- 4-Color gaily decorated sleeve
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- Back of Sleeve Designed for Gift-Giving
- Ask Your Epic Salesman for the Special "Songs of Christmas" Self-Service Counter Display Unit

Cash Box—November 9, 1963
THE BIG THREE!
1. THE 5 DUTONES
   "NOBODY BUT MY BABY"
   ONE-DERFUL (!) 4821

2. "TELL IT LIKE IT IS"
   McKinley MITCHELL
   ONE-DERFUL (!) 4822

3. THE ROCKMASTERS
   "MY LONELY ONE"
   (WHERE ARE YOU?)
   ONE-DERFUL (!) 4820

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THE ANDY WILLIAMS CHRISTMAS ALBUM
RCA Victor pl. 2684
Andy Williams, a constant chart-topper since joining Columbia, is sure to make a strong holiday sale with this top-drawer package of Yuletide favorites. Launching the set with the perennial "White Christmas," the songster continues with lyrical and flavorful readings of "The Christmas Song," "O Holy Night" and "The Little Drummer Boy." Watch this score heavily at the marketplace.

THE MANY Moods of CHRISTMAS—Robert Shov Chorale—RCA Victor pl. 2684
With all the countless product out spotlighting the newer Christmas tunes, the older traditional carols are sometimes overlooked. On this fine new Victor disc Robert Shaw dishes up a warm program of Yule evergreens in sparkling full-bodied Robert Bennett arrangements. Among the highlights of the set are Silent Night," "O Come, All Ye Faithful" and "March Of The Kings." Healthy sales outlook here.

THIS CHRISTMAS I SPEND WITH YOU—Robert Gound—Columbia CL20764
Robert Gound, currently clicking on the LP charts with his "In Person" set, gets on the holiday wagon with this package of evergreen Christmas songs, both pop and sacred. The baritone tags the set after a new tune written for him by Herb Alpert. The album's charts of fan will flock to the counter for his rich, warm treatments of "The Christmas Song," "Silver Bells" and "O Come All Ye Faithful."}

A CHRISTMAS GIFT FOR YOU—Various Artists—Phillips PHFLP 4601
Phillies' key moneymakers are all together on this new Christmas package from the label, performing a dozen holiday standards in teen-directed fashion. The Yuletide spirit gets under way with an ardent Love doing "White Christmas," the Ronettes with "Sleigh Ride," the Crystals doing "Santa Claus Is Coming To Town" and Bob B. Soxx and the Blue Jeans essaying "Here Comes Santa Claus." The set is sure to strike paydirt in the teen markets.

CHRISTMAS WITH THE PLATTERS—Mercury M 4002
All of the Platters' legions of fans should come out for this delightful package of Christmas evergreens. With the exception of a reverent reading of "Silent Night," the songs here are in a high-spirited vein. The group comes up with some superlatives renditions of such seasonal favorites as "White Christmas" and "Winter Wonderland." Loads of appeal here.

CHRISTMAS BEST BETS

"MERRY CHRISTMAS FROM JACKIE WILSON"—Brunswick BL 75412
Here's a package of must-stock Christmas merchandise. The Brunswick songster, backed by a full choir and chorus directed by Dick Jacobs, dishes up a blue-ribbon program of both pop and deeply-religious Yule studiios. Wilson's wide, rich-range, baritone voice carries him fine on "Silent Night," "White Christmas" and "O Holy Night." Disk should step out lively in the sales department.

"THE BUMS OF CHRISTMAS COME AGAIN"—Misty MELodies—Capitol 1968
"Songs Of Christmas" by Eddie Dunstedter has been an annual best-seller since its issue and this second stanza on Capitol is sure to be a big holiday seller. The organist plays a variety of Christmas favorites in his usual polished and lyrical manner. Best bets here are "White Christmas," "Winter Wonderland" and "Ring, Christmas Bells." The disk is excellent for early sales activity.

Cash Box—November 9, 1963
Get in step with Little Peggy March's new high-rising single!

UPWARD MARCH!

"Waterfall"

THAT'S AN ORDER!

8267

"The Impossible Happened"

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Cash Box—November 9, 1963

#Q

26
NEW CHART BREAKING ALBUM

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“RAGS TO RICHES”
AND OTHER HIT SONGS

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Looking Ahead

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

1 BAD GIRL
   Mal Videke (RCA Victor 8524)

2 ANY NUMBER CAN WIN
   Jimmy Smith (Verve 10299)

3 GUANDO CALIENTA EL SOL
   Steve Allen (Dot 16350)

4 LOVE HER
   Everly Brothers (Warner Bros 5389)

5 SCAVENGER
   Dick Dale (Capitol 5048)

6 SWANEE RIVER
   Ace Cannon (Hi 2070)

7 WHAT’S EASY FOR TWO IS HARD FOR ONE
   Mary Wells (Motown 1048)

8 NEAR TO YOU
   Wilder Morrison (Sea-Horn 502)

9 THE BOY NEXT DOOR
   Secretos (Filips 40146)

10 STOP MOKEYIN’ AROUND
    Darrell (Fairway 889)

11 RUMBLE
    Jack Nitzsche (Reprise 20,223)

12 BLUE MONDAY
    James Davis (Duke 368)

13 DRIPE DROP
    Don Backus (Columbia 42917)

14 NITE LIFE
    Rusty Draper (Monument 823)

15 DON’T ENVY ME
    George Hamilton (MGM 13178)

16 CHEER LEADER
    Paul Peterson (Columbia 707)

17 IT’S A MAD, MAD, MAD, MAD WORLD
    Shirelles (Scepter 1260)

18 I WORRY ABOUT YOU
    Etta James (Ange 4532)

19 FORGET HIM
    Bobby Rydell (Cameo 280)

20 WHAT’CHA GONNA DO ABOUT IT
    Darin Troy (Atlantic 2206)

21 HI DIDDLE DIDDLE/TALK WITH ME
    Inez Foss (Samba 924)

22 THANK YOU AND GOODNIGHT
    Angels (Smoth 1504)

23 TRA LA LA LA SUZY
    Dean & Jean (Rust 5067)

24 FOR YOUR PRECIOUS LOVE
    Garnet Mimms & Enchanters
    (United Artists 618)

25 DEAR ABBY
    Hearts (Tuff 370)

26 I COULD HAVE DANCED ALL NIGHT GYPSY
    Bee E. King (Alco 6275)

27 PROMISE ME ANYTHING/TREAT HIM NICELY
    Annette (Vita 427)

28 STOP FOOLIN’
    Brook Benton & Donnie Jo
    (Mercury 12265)

29 OH WHAT A NIGHT FOR LOVE
    Ray Tyson (Double 1 723)

30 BABY THINK IT OVER
    Martinis (Staccato 110)

31 NEVER LOVE A ROBIN
    Bobby Vee (Liberty 35636)

32 SURFER STREET
    Allisons (Tip 1011)

33 I’LL BE THERE
    Tony Orlando (Epic 9622)

34 LIPSTICK PAINT A SMILE ON ME
    Demetras Topp (Decca 55251)

35 KEEP AN EYE ON HER
    Joniетт (Tuff 371)

36 WE SHALL OVERCOME
    Joan Baez (Vanguard 35035)

37 NOW
    Love Horse (20th Century-Fox 449)

38 I’M DOWN TO MY LAST HEARTBREAK (I CAN’T STOP)
    Wizan Pickert (Double L 724)

39 I HAVE A BOYFRIEND
    Chiffons (Laurie 32121)

40 SALT WATER TAFFY
    Marty Jay (Legend 124)

41 THERE’S A MEETIN’ TONIGHT
    Joe & Eddie (Crescendo 195)

42 BIG AS I CAN DREAM
    Kris Janos (Hickory 1224)

43 ANYONE ELSE
    Gene McDaniels (Liberty 55837)

44 I LOVE THE LIFE I’M LIVING
    Slim Harpo (Evelle 2239)

45 HE UNDERSTANDS ME
    Tenise Brewer (Phillips 40135)

46 TOBACCO ROAD
    Lou Rawls (Capital 5049)

47 MOUNTAIN OF LOVE
    David Houston (Epic 9627)

48 COWBOY BOOTS
    Darrell Dudley (Golden Ring 3035)

49 SHY BOY
    Lou Christie (Roulette 4527)

50 RAGS TO RICHES
    Sunny & Sunliners (Teer Drop 3022)

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Cash Box—November 9, 1963
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Coming Up Strong . . . .
“BABY THINK IT OVER”
The Martinels

“i WANT TO KNOW”
The Extensions

“THE SLIDE”
The Blendtones

“LITTLE SWEET THINGS YOU DO”
Oscar Boyd

“i DON’T WANT EVERYTHING”
Jimmy McHugh

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BIOS

Lenny Welch

Lenny Welch, who is currently clicking with "Since I Fell For" on Cadence, was born twenty-one years ago in Asbury Park, New Jersey. It wasn't until Lenny was about 14 that he showed any interest in singing. He started out by singing with several groups in the Asbury Park area and eventually was being featured as the lead voice of the groups.

In 1958 Lenny gravitated to New York City where he was introduced to Caley Wallace. Wallace was so impressed with the chanter that he brought him to the attention of Gordie Baker, a deejay then handling the all-night show on WINS-New York.

Lenny's career did not follow the usual pattern of today's new singers in that he was deliberately held back from a recording contract until he was deemed ready. After several months of preparation a demo of Lenny singing was brought to Archie Bleyer, president of Cadence Records. The veteran music man immediately inked the chanter to long-term pact and released an initial deck, "I Need Someone," which developed into a national best-seller.

When Lenny is not on the road or recording he spends much of his spare time weight-lifting.

Caravelles

The Caravelles, who until six months ago worked as stenos in an English brokerage firm, are presently clicking with their initial Smash of "You Don't Have To Be A Baby To Cry." The girls both expressed interest in singing from childhood but the necessity to support themselves somewhat frustrated their show business careers. Although the girls worked in various offices they spent some of their spare time taking voice lessons.

Their first cut effort in England was "You Don't Have To Be A Baby To Cry," which quickly moved up the British charts.

Charlie Fach, president of Smash, was so impressed with the duo's record that he purchased the master for distribution in the United States. The rest is history.

SURE SHOTS

The Cash Box "Sure Shots" highlight records which report from retail dealers throughout the nation indicate are already beginning to sell in quantity or else give every indication of doing so.

"I WANT WHAT SHE'S DOING TONIGHT"
BARRY & THE TAMERLANES .......... Valiant 6034

"DOMINIQUE"
THE SINGING NUN (SOEUR SOURIRE) .... Philips 40152

"WONDERFUL SUMMER"
ROBIN WARD .......................... Dot 16530

"UNCHAINED MELODY"
VITO & THE SALUTATIONS ........... Herald 583

"YESTERDAY AND YOU"
BOBBY VEE ........................... Liberty 55636

"YOU DON'T HAVE TO BE A BABY TO CRY"
The CARAVELLES ..................... Smash 1852

"IN MY ROOM"
BEACH BOYS .......................... Capitol 5069

"TALK BACK TREMBLING LIPS"
JOHNNY TILLOTSON ..................... MGM 13181

ERNEST ASHWORTH ..................... Hickory 1214

"HAVE YOU HEARD"
DUPREES ............................ Coed 585

"LOUIE, LOUIE"
KINGSMEN ............................. Wand 143

PAUL REVERE & THE RAIDERS ...... Columbia 42814

"WIVES AND LOVERS"
JACK JONES .......................... Kapp 551

Barbra Streisand: A Star Is Born

WHEATON, MD.—The Variety record shop here recently spotlighted Barbra Streisand with the above-pictured eye-catching window display utilizing "A Star Is Born" theme. The Columbia label is currently riding high on the LP charts with both her first and second albums.
GENE - IUS AT WORK!

HIS BIGGEST SINGLE EVER!

"24 HOURS FROM TULSA"

MUSICOR 1034

Arranged and Conducted by BURT BACHARACH
A SCHROEDER-GOLD PRODUCTION

HIS BIGGEST ALBUMS EVER!

Gene in a melancholy mood presenting a tasty and tasteful collection of great standards and superb new ballads.

Gene jumps on the folk band wagon with amazing and refreshing results.

DISTRIBUTED BY UNITED ARTISTS RECORDS

Cash Box—November 9, 1963
**ALBUM PLANS**

**CAPITOL**
All 35 Jackie Gleason LP's on a buy-10-get-1-free basis; deferred billing. Expires: Nov. 18. Motor music catalog: 2-free-for-every-10-purchased.

**CARIB**
Buy 10-get-1-free on entire LP catalog. 100% exchangeable. 20%-60%-90% billing. No expiration date.

**DOOTO**
Buy-5-get-1-free on all LP's. No expiration date announced.

**DOUBLE L**
One free album with every seven purchased. Payments: 1/3 Dec. 10, 1/3 Jan. 10 and 1/3 Feb. 10.

**IMPERIAL**

**LIBERTY**
10% cash discount off the face of invoice on entire order of new releases and catalog. 100% exchange privilege will apply with merchandise exchangeable any time after Mar. 1, 1964. Payment schedule: 1/3 Dec. 10, 1/3 Jan. 10, 1/3 Feb. 10.

**LONDON**
Part 3 of all LP push. Special program & terms. See local distress.

**NASHBRO**
Buy-10-get-1-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

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

**REQUEST**
LP catalog available on a buy-10-get-1-free basis. Described as a limited-time offer.

**TAMLA-MOTOWN-GORDY**
All LP's available on a buy-8-get-1-free basis. Described as a permanent program.

**UNITED ARTISTS**
"The Mod, Mad, Mad, Mad Plan!" 10% discount on all LP's.

**WARNER BROS.**
10% discount on all LP's. Expires: Dec. 31.

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**TOP 100 SINGLES**

(ALPHABETIZED)

- Adam Wade "Charade" 5-9639

**TWO NEW EPIC SINGLES**

THE HIT VOCAL VERSION OF MANCINI'S SCORE FROM THE NEW CARY GRANT/AUDREY HEPBURN MOVIE!
PLATTER SPINNER PATTER

WABC—New York is currently celebrating its 42nd birthday. As a new twist, it is sending presents to its listeners. All listeners have to do is send a card asking for anything they desire that is worth up to $42.00. If their cards are drawn, WABC will buy, wrap up and send the presents to them. WABC, in one of the most ambitious public service ventures in recent years, recently conducted a 24-hour Radiothon for the benefit of the Leukemia Society. Highlights of the 24-hour program were leukemia appeals by many famous governmental, sports and entertainment figures. Additionally, an anchor studio was established in Toffanetti's Restaurant on Broadway where station personalities interviewed visiting celebs.

WSIX—Nashville was just recently awarded the American Legion National Commander's Award. This is the highest award possible for a broadcast medium to receive from the American Legion. Moe Preskell announced that the station is sending presents to all the on-air personalities of the station held during Dec., 1962 to obtain certain funds to assist the American Legion Post #5 to purchase Christmas presents for the poor. Moe also announced that the station gave a Yuletide party for underprivileged children. The awards were presented to all the personalities of the station.

Moe Preskell, national promotion director of Kapp Records, recently returned from a successful ten-day six-city trek touting the label's newest chart items. While in Milwaukee, Preskell found WRIT deputy George Michaels anxiously awaiting the birth of his first child. Upon his return, Moe learned that Michaels has just successfully delivered a 7 lb. 8 oz. boy named Brad in his own home. The baby gave just enough notice for the spinner to call the next door neighbor for assistance. Ten minutes later, mother, son and father were doing nicely.

Rosemary Clooney has cut a series of promotional spots for KLH—Hollywood—wood spinner Paul Compton for his show (2-6 PM) "Sinatra, Compton & Strings" program. Singer taped promos, introduction and quizzes for the program, thus joining Frank Sinatra, Keely Smith and Lou Monte, who previously recorded some spots. Bruce Hayes, KLH jockey, was injured in a motorcycle accident while driving to work. He suffered leg and face injuries, but after treatment was able to do his nightly Hollywood program. KLH-TV has teamed up with Los Angeles State College in a joint community service to provide a musical and theatrical history of America. The program called "Spectre" is a daily weekday show at 11:30 AM and 1:30 PM.

Recognizing that to fit oneself into a community the size of the Windy City is a difficult task, WLS-Chicago has conducted a special public service campaign recommending the reading of a new booklet tagged "Know The Law." In a flood of mail, 2,561 residents wrote the outlet requesting copies of the informative brochure. The booklet, issued by the Chicago Police Department, discusses the key laws of the city. It also explains the rights of the individual and includes information on traffic laws, crimes against persons, property, etc.

WXZY—Detroit recently concluded a successful handwriting contest. Listeners of all ages were urged to drop the outlet a post card, and those with the neatest handwriting were proclaimed contest winners. Grand prizes included a supply of Sheaffer pens, transistor radio, supply of personalized paper and thank you notes and a scroll signifying the neatest handwriting in the area, and runners up were given presents with a pen...

WFLA—Tampa—St. Petersburg is causing a lot of comment with its new taxi and bus posters. The posters say simply, "The Station With the Happy Difference, WFLA Radio Dial 97." The gimmick is that the signs are in six languages—Greek, Arabic, Hebrew, German, Spanish and English. Suncoasters have to keep looking to find the English translation.

St. Louis Playboy Club recently celebrated its first annual anniversary with a gala celebration, which was broadcast live over WIL-St. Louis. Station personalities, Dave Diamond and Ron Landy were the emcees of the live show from the Playboy Lounge. Several dignitaries were interviewed on the air, and presented to the St. Louis listening office.

