Colpix Records, which made a tremendous showing with the soundtrack album from last year’s Oscar winner, “Lawrence of Arabia,” one of the biggest hit tracks of 1963, could do the same in ’64 with Carl Foreman’s latest masterpiece, “The Victors.” The war epic, which premieres at the Criterion and Sutton Theatres in New York this week undoubtedly will be one of the most talked-about films of this and next year and probably will be nominated for many awards in the next Academy Award derby. The photo above shows some of the picture’s stars atop an army tank in a memorable scene from “The Victors.” The inset shows Foreman (left)—producer, director, writer of the movie—with Don Kirshner, executive v.p., of Columbia Pies, Screen Gems Music & Record Div., discussing the musical promotion for the film. In addition to the track LP, Colpix has issued an album in which “Jane Morgan Serenades The Victors.” To date, forty-two recordings have been made by various labels of the many themes from the Sol Kaplan score.
COLUMBIA SINGLES ARE ON TOP OF TODAY'S TWO BIG TRENDS...

A HOOTENANNY HIT!
HOOTENANNY SATURDAY NIGHT
BY THE BROTHERS FOUR
4-42927

A HOT ROD HIT!
HEY LITTLE COBRA
BY THE RIP CHORDS
4-42921

COLUMBIA SINGLES SELL!
During 1963 we have seen many radical changes in the record scene domestically. But none has been as striking as the decline of American product in other countries during this same period.

To many American companies, income from international transactions has been extremely important. To a few it may have been the difference between profit and loss. But while we were involved with our own competitive problems here in the U.S., too many people neglected the international market. And as a result, U.S. produced disks, for the first time in many years, have taken a definite back seat to home-grown recordings, talent and tunes.

As in most trends, favorable or unfavorable, one cannot single out any one reason for the change since any transition is always caused by a number of contributory factors. We must examine these factors very closely and analyze what, if anything, can be done to improve the situation.

One prime factor, about which we can do little, is the ability of international artists to come close enough to the American sound. A few years ago, with the unique rock sound here, artists had difficulty matching it because it was basically of American origin. In recent years, however, teen acts abroad have caught on to our sounds and have even come up with many of their own. The disk industry’s only solution in this case is to come up with new and better sounds, and fast (a pretty tall order).

But there are many other contributing factors that perhaps are more simple to overcome. Advances for recordings and songs is a major factor. Many of the industry’s international reps have been badly burned by paying heavy advances for songs that never developed abroad. We don’t mean to suggest that anyone should make his song or record available abroad for less than what he thinks is a reasonable figure. But many record men abroad are “shell-shocked” from previous deals and unless the degree of gamble with American product is reduced, there will be an ever decreasing interest in American product.

Another problem is the language barrier. Some years back, the sound of American disks was so novel that lyrics meant little. But now that the public abroad has become accustomed to the sound, lyrics in the home tongue are increasingly important. Some artists who cut their hits in different languages for various countries have met with little or no resistance internationally. But those who don’t will find it increasingly difficult to make it overseas.

Then there is the problem of personal appearances. Artists in Europe, for example, when hitting with a disk in one country, can travel from their country to surrounding nations with ease, giving their hit wider exposure. And the fees they request for p.a.’s are much, much lower than what American artists request when making a European p.a. swing. Which results in radio and TV’s programming of the local version of an American song where the artist can be seen from time to time by the public. Some thought should be given by American artists and companies as to tours for promotional purposes as opposed to “money-making” p.a. tours. A few well chosen promotional p.a.’s can go a long way toward selling many hundreds of thousands of records long after an artist has left the country.

There are, of course, many other reasons, also. But if the American situation abroad is to improve, the entire record and publishing industries must be aware of the increasingly competitive picture in foreign lands and must act with reason and keen judgment if they are to make gains again.
1963 Cash Box Top 100

1. "Dominique" (Dominique) (Curtis-Horizon-ARC-10487)
2. "Louie, Louie" (The Kingsmen) (Curtis-Reprise-20216)
3. "The Boy Next Door" (Marilyn) (Curtis-Horizon-ARC-10487)
4. "I Have a Boyfriend" (Cliffords) (Curtis-Reprise-20216)
5. "That Lucky Old Sun" (Ray Charles) (Curtis-Horizon-ARC-10487)
6. "Twenty-Four Hours From Tulsa" (Billie Jean) (Curtis-Reprise-20216)
7. "Living a Lie" (Diana Ross) (Curtis-Reprise-20216)
8. "Baby Don't You Weep" (Richard Hughes) (Curtis-Reprise-20216)
9. "How Long As I Know He's Mine" (Imagination) (Curtis-Reprise-20216)
10. "For Your Precious Love" (Garnett Mumble) (Curtis-Reprise-20216)

11. "La La La Susy" (Jean-Jr.) (Curtis-Reprise-20216)
12. "Steady" (The Devotions) (Curtis-Reprise-20216)
13. "I Gotta Dance To Keep From Crying" (Millies) (Curtis-Reprise-20216)
14. "Out of Limits" (War) (Curtis-Reprise-20216)
15. "Down At Papa Joe's" (Tunnel) (Curtis-Reprise-20216)
16. "Bad Girl" (Genesis) (Curtis-Reprise-20216)
17. "Hey Little Girl" (The Dells) (Curtis-Reprise-20216)
18. "You're Gonna Need Me" (Cotton Valley) (Curtis-Reprise-20216)
19. "Fools Rush In" (Broom) (Curtis-Reprise-20216)
20. "Rags to Riches" (The Five-Top) (Curtis-Reprise-20216)
21. "500 Miles Away From Home" (Doo Bee Doo-Town-Victor-5226)
22. "Ally, Ally, Oxen Free" (Curtis-Reprise-20216)
23. "Long Tall Texan" (The DSO's) (Curtis-Reprise-20216)
24. "Hey Little Cookie" (Vallejo) (Curtis-Reprise-20216)
25. "Girls Grow Up Faster Than Boys" (Genesis) (Curtis-Reprise-20216)
26. "The Marvelous Toy" (Pink) (Curtis-Reprise-20216)
27. "Down the Aisle" (Pink) (Curtis-Reprise-20216)
28. "Misery" (Pink) (Curtis-Reprise-20216)
SEASON'S BIGGEST CHRISTMAS SINGLE
The Valley Youth Chorale
DO YOU HEAR WHAT I HEAR
B/W
The Little Bell
FELSTED - 8693

This is the one that's SELLING!
The Bachelors
WHISPERING
9623

325,000 sold in England!
"Hits the commercial target"
VARIETY
Kathy Kirby
SECRET LOVE
9628

Cash Box—December 21, 1963
Victor's Marketing-Ad Concept For '64:
"Longer-Run" For New Album Product

NEW YORK—A "longer-run" marketing concept that encompasses "freshly created" advertising, promotion and publicity programs which is a departure from traditional procedure will be introduced in 1964 by MGM/Verve Records.