KDIA—Pittsburgh will present complete coverage of the upcoming elections in November with four special, in-depth broadcasters which will examine all the issues and the candidates.

Congrats are in order to WHEC—Rochester deejay Ed Meath, the spinner just celebrated his 13th anniversary as the morning man with the station.

VITAL STATISTICS:

Vet broadcasting personality Jack Lazare has been given the green light as program director of WCPF-Boston. Pat Michaels is the new news manager of KFLA—Los Angeles.

CLIFF RICHARD

"IT'S ALL IN THE GAME" c/w
"I'M LOOKING OUT OF THE WINDOW"

THE WORLD'S #1 RECORD SELLER SCORES AGAIN!

5-9333

Cash Box—November 9, 1963
**Roulette Names Cohen An Indie Consultant**

NEW YORK—Morris Levy, president of Roulette Records, has named Herb Cohen as an indie consultant to the label. Cohen, a 12-year music business vet, will handle distribution duties and also handle A&R matters for Roulette. He’ll split his time between New York and Pittsburgh.

**FCC Fines 4 TV Outlets Over Sponsor Identity**

WASHINGTON—For “willfully or repeatedly” failure to identify the sponsor of a local program, four Minneapolis TV stations have been ordered to forfeit $500 each by the Federal Communications Commission (FCC). The fines were levied against WTCN-TV, an AM/FM radio station in the city, Aug. 6, 1962. The FCC said the assessments were based on a broadcast in favor of a Sunday-closing church ordinance which did not identify their sponsor, a Down- town Council, composed of retailers who favor such an ordinance.

**ABC-Par Theatres Earnings Drop In Qtr., 9-Month Period**

NEW YORK—Earnings dropped for ABC-Paramount Theatres, Inc., parent company of ABC-Paramount Theatres, in the quarter and nine months completed on Sept. 30. Net income for the quarter, including capital gains, fell to $2,333,000, or 52c a share from $2,510,000, equal to 56c, in the same quarter last year. For the nine month period, earnings were $6,906,000, or 1.55c a share, a slide from $7,906,000 during the similar period in 1962.

**Victor’s Gary On Prom Tour; 1st LP Is Climbing Charts**

NEW YORK—RCA Victor Records execs have announced that the first pressing of the “Catch A Rising Star” LP by newcomer John Gary was a swift sell-out and that the label’s Indianapolis pressing plant has gone into a second pressing. Gary, who jumped onto the trade charts within a few weeks of the debut LP’s release, is currently on a cross-country promo tour to meet deejays and make TV appearances. Victor has already cut the singer’s second album and writers are preparing material for the singer’s nitery debut.

**Czech Firm Says It’s Got The Static-Free Disk**

NEW YORK—Is the truly static-free disk a reality? For the Ceccholovian disk firm of Supraphon it is, according to reports from the firm last week. A discovery by Supraphon, after several years of research, is based on the addition of hush-hush anti-static ingredients to the standard plastic before pressing the disk.

**On The “Road”**

NEW YORK—Warner Brothers’ Modern Folk Quartet recently stopped by and visited popular WINS-New York air personality Murray Kaufman. The group currently has an initial album out tagged after themselves and a single called “Road To Freedom.”

**Dick Clark Readies New Teen Package Tour**

PHILADELPHIA—Dick Clark will headline a new touring package featuring sixteen top recording artists and attractions. Package, called “Caravan of Stars,” goes on a one-nighter tour in Teaneck, N. J., at the Armony, on November 8. This is a similar production to the successful show Clark took out in July, grossing upwards of a half million dollars in nineteen dates.

**Kannon Opens “Rat Fink Room”**

NEW YORK—Jackie Kannon, the comic whose antics are heard on the Roulette label, has just opened “The Rat Fink Room” at New York’s popular Roundtable nitey. The room will feature new vocal, instrumental and comic talents with Kannon presiding. Besides his nitey and disk ventures, Kannon also runs a publishing house which specializes in humor books, some of his own creation.

**Son For Atlantic A&R Staffer**

NEW YORK—Arif Mardin, on the A&R staff of Atlantic Records, became the father of a son when his wife gave birth at New York Hospital on Sat., Oct. 26. Child was named Yusuf M.
"SEND HIM TO ME"

B/W

"THIS LITTLE BOY OF MINE"

THE UNIQUES
R-4528

THE NEXT NUMBER

RECORD IN THE COUNTRY

ON THE CASH BOX TOP 100

AND CLIMBING

"SHE'S GOT EVERYTHING"

THE ESSEX
R-4530

"HEY LOVER"

DEBBIE DOVALE
R-4521

ROULETTE
Columbia Bows Merchandising Aids For Yule Product

NEW YORK—Columbia Records’ massive Christmas merchandising program continues to expand with the addition of new dealer aids that include a revolving Christmas tree which showcases some of the label’s best-selling LP’s by such artists as Andy Williams, Andre Kostelanetz, Johnny Mathis, the New Christy Minstrels, Mitch Miller and many others. Also featured are individual album covers, in enlarged easel-display style, individual blow-ups (20"x26") of the diskery’s best-selling artists for counter, window or wall display, a new window display apppointing Lawrence Nalsmith in his role as Santa Claus in the new Meredith Willison musical, “Here’s Love,” an original caroler album available on Columbia.

The label recently announced the most extensive consumer advertising program in its history sparked by colorful 20-page supplements to appear in The New York Times, the Chicago Tribune, and the Los Angeles Times. Consumer ads have also been scheduled to appear in Life, Esquire, The New Yorker and many other national magazines.

FTC & Nielsen Agree On Anti-Trust Consent Order

WASHINGTON—A C. Nielsen, whose audience survey services are often a point of contention with the Federal Trade Commission (FTC) as regards the agency’s charges of monopolistic practices.

A consent order, announced by the FTC last week, brings an end to a four-year legal dispute with Nielsen to make available to any applicant a royalty-free basis for the next four years and on the basis of “reasonable and non-discriminatory” royalties thereafter.

The agreement is for settlement purposes, the FTC noted, and does not constitute an admission by Nielsen that its practices are improper.

Nielsen also agreed that the non-exclusive, royalty-free matter applies to all patents currently owned or controlled by Nielsen, including current and future patents and applications, for a period of 10 years without prior approval by the FTC.

In its complaint, FTC charged that since 1946 Nielsen has been engaged in a program to restrain trade in the purchasing of music rights and royalties measuring national radio and TV audiences and has achieved a monopoly of this market through its unlawful and anticompetitive practices. The FTC’s consent order, the grosses derived from that market were about $4,520,000, with Nielsen accounting for better than half of that total.

The agency charged, “systematically engages in and threatens 3rd parties, opposition and other patent owners, to discourage potential and actual competitors from developing and using electronic and mechanical measurement devices of their own.

The order also further alleges that through these activities Nielsen has established a monopoly in both sales and patents, eliminated and prevented active competition in the field, and maintained arbitrary and non-competitive prices, discouraged and impeded scientific progress among his purposes inconsistent with their constitutional basis and for monopolistic purposes, and deprived users and the public of the competition that would otherwise exist.

Nielsen plays a major part, the FTC noted, in the measurement of national audience to Armstrong, who reflects the listening and viewing habits of 46 million homes in America with TV sets and the 50 million homes with radio. Its reports, the FTC says, are an important factor in determining the way that an estimated $800 million is spent on network TV advertising and $577 million on network radio advertising.

Paramount To Sell KTLA

NEW YORK—Paramount Pictures Corporation has announced that it will sell TV station KTLA for $12 million subject to the approval by the Federal Communications Commission.

The proposed buyer is Golden West Broadcasters of Los Angeles whose chairman is Gene Autry.

Cash Box—November 9, 1963
The DJ's were right!

The Jones to keep up with is Jack.*

Jack Jones' "WIVES AND LOVERS"
Stepping out and headed for Top Ten!

*KAPP

*The Most Promising Male Vocalist of 1963, as voted by the nation's disc jockeys in the annual Cash Box poll.
Gold Disk For Conniff & "Porgy & Bess" Soundtracks

NEW YORK—Columbia Records has announced that two more gold records have been awarded to LPs with sales of over $1,000,000. The gold disks went to Ray Conniff for his "Christmas With Conniff" LP, his 50th award to date, and to the original motion picture soundtrack recording of "Porgy And Bess."

Baez Sues To Stop Sale Of Her Squire LP

(Continued from page 7)

"Round Harvard Square" and featured the artist with Bill Wood and Ted Alevizos, who are also featured in the Squire release, whose full title is "This is the Original First Recording of America's Most Exciting Folk Singer—The Best of Joan Baez."

A hearing was set for Monday (4) before Judge Thomas Crane in Room 508 at the U.S. Court House in Foley Square, this city, Judge Thomas Murphy signed an order for the defendants to show cause and ordered them to appear at the hearing.

Attorneys for the performer are Michael Standard and Leonard Bouin of New York.

“WHO WILL . . .?”

New, Beautiful, Heart-Warming CHRISTMAS SONG

Write or phone for lead-sheet
No obligation
Bill Linn,
Reach, McClintock & Co., Inc.
505 Park Avenue, N.Y.C. - 22
212 Plaza 1-7300

THE LEADER IN THE OLDIES FIELD

20 GOLDEN GREATS

WEometry and Goodman Records

MR. MAESTRO RECORDS
7 Central Park East, N.Y.C.

IT’S A BIG ONE!

“YOU'RE NO GOOD”

BETTY EVERETT
VJ EVERETT
1449 S. MICHIGAN AVE.
CHICAGO, ILL.

World-Wide Coverage Seen For Gay's "Town & Country" Show

NEW YORK—Connie B. Gay's country music-oriented "Town & Country" show, to be staged in the RAI building in Amsterdam, Netherlands from Nov. 7-24, will be getting elaborate world-wide media coverage.

The show is being presented in conjunction with the U. S. Food and Agriculture Exhibit, and will be premiered over the American Forces Network, Europe, when festivities get underway on Nov. 7. Vice President Hezekiah O. Thomas will open the show in Amsterdam along with Secretary of Agriculture Orville Freeman and top leaders in agriculture throughout the world.

The official opening of the show, a special performance will be presented for radio, television, and newspaper editors, and will be worldwide, and is expected to reach many countries of Europe. Also on hand to view the performance will be representatives of Eurovision-TV, and Telstar, who have been invited to tape portions of the show for viewing by possibly hundreds of millions throughout the world.

Guy pointed out that in addition to the extensive coverage already mentioned, the voice of America and the U. S. Department of Agriculture's press, radio, television, and motion picture services will be on hand to assist in promoting the show.

Guy announced a roster of 18 artists who will appear at the Amsterdam show. Heading up the lineup of television and recording performers who will perform on the Hootenanny type show are Elton Britt, RCA Victor artist; the Watson Brothers, of the Grand Ole Opry; Mary Klick, former Jimmy Dean Show vocalist; Bobbi Staff, 18-year old old-street show; Bobbi Staff, 18-year old old-street show; Bobbi Staff, 18-year old old-street show; Bobbi Staff, 18-year old old-street show; Bobbi Staff, 18-year old old-street show.

Scepter/Wand Makes Indie Disk Deal With Dixon

NEW YORK — The Scepter/Wand diskery has inked Luther Dixon, its first artist to some degree. The production deal: Pact calls for Dixon to cut 10 sides in a year's time for the label. S-W also has indie deals with Bert Backarach and Stanley Khan.

Decca Revives Dawson's "Negro Folk Symphony"

NEW YORK—The Negro Folk Symphony, written by William Dawson and performed by the Philadelphia Orchestra with Leonard Rosek about 30 years ago, has been revised by the composer and revived by the record labels in a performance by the American Symphony conducted by Stokowski.

The new recording has been released on the diskery as its Gold Label Records series, and was introduced at the press to a reception given by Decca at Gotham's Tea Center last week. Present for the introduction of the Decca label reps, executives of SESAC, who brought the work to the attention of Dawson and Dawson, who briefly talked on the origins and structure of the work. The revised symphony was premiered Oct. 29 on WRUL, New York, which broadcast the new work worldwide via its overseas facilities.

W FCC Sets Oral Arguments On Radio-TV Ad Controls

WASHINGTON — The Federal Communications Commission is letting interested parties speak their piece on FCC proposals to adopt rules governing the length and saturation of radio & TV ads. Ben E. Wade, the agency's secretary, said last week that the FCC thought the matter was important enough for it to hear oral arguments, which have been submitted. Amount of time allowed and order of presentation is to be set by the FCC at a later date.

Mercury Limelight Push

(Continued from page 7)

Energy Limelight will have its own distribution, with an initial 32 outlets, and its own talent roster.

Limelight's first release, shipped last week, was by a group of young Chicanos, The Classmen, and is their first record. It is "My Special Angel," a new treatment of a hit song of several years ago with the "Love Is Gone" on the flip side.

Steinberg pointed out that although Limelight will operate as a company with some separate label, it will be backed by the "full domestic and international experience and facilities of the Mercury organization." "Thus Limelight will have the full promotion and sales programs behind each new artist, on a world-wide scale," Steinberg said, "ensuring that Limelight will have its initial promise as the launching ground for the name stars of tomorrow."

Tico Starts Build-Up Drive

NEW YORK—Rollout Records has kicked-off a build-up program for its Tico label, a Latin-American line.

One of the initial steps in this area is the signing, by A&R man Teddy Reig of the Los Chaflanes de Espana, the internationally-known group.

Additional signings include Ruth Fernandez, Rafael Hernandez, Migue- lito and Randy Campos. Other new new cassettes will be announced soon.

Also, new foreign deals are going to be made, including productions from Mexico for west coast consumption.

Tico's latest single is called "Theme from "Veo Victores"" by Ray Barretto, who recently came through with "El Watusi."

Leno's "Now!" Disk Has 'Em Buzzin'

(Continued from page 7)

CBS, by the way, did play the audience. As way of explanation Bill Randle, a deejay at the station, played the record for his listeners because "we thought we would play it for you so you can hear what we mean." He told his audience that the record " . . . simply . . . doesn't fit the WCBR sound as outlined in our written music policy that asks us—"he's a personal character not to play rock 'n roll, 'screamers,' or 'wailers' or music with too wild a beat."

Most outlets in the New York area, including NRC and ABC, are playing the record. As far as the deck's sales picture is concerned, Norm Weiser, president of 20th-Century Fox Records, said at preствие that it had already sold 85,000 copies.

He said that the label was meeting with some resistance to station exposure, including some outlets on the west coast, but, he noted, "There is no such thing as a complete airplane. We don't expect WQXR [The New York Times' mostly-long-hair station] to play it."

Epic Bows New Adam Wade Single

NEW YORK—Epic Records has announced the release of Adam Wade's "One Piece of a forthcoming flock. The music was ·cleared by Henry Mancini with lyrics by Johnny Mercer.

The coupler is "Does Good Night Mean Good Bye," the theme song from another new film called "The Victors."

Atco Releases Smash British Deck

NEW YORK—Atlantic Records has picked-up—for its Atco affiliate—a master of deck currently doing Top 10 business in England. Disk is "Hello Little Girl," by The Fourmost, which Wade, Atlantic's exec veep, made the deal, for an undisclosed sum, with Roland Rennie of Transglobal, this city. Side is being rushed-out immediately on Atco.

Cash Box—November 9, 1963
NEW YORK—Dick Van Dyke, the star of the TV hit "The Dick Van Dyke Show," will be a guest star on "The Ed Sullivan Show" this Sunday. Van Dyke also will appear on "The Tonight Show" with Jack Paar next week.

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NEW YORK—Bernie Lawrence will resign his two-year-old post as general manager of Canadian-American Records and its Sabina affiliate effective Jan. 1, 1964, the end of his contract with the firm, renewed last Jan., expires at that time.

Lawrence said he resigned as a result of a difference of opinion as to what future direction the label should follow. He will continue to supervise all facets of C-A's activities until the end of the year. Lawrence did not announce his future plans after that time, but he's expected to shortly.

U.A. Fieldmen Help-Out
On Many "Mad" Diskings

HOLLYWOOD—In a concerted drive to fully capitalize on the host of recordings based on the Ernest Gold-Mack David score of "It's a Mad, Mad, Mad, Mad World," United Artists Pictures fieldmen across the country are working in conjunction with the local representatives of the major companies involved to merchandise these recordings and to obtain maximum air time on disk jockey and other shows.

In addition to joint visits to all leading local disk jockeys, the U.A. fieldmen and record company salesmen will be working closely with local station managers to tie-in record displays, give away and arrange for the playing of the music at intermissions and over lobby and theatre-front public address systems.

There are now around 30 versions of the music from "Mad" including the original soundtrack album on United Artists Records and an album by The Shirelles, the popular S.E.A. artists. Singles include those by The Four Lads on the U.A. label, The Shirelles on Scepter, Tom Glaser on Kapp Records, Lionel Newman on 20th Century, and Yvonne Fair on Reprise Records.

The all-star cast of the release will take place Nov. 7 at Pacific's Cinemar Theatre in Hollywood.

Musictapes Adds 2 Lines

CHICAGO—Musictapes, Inc., Peter Fabri's Chi-based tape-releasing company, has taken on two more labels: Hi-Fi Tapes and Casual Tapes. Tapes from each label are involved in the distriul deal. Hi-Fi Tapes' catalogue includes titles by Arthur Lyman, a best-selling artist with such albums as "Taboo," "Love for Sale" and "Sunset," and organist George Wright.

Linkletter At Autograph Session

NEW YORK—TV personality Art Linkletter is shown in this photo at a book signing of his latest book "Where Did You Come From?" for more than two hours Linkletter autographed L.P.'s for the 600 persons who jammed the store's record department.

JFK Receives Churchill LP

WASHINGTON—A specially-bound Colpix Records album, "Sir Winston Churchill, First Honorary Citizen of the United States," was presented to President Kennedy at the White House last week (29) by Sir David Ormsby-Gore, Great Britain's ambassador to the United States.

Beatrice, above, witnessing the presentation, is Don Kirshner, executive vice president of the music and record division of Columbia Pictures-Screen Gems Inc.; Peter Davidson, head of Colpix, president; and Hubert Liberman, vice president.

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NEW YORK—Epics Records' Cliff Richard, in New York recently to appear on Ed Sullivan's CBS TV show, was feted by the label at a press reception given at The Strober's. In the upper photo, Richard (center) is shown with Goldard Lieberman, president of Columbia Records (left) and E.M.I. gen. mgr. L. G. Wood. (2nd photo) Richard is flanked by Wood (left) and Harvey Schein, a Columbia vice president. (3rd photo) Norrie Paramour (right) who produces all of Richard's disks, is shown talking to Columbia's Mitch Miller. (4th photo) The British songwriter is pictured with Sol Bahinowitz (left) Epic's national promo manager and Marty Ostrow, editor-in-chief of Cash Box.

SUBSCRIPTION TO CASH BOX $15

GOING GREAT IN THE MID-SOUTH

"SWEET AND LOVELY"

by the JOE LEE COMBO

ALLEY 1014

b/w "Sincerely"

#68 on Top 100 Chart—Music Reporter on Nov. 2, 1963

ALLEY RECORD COMPANY

213 E. Monroe, Jonesboro, Arkansas

Phone WE 5-2161

DETOIT—Columbia Record Distributors in Detroit and promotion manager Russell Yerge recently hosted the second appearance of the Grand Ole Opry at Cobo Hall. During a break between the shows, the diskjockey sponsored a get-together for the local press, deejays and dealers.

(upper photo) Marty Robbins (left) and Columbia promo manager Russ Yerge welcome WS1M's Grant Turner to Detroit.

(middle photo) Bob Clark of WEXI is shown during a lighter moment with Platt & Scruggs.

(lower photo) (left to right) Yerge George Jones, Marty Robbins and Colum bia sales manager Larry Owen accommodate the photographer.

JUKE BOX OPS' RECORD GUIDE

ACTIVE with OPS

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

BAD GIRL
Neil Sedaka (RCA Victor 8524)

RUMBLE
Jack Nitzsche (Reprise 20,225)

SHY BOY
Lou Christie ( Roulette 4527)

WHEN THE BOYS ARE HAPPY
Four Pennies (Rust 5070)

IT'S A MAD, MAD, MAD, MAD WORLD
Shirleys (Scepter 2980)

SURFER STREET
Allisons (Tia 1011)

KEEP AN EYE ON HER
Jennett's (Tuff 5571)

FOUR STRONG WINDS
Jan & Skeeter (Prestige 4522)

ANY NUMBER CAN WIN
WHAT I SAY
Jimmy Smith (Verve 7099)

SHINY STOCKINGS
Elia Fitzgerald & Count Basie (Verve 10156)

LOVE HER
Frank Brothers (Warner Bros. 5339)

SOUL STREET
Gus Grier (Zoro 1000)

NEW ADDITIONS to TOP 100

73— IN MY ROOM
Brent Boyce (Capitol 5069)

74— TALK BACK TREMBLING LIPS
Johnnie Tillotson (HMV 11017)
Ernest Ashworth (Hickory 1214)

79— LOUIE, LOUIE
Kingman (Wood 143)
Seth Barnes & Ruby (Columbia 42814)

84— YOU'RE NO GOOD
Betty Everett (Provel 5566)
Donnie Warwick (Adlib 5499)

85— I GOT A WOMAN
Freddie Scott (Capitol 2999)

86— SUE'S GONNA BE MINE
Herman (Rivier 301)

88— DAWN
David Rockingham Trio (Jone 913)

91— AS LONG AS I KNOW HE'S MINE
Marvelettes (Tam 48088)

92— BABY, I DO LOVE YOU
Gallien (Challenge 9714)

93— MIDNIGHT MARY
Johnny Powers (Atlantic 4214)

94— BABY, DON'T YOU WEEP
Jimmy Hunt (Scepter 1261)

95— I'M A WITNESS
Tommy Hunt (Scepter 1261)

96— THE NITTY GRITTY
Shirley Ellis (Columbia 2032)

97— SHE'S GOT EVERYTHING
Essie (Dorlette 4530)

98— LONG TALL TEXAN
Nancy Nelson (M-G-M 453)

100— CROSSFIRE TIME
Don Clark (Constellation 6034)

GE Markets Teen "Pillow Talk" Phono

NEW YORK—A teen-oriented stereo phone—"Pillow Talk"—has just been marketed by General Electric. As the model name implies, the sound of disks played comes from an orange corduroy pillow containing two 4-inch speakers. A two-position "listen" switch with "pillow" and "phono" settings allows the cushion to be used as a conventional speaker system when stored in the lid of the phone, or as a self-contained unit remote from the phone. The speaker-pillow, concave and molded of polyurethane foam, is stored in the portable's cover. Model comes equipped with a 15 foot extension cord.
Third NARAS-UCLA Session

The third NARAS-UCLA sponsored class session on "The Recording Arts" gave insights into "The Classical Repertoire" from a group of qualified speakers.

Speaking on the class on Oct. 24 were world-renowned concert violinist William Primrose, Capitol VP Lloyd Dunn (in charge of Angel Records), Capitol exec producer Richard C. Jones, and nationally known music critic Alfred Frankenstein of the San Francisco Chronicle. Latter flew in from S.F. to participate.

Dunn commented on the comparability of marketable classical music recordings as opposed to almost 3,000 producing popular or other recordings, stating that there were only about 8 or 10 of relative importance. He stated the young classical composer or artist has difficulty in getting established names whose recordings can be purchased at the same price as an unknown. This forces a label to select artists as well as repertoire based on sales potential in order to stay in the business and explains why the same standard classical repertoire is recorded over and over again by record companies.

Dunn also stated that costs of classical recordings can hit fantastically high sums, while popularity of a classical album can drop to five years at best. Richard Jones briefly summarized the responsibilities of the classical A & R man in choosing the repertoire and artist, scheduling and supervising recording and transferring, and consulting on cover design and liner copy, as well as scheduling release dates and working with promotion and merchandising departments. While the arrangements usually makes the pop records. Jones felt that in classical it is the fine producer who should be able to follow a score, be familiar with all types of musical music, and have complete rapport with the artist. Proper pre-recording practice is of great importance, he said. Mistsakes are not disturbing in a "live" performance but are so in a recording, he added.

Frankenstein stressed that the richness of America's musical heritage and the flexibility of today's classical recording catalog is "beyond belief." Because of the many factors which make the recording of a conceivable type of music, be critical failures and performances. In his opinion the recording--especially the LP--is the most important that has happened to music since the printing of music was invented. He denounced the over-emphasis of background music which engulfs people everywhere they go; he claims it is teach- ing people to be fatigued, and negatively affecting attention to music and feeling music lovers agree. He stated that when a record buyer purchases his first recording of, for example, a Beethoven symphony, the interpretation by that conductor becomes to the buyer: an unconscious standard against which he will judge all other performances. This, he said, makes unnecessary a fair critic.

While critics have learned to guard against this, people in general have not, he noted. Frankenstein stated the critic must be objective at all times, and, in his experience as a music annotator as well, Frankenstein said most liner copy is inadequate or superficial and the simple facts are essential to deepen the music lovers' understanding of the recording; each time he reads it. Reviewers don't have sufficient time to review all the new recordings, so they lose interest and stop reviewing when companies record the same works over and over again. Thus, he declared.

Primrose revealed his start on recordings as a violinist. Earlier days he began as a violinist. When he was named the Los Angeles College of Music's Jones' response that selection of repertoire to record is usually by mutual agreement between label companies. Your choice that you select a good artist, and not necessarily to perform; that recordings are not made necessary to have them but because the artist is more readily available. From Dunn came the concept that originality is essential to establish a pop record, but the critic establishes the classical record. For classical artists, Dunn stated there were many areas in the recording industry through which the classical series is. Artists. Dunn also noted the great amount of work and time the artist is not alone in this effort; there are the workmen, salesmen, promotion men, accountants, etc.

Julie London Sets Collegiate P.A.'s

HOLLYWOOD — Liberty recording star Julie London is taking off from her film and TV activities to do a series of one-niters on a month-long College concert tour beginning this week (8) in Nebraska.

Prior to this, the actress-singer will first headline in Miami, Florida, Nov. 6 at the Americana Hotel. The college dates mark the first time the artist has ever gone on an extended collegiate in-person tour.

Three-time composer-conductor Bobby Troup and his Trio will accompany her on tour, which includes Cornhusker Hotel, Lincoln, Nebraska, Nov. 8; University of Iowa, Iowa City, Nov. 9; North Carolina University, Chapel Hill, North Carolina, Nov. 10; Salem College, Salem, Oregon, Nov. 11; Wake Forest College, Winston-Salem, North Carolina, Nov. 12; the Carolina State College, Raleigh, North Carolina, Nov. 16; University of Alabama, Tuscaloosa, Alabama, Nov. 18; University of Missouri, Columbia, Missouri, Nov. 20; and the University of Southern California, Los Angeles, Nov. 21; Mississippi State University, Starkville, Miss., Nov. 22; Georgia Tech, Atlanta, Georgia, Nov. 23; and the Outrigger Inn, St. Petersburg, Florida, Nov. 24.

K/C Acquires Masters Made In Germany

NEW YORK—K/C Records has just acquired a German master called "Nataasha," an instrumental-vocal date that will get a strong push from the discjockey. Pete Bennett, K/C's national promo manager, will tour 12 cities as part of the label's promo efforts on the deck's behalf.

Moonglow Sets Canadian Release For Righteous Bros.

HOLLYWOOD—Moonglow Records has just made a deal with Quality Records of Canada to distribute a single and LP by The Righteous Bros., according to Moonglow's Ray Maxwell. Singles outing is "Koko Joe" and the LP is called "Right Now!". Team is currently appearing in Canada.

Marvin Deane, A Dad

NEW YORK—Marvin Deane, the Warner Bros. label's eastern promotion manager, completed the first time when his wife, Judy, gave birth to a boy at Brooklyn Jewish Hospital last week (31). Dad, weighing-in at 6 lbs., was named Andrew.

"Travelin' Lady"

NEW YORK—"Timi Yuro, who is currently on tour with "Travel On" on Liberty, is shown above getting the full protection of her husband, a U.S. Marine, on the deck of the guard. The lark planed to England, where the newlyweds had their honeymoon, after appearance trip abroad, touring, and doing TV guest spots in England.

Buddy Deane Returns To Morning Spot At WITH

BALTIMORE—Buddy Deane, host of the "Buddy Deane Show" on WJZ-TV, Channel 13, has added a 6 to 9 a.m. show to his WITH schedule. Deane originally came to Baltimore 12 years ago at the invitation of L. E. Ewing Jr., station manager and general manager of WITH. It announces:clasasm his the fact that Deane will continue to host his daily TV show while broadasting "live-on WITH in the morning."

Pedagogical Confab

NEW YORK—Things continue to happen in the concert area for jazz flutist Herbie Mann, whose LP and tapes successes on the Atlantic label no doubt account for his active career.

Mann just concluded a full week at New York's Apollo Theater, and signed for engagements at The Copacabana (Fri. (1). This Fri. (8) brings to the Howard Theatre in New York. Mann is back at his regular engagement at the International Hotel (Fri. (8) Jan. (15) Mann begins a trek to college campuses in the east, including Johns Hopkins, Lehigh, Pennsylvania, Cornell, Dartmouth, Union, of Vermont and Stony Brook University. The eight programs are Mann's first full college concert series. In addition to concert dates, Mann is regularly heard at top jazz festivals, including several stints each year at New York's Village Gate, the "live" dieting spot of two of his best-selling albums.

Herbie Mann's most recent LP entry is "Herbie Mann Live At Newport, From the 1963 Performances." The "Wind" and "The Girl From Ipanema" has been marketed.

NEW YORK—Frank Fontaine and ABC-Paramount Records recently conferred a reception in the singer's friend's TV and disk industries and who worked diligently to make his two albums a huge success. Both ABC-Par. LP's, "Zongs 1: Sing On The Jackie Gleason Show" and "Frank Fontaine Sings Like Crazy," were on the album charts for many weeks. (left photo) Fontaine (seated) is pictured with Buddy How (left) of G.A.C. and label topnp Clark, (right photo) The chart is shown (with left to right) Dave Berger and Larry Newton of ABC-Par. and his manager Joe Lyttle.

YOU DON'T BELIEVE THIS CHRISTMAS ALBUM...JUST WAIT

HOLLYWOOD — Theophilus James Francis (left), star of the "Mr. Novak" TV'er, discusses the differences in teaching and music with orchestra Ray Anthony in his television classroom at Jefferson High. Anthony's single, "The Theme From Mr. Novak" is set for release Oct. 28.
NEW YORK—Bert Kaempfert’s U.S.iskings have been issued by Decca since 1960, but not until last week could the label really call him its own.

The German maestro, Leonard W. Schneider, exec veep of Decca, announced last week, has just inked an exclusive pact with the label. Previously, his label affiliation was with Dgg/Polydor Records in Germany, and his discs were released in this country by Decca. Terms of the new pact call for Kaempfert’s exclusive services under the Decca banner for the U.S. and Canada. Negotiations for Kaempfert were handled by attorney Ben Starr.

Kaempfert has been a solid singles and LP seller since his debut on the label in 1960 with “Wonderland By Night,” a million-selling single, and a smash LP.

Coinciding with the new pact, Decca rushed out last week, a single by the artist, “Jingo Jango” and “Little Drummer Boy,” from an album, “Christmas Wonderland.” In the photo, joining hands at the signing of the pact are (left to right): Marty Saliga, veep; Schneider, Kaempfert, and Milt Gabler, veep and A&R men, who handles Kaempfert’s discings.

New Copying Service Bows In New York

NEW YORK—CRT Music Copying Service has just opened shop at 1209 Broadway, this city. Offering a complete music copying service for publishers, disk producers, labels and music firm artists also specializes in lead sheets, piano copies, arranging, composing, recording producing and other publishing services. Heading the operation is Tony Esposito, who is a member in other music business activities, including Nobs & Wassell Music and Tacit Publications, both this city.

YOU WON’T BELIEVE THIS CHRISTMAS ALBUM

JAPAN DEALERS VISIT PHILIPS IN ENGLAND

LONDON—Arranger Johnny Gregory (2nd from right) is shown copies of his albums as issued in Japan by Mr. H. of Nipper, Victor, during a recent visit of Japanese record dealers to Philips Records. (Second from left) is Leslie Groot, manager of Philips in England, and on the extreme right is Ben Joppe of Philips, Japan.

Silver For "Chains"—REVERE-WOLLENSAK

NEW YORK—During his recent visit to the United States, Len Wood (left), managing director of EMI presented a $10,000 chain award to John Schreiner, president of ABC-Paramount Records, in recognition of sales of the Ray Charles deck, “Take These Chains From My Heart.”

REVVERSE-WOLLENSAK UPS 4

ST. PAUL, MINN.—Promotion of four new to supervisors positions has been announced by the Reverse-Wollen- sak division of the 3M Company.

They are: B. R. Boatman, supervisor of the western area for consumer products; G. B. Ubel, supervisor of the Mid-East area for consumer products; and N. G. Scotty Lyall, supervisor, audiovisual markets.

Boatman takes over many of the responsibilities formerly held by R. H. LaGrandeur, who has been promoted to western regional sales manager. LaGrandeur has been sales manager of the San Francisco area. Boatman took over the responsibility originating was a sales representative working out of the San Francisco area. He will report to Scotty Lyall, national audiovisual manager.

Ubel will fill the vacancy created by Boatman’s promotion to supervisor marketing manager for the Wollensak division.

Lyall, who had been area sales manager, had been sales representative in the New York area.

Ubel was sales representative in the Chicago market and report to David E. Gassner, eastern regional sales manager for consumer products.

Merryman will fill a vacancy created by the promotion of Gassner to sales manager of the Chicago-Southwestern area.

Merryman, who had been supervisor of audiovisual markets, will report to Gassner.

He will take over the position left by the promotion of Merryman, Lyall had been a St. Paul area sales representa- tive. He will continue to head- quarter in St. Paul and report directly to H. Boyd, marketing manager for consumer products.

Alma Mater Names Kirshner "Alumnus Of The Year"

NEW YORK—Don Kirshner, vice president of Screen Gems TV in charge of the music and record division, has been named "Alumnus of the Year" by Upsala College, East Orange, N.J., whose name is familiar to fans of the popular TV show "The Andy Williams Show," its Writers Guild Awards and "The Andy Williams Show." He was also a member of the Baseball Hall of Fame and Alpha Sigma Phi fraternity.

Following his graduation from Up- sala, Kirshner taught music at St. Mary’s College, Ind., followed by pro football coaching at the University of Wisconsin and Saint Louis University.

Kirshner will be presented with the award at a dinner scheduled for May 10.