Plans for the flexible new program include a 50% increase in local advertising and promotion, a $10 million advertising and promotion budget, and an overall continuation of the current pricing structure on catalog merchandise. (A list of the new albums is available from Best Buy sales meetings last summer.)

**MGM/Verve Sets Dec. Sales Meets**

NEW YORK—MGM/Verve Records is gearing the New Year with a series of special promotions to attract a new group of salesmen. From the New Year’s Day week thru a holiday schedule, special men meet later this month in New York, Chicago, New Orleans and Los Angeles. Special midwinter programs will be introduced at each gathering.

The MGM/Verve meetings will be held during December. The first major promotional event will be held at the Beverly Hilton Hotel, Friday morning, December 27 at 9 A.M. with 100% distribs and sales staff attendance assured including the company’s top record staff. Arnold Maxin, president of MGM/Verve, and Morrise Price, director of marketing, will make the keynote address.

On December 28, a contingent of home office MGM/Verve executives headed by Morrise Price, Sol Greenberg, Julie Hinkford and Joe Fields will conclude the special meeting schedule for 10 A.M. at the Essex Hotel in Chicago. Simultaneously, meetings will be held at the same time and place for New Orleans under the guidance of Tom White, Lenny Scheer, Irv Stimler and Frank Mancini.

A major event on the west coast has been scheduled for the Beverly Hilton Hotel for Sunday, December 29 at 10 A.M. with Morrise Price and Steve Pollard as the keynote speakers.

Val Valentin, director of engineering, has set up a playback equipment and will supervise the playing of tapes of special promotional packages for MGM/Verve/DGG product at all meetings.

DGG meetings have also been set to coincide with the MGM/Verve meetings and have been set for Thurs., Dec. 26, at 8 P.M. at the New York Hilton with Jerry Schoenback presiding; Friday, Dec. 27, at the Essex Hotel in Chicago at 8 P.M. under the direction of Carl Post; Friday (27) at the Royal-Orlando Hotel in New Orleans with Schoenback in charge; and Sunday (29) at 5 P.M. at the Beverly Hilton Hotel in Los Angeles with Carl Post at the helm.

**NARM’s Board Will Meet In N.Y.; Prime Topic Is FTC Trade Conference**

PHILADELPHIA—The NARM board of directors will meet on January 13 and 14 at the Summit Hotel in New York City.

In addition to announcing the forthcoming meeting, Jules Malamud, counsel of the trade association, stated, "The traditional practice has been to announce new albums for the short period of time after their release, then leave them alone, along with catalog merchandise, to generate their own sales momentum.

"The 1964 marketing and advertising plans for our new albums offer a significant change to both advertising and promotion emphasis on product with proven sales potential, as well as on newly-introduced artists, for as long a period of time as that product sustains its market appeal. We thus intend to give our new artists and new albums a longer "run" in the marketplace."

Throughout the year, Jenkins indicated, advertising, promotion and publicity campaigns will be instituted to further the careers of new artists in the area of new artists. In Jan., of 1964, for instance, such a campaign will be launched in behalf of Ethel Ennis and be built around her first Victor album, "This Is Ethel Ennis." Concomitant with the Ennis campaign will be increased activity on the part of new artists. Among last year's choice artists are Sergio Franchi and John Gary, both of whom will be accorded "follow-up" advertising, promotion and publicizing for their second Victor album, "Ethel Ennis with the release of her second Victor album. Gary's first Victor album, "Catching a Rising Star," was released in November.

Within this marketing-advertising program, Victor artists with proven sales success will be supported with expanded nation-wide advertising promotion and publicity—with a powerful "plus." Advertising support for their current product as well as for other comparatively new artists in the merchandising universe-month-after-month, as long as there is sales "action" to justify each individual campaign.

"The theme of our new philosophy," Jenkins said, "each RCA Victor record album released in 1964 that indicates a significant sales potential, will be supported more heavily than in previous years. We are now working with expand nation-wide advertising promotion and publicity—with a powerful "plus." Advertising support for their current product as well as for other comparatively new artists in the merchandising universe-month-after-month, as long as there is sales "action" to justify each individual campaign.

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New "Dominique" Coupling

NEW YORK—Philips Records has changed the coupler and label number of its smash singles by The Singing Nun, "Dominique." New number is 40163, the new tune is "Les Pieds Des Missionnaires."

**JFK Disk Tributes Continue**

NEW YORK—The record world, both here and abroad, last week continued to market singles and LP tributes to the memory of John F. Kennedy. In the U.S., Savory Records, already represented with a singles date by Bro. Thyrman Ruth ("That Awful Day In Dallas") issued four gospel dates, two in the gospel label, Savory offered "A Light That Shines (A Tribute To John F. Kennedy)" and "Take Courage" by Rosie Wallace and "The Modern Joshua" and "Pilgrim Of Sorrow" by The Jewish Gospel Singers.

The Gospel entries are "Tribute To A Great President" by The Birds of Harmony and "The Day The World Stood Still" and "Let Freedom Ring" by The Sensational Six of Birmingham, Ala.

In a pop vein, Anthony Newley made his singles debut on his Acafellia label with "Tribute" and "Lament" (see separate story). In addition, the Gardy label marketed Lix Lands "May What He Live For Live," Swan Records released "The Man" by The College Boys and the Kama label offered "He'll Look Down" by Lou Barille.

This was the most oft-cut song in tribute to JFK, "In The Summer Of His Years," it appeared last week that airtime would continue to be spotty. One of the variants, that of Connie Francis (MGM), got sufficient sales reaction to register on this week’s Looking Ahead.

The LP field received at one additional JFK album last week, an item called "Kennedy Speaks" on the Harmony label, a division of Bard Records.