YOU WON’T BELIEVE THIS CHRISTMAS ALBUM

LONDON—Author Johnny Gregory (2nd from right) is shown copies of his albums as issued in Japan by Mr. H. of Nipper, Victor, during a recent visit of Japanese record dealers to Philips Records. (Second from left) is Leslie Groot, manager of Philips in England, and on the extreme right is Ben Joppe of Philips, Japan.

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ARGENTINA: MIGUEL SAMI, Calle 3878, Buenos Aires, Argentina, Tel: 69-1535
JAPAN: MGR. TSUKISHI KUSANO; Adv. MGR. Motshiro Nagata, 446 Higashi-Ozumi Nerima, Tokyo

YOU'LL WANT YOUR YEAR-END HOLIDAY MESSAGE IN THIS SPECIAL ISSUE!
also guest on Seattle's popular Saturday weekly TV show, "Evergreen Jubilee" on Nov. 16, over KOMO-TV, the city's ABC network affiliate.

Eddy Arnold, Sonny James, Marion Worth, Lonzo & Oscar, Hank Thompson and Jack Jackson recently played to 15,000 capacity crowd in Baltimore sponsored by WTOP. The show was sold out in advance.

Decluys miss the mailing of the Howard Vokes Starday single, "The Star Struck with 'Dead On The Highway'" are invited to write to the label at P.O. Box 115, Madison, Tenn. for a quick copy.

WEXL-Detroit recently saluted the Southern Gentleman, Sonny James on Oct. 2 with a Sonny James Day in the motor city complete with auto carnavan, contests and remote control broadcasts.

After 9 1/2 years in the promoting and managing end of the country music field, the Slick Norris office in highlands, Texas has just added to its many other functions, a publishing company. The publisher will bear the name Slick Norris Publishing Co. The first published songs to be released under this label are "How Long I Forget You" and "Rain Check." Both songs were penned and recorded by Glenn Elbar on the Sims label, songs to be released this month will be "The End" by Dan & Alice and "Oh Brother" by "Pickin' Pedro" by Gene Gunter.

Ford and the Echo Valley Boys were recently guests on Kenny Roberts' top-rated TV show, "Hootenanny Jubilee" telecast on WTVB-Flint, Michigan. Ray is now heard six days a week as the top country platter spinner on WTVB-Coldwater, Michigan.

Ray Sanders has left Liberty Records to go with the Headhunters in Hollywood. Aside from being an artist for the company he has been added to the A&R department there. Ray's new studio release is tagged "Johnny's Name" b/w "Blue Bell." George A. Crump, pres. of WCMC-Norfolk, sends along word of "Country Style USA," a new "live" package scheduled for the Allied Shepard Convention Center in Virginia Beach. Stated to appear is Roy Acuff and the Smokey Mountain Boys, Don Reno, Red Smiley and the Tennessee Cut-Ups. Bobby Lord, "Carolina" Charlie and the Four Cs and the Four Horsemen of WCMC: Sheriff "Tex" Owens, Joe Hoppel, Jesse Travers and Carolina Charlie Wiggs. The show is set for two performances on Sunday, Nov. 17.

Gene Jackson, who spins the good country sounds on WGLS-Custonbes Hank Locklin's new Victor release of "Kiss On The Door" b/w "Wooden Shoes" is really clicking in the South. Gene notes he'll be glad to send samples to fellow deejays and write on their station letterheads.

With new man Tex Roberts in the saddle, and featuring seven-days-a-week service 24 hours a day, CFCO-Chatham, Ontario, Canada beams more western hours in to Ontario and Michigan. Fact is the station sends more western music-hours than any other Canadian station, barring strictly western format stations in the nation.

The Willies Brothers will appear in Amsterdam, Holland for 18 days with a United States Department of Agriculture

lishing operation will in no way reflect or change the other operations in the Northwest office. The office will continue to produce and lease masters, as well as managing artists and record promotion/publicity.

COUNTRY ROUND UP

Paron Young and his orchestra is set for a nine-day trek of one-nighters throughout the Pacific Northwest area. The tour is under the direction of Seattle promoter Jack Roberts. Dates are as follows: Olympia, Nov. 8; Seattle, Nov. 9; Tacoma, Nov. 10; Spokane Nov. 12; Lynnwood, Nov. 13; Blaine, Nov. 14; Belfair, Nov. 15; and Portland, Nov. 16. The chapter will cultural exhibit show set up by Connie B. Gay in co-ordination with Lucky Moeller of the Jimmie Angel Bureau. The Willies Brothers will make country and music recordings in London, in Dutch and in Hamburg in German while overseas. It is hoped that this Country Music show will make an impetus for country music in Holland and the Benelux countries.

Hard-working Ernest Tubb and the Texan Troubadours have just wound up a tour through Illinois and Michigan. The songster and the boys played key dates in Lansing and Saginaw. If you were missed in the original mailing of Ronnie Murray's new Kipp release "I Could Never Live Without You" b/w "I Always Will" or Ray Ford's new Band Box release, "Bluegrass Polka" and "Wildflowers On The Hillside"... copies are available by writing on station letterhead to M. L. H. Enterprises, Inc., P.O. Box 35, Topuka, Kansas.

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Decca 31546

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COUNTRY
COUNTRY RECORD REPORTS

JIMMY BELL
KRCO
Casper, Wyoming

1. Love's Gonna Live Here (Bob Owens)
2. Callin' A Heart (Carlon O'Mullin)
3. Bad, Bad Tuesday (Tom Toll)
4. Longest Side of Lonely Street (Gene Woods)
5. As Long As There's A Saturday (Justin Tubb)
6. Be My Heart (George Morgan)
7. I Almost Forgot Her Today (Carl Smith)
8. Better My Heart (George Jones)
9. Faces Forever (Bobby McBride)
10. Better Get On For Yourself (Johnny Smith)

M. H. HILTON
K-990
Salt Lake City, Utah

1. Talk Back Trembling Lips (Emmet Ashworth)
2. Callin' A Heart (Bob Owens, McDonald)
3. It's 10 (Bill Anderson)
4. I Ain't Never Done (Terry Owens)
5. If You're Not Sure (Mel Tillis)
6. Guilty (Jim Rees)
7. Ain't A Fool What A Fool Will Do
8. Freight Train (The Canadian Sweethearts)
9. Thanks A Lot (Emmet Ashworth)
10. Heart Is Beating Shaky Weather

FRED KELLEY
WFKH
Full City, Ala.

1. Little Black Book (Jack Priddy)
2. Guilty (Jim Rees)
3. It's 10 (Bill Anderson)
4. I Ain't Never Done (Terry Owens)
5. If The Book Could Tell (Webb Pierce)
6. Crying In My Pillow (Fats Domino)
7. Talk Back Trembling Lips (Emmet Ashworth)
8. This World Can't Stand Long
9. There's More Than A Little Girl (George Hamilton IV)
10. The Moment You're Gone (Johnny Jimenez)

THOMAS THOMPSON
KSN
Pocatello, Idaho

1. Two In Love ( Tanks Thompson)
2. That's Gonna Live Here Again (Bob Owens)
3. Talk Back Trembling Lips (Emmet Ashworth)
4. Make The World Go Away (Bill Price)
5. Call Me Mr. Brown (B Jevonte McDonald)
6. Wild Wild Wind (Vinn Vandekirk)
7. Little Ole's Ya (Jim Rees)
8. Happy To Be Unhappy (Gary Buck)
9. My World (Unary Impact)
10. The Fool (Eddie Nank)

CAROLINA CHARLIE
WCMA
Norfolk, Va.

1. Love's Gonna Live Here (Bob Owens)
2. Trouble In My Arms (J & B Mackey)
3. Talk Back Trembling Lips (Emmet Ashworth)
4. Cowboy Beat (Dave Dudley)
5. It's 10 (Bill Anderson)
6. Faded Love (Gene hill)
7. Make The World Go Away (Bill Price)
8. Watch Side Of The Tracks (L. Van Dyke)
9. Your Best Friend And Me (Max Washington)
10. Medley: Jangles / Cash

R. C. EDDIE
WDON
Washington, D.C.

1. My Worst Habit (Johnny english)
2. Another Reason To Run (Sidney Dickins)
3. Handprints On The Window (Odie Beavers)
4. If It's A Mighty Big World (Mary McCallough)
5. Where Were You (Loretta Lynn)
6. Ain't It Time To Buy A Bill (Gallant)
7. Those Wonderful Years (Vince Floyd)
8. D. J. Puts A Day (Jimmy Rannow)
9. Somebody Left The Gates Of Heaven Open
10. Don't Let Her See Me Cry (Kathy Pruett)

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ALEX ZANETIS (Reprie 20,232)

"WHY LEAVE SOMETHING I CAN'T USE" (2:38) [Samos BMI — Zanetis]

"EL DIABLO" (2:55) [Fred Rose BMI — Kearney, Carrigan]

RAMSEY KEARNEY (Hickory 1233)

Ramsy Kearney can finally break through and have a quick hit on his hands with this new Hickory item tagged "Move On." This tune is a medium-paced, shuffle-beat traditional lament with a pretty, easy-going melody read with loads of authority by the singer. The strop, "El Diabolito," is a high-speed, hard-driving dual-track item with a warm southern-of-the-border beat.

JIM & JESSE (Epic 9035)

"L.A. CASSAS, TENNESSEE" (2:22) [Camelot AS-
CAP — McPherson, Pennington, Marvet] The west co-
try country westerners unleash their potent vocal and instrumental talent on this medium-paced tale about the importance of life in jail. Dee-jays should really dig it.

"LONESOME NIGHT" (2:18) [1310 BMI — Stanley] This time out the duo offers a pretty, slow-moving bluegrass-styled tale of heartbreak.

ROD BAIN (Chart 1945)

"TIME AFTER TIME" (2:27) [Bronco BMI — Veale] Newcomer Rod Bain displays a rich, wide-ranging baritone voice on this tender,easy-going hillbilly traditional with some top-notch emotion-packed lyrics. Could get some play.

"ANOTHER USED-TO-BE" (2:25) [Painted Desert BMI — Kigons] This one's a clever novelty item with some top-drawer amusing lyrics.

LYNN GIBSON (Todd 1093)

"LOVE WORDS" [Copor-Copar BMI — McPherson] Lynn Gibson could garner some quick spins with this slow-moving pop-styled duet, it's a love song with some fine lyrics and a danceable melody.

"BLUE MOOD" [Copar-Copar BMI — McPherson, De-
dras] — Luminous country blueser. OK charting.

THE COUNTRY BULLSEYE
B+ very good
B good
C mediocre

LEAVE MY BABY ALONE" (1:50) [Central Songs BMI — Bare, Howard]
"AS CLOSE AS WE'LL EVER BE" (2:33) [Central Songs BMI — Howard]

GARY BUCK (Petal 1310)

Gary Buck, who is still riding the charts with his initial Petal outing of "Happy To Be Unhappy," is a cinch to quickly duplicate that success with this new release tagged "Leave My Baby Alone." The tune is a raucous, hard-driving, dual-track country-blueser dished up by the chan-
er with loads of authority and poise. "As Close As We'll Ever Be" is a slow-moving, shuffling hillbilly traditional tear-jerker.

MOVE OVER (WHEN TRUE LOVE WALKS BY)

(2:10) [4-Star BMI — Knight]

"EL DIABLO" (2:55) [Fred Rose BMI — Kearney, Carrigan]

CANTRELLS (Kash 1011)

"HELLO CITY LIMITS" (1:57) [Tom Cat BMI — El-
in] Tom Cat Cantrells could make quite a name for themselves with this up-
tempo hard-driving affair with an in-
digenous hillbilly Western flavor.

"HE Ain'T PICKIN' NO MORE" (2:00) [Painted Des-
ert BMI — Kigons] This one's a clever novelty item with some top-drawer amusing lyrics.
JAPAN'S BEST SELLERS

**Week Week**

**Kokuh Sansagenshi—Kazuo Funaki (Columbia)**

**Shigakiyuki—Kensuke Furaki (Columbia)**

**Shima no Blues—Akemi Misawa (Victor)**

**Black and White—Yosimi & T. Shimakura (Columbia)**

**Judo Ichidai—Hiroyo Murata (Victor)**

**Ozuna—Michiyo Ishihara (Columbia)**

**Save the Last Dance for Me—Fubuki Koshiji (Toshiba)**

**Suzume Kaizo—Midorib Hatakeyama (Columbia)**

**Kokumi Washita—Kenshi Atsukara (Columbia)**

**Ken-Nichiwa Akachan—Michiyoshi Arahara (King)**

**LP BEST SELLERS**

**This Week**

**Poetry in Japan—Decca**

**Belflote at Carnegie Hall II—RCA**

**Sam Taylor in Japan—Columbia**

**The Middleman—Columbia**

**My Fair Lady—Columbia**

**Award For “Lie”**

**Gold Disk For Solis**

**ITALY**

The big party to announce the new label, Japan Crown, was held at the Restaurant Theatre in Tokyo, Mikado, on Oct. 22, with about a thousand music concerns invited. Because of the various forecasts about the scouting of talents from other companies, this announcement has caught the keen attention of competitors as well as talents and writers. The main movement of stars to this company announced is chiefly from Nippon Columbia: ace singer Hideko Marata, Akiko Wajinama, Midori, Satuku, Hiroshi Moriya, Katue Takahasi. Also, the No. 1 songstress of Nippon Columbia, Hibari Misora, is reported to have cut two songs on a single disk for the celebration of the start of business. The battle of enticing the stars, who are going to be free from present contracts with their recording companies in a few months, is of great interest. The presence of leading writers and composers at the party attracted the attention of those present, too.

**Wee Roach Quartet**, promoted by the Japan Booking Corporation, started performing at Akasaka Akasaka on Oct. 17, with a full house of our jazz lovers. The frequent visits of America’s first class jazz-men in these months have been adding more and more the interest of our fans, and this tour is going to be another success. In one section of the presentation, each player and singer has long solo parts, proving the high level of the Quartet, which includes: Tony Williams (drums), Richard Davis (bass) and John McLaughlin (guitar). The Japanese audience could understand them fairly well, and this also made a favorable impression. She also appeared in a Japanese Kimono at one point. Wedding ceremony of young and promising disk-jockey Yoshiki Iizaki was held at Akasaka Prince Hotel on Oct. 21.

Sam Taylor and his Quartet, promoted by Swan Promotion Inc., started to perform at Hibiya Music Hall on Oct. 27.

**ITALY**

One of the most important news of the week concerns CGD, the record firm owned by Telefunken. It will be discussed in this week’s section with the purpose to better explain foreign talents and the foreign labels represented in Italy by Compagnia Generale Del Disco (CGD) a completely new company formed from the merger of two labels: CGD International and General. Manager of the new firm is Joe Giannini, while Hylda Barbieri Corazza will set up the new CGD International headquarters in Milan.

CGD International has been entrusted with the exploitation abroad of the Italian repertoire of the following labels: Aquacor, CGD, and GC, and Juice Box.

The list of “Debut Antar” (with Sassuol’s material) includes: Reprize, Cameo Parkways, Ascol, Carlton, Derby, Everest, Festival, MGM, Pallette, Artist, and Chiswick.

Tony Dallara, one of our top artists who waxes in Italy under the SAAR label, Music, has been pacted in Spain by the record firm Befar, for Spanish market.

The first waxes to be released by Tony for the Spanish market include "Norma," "Sapientia," "Giovanna degli Schiavi," "Il Monarca Don Jose" and "Il segreto di Amore." "Norma" is an original copyright owned by Fermata Publishers, while the others are all Italian copyrights to note that Sapore Di Sale, current solo itch of the Befar system, "Notturno In Blue" and "Merci Paris" are the two titles chosen by Milva, for her Mexican Reconstruction. "Amore" will strongly promote the new release of its top artist. Another single of Fonti Creta also includes two new recordings of another pop songstress: Antonietta Torrielli, who waxed "Ivan Iwanowitch" (An original German copyright published by Sikorski, and sub-published in Italy by Leonardi) and "It’s All In The Stars," which was released under the label Creta International, including "Theme From Doctor Kildare" b/w "Perry Mason," done by Steve Race and his orchestra, have been chosen for the autumn promotional campaign of Fonti-Creta. In this regard, we wish to stress the recent victory of Claudia Villa, the top artist of this firm, at the TV Festival, with the song "Jamma Jatta." It has been coupled on a single with another song from the same Festival, entitled Scapinazzelle.

Let’s write about the classical news of the week.

Decca will release a very near future the complete set of Bizet’s "Carmen," performed by the Grandi Maestri Italiani (Renato de Maris as Don José and Joan Sutherland as Michaele), the orchestra of the Suisse Romande is conducted by Thomas Schippers. At the same time, Decca will release a box complete LP, "Ottello," (starring Mario Del Monaco, Renata Tebaldi (in the title role) with Giuseppeini, Yolanda del Monaco and "Cavalleria Rusticana," with (Mario Del Monaco and Elena Nicolai). At the beginning of November among the Decca classical albums there will be the historic Naxos "I Vespri Siciliani," of the same set three complete operas "Ottelo," (starring Mario Del Monaco, Renata Tebaldi (in the title role) with Giuseppeini, Yolanda del Monaco and "Cavalleria Rusticana," with (Mario Del Monaco and Elena Nicolai). From 22, the new series of the Blue Eye."

"The engineers will point out to the fourth Verdi’s album by Deutsche Grammophon Gesellschaff in coincidence with the 150th Anniversary of Verdi's birth: the opera is "Il Trovatore," just released by Phonogram, this new version of this set are Carlo Bergonzoni, Antonietta Stella, Ettole Bastianini and Fierzio Cossetto, conduct Pat infusion.