The foreign disk market was represented with an LP, "This Was Kennedy," on the Imperial label of Hol-Dan Records. "The Summer Of His Years," was introduced on the new famous BBC broadcast of "That Was The Week That Was," folklorist Sydney Paher performed a song "John Kennedy," cut by Danny Delmonte on the Oriole label and by Ylle Redway for release in the U.K. An LP tribute from this song is going to the Variety Club of Great Britain Children’s Fund.

**Greeting From The Stars**

NEW YORK—Marian Anderson, the great contralto, will end her professional career this summer.

Before she rings down the curtain on a 40 year career, the performer, now 61, will make a concert tour of Europe and the Far East from early May to June of 1965. She will bid farewell to the American concert stage at a concert at the New York Carnegie Hall on Easter Sunday of 1965, which falls out on April 18.

Long a champion of humanitarian causes, Anderson performed at a press conference late last week to announce that she has voted her years of retirement to civil rights and charity.

She was recently presented a Freedom Medal by President John- son. It is the highest award the U.S. can give to a civilian.

**NEW YORK—** Columbia Records’ artists are being spotlighted at the CBS Broadcasting site in Times Square with shots of the new CBS building in New York City. The display will continue until Christmas in its present form.

Featuring along the white panels facing Sixth Avenue are black and white photos and small color frames of the latest albums of some of the artists in Columbia’s line-up, among such artists as Andy Williams, Tony Bennett, Barbra Streisand, Dion Di Mucci, Mahalia Jackson, Dave Brubeck and Miles Davis, as well as Vladimir Horowitz, Igor Stravinsky, Glenn Gould.

(Continued on page 36)
CHRISTMAS RECORD ACTIVITY

NEW YORK—It's official now. Columbia Records will scrap all cut-outs rather than sell them to distributors.

The firm actually discontinued selling cut-outs when it began formulating its “Age of Reason” stabilization plan back in June. But the company never officially announced that it was taking this step. One of the reasons, no doubt, was to estimate the cost and effect of such a move before “officially decided to stick with it.

But now that Columbia has had approximately nine months to close-and-offer the costs and effects, it has come to the conclusion that it was a favorable and necessary move. The label estimates that during the nine-month period it lost about $506,000 in revenues that could have been made from the sale of the cut-outs.

According to Bill Gallagher, Columbia vice president, the decision to discontinue the sale of cut-outs will, in the long run, benefit the Columbia “Age of Reason” program and erase some of the mass confusion at the consumer level. Years ago, he pointed out, when the company offered cut-outs, distributors used them as incentives for new merchandise, offering the cut-outs in small amounts to those who did buy-in on new product. But in the last year or so, with a high percentage of “kiosk users” having been buying up all cutouts, frequently loading them into one or two markets and causing all sorts of price confusion. (The consumer is confused when he looks at a rack and sees two albums by a catalog-type instrumental artist selling for two greatly varied prices on the same rack, never sure which is the old one and which is the artist’s latest release.)

The move, Gallagher goes on, also benefits the artist greatly since he is not competing with his own product on a price basis. Says Gallagher, “The discontinuation of the sale of cut-outs to distributors is good for the artist, adding further validity to the Columbia ‘Stabilization Program.’” Columbia distributors who met last Saturday at the Barishon Plaza Hotel in New York, were informed that there will be no change in the program for the immediate future. As Columbia is concerned, the sale of cut-outs is a thing of the past.

Although no final analysis has yet been made, it is generally agreed that the overall effect on the sales of the broad “Age of Reason” program, which the company announced last June, is that it is expected that when the information is released it will be tremendously favorable. Columbia had its biggest November in 1963 and reported that its best December, with the month just half gone, are more than 70% ahead of last December’s sales. In answer to a question about the release’s impact, Gallagher said, “We are more convinced and more dedicated to the program today than we ever were.”

The Columbia Corporation has approved albums which a label discontinues and erases from its catalog. Most manufacturers set a minimum monthly sale figure for all albums. When sales drop below the minimum, the album is deleted from the catalog and sold at a price designed to recoup basic costs. Usually a 60¢ or 64¢ price.

Labels, AFM Meet On New Contract

NEW YORK—Record labels and officials of the American Federation of Musicians met here last week (11) to discuss the future of the label that will bring about a new wage and working conditions contract between labels and the union.

The contract, which was never signed and neither side would make any detailed commit-
ment on what had occurred, but was a spokesman for AFM noted that a salvage of the agreement had been made by label reps.

The current label-union contract expires on Dec. 31.

WB Gets 3 Soundtracks

BURBANK, CALIF.—Warner Bros. Records has obtained the sound track albums for three major films this summer, “Sex and the Single Girl,” “Dead Ringer,” and “America, America.”

The score for “Sex and the Single Girl” is by Johnny Mandel, who composed the score for the Warner Bros.-UA film, “A Man Called Adam.” Also appearing in the Warner Bros.-UA film, “Sex and the Single Girl,” is director, Alfred E. Green. The “Dead Ringer” score is by Paul Francis Harris, who recently scored the “Blair Witch” series. The “America, America” score is by John Williams, who recently scored the “Star Wars” series.

ABC-Par Distros To Meet In Miami Jan. 9

NEW YORK—ABC-Paramount Records’ first distro meet of 1964 will take place at the Eden Roc Hotel in Miami Beach on Jan. 9. Label said last week that it was putting the finishing touches on this third group of album releases—about 35—ever made by the company.

Buddy Deane Exits WJZ-TV

BALTIMORE—Buddy Deane, host of the daytime record-hop show which bears his name, announced last week that he was leaving Baltimore's WJZ-TV. Deane, who has emceed the show for six years and four months, told Broadcast Trade Journal that Baltimore's television management plans prior to his departure, which he said involved him in a wartime series was uncertain.

The popular Baltimore deejay will continue his morning disk show on his own WJZ Radio which he started four months ago, and will take a more active part in the management of a radio station he owns in the South.

Newley's Label Enters Distrib Deal With I.P.G.; Artist Does JFK Tribute

NEW YORK—Anthony Newley’s Acappella label has entered into an agreement with Independent Productions, Inc. (Independent Producer Group) whereby all future Newley produced sessions will be distributed by the Lee Hartson Co.

The first release under the new pact is a single featuring Newley performing a dramatic tribute to the late President Kennedy called “Lament For A Hero.” It’s a piece of material which Newley composed and wanted issued immediately. He received permission from Sir Edward (Ted) Lewis, head of British Decca, (the label to which Newley is contractcd, to do the ses-

on on his own label. The coupling is another Kennedy tribute called “Lament For A Hero,” a Newley adaptation with music of Walt Whitman “Oh Captain, My Captain,” written after the assassination of President Lincoln. Although this is not the Acappella label’s first release, it is the first distributed through I.P.G. The initial steps in the form were taken by Peter Sellers LP, “Fool Britannia,” handled by Newley’s own producing and distributing company, Ruzak Productions, Ltd., in negotiations relating to that LP still remain intact.

The Newley “Trilogy” deck is published by Howie Richmond, who produced the St. John’s album, “Stop The World” and scored the hit, “What Kind Of Fool Am I.”

Kapp Forms Label For Foreign Acts

NEW YORK—Kapp Records is putting its foreign disk acts under a newly formed label, 4 Corners of the World.

The new series, made-up of both singles and LP releases, starts-off with two by Italy’s Robertino and Germany’s Lola.

Dave Kapp, head of the label, said that the new label would attempt to pique the record buying interest in recordings from overseas.

Robertino, the young songwriter, recently made his American debut in New York.

COLUMBUS TO SCRAP ALL CUT-OUTS

1. The Andy Williams Christmas Al-
bum—Philips (Mercury 204)
2. 'Sounds Of Christmas, Johnny Mathis—Philips (Mercury 8001)
3. Little Drummer Boy, Harry Sim-
monse Chorale—20th Fox TPM 3100.
4. This Christmas I Spend With You, Robert Goulet — Columbia 1952/CS 8692
5. We Wish You A Merry Christmas—Ray Conniff — Columbia GL 12 8128
6. Christmas Wonderland, Bert Berns — Philips (CBS 8688)
8. Story Of Christmas, Enrie Ford & Roger Wagner Chorale — Capitol (S) 1964
9. A Christmas Gift For You, Ron-
ette, Bob B. Sox & The Blue Jeans Crystals, Darlene Love—Philllil
10. Merry Christmas, Bing Crosby — Decca DL 7128
11. Merry Christmas—Johnny Mathis & The London Symphony — Columbia 1961
12. Elvis’ Christmas Album, Elvis Presley— RCA 7334
13. Christmas Greetings From Mon-
tovani, London LI, 3338/PS 3336
14. Play the Christmas Music—Camden CAL/CAS 660(c)
15. Christmas—The Broadway Revue From Seville & Choripans—LP RLP 333/LST 7334
16. Merry Christmas, New Christy Minstrels—Philips (CBS 2943)
19. We Sing You A Merry Christmas, Osmore Bros. (MGM E4187)
20. The Christmas Song—Nat Cole— Capitol (S) 1967
21. Holiday Sing-A-Long—Mitch Mil-
ler & Mike Stoller—Columbia CL 1704
22. Wonderland Of Christmas, Andre Kostelanetz — Columbia CL 2668/CS 2668
23. Twelve Songs Of Christmas—Jim Reeves—RCA Victor LP—LSP 2788
24. Christmas With Coniff — Ray Coniff—Columbia CL 1390/CS 6185
25. A Christmas Carol: Bob Crosby & Mario Lanza—CAL/CAS 777
26. The Christmas Spirit — Johnny Cash—Columbia CL 2117/CS 8197
27. Spirituals And Gospels—Lewis Tries—Argo 687X
28. Merry Christmas, Bob & Ray—At Chris-
tmas, Robert Rhema — Liberty LP 6010/ST 7710