Another interesting entry of the Phonogram Group is an album waxed by Herbert Von Karajan and the Berlin Philharmonic Orchestra devoted to Beethoven’s Symphonies 8 and 9.

Now let’s return to the pop field, talking once again about the Decca’s activity: November will be a good month for the Decca label because the whole month will be monthly supplied with new waxes, with many artists with their fifth Italian LP which includes her most successful performances, "The Complete Album of Precipiti, (Vols. Volissimomento), "Asiago," (Vols. Volissimomento), "Twist A Napoli" and so on) Jet Harris and Tony Mehan’s last hit "Applejack," Katunya Ranieri’s first English release in Italy, "Soler," from the American company "Hosmer," and Rudi Bella and Tullio Lanteri (CGD), and composed by Katunya Ranieri herself and her husband Ritsi Ortolani, with its title song "Fly Me," will surely be list at No. 1 US hit "Sugar Shack," originally waxed by Dot, with the new talent Jimmy Gillette and the Fireballs. Also on London will be released a new Kapp hit, "The Boogie Hole," with the Japanese artists Atsushi Tanaka, Atsushi Tanaka and "Wives and Lovers." Another Kapp recording waxed by Roger Williams will couple "Lock Again" (Main theme from the movie "Irma La Douce") with "Dance Schoen,"

Carcha has informed about the big success obtained by their top artist Pino Daniele (the first American tour, started at Carnegie Hall in New York. What was remarkable in this tour was the fact that the audience was mainly composed by young Americans and not as expected, by old Italian immigrants. Therefore it’s said that the success in the States of Peppino Di Capri is not to be attributed only to the "Voice of the Italians" living in Brooklyn, but to the big fans that "the Voice of the Italian" enjoys now all over the world.
Luchito Gatita, the well-known Chilean singer, is currently in Buenos Aires. Gatita lives in Mexico, but he has been performing in Spain recently, as part of a new tour. In Argentina, he will appear on TV and night clubs. Odeon is releasing "Rincon de Amor," a new album by the singer, which contains new recordings and also features "Wine and Roses," "Pa Todo el Año," "Religion" and "Ay Carito!"

Last month, Argentina's Folklore Festival was held in the city of Rosario. Two groups, who have been touring for many months, teamed up to form a very consistent star. Dan was born in Atamigue, a small town in the northern part of the country, and is very popular in that area. Last year, he released his first record, "Celia," starting selling well in all Argentina and suddenly caught like wildfire in Buenos Aires, getting to the top of the charts with this solo hit. Meanwhile, "Dancing in the Rain," recorded by Shan on mushroom, also did extremely well. Dan's new album, "Just Do It," is a collection of some of his best work and is very much an important release for the singer, who has been on the rise in recent months.

"Corazon," getting representation and sales, is due to be released in the next few weeks. The album includes two of their numbers, "I'll Keep You Satisfied" by Billy J. Kramer with The Dakotas on Parlophone and "Kiss Me Now" by newcomer to the Brian Records family, Big White, on Pye.

In Britain after his terrific success on the "Ed Sullivan Show" on American television, Brian Riles continues to perform, playing at the London Palladium, Theatre Royal, Drury Lane, and other major recording artists accompanied by his agent Maurice Press and manager Evelyn Taylor.

The Beatles fever is still sweeping Britain. Everybody is crazy for The Beatles today, and the band is completely sold out wherever they go, even leaving huge crowds in their wake, as the British beat group who are developing a huge cult following in the States.

When not performing two of the Beatles, John Lennon and Paul McCartney, together with the rest of the group, they are busy recording their latest album. The new LP includes two of their numbers, "I'll Keep You Satisfied" by Billy J. Kramer with The Dakotas on Parlophone and "Kiss Me Now" by newcomer to the Brian Records family, Big White, on Pye.

"Do-Do-Do," the latest single by The Beatles, has been a huge hit in the States, selling millions of copies and reaching the top of the charts.

In Argentina, release of the new album, "The Beatles For Sale," has been eagerly awaited, and the band is expected to perform in the country in the near future.

"Get Back," the latest album by The Beatles, continues to be a huge success, selling millions of copies worldwide and reaching the top of the charts in both the States and Britain.

In Britain, the Beatles have been on a world tour, performing in every major city, and their music has become the most popular in the country. The band is expected to perform in Argentina in the near future, and tickets for the show have already sold out.

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Deutsche Grammophon Gesellschaft, Germany's biggest record firm is celebrating its 65th birthday this day, and for one of the oldest record companies in the world, it is a grand celebration. The firm is the only company to have the word 'Deutsche' in its name and it has continued its rise to prominence. The firm was founded in 1898 and now is handled in the whole of Germany through its 26 branches and nine record labels. The famous golden label of classical music (Deutsche Grammophon Gesellschaft), the silver label of the archive productions, both of which came into being in 1911, and the golden label of light music and pop, started in 1943, the green label for literary works formed in 1948, and the black label for jazz and film music. Of course, there are also a great number of foreign labels also handled by DGG under its own banners. The main purpose of the firm is, however, the export of German records to the world.

DGG has its own affiliates in England, France, Italy, Austria, Greece, Sweden, Japan, Venezuela and Mexico and is represented in 110 other countries with foreign licensees. In the USA DGG is handled by 2 firms; MGM handles the DGG classical works, and Decca handles the pop production. As far as ownership is concerned, the large industrial firm Siemens took over DGG in 1941, but last year, Siemens and Philips concluded a contract which ties the two large firms together as far as business practices are concerned, which has Gnützer-Gayer joint distribution in manufacture. The export of top foreign product is also a great job for DGG. Five major firms deliver the foreign material to DGG which is either handled by its heliotrope or the Polydor label. The first firm to come to DGG was the American Decca Records with its Brunswick and Coral labels. DGG handles Decca, Brunswick and Coral product in Europe, Asia and the near east. MGM joined the team in 1959 and is handled by the firm for Germany, Switzerland, Austria, France, Belgium, Spain and the Netherlands. DGG also took over the Verbe label for the countries mentioned and Scandinavia a short time ago, DGG also handles the lines in several lands outside Europe. United Artists is handled in Australia, Canada, Canada, Scandinavia, Little Asia, and the near east as well as in several countries in South America.

The sound label Command also has given its product to DGG to handle and the fifth source is Westminster and several smaller US firms which are released by DGG.

Cash Box wishes to congratulate DGG on its 65th birthday and wish them all the best in its continued expansion throughout the world.

At the recent opening of the new Berlin phonographic, DGG gave a record presentation of 700 records and March 7th, DGG presented its golden label "Stresa Spiaggia, Stesso Mare" by Friedel Hendel and the Cyprys, on Polydor. DGG also released many other series of records, including the "You Can Never Stop Me Loving You" with newcomer Bernd Spier.

Rudy Slezak from Auberach Music is now in New York for a 3 week visit to the National Music Artists' Congress. His concerts in New York will be his first. He left his N.Y. visit, Rudy will fly to Nashville to visit Don Pierce of Starday another trip.

Theo Seeger of Peer Music informs us that his new push records are: "Just Like Jesus," by Leyland. Swedish hit "Stresa Spiaggia, Stesso Mare" Italian hit "Stresa Spiaggia, Stesso Mare" by Friedel Hendel and the Cyprys, on Polydor. "You Can Never Stop Me Loving You," with newcomer Bernd Spier and "I Want To Stay Here" by Rainer Bertram and Ann Louise Hannah.

Tolcher Records has started an all out press campaign for Rita Pavone who has been released on Cash Box. "I Want To Stay Here" also has an excellent record. The record is getting great response from dealers and music ops and could be the start of a great career here for Italy's teenager number 1.

Electrola Records reports that the German version of Cliff Richard's smash "Traveling Light," which was recorded in Holland by The Searchers, is beginning to really move. Rocco Granata, who receives a gold record in Holland over the weekend, has released a new single by the artists, one alone and one with top star Bill Ramsey. Electrola has also planned a special exhibit of its Capitol Records product in 11 major cities in Germany. The traveling exhibit will cover all phases of the Capitol catalog available here through the Electrola's foreign import department.

That's it for this week in Germany.

**Germany's Best Sellers**

<table>
<thead>
<tr>
<th>Week</th>
<th>Last Week</th>
<th>Number</th>
<th>Record</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1963</td>
<td>1.</td>
<td>1.</td>
<td><em>Vom Stadtspark Die Lernerei (The Lanterns In the City Park)</em></td>
<td>Roy Gilco &amp; Gitto-Columbia-Hand Gerig Music</td>
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<td>2.</td>
<td></td>
<td>2.</td>
<td>Ich Geh' Nach Zara Schule (I Still Go To School)-Manu-Theater</td>
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<td>3.</td>
<td></td>
<td>3.</td>
<td>Die Nacht Ist Mein (Tonight's My Night)-Connie Francis -Theater</td>
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<td>4.</td>
<td></td>
<td>4.</td>
<td>Sakiyaki-The Blue Diamonds/Kyu Sakamoto-Fontana/EMI record</td>
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<td>5.</td>
<td></td>
<td>5.</td>
<td>1961-Single/Metrophon-Edition Montana/Hans Beralien</td>
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<td>7.</td>
<td></td>
<td>7.</td>
<td>Lieder Bildet als Ein (Devil In Disguise)-Rex Gilco/Elvis Presley-Columbia-Hand Gerig Music</td>
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<td>8.</td>
<td></td>
<td>8.</td>
<td>Rote Korallen (Red Coral)-Nana Mouskouri-Fontana/EMI record</td>
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<td>9.</td>
<td></td>
<td>9.</td>
<td>Buon Notte (Good Night)-Rocco Granata-Columbia-Hand Gerig Music</td>
<td></td>
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<tr>
<td>10.</td>
<td></td>
<td>10.</td>
<td>I Love You (Don't You Forget It)-Caterina Valente &amp; Sylvio-Decca-Chappell Music/August Seith Original German Copyright</td>
<td></td>
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</tbody>
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**Holland's Best Sellers**

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<thead>
<tr>
<th>Week</th>
<th>Last Week</th>
<th>Number</th>
<th>Record</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1963</td>
<td>1.</td>
<td>1.</td>
<td>If I Had A Hammer (Trini Lopez/Reprise)</td>
<td>(Lee Ed. Int./Basart./Amsterdam)</td>
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<td>2.</td>
<td></td>
<td>2.</td>
<td>Today's Années/Spiegelbild-(Johnny Hallyday/Philips&amp;Willeke Alberti/Philips) (Francois/Belanda; sole agency: Edi-</td>
<td></td>
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<tr>
<td>3.</td>
<td></td>
<td>3.</td>
<td>Ik Heb Eerhoid Voor Jouw Grije Haren (Gert Timmerman/Telephone)-(World Music/Bruckner)</td>
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<td>4.</td>
<td></td>
<td>4.</td>
<td>Devill In Disguise (Elvis Presley/ICA)-(Belinda-Amsterdam)</td>
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<td>5.</td>
<td></td>
<td>5.</td>
<td>Volkslied (Fata Domenico/ABC. Parnassius)-(Gert Timmerman/Telephone)</td>
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<td>6.</td>
<td></td>
<td>6.</td>
<td>Cimeroni (Anneke Groenhof/Philips)-(Editions Altona-Amsterdam)</td>
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<td>7.</td>
<td></td>
<td>7.</td>
<td>Your Eyes Tell On You/It's All In The Game-(Cliff Richard/Columbia)-(Belinda/Amsterdam/Basart./Amsterdam)</td>
<td></td>
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<td>8.</td>
<td></td>
<td>8.</td>
<td>Laat Mein Herz Nie Weinen-(Umbo/Marina/Imperial) (Anagon Music/Heemstede)</td>
<td></td>
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<tr>
<td>9.</td>
<td></td>
<td>9.</td>
<td>De Schootrentenverg-(Dikke Leo/Tolstoy)-(Belanor Music/Weert)</td>
<td></td>
</tr>
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Cash Box—November 9, 1963—International Section
Cash Box was recently honored with an invitation to attend the press reception held at the Savoy-Plaza in Melbourne to welcome Al Martino for a two-week's stay at the hotel. The function was organized by Felicity Bouilain, who is doing public relations work for the Federal Hotels chain. Jim Caiff, merchandising manager of the records division of RCA of Australia, has advised that the company is enjoying with its RCA singles and the company is publishing the Australian catalog. RCA is a major player in the Australian music market.

EMI has made the first release in Australia of its twin-track pre-recorded tapes. The first issue consists of 37 tapes which retail at 57/6 each and are available at Melbourne, Geelong, W.G., and Middlesex. RCA has also been urged to publish some of the tapes in its American catalog. RCA is a major player in the Australian music market.

Chris Bruce, of Womera Music, has announced that Womera has signed a deal with Lowery Music, Low-Twisted Music, Womera Music, Low-Ja Music & Songs Of Faith (of the United States) which takes immediate effect. Under the deal, Womera will be the collection and promotion agency for the American companies and will file a complaint to the United States government. Womera is a major player in the Australian music market.

New singles from RCA include “Niney Two Miles” by Hank Snow; “The Midnight” with “Goody Foot” c/w “Maranatha”; “500 Miles Away From Home” by Bobby Lee and “Hurry Up And Tell Me”; “Wondrous Are Those Sights” by Paul Anka. On the album front, RCA should score heavily with “Odetta Sings Folk Songs,” which has been released at a time when local interest in folk music is reaching a new peak.

Seems that some strange music is going on around here, as the biggest thing on record so far this year is “Steep’s & Son.” "Six Days in the Saddle" and "Washington Square." New singles to be released recently include "Good Luck Charm" (new edition) "Stomp Fever"; "Blue Bayou" and "Then He Kisse Me."

Bellinda Music (Australia) Pty. Ltd., and associated companies have a strong line up of hits at the moment including “Mean Woman Blues”; "Not My Baby’s Boy"; "Good Luck Charm'; "FIZZ"; "Large Yellow Roses"; "Fingertips"; "The Tall Texan," "I Want You To Want Me"; "Sweats For My Sweats"; "Your Eyes Tell On You" and "Shindig." In addition, Bellinda is negotiating the rights to "Donna the Prima Donna," which is on the CBS label by Dion DiMaio. This acquisition is a result of a catalog agreement with Dual Music Corporation and Mullen Music Inc., which Hill And Range Songs Inc. negotiated for Bellinda. On the local scene Bellinda’s associated companies report good results with "Until I Find A Child" for the Williams/Conde Company. The Johnny Devlin Company has "Stomp Fever" and "The Sunseeker" for the Denverers on RCA and of course the Devlin Company has "Stomp The Tumbearum," which is Johnny Devlin’s latest record on the Festival label.

Looking at our best seller list this week we find that five out of our ten best sellers (including an equal No. 10) across the nation are instrumental and another one ("Dance On") made it originally as an instrumental. Many of these songs sold singles have always been fairly popular with the record buyers of Australia, but we can’t recall any period before when they were ever more popular than right now.

The Cash Box Year-End Wrap-Up issue will review the 1963 Record Year and will feature:

- Top Singles of 1963 (Pop, Country, Rhythm & Blues)
- Top Albums of 1963 (Monaural & Stereo)
- Top Artists of 1963 (Male, Female, Vocal Groups, Instrumentalists, Orchestra, Up and Coming Artists in Singles and Albums)
- A complete summary of the International Market during 1963
- Biographies of the year’s leading artists both in the U.S. and Internationally.

YOU’LL WANT YOUR COMPANY’S MESSAGE IN THIS SPECIAL ISSUE

Write or Phone: CASH BOX, 1780 BROADWAY, NEW YORK 19, N. Y.
Judson 6-2640

or contact your nearest International Representative Now!
The record market in Norway is slowly changing from a market for adults to a market for teenagers, many people in record biz told Cash Box when visiting London recently. This is happening for the same reasons as in several other countries, the last months a change has been observed. Here as in most other countries, the adult market is falling, and record companies are spending more and more of it for records. This is also noted by the record manufacturers. Recently, productions are making more and more records for this new buying media.

Arne Demgaard, publicity man of Musikk-Huset A/S, told Cash Box that his company has had this shift for a long time. "Norwegian children," he said, "are spending more and more of it for records. And this is also noted by the record manufacturers. Recently, productions are making more and more records for this new buying media.

The recently organized record industry in Norway has found that the Norwegian market for children's records has grown considerably in the last years. The number of children's records sold in Norway has increased by 50% in the last five years. The most popular genre is pop music, followed by rock and roll and country music.

A recent survey showed that 80% of all children in Norway listen to records, with the most popular artists being ABBA, The Beatles, and The Rolling Stones. The survey also showed that children in Norway spend an average of 50% of their disposable income on records.

The Norwegian record industry is also experiencing a shift in its audience. While the adult market has been decreasing, the children's market has been increasing. This has led to a shift in the types of records being produced, with a greater emphasis on children's records.

The recent release of "The Best in Scandinavia" by the Norwegian record label, A/S, has been a great success. The album features a variety of popular Norwegian artists, including Sissel, Per Asplin, and Kjetil Østbye. The album has sold over 50,000 copies in its first month of release.

Some of the most popular tracks on the album include "Aldri Nen" by Sissel, "Red Shoes" by Per Asplin, and "肋骨" by Kjetil Østbye. The album has received critical acclaim and is considered to be a great representation of the Norwegian music scene.

The album was produced by A/S, a leading record label in Norway. The label has a long history in the music industry, and has been responsible for producing many of Norway's most popular artists. The label is known for its commitment to quality and innovation, and is always looking for new talent to sign.