Cash Box—December 21, 1963
The Isley Brothers
(United Artist 650)
(B+) "COME ON, LADIES PLEASE, PLEASE, PLEASE, PLEASE..."
(2:50) [Arms BMI — Brown, Terry & Sonders, recent chart hit with "Touch," another hit song. For the Spector label, it offers an effective bluesy tone which further cements the familiar wall and/or shout technique. Could develop into something.
(B) "COME ON, LADIES PLEASE, PLEASE, PLEASE, PLEASE..."
Phil Ford & Mimi Hines
(FM 201)
(B+) "WE'RE A LOT A LIE K
Martin Denny (Liberty 5655)
(B+) "EVERYTHING BEAUTIFUL HAPPENS AT MIDNIGHT"
(2:12) [Chappell ASCAP — Jones, Schmidt] The Denny crew dips into the cool end of 1967 with this lovely swan song. It has a breezy, jazz-y swing format. Interesting sound for big cars.
(B) "SUGAR CANE"
Pat Hervey (Ica Victor 8281)
(B+) "YOU DON'T LOVE ME ANYMORE"
(B) "YOU DON'T LOVE ME ANYMORE"
Betty Harris (Juliette 3685)
(B+) "POOLY ANNA"
(2:11) [Claridge A & C Scarpe — Crew, Gaudio] Warbler tops a good-naturedイラ, teenage fad with an energetic entry as optimistic as its title.
(B+) "GET BACK IN DE BACK"
Z.Z. Hill (M.H. 200)
(B+) "YOU WERE WRONG"
(2:50) [Bira BMI — Hill] Washburn tops a come-up with a bright market sales with this middle-beat blues try. His combo sound is catchy: a good point, the vocalists again against just percussion sounds. Rayco Records handles the cut.
(B) "TOMMIE WEED"
(2:50) [Bira BMI — Hill] Artist invites the listener to do a new novelty story.
Ted Conner/ronnie page trio
(Caprice 0075)
(B) "COMMANDMENTS FOR PARENTS"
(2:30) [Soke-Lee ASCAP — Conner, Young] Ted Conner presents an interesting cut. The prop given at the upfronting of their off-swing against a soft combo-folcetto version backed by a quartet.
(2) "THE MAGIC OF PRAYER"
(2:30) [Soke-Lee ASCAP — Semos, Conner, Gaudio] The Ronnie Page trio, heard on the upper lid, perform this inspirational, Dellity is based in New York.
Hargus Robbins (Time 1070)
(B+) "FOREVER"
(2:30) [Tree BMI — Killen] Label's "Bit of Country Piano" LP contains a most attractive, Floyd Cramer-like ballad with a fine Robbins. A Nashville date with fine mood-music appeal.
(B) "HAPPY BOY"
(2:32) [Giant BMI — Killen] a outstanding cut, a little neat marks this smooth-sounding session.
The Hurricane strings
(Angelo 1007)
(B) "VENUS"
(2:30) [Anagon BIEM — Clips] Gimmick musicians, natives of Holland, take advantage of the "Toke" success in this similar-sounding date. Date has to back-up well-known European talent.
(B) "IN DE KARRUK (In the Carrick)
(2:33) [Anagon BIEM — Killen] Lead-off cut of four brothers, offer a cute-sounding, bouncy-beat sound.
Jim & Monica (Betty 1207)
(B) "SLIPPER & A SLIDIN'"
(2:30) [Skeeters BM & Fenni, Collins, Bocce, Smith] Duo brings back the old blues hit with a new twist. A relief that's sure to be appreciated by the rock set.
(B) "SLIPPER & A SLIDIN'"
(2:30) [Skeeters BM — Fenni, Collins, Bocce, Smith] The instrumental track.
Bud Johnson (Argo 4588)
(B) "TIME FROM THE CARD"
(2:30) [Capitol ASCAP — Moran] The saxist appealingly carves the beautiful flick-tune like a violinist. A nice attempt made on the backsound. A fine instrument version of the cut-out time.
(B) "LOVE I'VE COME BACK"
(2:30) [Goddard BM — Small, Moore] Another nice cut by the artist.
Johnny Sails (Mark-V us 6000)
(B+) "DON'T TURN YOUR BACK ON ME"
(2:15) [Va-Pac BMI — Higgins, Barton] A new subsidy of the Chic-biased One-Ful label, starts business with a show offering by Sails. An effective plea for the blues trade.
(B) "YOU TOLD ME A LIE"
(2:30) [Va-Pac BMI — Higgins, Barton] Sails softly tells of false vows.
Diane Renay (20th Century-Fox 45)
(B+) "UNBELIEVABLE GUYS"
(2:35) [Saturday ASCAP — Crewe, Santos] A bright stand by the thrush and his back-up companions that resembles Darlene Love's "Wait till My Bobby Somes Home." Sound packs a punch that could realize good teen-market exposure.
(B) "NAVY BLUE"
(2:05) [Saturday ASCAP — Crewe, Rambeau, Rehak] Middle-beat multi-tracking by the performer.
Duane Calvert (DMD 101)
(B+) "A STORM IN MY HEART"
(2:24) [B & B King] Boyish! Very good-sounding upbeat number with Calvert, whose delivery is strong, joined at times by an unlaid lark. Could be a good back-up for the Ann Arbor, Mich. diskery.
(B) "FOREVER & A DAY"
(2:50) [BMI — King] Nice easy-go wishful date.
FATS DOMINO
reaching new heights with a fabulous new single
WHO CARES
B/W JUST A LONELY MAN
ABC-10512 Arranged by Bill Justis

ABC-PARAMOUNT
FULL COLOR FIDELITY

DISTRIBUTED IN CANADA BY SPARTON OF CANADA, LTD.
CASH BOX | RECORD REVIEWS

**Cash Box—December 21, 1963**

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**Pick of the Week**

"THE BROKEN HIP" (2:10)  
[Keyman, Marc Jean BMi—Smith, Rolf, Nelson]  

"SO GOODBYE" (2:40) [Paper BMi—Samuels, Farrell]

**THE OLYMPICS** (Tri-Disc 112)

The Olympics can be in for another solid chart run as a result of their newest Tri-Disc session. The fellas try their hand at a thumpin' new dance step, tagged "The Broken Hip," and it looks (and sounds) like more than a hot racket for all concerned. Strong Gene Page arrangement rounds out the winner. Backing's an infectious slow rock-a-cha-cha like affair.

"AMAZONS AND COYOTES" (2:06)  
[Shellos BMi—Graham, Orhick, Ross, Renzetti]  

"TOGETHER" (2:58) [Shellos BMi—Turner, Gamble, Ross]

**THE DREAMLOVERS** (Swan 4167)

The Dreamlovers, who've already tasted Top 100 success, should enjoy much more of the same this with their Swan performance. It's a novelty teen hop stomper, labeled "Amazons And Coyotes," that's check full of hit vocal and instrumental gimmicks. There's a complete about-face on the soft beat cha cha coupler—not to be confused with the oldie.

"PROMISES (YOU MIGHT NEVER BE BROKEN)" (2:28)  
[Joy BMi—Frampton]

"SWEET LITTLE KATHY" (2:22) [S-P BMi—Peterson, Boyce]

RAY PETERSON (Dunes 2630)

The coming weeks should find Ray Peterson's voice filling the airwaves once again. "I'm Ready" marked a new high for the young singer as he multi-vocally a tearful cha cha beat romancer tagged "Promises." Super Gary Sherman orchestra-choral arrangement. The heartfelt, soft beat ballad underscored also finds its way onto the turntables.

"I'M A LONELY GUY" (2:25) [Zann BMi—Matthews, Hammond, Jr.]  

TIMMY SHAW (Crest 146)

Here's a newcomer with a bright future, his Timmy Shaw and his initial Wanda effort is a rockin' item on which he tells the gal he's gonna send her back to Georgia—a city slick. Solid vocal assist from the Sterphonics on this funky-observer with a 'Bo-Diddley'-like beat. Shaw and his vocalist accompaniment turn in another top notch blues job on the pulsating up tempo coupler.

"I ONLY WANT TO BE WITH YOU" (2:32)  
[Chappell BMi—Hawker, Raymond]  

"ONCE UPON A TIME" (1:50) [Unart BMi—Springfield]

**DUSTY SPRINGFIELD** (Philips 40162)

Dusty Springfield, femme member of the British hit-making trio, can make it on her own with this solo effort that's currently riding high on the English charts. Side, tagged "I Only Want To Be With You," is a hard-driving, multi-track tearjerker that the singer delivers in a ultra-commercial fashion. Great rock-a-string-ork & choral assist from Ivo Ray- mondzie's outfit. More driving top rock stuff on the other end.