Overall, the Norwegian record industry is experiencing a shift in its audience and a change in the types of records being produced. With a growing children's market, labels are focusing more on producing records that appeal to young listeners. This trend is expected to continue in the future, with labels investing more in children's records and promoting them to a wider audience.
Mexico's Best Sellers

1. Despeinada (Los Hooligans, Orfeon), Manolo Muñoz (Muzart). Pablo Beltrán Ruiz (RCA), Kay Perez (Orfeon). (BRMSA).

2. Bajo las Olas (Pitaya), Los Olivos del Ritmo, Oscar Magrillé and others made a tour to Tampico, having had a wonderful acceptance in that port.

3. Tequila Con Limón—Arturo y Los Junior (Peerless).

4. "Let's Get Together" (Vayamans Juntos)—Haley Mills (Gama), Hñas. "Bolts" (Philips).


6. "You're A Winner" (CBS).

7. Magia Blanca—Hnos. Carrió (CBS), Tinto Violeta (Venezuela)


9. Diablos Con Alas (Devi Is Disguise)—Manolo Muñoz (Muzart), Elvis Presley (RCA).

10. "Siempre" (RCA).


Norway's Best Sellers

This Week
Week on Chart
1. 2. 5. Gi Mez en Cowboy til mann (Ich will 'nen Cowboy als Meister hat die Zukunft) Stockholm Album Produktion.

2. 12. Sukiyaki (Kosuke Tanaka/EMV) Imadolls A/S

3. 4. You Don't Have To Be A Baby (The Caravelles/Sonet)

3. 7. It's All In The Game (Cliff Richard/Columbia) Musiket, Huset A/S

4. 5. If I Had A Hammer (Trini Lopez/Reprise)

5. 2. Sūf, Sūf, Sūf (Harald Sæther/Sonet)


5. 5. Detroit City (Bobby Bare/Decca) Belinda (Scandinavia) A/B

10. 12. Welcome To My World (Jim Reeves/RCA Victor) No Publisher

10. 11. Then I Kissed Me (The Crystals/London)

Sweden's Best Sellers

1. My Whole World Is Fullin' Down (Brenda Lee/Brunswick)

2. "I've Seen That Movie Before" (Ingvars/Phila) Sweden Music AB

3. "You're A Winner" (CBS).

4. Just Like Eddie (Heine-Decca) Southern Music AB

5. "It's All Over But The Shouting" (Bobby Bare/Decca) Belinda (Scandinavia) A/B

6. "Amor s'en va (francoise Hardy/Vogue) Belinda (Scandin-avia)

7. "I Got A Love For You (The Beatles/Parlophone) Sonors Musikförlag.

8. Long Overdue (The Crystals/London)

Mr. Nils of Show Records was in Italy for appointments with the directors of several Italian record companies. Albert Cortex, important Italian artist of the Show label, was with him. Results seem to be good. Alberto accepted several big propositions of the German TV-station to do a few appearances. The best sellers by Show (on the own label) are: "Ein Traum wird Wahr" and "Auf Amigos" (Alberto Cortex), "Giddy Up"/"Rosita My Love" (The Crazy Rovers), Carlos Monteverde's "Ritos Amor" and "Pedro el Mexicano". Even Jerry Williams and The Violents can ride the charts here with "On, Gonna Try Once Again" and "Do It Over Again."

Belgium's Best Sellers

Week
Week on Chart
1. 2. Trini Lopez/Reprise

2. 3. "Babaloo"/"Babaloo" (Philips)

3. 4. "The Impossible Dream"/"The Impossible Dream" (Philips)

4. 5. "Fuego" (Orfeon)

5. 6. "Babaloo" (Philips)

6. 7. "The Impossible Dream"/"The Impossible Dream" (Philips)

7. 8. "Fuego" (Orfeon)

8. 9. "Babaloo" (Philips)

9. 10. "The Impossible Dream"/"The Impossible Dream" (Philips)

10. 11. "Fuego" (Orfeon)

Dyagnagrooves Bows In Venezuela

CARACAS—Te introduce Dyagnagroove and Victrola recordings to Venezuela. RCA Victor's recent meeting at the Club Cortijo in Caracas. Shown above are (at table-front, left): RCA Venezuela A & B exec Anibal Abreu, Felo Jimenez, Caracas newspaper editor and (table-front, right): Antonio Salgar of RCA, decay Fidias Danilo Escobedo, AS! at the bottom ground, right): Carl Trusett, president of RCA Venezuela, Jose E. Carpio of Publicidad A & B, and Guillermo Otero. Rika Caracas deejay, the minister in white suit (right) is Clemente Vargas, a Radio Caracas deejay.
Only the original Seeburg Income Totalizer has the exclusive ‘Private Eye’...to give you continuous positive assurance it’s tamperproof. Any attempt to block off the Seeburg Income Totalizer’s counting mechanism, anywhere, positively shuts off the Private Eye. You can check it instantly, any time, by dropping a coin in the LP Console...or in any Stereo Consolette. Only Seeburg gives you this protection.
The Operator Takes
The Offensive

The loudest cry from the ranks of the operators was once heard from the area of loans and bonuses which have since become a necessary part of doing business. At the start of this practice some years ago, it was looked upon as a cancer, which is what it can be if it isn’t used properly. However, we learn to live with many ills, and the loan-bonus deal as we know it is as much a part of the coin machine business today as the equipment itself.

Once the loan-bonus deal grew, many operators learned to use it to their advantage. Today, unless a long term contract can be obtained, an operator won’t agree to the loan, or a sizable bonus. It has, in fact, enabled him to solidify his relations, legally, with locations. Since the contract in many instances is the mainstay of a route’s value, especially in terms of resale, the contract becomes all-important. And now operators took the contract one step forward.

A sale of location by the owners, or a transfer of ownership in any form, oftentimes resulted in an operator with a large investment being left high and dry and without the location. Clauses were inserted into contracts which strengthened the operator’s position in terms of a transfer of ownership whereby a location owner became legally bound to settle his obligation with an operator, or at least have the new owner adhere to the terms of the original contract.

In effect, the operator all this time, was actually being forced into doing business on a higher plane, with greater protection for himself, and certainly in a more profitable manner.

Last week we heard of still another angle in support of the operator and again, the additional link binding the location to the operator, in terms of obligation, is seen in the incorporation of a chattel mortgage in the contract. These contracts must be filed and registered with a County Clerk who then must notify the operator in the event of a location sale or transfer of ownership. Heretofore, the operator sometimes found himself out in the cold once a location was sold. The operator is finding himself more and more on the offensive today, instead of the other way around, which is the way it should be, considering his investment.

Much of the development of the location contract and its advantageous clauses, each of which places the operator in a highly strategic position legally against a storekeeper, has come about under the supervision of Albert Denver, President of the Music Operators of New York, and this association’s attorneys who are instrumental in the writing of the vital clauses. Other association leaders undoubtedly have prepared similar legal instruments for their members. It is through this type of service that operator organizations throughout the country are serving to place the industry and all of its members in a more secure position than ever before.
**MOA Leaders Invite NYC Record Firms To Discuss Mutual Problems; Celler Bill Heads List**

- 13 Labels Asked To Luncheon At Hilton, Nov. 20

**New York**—The Music Operators of New York, Inc. held an annual election-dinner meeting last week, October 28, at the Skyroom Inn here and re-elected to office President Albert Denver, Attorney Nick Allen, Past-President Harry Snodgrass, Bill Cannon, George Miller, Clint Pierce, Jimmy Tolisano, and Managing Director Bob Blundred.

The MOA officials will meet November 19, one day before the luncheon, in order to set a tentative program for discussion on the following day.

**Midtown Meet Covers Range Of Local Problems**

**Chicago**—The Music Operators of America Inc. has mailed an invitation to thirteen record manufacturers in New York City to join MOA officials at a luncheon meeting on Wednesday, November 20, to discuss Federal legislation and other related problems. The meeting is scheduled to be held in the New York Hilton Hotel in the Adams Suite. The invitation was mailed to a top official of each label. If the meeting comes off it will be the first time in the history of MOA that Juke box association officials have met with record companies to discuss mutual problems.

High on the list of topics which will be covered will be doubt be the current Celler Bill (HR7194) which proposes removal of the present Juke box operator exemption from the Copyright Act of 1909. One of the current proposals put forth by MOA representatives in Washington is an increased mechanical royalty payment, which the record firms reportedly are against.

Second on the list of topics will be a sales pitch to the record companies to have the labels participate in the 1964 MOA Convention. Of the thirteen firms invited to the luncheon, two labels—Decca, Columbia, and Capitol Records—exhibited at the 1963 show last September in Chicago.

A report by Cash Box last week (Nov. 2) MOA officials have been calling on the labels in the hope that such a meeting could be arranged. The letter of invitation was mailed to the record execs Mon., Oct. 28, and at press time there was no report from MOA on the number of firms, accepting the invite.

**Cash Box—November 9, 1963**

**Peach State Show**

**Chicago**—Jim Falk, General Manager, Peach State Trading Company, in Columbia, South Carolina, announced this past week that he and his staff will host a showing on Thursday, November 7, in the firm’s showroom featuring the amusement game lines the southeastern distributor handles in that area.

On display will be coin-operated bowling alleys, pinball, guna, a complete grouping of shuffle alleys, etc.

Falk urges all operators and servicemen in the territory to come in and be his guest. Mort Secore, sales director of Chicago Dynamic Industries, advised that he will be on hand there to greet operators on behalf of Chicago’s line of amusement games.

**Rockford, Ill.—MOA President Lou Casola told Cash Box last week that he takes exception to recent “wet blanket” opinions which purport suggesting that the Juke box industry is fighting a losing battle with ASCAP. “With operator support we can win this campaign against the licensing societies,” said Casola in an interview with Cash Box last week. “I am not at all in accord with recent statements made by a certain trade paper which is prefabricated a situation that is not at all based on fact. The truth of the matter is that the Celler Bill, which has not gone before the Rules Committee, must, if passed, go to the Senate Committee and then onto the House floor and that’s a long way to travel before anyone can cry ‘defeat,’ especially when the statements are simply inaccurate and the product of misinformation.”

In other areas throughout the nation, coin machine organizations continued to contribute to a Special Fund dedicated to help MOA continue the current Celler Bill fight in Washington DC where the Bill has passed the House Judiciary Committee and awaits action by the House Rules Committee.
SCRAMANT, PA.—The David Rosen Inc. showroom moved into Leonard's here last week, temporarily, following a move initiated by Rosen sales representative Leo Crawford to show the complete line, including the Rowe AMI 'Tropicana' phonograph, to operators in this Northeastern section of Pennsylvania. The showing was termed a "huge success" by Crawford after more than three dozen operating company representatives stopped by to view the exhibit.

The three day showing (Oct. 25th weekend) at the 1317 Prospect Avenue address was a first-time effort for the Rosen organization. President Dave Rosen said the showing would be a periodic event from now on "whenever we have something new and worthwhile for the operators in that area."

Leonard's, a jobbing-service outlet, is used by Crawford when the coin machine-vending salesman is in Scranton and in need of office facilities.

Among the operators present, were the following ceomem: Vince Cal- Jean, Harry Weckherling, John Gustin (pictured), Joe Gustin, Mickey Coffee, Andy Coffee, Frank Coffee, Andy Boykin, Bob Baldassarri (pictured), Joe Baldassarri, Joe Strong, Louis Trema, James Fischetti, Joseph De Luca, Cal Butera, Joe Camera, Joe Stacy, Al Baldassarri, Bill McGraw, Stanley Harris, Louis Constantine, Bill Ferrio, Bernie Furman, John Pica, Charles Piesga, Harry Beck, Louis Strong, Joe Gorgal, Alex Guglarz, Bill Olsen, Sam Cavelini, Ben Camera and Joe Karam.

TOP SHOT the Leonard showrooms with display of the David Rosen coin-operated line including Southland's Time Trials, Williams Tom Tom, Rowe AMI 'Tropicana', Rowe Celebrity Cigarette Vendor, the Rowe AC Candy Vendor, Chicof's 'Sun Valley', and another amusement equipment not shown in photo.

BOTTOM PHOTO shows Leo Crawford with visiting John Gustin, Bob Baldassarri and jobber Leonard Bisignani.

NYS Ops Guild Sends $500 To MOA In Celler Bill Battle

POUGHKEEPSIE, N.Y.—At the regular monthly meeting of the NYS Operators Guild held Oct. 16th in Poughkeepsie, it was voted to forward to M.O.A. a contribution in the sum of $500.00 to aid in the effort to defeat HB1794, the current Celler Bill.

As reported elsewhere in this issue, the Westchester Operators Guild sent a check for $200 to MOA in addition to individual contributions, while MONY raised a large sum of money for the same cause. MOA was directing the money received to a Special Fund designed to support the current junk box legal battle against ASCAP and other licensing organizations.

SOUTHLAND'S

"TIME TRIALS"
A GAME OF SKILL
Replay or Novelty

- NO BALANCING NECESSARY
- NO SERVICE PROBLEMS
- IMPROVED CARS
- IMPROVED BRUSHES
- IMPROVED TRACK
- FOOL-PROOF
- DEPENDABLE

ACTIVE'S
the choice for
THE LOWEST
PRICES and
BEST EQUIPMENT
ALWAYS

Exclusive Gottleib and Beck-Ola Distributor for Eastern Penna., N. Jersey, and Dela.
- Reconditioned Equipment for Export
- Active Amusement Machines Co.
- 600 N. Broad Street, Pitts. Pa. Phone 4-9455
- 1101 Pelisius Ave., Scranton 5, 11.

NEW HEAVY DUTY LEGS

BOWLERS

Un. 5 Star
Un. Drake
Un. Tip Top
Un. Tornado
Un. Advance
Un. Duplex
Un. Playtime
Un. Bonus
Un. Jumbo
C.C. Queen
C.C. King
C.C. Classic
C.C. TV
Bally Challenger
Bally Pan American
Bally Trophy
Bally Champion
BALLY TOURNAMENT

ORDER TODAY!
Write for complete listing of all machines, shuffleboards and bowling alleys.

MONROE
COIN MACHINE EXCHANGE, INC.
2423 Payne Ave., Cleveland 14, Ohio
Superior 1-4600

THE BUYERS READ

Cash Box—November 9, 1963
Williams Ships 'Merry Widow' New 4-Player Pingame

Pike Williams mechanical features. They are: (1) New faster acting, more positive 'drive' system in the backbox, (2) a new, fool-proof Coin Switch, and (3) the Williams Finger-tip Controlled Latch-Lock Playfield.

Stern stated that the reaction among coin machine operator down town is a new a former dealer with the Finger-tip Controlled Latch-Lock on the playboard "certainly indicates that it is one of the major serving innovations in recent years."

Stern further explained that the new "Drum Units" in the backbox create considerably more excitement in rapid, thrilling, flashing scoring on the playfield and backlight.

Jack Metcal, Williams' Electronic's sales manager, stated that prior to the introduction of "Merry Widow" four-player pinball amusement game, with easily adjustable 5 or 6 ball play.

"Merry Widow is not only loaded with exceptional, location tested playing and scoring features," but, in addition, it also introduces three exclusive features Williams

Frank Senuri reported business in general very well at the Seeburg Console phonograph going very well at the branch.

Henry Leyser in town visiting the local offices of Associated Coin Amusement...

At C. A. Robinson & Co., the new Midway "Race With You" game has arrived.

John Kronick said that previous to its arrival, many operators had reserved their "Race Way" just from seeing the pictures and reading the description on Midway's handsome circular. Now that the operators have seen it in action they are even more convinced of its success. "They were sold on it in three weeks ago. The new model Rowe AMI phonographs were introduced to Houston area operators at an all day informal showing Oct. 14th at Central Sales Co., George and Louis Jamail, owners of Central Sales; Al Mason and Fred Wyman, Office manager and assistant respectively, together with Hans Von Heydt, Retail sales manager, and the newly formed the new model showing. Buffet luncheon and refreshments were served. Our deepest and sincerest sympathy to John E. Williams, ABC Music, for the death of his wife Flora, who passed away Saturday, D. (Dick) Hubbell, well known in local coticlimatic circles, died suddenly Thurs.
day. Mrs. H. C. Brown, owner of the S.I. Freda's, being a very successful business man in the background music dept., attending the California Groceries Food and Fixtures Fair at the Riviera Hotel in Palm Springs. Ed Wilkes' son, Dennis, after a leave spent at home, back to the Army, this time in Washington, D.C.

Bill Yedlin, operator from Thousand Oaks on an Elk hunting trip in Utah. At R. F. Jones Co., Chuck Klein on a trip to San Francisco for policy tours. James Co. Co.'s home office-thing at the Roxy Theatre and District, was present, and Ralph Phills showing the Rowe AC Cold Drink Vender at the Royal Theatre. Bottlers Stand is held a successful show.

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Hunting seemed to be the theme for October as Clayton Norberg, Mankato, Minnesota and Jack Godfrey, Chaska, Minn. in town picking up his parts and records.

"Twas a sad day for old North Side teen ages when D. W. Lester closed his long established North Main Record Shop, sold all his chart equipment and went to work for Central Sales Co. Lester wryly remarked that the youngsters ustang gang up in a booth, play a score or so records and win up buying maybe one or two and sometimes none.

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UPPER MID-WEST MUSINGS

Strike Rothrock, head of Anusement Distributors, Inc., said the 1964 model Rowe AMI phonographs were being sold. Bill O'Connor, office manager, added that orders also were brisk for the new Rock-Ola Caravel cigarette vending machines.Both above mentioned units were available last summer.