"UNCLE WILLIE TIME" (2:15) [Joni BMi—Miller]

"THE BIG QUESTION" (2:05) [Joni BMi—Sheppard, Miller]

BOBBY MILLER (Constellation 111)

Bobby Miller & Co. tell about the new dance fate that's kicking up attention on Chicago-side. It's a stirringly, staggered beat rocker, tagged "Uncle Willie Time," that should be a topic of teen conversation 'round the country in the weeks to come. The "Big Question" is a subdued cha cha beat romancer on the flip.

FRED A PAYNE (Impulse! 221)

"SEPTEMBER" (2:33) [B. F. Wood ASCAP—McGillicut, Phillips, Stanley]  
The quality tune by The Four-Disk, attention in recent months, receives a distinctive jazz portrayal by the style, as it's backed by a modern jazz swing sound under Manny Al- lam's direction. Jazz forces let the Buffalo's Guy toward this version of the number.


MARCIE BLANE (Seville 130)

LITTLE WILLIE JOHN (King 5823)

B+(+)  "I'M SHAKIN'" (2:27)  
[R-T BMi—Toombs]  
The vet blues songster unleashes his potent vocal talents full force on this exciting, hard-driving, rb & weeper. Side locates some plastic lyrics and an interest- ingly rhythm-changing chord. Changes. DeeJay should dig it.

B+(+)  "GLORIOUS SON" (2:17) [J & C BMi—Single- ton, McRae]  
Slow-moving, shufflebeat soulful blues traditional with an extremely funky beat.

PIKE COUNTY TRIO (Palette 5116)

B+)  "TAKIN' NAMES" (2:27)  
[Zodiac BMi—Malo, J. & P. Bobot]  
If this deck is any indication of their talents, this new group has a real promising future. The crew's distinctive blend of white country and R&B is firmly evidenced on this rousing, swinging ballad. Plenty of potential here.

B+  "SHERRMAN'S MARCH TO THE SEA" (2:20)  
[Zodiac BMi—Malo] On this one, the group dishes-up an appealing fast-paced rock which is in keeping with the singer's famous march through the South.

JOHNNY ADAMS (Watch 6339)

B )  "I BELIEVE I'LL FIND HAPPINESS" (2:58) [Ratlet ASCAP—Terry, Hildebrand]  
The Waller combination is so original that people will be in high raptures when they hear it is. In fact, Johnny Adams has a warm and emotion-packed voice but the material is a combination of schmaltzy r&b.

B )  "I BROUGHT IT ALL ON MYSELF" (2:38)  
[Ratlet BMi—Terry, Hildebrand]  
Another run of the mill r&b does on this. Again the songster is better than his material.

The PLAYBOYS (Lepido 101)

B+)  "MOPE OF MOE" (2:20)  
[Saturn / Scarlato - BMI]  
Replay the lobs wash out with this hard rock raps in vocal gymnastics which could attract plenty of teen dance attention with a few new spins. The group walls and shouts to the accompaniment of rapid beat with a splash of r&b.

B )  "THE NIGHT BEFORE CHRISTMAS" (2:35)  
[Saturn / Scarlato - BMI]  
The lead-in runs this traditional Christmas favorite with a strong rhythm backdrop.

PETE SEEGER (Columbia 42949)

B+)  "LITTLE BOXES" (1:52)  
[Schroder ASCAP—Reynolds]

The vet folkinger gives a quick stir with this clever medium-paced novelty-styled folk ditty which effectively satirizes contemporary Americana. The song is cut from Seeger's "We Shall Overcome" LP.

B )  "MAIL MYSELF TO YOU" (1:11)  
[Ludlow BMi—Guth- rie]  
This one is a counter-culture nonsense song rendered with authority and poise by the characer.

MAURY LAWNS CHORUS- ORCH.  
[Lord & Leonard 1029]

B )  "GREAT BIG FAITH" (2:25)  
[L&L ASCAP—Williams]  
An inspirational number is presented with the group's usual strength in the Law's orh-chorus. Home for the label.

B )  "THINK ON THESE THINGS" (2:56)  
[L&L ASCAP—Williams]  
The lead-in runs this traditional reverencing from the chorus.
4th hit in a row!
This single bursting out of her hit album
by popular demand

"you don't own me!"
No. 72206

Lesley Gore
SINGS
OF MIXED-UP
HEARTS
SHE'S A FOOL
THE OLD CROWD
FOOLS RUSH IN
HELLO YOUNG LOVER
SUNSHINE, LOLLIPOPS & RAINBOWS
MY FOOLISH HEART
IF THAT'S THE WAY YOU WANT IT
RUN BOBBY RUN
YOUNG AND FOOLISH
I STRUCK A MATCH
TIME TO GO

MG 20849 / SR 60849

Foremost in fine recording

Cash Box—December 21, 1963
**RECORD REVIEWS**

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

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

### Best Bets

**JOE TEX (Dial 2016)**

- "I WANNA BE FREE" (2:50) [Tree BMI—Tex] The vocal and blues success could be making chart news with this fine, fast-moving wailing affair. He is backed by the Firebirds, a fine northern soul band.

(B) "BLOOD THICKER THAN WATER" (2:20) [Tree BMI—Tex] Earthly, unburdened warbling by the artist.

**BRIARWOOD SINGERS (United Artists 686)**

- "I WAS A FRIEND OF BOB" (2:44) [Bobst, Hoffman]—Bolat, Beach, Hoffman] The Briarwood Singers could garner some fast with this plaintive pop-folk ballad about the passing of a dear one. Plenty of potential here.

(B+) "BOUND FOR THE FREEDOM LAND" (2:92) [Derby BMI—Hoffman] On this end the group offers a rousing, uptempo folk ditty which effectively builds to an exciting climax.

**BETTY EVERETTE (One-dime 4521)**

- "I'LL BE THERE" (2:45) [Maja BMI—Higgins, Burg}

(B) "DOUBLE TROUBLE" (2:40) [Jazz BMI—Hoffman]—Drummer man Blaine and The Young Couples serve up a very interesting hot-and-slow for the teenagers. Intriguing cut is from an LP called "Desces, 'Ts, Roadsters & Drummers."

**HAL BLAINE (RCA Victor 8282)**

- "CHALLENGER 11" (2:19) [Petit & Lindo-Angelo BMI]—Hedzwood] Drummer man Blaine and The Young Couples serve up a very interesting hot-and-slow for the teenagers. Intriguing cut is from an LP called "Desces, 'Ts, Roadsters & Drummers."