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THE NEW
ROWE AMI TROPICANA
brings you
the SOUND OF MONEY
in STEREO ROUND*

*Pat. pending

PHOTOGRAPHED AT THE TROPICANA, LAS VEGAS

NEW MUSIC MERCHANDISER
What's the most profitable item in any location? The music a customer buys through The Tropicana to entertain himself. What's the biggest attention-getter in any location? The clock. Combine them, and you've got a new, highly profitable way to merchandise music, please locations. See your Rowe distributor for details on this clock promotion.

IT'S A MUSIC SYSTEM!
IT'S AN ENTERTAINMENT CENTER!

• Exciting New Styling
• Versatile "Three-in-One" Programming
• Exclusive Self-Contained Stereo
• Dramatic Personalized Location Display
• Top Album Hit Features
• Color, Motion Salesmanship
• See it at your Rowe AMI Distributor

ROWE AC
MANUFACTURING
The Merchandise Mart, Chicago 54, Illinois
Rowe sets the standards in vending equipment, bill changers, music systems

CASH BOX—November 9, 1963

59
SYMPHONAIRED

tape playback system and pre-recorded background music in Fidelipac cartridges is pleased to announce the acquisition of enlarged production and service facilities to accommodate the increased demands of the industry.

What can you do with $1200.00
PLenty!!!
See Tape-Athon next week

WURLITZER 2700
Greatest Money-Maker of Them All

Rowe AC Hosting NLBA

CHICAGO—Paul Huesch, National Sales Director of the Rowe AC Music Division, will host a breakfast party, Monday, November 4, in the Beverly Room of the Conrad Hilton Hotel in conjunction with the 14th Annual Convention of the National License Bureau Association, November 3 thru 6. On the day with Huesch during the affair will be Jack Harper, President; Dean McMurtrie, Executive President; Jim Newlander, Phil Glover, Don Lunding and Hank Hovenaar.

Gottlieb Ships ‘Flying Chariots’
New 2-Player Pin Game

CHICAGO—Nate Gottlieb, director of sales for D. Gottlieb & Company, in this city, last week spilled out two “big reasons” why the firm’s two-player “Flying Chariots” was easily rated a big winner just as soon as it was introduced to Gottlieb distributors all over the world. (1) not only is a Gottlieb two-player pinball amusement game, but (2) it also has an exciting target alley with a “Mystery Score” feature, a sensational, new play inducer on the playfield and light-box, according to Gottlieb.

He said: “We’re already off to a rapid start sales-wise with Gottlieb’s ‘Flying Chariots’ which has proved beyond any doubt in numerous random test locations in this country and overseas, during the past few months, that it is a terrific profit-maker.

“As usual,” he continued, “We’ve combined the superlative Gottlieb high-styling in the cabriole with some 55 years of experience in engineering skill and designing craftsmanship to develop the finest two-player pinball amusement game ever presented to the coin machine trade in ‘Flying Chariots.’ The bombastic, fast action on the playfield and light-box easily spells this out.”

Gottlieb explained the playing and scoring features to the Cash Box reporter when he demonstrated the action on the game in the firm’s showroom. These features, he stated, are already popularizing “Flying Chariots” in a multitude of domestic and foreign spots.

Highlighting the playing and scoring elements is the aforementioned “Myst System” feature, which adds “terrific suspense to target scoring.” A convenient center target area ranging from 50 to 300 points when the red button is lighted.

In addition, the top “Running Light Rollers” light four pop bumpers and two targets for the exciting “Super Score.”

There is high-speed rebound scoring in the all-new “Target Alley,” along the center of the playfield. Another feature always popular in Gottlieb pinball amusement games is the “Match Feature.”

“Flying Chariots” has as standard equipment the new “Playboard Auto- kinase” which is an easy to operate two-supplied flippers, a front moulding clamp, and high-gloss stainless steel cabriole.

Also, a double-size cash box, and a maximum security lock. The transmitter—Nate Gottlieb, the collect—made the playfield extends the playfield life to a maximum time, high, according to Nate Gottlieb.

“We urge operators to see “Flying Chariots” demonstration in the showrooms of their nearest Gottlieb distributor,” where the sales execs will give an extra touch of quality and performance in Gottlieb pinball amusement games. Gottlieb said in concluding.

The plant on the northwest side of this city is now in full production, further shipments to be made to the firm’s distributors.

In Spanish(!)

Set Mexican ‘Tropicana’ Show

CHICAGO—Fred Pollak, Rowe AC Services & Marketing VP, will host showings of Rowe-AMIs new Show Business Show, with the Ambassador Hotel in Mexico City on Wednesday and Thursday, November 1-2.

According to Pollak, will be similar to the presentation held in the Sherman Hotel, late in September, for the firm’s national distributors, with one big exception: the Pollak presentation will be in Mexican speech and merchandising plan in Spanish, the same.

Furthermore, the Rowe-AMI promotional electric clock will have Spanish numerals on the clock dial, and words on the Rowe-AMI slogan is spelled out.

Pollak will be accompanied by Kern Bernard, Rowe AC’s Director of Sales for Mexico, and John Hohm, and Roger Hendricks, of the Rowe-AMI factory in Grand Rapids, Michigan.

American Sets Carolina

Distrib Areas

S.C. and a predemented segment of N.C., while LeBourgeois will sell the equipment in the N.C. area, excluding Charleston.

Le Bourgeois was John L. Kaiser, Sales Director. On hand for Sparks were D. H. Fisher, President; O. E. Dugan, Vice President, HEBERT ACKER, Sales Director and Foreman John Shealy. LPinkin said that the in- terested in a sales necessitated a meeting of the and definite line of demarcation.

Cash Box—November 9, 1963
Vending Plays Lead Part In Movie's Future

Canteen's O'Malley Tells Theater Execs Vending's Versatility Makes It A Must

NEW YORK—The vending business is still young, said President P. E. O'Malley, of the Automatic Canteen Corporation. At Brooklyn, in an address at the annual convention of the National Association of Concessionaires at the Americana Hotel. (See separate story.)

"Vending is still young, still growing," he said. "It is not likely to continue to be an important factor in the snack feeding of theatre-goers. We will continue to supply food and beverages for the nation's fun-seekers. We also supply you young ladies who are insured to such figures and do not regard this as a great deal of money." O'Malley declared. "I want to ask: 'do you know any other industry whatever your coin?'" He added, "The (U.S.) mint working overtime?"

Other statistics offered by O'Malley included:

- One billion dollars worth of cigarettes are sold annually through vending machines. "This represents 17 per cent of all cigarette sales and should be $2.5 billion or 25 per cent of all cigarette sales within this decade."

- Approximately $700 million in candy sales annually, or 21 per cent of all candy sales, with a projection of $1.5 billion and 30 per cent of all sales within 10 years.

- Soft drinks sold through vending machines now have reached 725 million, in excess of 20 per cent of all soft drinks sold, with a projection of 40 per cent of all sales within 10 years.

- Vending machine coffee sales now total 250,000,000 and should soon be 500,000,000.

O'Malley went on to explain many examples of vending's versatility in merchandising and selling.

Std. Change-makers' New Unit

INDIANAPOLIS—Standard Change-Makers, Inc., Indianapolis, has announced new 50¢-25¢ electric Comptechs.

Especially designed for use with vending, the new Series 1500 Compact-Changer measures only 5½-½" high, 15½" wide and 8½" deep. It is available in 3 models to change 250 half quarters and 250 dimes into dimes and nickels, or quarters, dimes, and nickels.

Electrically operated, with no knobs to turn or levers to pull, it includes many new features frequently requested by vending operators. Among these are: a heavy steel cabinet with front opening door; automatic reset after each transaction; and maintenance: a special UL approved, case-hardened Acro lock with registered and restricted key; entire coin tubes, section slides forward for easier filling with dimes and nickels; the tubes furnished through enclosed in each machine, through which paper or leather dimes, or nickels, are inserted into the coin tubes, securely anchored by thumb screws, and coin tray, coin-ways, damaged coins easily removed; coin control tube and maximum and minimum usage inserted in the coin tray; Inventory Measuring Stick provided.

The Series 1500 Compact Changer is designed to be attached under a display or it can be recessed into a cabinet front. It is available in 3 different colors at no extra cost, or matched colors for a slight additional cost.

New Lily-Tulip Exec

NEW YORK—Lilly-Tulip Corp., announced that Donald D. Baty, Jr., has joined the company as Director of Purchases.

Baty previously was with General Foods Corporation as Manager of Purchasing Procurement Services. Baty joined General Foods as a salesman in 1940. After World War II service, he rejoined the company as Assistant to the Divisional Marketing Director. He was Chairman of the Birds Eye Division's New Products Committee. Mr. Baty later became buyer of raw materials and Manager of General Supplies and Staff Services in General Food's Corporate Purchasing Department.

Canned Drinks: in the family parking area at Tanglewood Park, special diced soft drink vending machine, one of five machines at this serve yourself canteen, dispenses ice cold cans of cola, root beer, orange and other flavors. Shawn enjoying beverages are, left to right, Gardner Gilley, General Manager of Tanglewood Park, and Tom Riche, President of Northwest Beverages Company, Winston-Salem, N.C.

Diet Drink Not A Fad

NEW YORK — W. E. Ussell, vice president of the Royal Crown Cola Co., discussed the impact that diet drinks have had on the nation, addressing the NAC Convention.

"More than two billion of these low calorie, sugar free beverages will be consumed this year," Ussell revealed. "And this is not a fad drink. We are convinced through experiments we have conducted that these diet beverages are to stay.

FOLZ RE-ELECTED

NEW YORK—The New York State Automatic Vending Association chose Ms. Folz, an executive officer, to be re-elected to office Harold Folz, Folz Vending Co., President; Paul Weingarten, ABA, Vice-President of the Association; and Marty Winter, ABC Vending Co., Treasurer.

Additional Directors named to the present board are: Jordan Greenbaum, Union News Company, and Bert Gilbert of Koday Farms. Pepsi-Cola's Bob Cox addressed the group which met on Monday evening, October 28, at the Americana Hotel.

Nati. Sound Sales Mgr.

Cash Box—November 9, 1963

Cash Box—November 9, 1963

Cash Box November 9, 1963

Cash Box November 9, 1963

Cash Box November 9, 1963
CHICAGO—Interstate Vending Company, parent of the vending giant, reported increased sales and a decline in earnings for the fiscal year ending June 30, 1963, Ronald Wolff, president of the Chicago-based national food service company, said. Earnings dropped substantially because of a number of unusual factors, but that he expects the company to operate at a more profitable level in the new fiscal year. While Interstate does not issue quarterly reports, Wolff said he expects to increase in the first quarter ending September.

Sales for the year ending June, 1963, were $68,887,090 compared with $61,860,298 last year. Net earnings and special items for the fiscal year were $2,843,000, or 74 cents per share for the year, compared with $1,518,000, or 42 cents per share last year. The net effect of the special items in the year 1963 was a gain of 12 cents per share. Working capital more than doubled from $2,455,906 to $5,389,114 and the ratio of current assets to liabilities is over two to one.

Wolff said the most significant factor in the earnings decline was the Brass Rail operation which went from a profit of $665,000 before taxes in the same period last year to a loss of $548,000 in the fiscal year just closed. He said the greater part of these losses occurred in the third quarter and all indications are that the trend is reversed and The Brass Rail is operating at a more satisfactory level.

Another significant factor in the earnings decline was the incidence of Federal taxes. This was brought about by the unusual distribution of profits and losses within the company's multiple corporate structure. Wolff said operations continued on a profitable basis during the second half of the year, with the exception of year-end tax and reserve adjustments, in the Brass Rail decline.

It was also reported by Wolff that the programmed expansion of Interstate's management team in the past year added approximately $150,000 to the payroll. He explained that “this additional expense provided the foundation for our current as well as our planned expansion.”

One special item during the fiscal year was the non-recurring gain from the sale of Interstate's 50 percent equity in its joint venture with the Szabo Food Service, Wolff said. Interstate realized $250,000 after tax of $353,442 from the sale, or a total of 26 cents per share.

The other special item consisted of a non-recurring charge of 14 cents per share, or $285,000 after tax of $353,442 from a write-off of certain models of vending equipment and related parts inventory, Wolff said. He explained that this is a one-time move that takes care of obsolescence on old equipment.

Wolff announced that three important acquisitions have been made in the fourth quarter of the past fiscal year and in the first part of the new fiscal year, giving the company profitable food service and vending operations in areas not previously covered. He said a total of approximately $3,300,000 in cash has been paid for Kroiss Vending Company and Overton Sales Company, Inc., both of St. Paul, Minnesota; Vending Service Company, Inc., of Topeka, Kansas; and G & W Vending Company, Inc., South Carolina Automatic Service, G & W Caterers, Inc., all of Spartanburg, South Carolina.

During the last several months of the fiscal year, Interstate obtained a 312 Million fifteen-year bond from New York Life Insurance Company and the Massachusetts Mutual Life Insurance Company. This tangible expression of confidence in the company by these major institutions is expected to play a big part in providing for the continued growth and development of Interstate's services throughout the Country. The company is currently investigating several acquisitions to complement its present services and add strength to operating management.

Interstate Vending Company, with its national headquarters at 4501 West Touhy Avenue, Lincolnwood, Illinois, now operates in 31 states and employs over 4,000 people.

Lily Names Courtesy

NEW YORK—William H. Selby, Director of Marketing, Vending, Feeding, and Concessions announces the appointment by Lily-Tulip Cup Corporation of Courtesy Associates, Ltd., Brooklyn, N.Y., as agents for the theater and concession markets.

Principals of Courtesy Associates, Ltd., are Jerry Weissman and Ben Newman.

Courtesy Associates, a division of Newman and Weissman Associates, handle and purvey many supply products to theater operators. The introduction of the Lily cup line enables them to offer a “complete packaged service” of supplies and products to theaters throughout the country.

LOS ANGELES—The Western NAMA Conference held at the Ambassador Hotel here two weeks ago was the site of four awards, in addition to offering close to eighty exhibiting firms the opportunity of displaying products before 3,976 visitors, among the awards presented were the following, all presented by NAMA President Lou Rieman: Photo No. 1 (top)—Franklin R. Johnson, Dean of Instruction and Curriculum, Los Angeles Trade Technical College—for developing the first public course of instruction for automatic vending machine repair. Photo No. 2—Paul Mercy, Automat Company, Yakima, Wash.—“for his work as general chairman of NAMA’s 1963 Western Conference and Exhibit.” Photo No. 3—Robert Natali, Canteen Service of San Diego, San Diego—“for his work as Program Chairman of NAMA’s 1963 Western Conference and Exhibit.” Photo No. 4 (bottom)—Charles Kaplan, National Vendors, Inc., Los Angeles—“for his work as Program and Arrangements Chairman of NAMA’s 1963 Western Conference and Exhibit.”
CHICAGO—R. C. Rolfing, President, The Wurlitzer Company, Chicago, reported today that sales for the second quarter (July, August and September) were $5,645,718, up 8.6% from the same period a year ago. Net earnings for the second quarter were $208,032, equal to 36c per share on 587,186 shares of common stock, compared with net earnings of $175,970 or 26c per share on 591,087 shares for the same period last year.

Sales for the first six months of the current fiscal year (April to September inclusive) were $16,003,617 up from $15,617,919 for the same period last year. Sales of civilian products for the six months were 13.3% greater than the same period a year ago while sales of defense items were 74.7% less. Net earnings for the first half of the current fiscal year were $46,014, equal to 36c per share on 587,186 shares of common stock, compared with net earnings of $46,014 or 56c per share for the same period a year ago.

Sales of conventional pianos, electronic pianos, electronic organs and "Side Men" are continuing at a high level. More conventional pianos and electronic organs were shipped during the month of September of this year than any September in the entire history of the company. Likewise, sales of coin-operated phonographs in September were substantially greater than last year. If the present trend continues for the balance of the current fiscal year, and we believe it will, sales and earnings for the year should be very good.

Happy Birthday This Week To:

Week of October 25th
Herbert J. Perkins, Chico, Ill... 25
Stacy L. Lewis, Cambridge, Md... 21
M. Longtang, Chattanooga, Tenn... 21
Geo. Eckhardt, Alma, Neb... 21
Wm. H. Embar, Lebanon, Pa... 21
Alvin Silverman, Plain View, L.I., N.Y... 21
Abram Dolins, Hyannis, Mass... 21
Robb. M. Bowder, Charlestown, Va... 21
Herbert F. Wagner, So. Milwaukee, Wisc... 21
Glenn J. Crowl, Ft. Wayne, Ind... 21
Joseph Viniski, Turtle Creek, Pa... 21
Arthur L. Pinelli, Baltimore, Md... 21
Ralph Harvey, Mitchell, S.D... 21
Roy Foster, Sioux Falls, S.D... 21
Herman Keppel, N.Y... 21
LaMar B. Himes, Cleveland, Ohio... 21
Forrest N. Dahl, Fergus Falls, Minn... 21
Tony Trucano, Deadwood, S.D... 21
A. H. Ward, Winnetka, Ill... 21

Week of November 3rd
Marvin Liebowitz, N.Y... 3
Angelo Angeloli, Chico, Ill... 3
Max Eisenberg, Balt, Md... 3
Russel Locke Merritt, Houston, Texas... 3
Ed Zorinsky, Omaha, Neb... 3
Howard E. Hatch, Baton Rouge, La... 3
Amo Heilicher, Minneapolis, Minn... 3
Larry Martini, Petaluma, Calif... 3
James Johnson, San Antonio, Texas... 3
Carl A. Bowen, Gd. Rapids, Mich... 3
Travis E. Richardson, Longview, Texas... 3
Paul Boretsky, Montreal, Que, Canada... 3
P. M. Yoes, Gd. Rapids, Mich... 3
Robert De Priest, Dallas, Texas... 3
Clifford Cunningham, Ft. Worth, Texas... 3
Wm. Gross, Phila, Pa... 3
Hal R. Meeks, N. Y... 3
Sidney Ernest Nielsen, Shreveport, La... 3
Samuel A. Miller, Archbold, Ohio... 3
Ben D. McDonald, Ft. Worth, Texas... 3
Wm. S. Redd, Allston, Mass... 3
Ops are reported delighted with the new MONY location contract previewed at the Sykemotor Inn last week when 100 coinmen sat in on a discussion of local and national problems over a roast beef dinner. President, re-elected to his 10th term in office, headed the list of officers including George Holtzman, Bill Kobler and Gil Sonin, all of whom were also re-elected. See complete details on news page of this issue.

Unofficial reports from outside the industry indicate that the SLA Alteration Ruling, which has been causing many ops grief (and in some cases a $100 permit fee), will be settled legally in a court. When the SLA clarifies the situation by stating that the installation of an amusement game does not constitute a "substantial alteration," Which is as it should be.

Sorry to hear that Abe Lipsky is ill at Cherry Lane Hospital in Cherry Lane, New Jersey. Louis and Harry are doing nicely and recuperating. Meanwhile, Bert Lipsky, Abe's son, might have to step in to run the showrooms.

John Bilotta in town after showing his Wurlitzer line at the Grossinger State Liquor Dealers Show. About 500 passed through the exhibit halls the first day.

Big doings at the Americana Hotel with the TOA-NAC in town last week. The theater men saw equipment displayed by Seeburg, Rowe AC, National, Gold Medal, and a few other vending machine firms and then sat down one evening to hear Canteen's Pat O'Malley tell 'em all about the part vending plays in the overall theater-concession picture today.

In town during the pre-Thanksgiving week will be Lou Casola, Red Wallace, Bob Blundred, Jim Tollsano, George Miller, Clint Pierce, and a host of other MOA execs, including Al Denver who need do nothing but roll over to meet his colleagues at the Hilton Hotel 11/19 where the coinmen will discuss a program for the official meeting with record firms 11/20 at the same hotel. Biggest problem: the Celler Bill and the suggestion to a proposed increased mechanical royalty increase. Next on the agenda: MOA exhibits and "who can we count on next year."

Cal Pavesi told us that the Westchester Guild sent $200 to MOA for the Celler Bill battle: Millie McCarthy, woman about the State, advised that NYU Guild sent $500; MONY got a larger amount but the total was still not reached as we went to press. Other associations are doing the same thing. The money is used by MOA in a Special Fund to finance the Celler Bill effort.

Last Christmas night that in the face of all the time and money being spent by the people in the coin machine industry, it was time that tradepaper he refuses to identify in print stopped its insinuations that the juke box ops are lost. "We'll win and with the help of our operators, just as we have done in the past," said Leo, who was boiling after last week's previewed the page item which inferred that the ops were almost ready to call it quits. Al Denver gave the culprits a tongue lashing for all to hear last week in the midst of 100 dinner guests.

Harold Kaufman has no complaints (and never had) now that the Wurlitzer quarterly report is in showing an 8% increase for the three months and a big phonograph sales increase—nationally—for the month of September. Musical Distributors is doing their share to keep that sales figure up, you can bet on that.

George Himcher, Rock-Ola's advertising chief, minding the store while other Rock-Ola execs take distributs through Europe on a well-deserved vacation.

Sol Lipkin, America's sales head, back from S.C. where he got Sparks and LeStourrgeon to agree on territories for the Eleatra Pool Table (II) and the Imperial Shuffleboard. Both outlets are doing a big job and they wanted as large a territory as they could get. Both Larry LeStourrgeon and D. H. Fisher were happy with the distributing deal, when Sol left.

The American Shuttleboard crew celebrated the firm's 35th anniversary last week with a dinner at the Cliff House in North Bergen. On hand to help the celebration move with the dignity and good times that make for a nice affair were Mrs. Paul Casola, wife of the late founder and now President. Also on hand were: Nick Melone, who is the General Mgr; having been with the firm for 29 years, and who also celebrated his birthday that week (yes, he's 29, too), Sol Lipkin, Sales Mgr; Gene Daddis, Service Engr; Anthony Oliveri, Purchasing; Nick Cuccarese, Plant Manager; Michael Bozza, Pool Tables Div. Head; Chas. Scovell, Office Mgr; Chris Biscone and Harlan Smith, Office Personnel. In 1928 the American Cabinet and Billiard Corp. was founded. Today it's the pool table division of American Shuttleboard Corp., the parent company, quite a history. The staff got so much accomplished along policy lines that they may make it a monthly event.

Dave Rosen's Leo Crawford set up a show in Leonard's showroom in Scranton, bringing the Philly distributs complete line to Northeastern ops. . . Bobby Hogenic telephones Dan's Distributing Corp. gave Seeburg a big show last week in Grossinger's when Liquor Dealers from all over the State stopped by the Davis booth to view the LP Console, the Concolette, the matching rig vendor and of course, the LP promo material housing the current adult musical program supported by Seeburg.

Florida ops meet Sun., December 7-8 at Diplomat Hotel for an annual get together . . . Remember Bill Kane, from the hand drumming outfit in Kane, from the hand drumming outfit in Kane, from the hand drumming outfit in Kane. He's back on the scene with a remote control unit for bartenders who want to shut off the TV in favor of the juke box but don't want the customers to see them doing it. Flick! And the picture disappears before you can say "play B-7." And that's just where we're going!
A happy, excited group of Rock-Ola distributors and Edward G. Doris, Rock-Ola's executive vice proxy, enjoying their European jaunt which includes such wonder spots as Madrid, Nice and Rome (lucky dogs)! With Doris at his side were Art Janacek, Rock-Ola Mfg.'s, export manager; and Les Riek, sales manager. ... We missed Jack Burns during a recent visit to the Empire Coin Machine Exchange, Empire's owner Gill Kitt and sales chief Joe Robbins (sadly) advised that "Happy Jack" was Empire's latest representative on the Rock-Ola vacation jaunt on the Continent. Other (sad) Empire stars in last week were Bill Herbor and Bill Miller. (What a sad story!).

When we chatted with Nathaniel Leverone, Founder-Chairman ofAutomatic Canteen Company of America, several weeks ago, he enthused over a new field house he donated to Harvard University, his old alma mater. Leverone jetted east for the Dartmouth-Harvard football game, Sat. Oct. 10, in New Haven. Halley, Canteen's Presxy and Chief Executive Officer, and Bill Dasha, where he headed up the ceremonies dedicating the new field house, were overwhelmed with joy over the fine welcome he received by students, and the faculty, By the way, Dartmouth lost to Harvard. Said Leverone, with a wry smile, "Just wait till we trounce Princeton."

ChiCoin's Mort Secore info'd last week that Peach State Trading Co., in Columbus, will host a show of its latest amusement game lines, Thursday, Nov. 7, in the firm's showrooms. Jim Falk, gen. mgr., and his staff look forward to greeting the area operators and servicemen.

This is a big week for new amusement equipment. Gottlieb's fanfare heralds into the era of a brand, spanning nearly two-player pinball amusement game, "Flying Chariots", just loaded with exciting, new features. By the way, "Tsunami" is under way as Gottlieb is visiting in Dallas, Texas, and Alvin Gottlieb is making his annual round on the European Continent in behalf of D. B. Gottlieb & Co.'s amusement equipment.

The sales reports on Williams President Sam Stern's desk are 'merry' since advance shipments of the most heralded "Merry Widow" 4-player pinball amusement games were made to Williams' districts. Jack Mittle, sales manager, tells us glowingly that the first and second releases of new games produced were sold out immediately. And, the game is actually just being introduced this week!

Another new amusement game released this week is "Slugger" which Ted Rubey, proxy of Marvel Mfg Co., and Estelle Bye tell us is a low cost product. But Rubey is legal in all markets. While we're on the subject, let's include First Coin proxy Joe Kline's report on export and Wuritzer phono sales this past week. "Phenomenal," he says. And, "ditto," reiterates Sam Kerber and Freddie Kline.

National Coin's Joe Schwartz and Mort Levinson gave us an advance report on the new Gottlieb "Flying Chariots" 2-player pingame last week, which is considered immediate assignment, especially as it is a new-designed 2-player. Stan Jarocki, of the Seeburg Corp., planned out last week on business. Before leaving he gave a glowing pitch for the Seeburg "Little Lea" and "Artist of the Week" record programs.

World Wide's Nate Feinstein and Art Wood hit the road last week to call on the Downstate operators. Meanwhile, Harold Schwartz, Irv Ovitz, Fred Weis and Howie Freer gave us a tour of a new installation in World Wide's service dept, where infra-red lamps are installed to bake on the finish after cabinets leave the spray booths. Also, a highly skilled finisher gives the cabinets a perfect binder, and other machines. Les Montooth, Earl Kies, Larry Cooper, Frank LaMaskin, Bill Poss, and other spearheaders of the new Illinois Coin Machine Asso. (ICMA) convened in extra session last week to work on a constitution and by-laws for the ICMA. The final meeting will be revealed at an upcoming regular meeting, at 2:00 p.m., Sunday, Nov. 10, in the Hilton Inn, Northbrook. All Illinois operators are urged to attend.

Bill O'Donnell, proxy of Bally Mfg., and Herb Jones are smiling these days, over sales figures on Bally's "Bouncy" amusement game. ... Atlas Music's Eddie Ginsburg's chaps; Stan Levin, Bill Phillips, Chuck Harper and Jerry Karp took to the road trips with Rock-Ola's "Tropicana" coin-operated phone and merchandising program, the week of Oct. 15 thru Oct. 20, in Davenport, Iowa; Springfield and Champaign, Ill.; Hank Hoeveraat, of Rose City Coin, who handled the service and made the trip to Chicago, lost a week or two in his endeavor to attend.

George Hinke, ad chief of Rock-Ola Mfg. Corp., advised that Kigers Distributors, of Visalia, Calif., was appointed distributor in southern California for Rock-Ola's line of coin-operated phono's and "Caravello" cigarette machines. Kiger's showrooms are in Visalia, Fresno and Los Angeles.

We chatted briefly with Art Weinard, proxy of J. H. Keener & Co., last Wednesday, and, he waxed enthusiastic over the expansion of Keener's production facilities in the plant. Sales manager Clayton Nemoroff issued his report on sales of Keener's "Poker Face" amusement game. And, say he, they were never better.

It sure was a pleasure hearing from oldtime ex-coismin Ben Conen. Ben, who owned and managed the former Coven Music Co., is still in the same general field, as marine director and electronic equipment. He asked us to say hello to all his old coin machine buddies everywhere.

We took the steam baths t'other eve with old coismin Johnny Frantz and his sales manager, Don Congdon, and spent hours reflecting on past years in our old shop on Water chas. With Marvin Kolton and Herb Joned, of Midway Mfg. Co., last week, we came away believing they have a big hit in Midway's "Race Way" amusement game.

MOA's Bob Blundell finally returned to the city after a hectic few weeks of travel, sun, and merrier and very tired and weary. However, Bob will perk up in time to start the next round of activity (so he says!). ... "Happy Jack" was over "in coinrow" in coinrows in Herb Perkins, Perry's -Perry-Dee-Dee-Distributors, Herb infos that business couldn't be better. ... The tragic death of hotelman Lou Silver (10/27), at Wesley Memorial Hospital, was a great loss. Our thoughts and sympathy to the family and the community of the dead man who served the amusement (and until a year ago, was widely known among music and coin machine circles. It is a personal loss to us. ...
Dependable Reconditioned Music Equipment From Davis

You can depend on Davis Distributing Corp. for reconditioned and used coin-operated music machines. Our guarantee is synonymous with top quality the world over.

With Davis you can be assured of expert workmanship and technical know-how.

The following location-ready phonographs have been steam cleaned, reconditioned and refinished to look and operate like new:

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
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<tr>
<td>Seeburg HF 1000</td>
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<tr>
<td>Seeburg KD 200</td>
<td>350.00</td>
</tr>
<tr>
<td>Seeburg AO 160s</td>
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<tr>
<td>Seeburg DPL (400 Sel. W.B.)</td>
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276 Ave. Louise
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Rock-Ola Makes Change In So. California Distributing Set-Up

- Names Kings Distributing, New Distrib Firm

Chicago—David C. Rockola, President of Rock-Ola Manufacturing Corporation, has announced the appointment of the Kings Distributing Company of Visalia, California, as the new Rock-Ola distributor for its phonograph and cigarette vendor lines for the Southern California market. The appointment became effective November 1, 1963.

Though a new company to the phonograph business at the end of the business, the partners of the company bring with them many years of experience in the coin operated music and game business. Under the leadership of the four partners—Clifford Love, Nick Carter, Robert Snyder, and Harold Chapman, the Kings Distributing Company will be dedicated to offering Southern California operators the finest personal service possible. As Love said in accepting the appointment, "We now are distributors for the finest phonograph and cigarette line made, and we intend to match the quality of this line with the finest personal attention and service ever offered operators in this territory."

The partners went on to say that with the Alhambra Model 418-SA the operators, for the first time in the industry, have one machine which literally does everything a phonograph has to do. Only in the 418-SA can an operator find a machine which plays any kind of record, albums, singles, 45-45 and 33-1/3, monaural or stereo. Despite this great versatility, the operator still has operating simplicity, years of dependability, and a beautiful machine designed to fit into any location and decorating scheme.

The Kings Distributing Company is now displaying the new 1964 line of Rock-Ola phonographs at its three showrooms throughout Southern California: Kings Distributing Company 2712 West Pico Boulevard Los Angeles 6, California; Kings Distributing Company 114 East Oak Street, Visalia, California; and at Kings Distributing Company 315 North Thorne Avenue, Fresno, California.

The territory for the Kings Distributing Company covers all of Southern California bounded on the north by and including the counties of San Luis Obispo, Fresno, and Mono.

Denver Re-Elected

Continued from Pg. 56

In addition to the officers, the following members were elected to the MONY Board of Directors: Donald Shapiro, Irv Fenichel, Bill Gaetz, Ralph Elefante, Dave Sachs, Leonard Block and Harry Siskind.

Cash Box—November 9, 1963
NEW MONEY MAKER
FROM WILLIAMS

MERRY WIDOW

WITH ANOTHER NEW WILLIAMS IMPROVEMENT

trouble free, fast acting—more positive

DRUM UNITS 1765

Plus these other exclusives

NEW FOOL-PROOF COIN SWITCH & FINGER-TIP CONTROLLED LATCH-LOCK PLAYFIELD

A 4 PLAYER GAME
ADJUSTABLE
3 or 5 BALL PLAY

• 2 MOVING TARGETS SCORE 10 TIMES VALUE, WHEN LIT.
• 2 SHOOTERS FIRE BALL FROM BOTTOM AT MOVING TARGETS.
• 2 DROP TARGETS INCREASE VALUE OF MOVING TARGETS.
• TOP BUMPER SCORES 100 POINTS, WHEN LIT.
• 4 JET BUMPERS SCORE 10 POINTS, WHEN LIT.
• TWO WAY MATCH FEATURE.
• 2 Flippers and Bullsye Targets.
• Available with Twin Chutes.
• Plastikote Finish Playfield.
• Locked Cash Box. • Slug Rejectors.

Williams
ELECTRONIC MANUFACTURING CORP.
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

BUY THE BEST—BUY WILLIAMS

Cash Box—November 9, 1963
New, Beautifully Styled

ULTRA
SHUFFLE ALLEY by UNITED

GREATEST GAME ON 4 LEGS
PLAYERS CHOICE OF
DUAL FLASH • FLASH • REGULATION CHAMP • REGULATION • ADVANCE

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.

NEW
Easy Service features

1. PULL-OUT
Pin Panel

2. TIP-OUT
Mechanism Panel

3. SWING-OUT
Back Door

Plus roomy separation of all mechanisms for easy-to-get-at servicing.

FLUORESCENT LIGHTING

STAINLESS STEEL ENCLOSURE FOR COIN MECHANISM

Designed by the ORIGINATOR of Coin-Operated SHUFFLE ALLEYS and BOWLING ALLEYS

SHIPPING WEIGHT (CRATED) 465 lbs.

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KINGS DISTRIBUTING COMPANY

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ROCK-OLA PHONOGRAPHS AND CIGARETTE MACHINES
FOR THE SOUTHERN CALIFORNIA MARKET

(As qualified by boundary listed below)

Effective November 1st, 1963

You are cordially invited to inspect the 1964 line of Rock-Ola Phonographs and the Caravelle Cigarette Vendor at the following Kings Distributing Company offices:

KINGS DISTRIBUTING CO.
114 East Oak Street
Visalia, California
732-8388

Main Office
KINGS DISTRIBUTING CO.
2712 West Pico Boulevard
Los Angeles 6, California
731-9318

KINGS DISTRIBUTING CO.
315 North Thorne Avenue
P. O. Box 3227
Fresno, California
268-9728

*The Southern California Market is bounded on the North by and including the following counties: San Luis Obispo, Kings, Fresno and Mono.

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800 NORTH KEDZIE AVENUE, CHICAGO 51, ILLINOIS