**THE CASHELLES (Decca 31535)**

- "OUTSIDE CITY LIMITS" (2:31) [Painted Desert BMI—Kingsburg, Zalis] Gaia do a solid job on a catchy teen-market ditty, which concerns a teen gathering place "outside the limits." Their uptempo is a good rap.

**THE JOHNNY MANN CHILDREN'S CHOIR (Liberty 56006)**


**THE CHILDREN BOARD THAT RAIN" (1:48) [Choral ASCAP—Adapt. & Arr. Mann, Gar-

(B) "CHILDMAN TRINIDAD (Dot 16555)

- "THE FIRST KISS" (2:29) [Dominion BMI—Petty Mar-

(B) "FREE LITTLE AFFAIR" (2:19) [Parman, Eddy] A similar-sounding ditty.

**JIMMY McGRIFF (Sue 804 Xmas)

- "CHRISTMAS WITH Mc-

Part One" (2:28) [Saturn-BMI—McGriff] Jimmy Mc-

**CHRISTMAS (Tunes Su-

- "SANTA TOWN U.S.A." (2:45) [Clarese BMI—Rage] Songs have a good year-end novelty go at a Holiday novelty for teens.

(B) "BELLS IN THE CHAPEL" (2:30) [Clarese BMI—The] Crisis A date in a bell-ballad vein.

**MICHAEL (Pallete 5115)**

- "CHRISTMAS BELLS" (2:39) [Zodiac BMI—Alli-

(B) "HIEVEN OH HEAVEN" (2:05) [Zodiac BMI—Thiel-

**BOBBY SITTING/DIXIE RAG-A-

- "JINGLE BELLS TWIST" (2:50) [RCA Victor 8282]

(B) "CHRISTMAS IN DIXIE-

- "SUNNY THE SUNGLOWS" (Kohse 7143)

**THE PETER KING CHORALE (RCA Victor 8284)

- "HELLO DOLLY" (2:42) [Edwin H. Morris ASCAP—Herman]—Herman] After a many a fine sound for the Kapp label, the skilled chorus continues its winning vocal ways with a joyous rendition of a delightful musical comedy main-tie, due early next year to be accompanied by a Dixieland arrangement.

**DEAN DE WOLF (Arp 4547)

- "LITTLE DRUMMER BOY" (2:38) [BMI—ASCAP—Sim-

- "NAUGHTY CHILD" (2:08) [Debussy, Brown, Her-

**LOU BARLIKE (Karma Recor-

- "He'll Look Down*/"Prayer)

**SINGERS QUARTET (Xmas 4839)

- "I've Been Changed"—"Abide With Me?/"Don't Mind"—"I'm Saved"

**JAZZ**

**BIG JOHN PATTON (Blue Note 45-1889)

- "IT'S NEVER BEEN FREE","Along came John"

---

Cash Box—December 21, 1963

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**THE IMPOSSIBLES** (Blanche 929)

- "LITTLE BY LITTLE" (1:40) [Jepulani BMI—Thompson] The Impossibles have a solid chart possibility with this bow on the Jepulani label. It is a driving beat, pulsating new rock that has the "New York" sound. Could stop them in their tracks.

**THE CHAPEL BELLS** (2:17) [BMI—Ambra] This end moves at a good-sounding, quick-beat pace.

**THE PETER KING CHORALE**

- "HELLO DOLLY" (2:42) [Edwin H. Morris ASCAP—Herman]—Herman] After a many a fine sound for the Kapp label, the skilled chorus continues its winning vocal ways with a joyous rendition of a delightful musical comedy main-tie, due early next year to be accompanied by a Dixieland arrangement.

**CHRISTMAS ON YOUR SUNDAY CLOTHES" (2:06) [Edwin H. Morris ASCAP—Herman]—Herman] cheerful of "Milk & Honey" has penned another happy, tuneful number for the show.

**BESSIE WATSON (Riverside 4569)

- "DEED I DO" (2:16) [Laurel ASCAP—Hirsch, Rose] Bessie Watson, backed by Gorden's Can-

---

**RELIGIOUS**

---

**JAZZ**

- "BIG JOHN PATTON (Blue Note 45-1889)

- "IT'S NEVER BEEN FREE","Along came John"
“Maria Elena”
LPM/LSP-2822
now a
hot-selling
album
order it today!
RCA VICTOR

RCA The most trusted name in sound

LOS INDIOS TABAJARAS

MARIA ELENA

* MARÍA ELENA * MARAN GARIJA * LOS INDIOS DANZAN *
** A LA ORILLA DEL LAGO ** MOONLIGHT SERENADE **
** BANDONON * PÁJARO CAMPANA * STAR DUST **
TERNURA * AV MARÍA * VALS CRIOLLO * JUNGLE DREAM

ash Box—December 21, 1963
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 DEC. 11TH)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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<tbody>
<tr>
<td>40%</td>
<td>Baby, I Love You—Ronettes—Philips</td>
<td>40%</td>
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<td>34%</td>
<td>Hooka Tooka—Chubby Checker—Parkway</td>
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<td>You're All I Want For Christmas—Brook Benton—Mercury</td>
<td>66%</td>
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<td>29%</td>
<td>Whispering—April Stevens &amp; Nino Tempo—Atco</td>
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<td>28%</td>
<td>Holiday Hootenanny—Paul &amp; Paula—Philips</td>
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<td>28%</td>
<td>That Lucky Old Sun—Ray Charles—ABC Paramount</td>
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<td>27%</td>
<td>True Love Goes On And On—Burl Ives—Decca</td>
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<td>26%</td>
<td>Big Town Boy—Shirley Matthews—Atlantic</td>
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<td>It's All In The Game—Cliff Richard—Epic</td>
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<td>24%</td>
<td>Little St. Nick—Beach Boys—Capitol</td>
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<td>24%</td>
<td>Little Boy—Tony Bennett—Columbia</td>
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<td>23%</td>
<td>Surfin' Bird—Trashmen—Garrett</td>
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<td>22%</td>
<td>Comin' In The Back Door—Baja Marimba Band—Almo</td>
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<td>21%</td>
<td>Billie Baby—Lloyd Price—Double L</td>
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<td>21%</td>
<td>Cold Cold Winter—Pixies Three—Mercury</td>
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<td>20%</td>
<td>Little Drummer Boy—Harry Simeone—20th Fox</td>
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<td>19%</td>
<td>As Usual—Brenda Lee—Decca</td>
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<td>19%</td>
<td>Pretty Paper—Roy Orbison—Monument</td>
<td>71%</td>
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<td>18%</td>
<td>I Can't Stop Talking About You—Steve &amp; Eydie—Columbia</td>
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<td>18%</td>
<td>Daisy Petal Pickin'—Jimmy Gilmer &amp; Fireballs—Dot</td>
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<td>17%</td>
<td>Bon-Doo-Weh—Orlons—Cameo</td>
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<td>16%</td>
<td>Girls Grow Up Faster Than Boys Do—Cookies—Dimension</td>
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<td>15%</td>
<td>Hey Little Cobra—Rip Chords—Columbia</td>
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<td>14%</td>
<td>When The Lovelight Starts Shining Through His Eyes—Supremes—Motown</td>
<td>82%</td>
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<td>13%</td>
<td>For Your Sweet Love—Cascades—RCA Victor</td>
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<td>12%</td>
<td>Quicksand—Martha &amp; Vandellas—Gordy</td>
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<td>11%</td>
<td>Kansas City—Trini Lopez—Reprise</td>
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<td>11%</td>
<td>Today's Teardrops—Rick Nelson—Imperial</td>
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<td>10%</td>
<td>I Gotta Move On—Freddie Houston—Oldtown</td>
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<tr>
<td>10%</td>
<td>Do You Hear What I Hear—Bing Crosby—Capitol</td>
<td>38%</td>
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<th>TOTAL % TO DATE</th>
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<tr>
<td>Soul Dance</td>
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<td>Tommy Leonetti (RCA Victor)</td>
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<td>A Letter From Sherry</td>
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<td>Dale Ward (Dot)</td>
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<td>Snap Your Fingers</td>
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<td>Dionne Warwick (Scepter)</td>
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<td>Snowman Snowman</td>
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<td>Jaynetts (Tuff)</td>
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<td>Do You Hear What I Hear</td>
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<td>Bing Crosby (Capitol)</td>
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LESS THAN 10% BUT MORE THAN 5%
"WHEN YOU WALK IN THE ROOM"

#55645

JACKIE DE SHANNON'S
NEW RUNAWAY HIT

LIBERTY RECORDS
Open Curtain

VOCAL SMASH!

"MAIN THEME FROM THE CARDINAL" (STAY WITH ME) 

NICK NOBLE

Chess 1879

All The Way!

"BABY WHAT YOU WANT ME TO DO" 

ETTA JAMES

Argo 5459

“ONE OF THESE OLD DAYS” 

LITTLE MILTON

Checker 1063

“I REALLY LOVE YOU” 

THE KNIGHT BROS.

Checker 1064

RED HOT HIT 

ALLEN CURTIS’ FIREBALL MAIL 

HICKORY 1226

CHRISTMAS BONUS 

LITTLE SAINT NICK 

#5096

THE BEACH BOYS

Cash Box

PLATTER SPINNER PATTER

WWDC-Washington’s Art Brown has passed in the daily task of working up Washington (5:30 to 10:00 AM Monday through Friday) to stand collecting cash for his own birthday— but its all for a good cause. The dee- jay, who will celebrate his 21st birthday on Dec. 16th with an open-to-the- public "Party at the House" at the Presiden- tial Arms, is asking his listeners who care to send him birthday cards, to indicate how much of this is to be used. All of this money, however, will be given to the resident of the District Home for the Aged and Infirm at D. C., Village when the out- let stages its annual Christmas party on Dec. 23rd. In past, Brown is giving away a canary, cage and a pair of bird seed for the best note sent in for the currently anonymous little bird who for what is present the simply "Mr. No Name." 

WABC-FM-New York, in cooperation with Radio Nederland, is now offering the American pre- release of a four part series of Dutch folk music recorded in stereophonic on "Music Around The World." The works were performed by the Netherlands Chamber Choir and members of the world famous Concerts Amsterdsm Orchestra, conducted by Felix de Nobel.

FCC hearings on a proposal to regularize national and commercial frequencies last week in Washington, left the last prospect for Commission adoption of such regulations hanging. The proposed rulemaking which would add NAC Code provisions on com- mericals as FCC rules require, was never able to command better than a 4-3 vote among commissioners. And this was before Congressional storm clouds raised over the whole idea.

Darryl Hickman, currently starring in "How To Succeed In Business Without Really Trying," recently guested on the Joe Franklin "Mem- ory Lane" WOR-TV-Joe York show on Dec. 10th, at which time he lived with Joe his childhood days as a small tape.

The SKF Industries and the United States Steelworkers of America, Loc- cal 2888 recently presented the Senior Citizen Award to WJZ-Philadelphia for the weekly public affairs series "Senior Citizens Make News." The NBC-owned station was cited for out- standing contributions to greater Quaker City senior citizens through news and information from the pro- gram.

Tom Williams, who spins 'em on WIBI-Hammont, Indiana, sends along word that the station recently celebrated its thirty-sixth year in a big way this year. Stations started off the festivities with a rec- ord hop featuring such stellar local attractions as Ray Donner, Tobin Mathews, the Shell Rays, Jim & Mon- tana. In the coming week the station will host three different hops in major areas every Saturday night.

WEBE-Baltimore came up with another "First" on Dec. 4 when it held a lunchtime seminar on "Radiod and the Negro Market" at a local restaurant. Over 100 manufacturing executives, national and local advertising reps, and radio experts heard three experts discuss the effectiveness of advertising on Negro-programmed radio generally and WEBE specifically.

When those American troops were stopped at "Check Point Charlie" on the Autobahn leading to West Berlin, they were being entertained by WGLL-Minneapolis and Jerry Teher.

Here's the story: A friend of one of the G.I.'s living in Berlin just ordered a taped the Teher show and sent it to his buddy in WGBB. They all know what's going on in the U. S. A. It so happened that he had the tape for the recording studio were sent for. For twelve hours while the boys was figuring out what to do, the boys listened to the "Teher Af-"
NEW SCEPTER HIT PACKAGE

The Shirelles
TONIGHT YOU'RE GOING TO FALL IN LOVE WITH ME

Rocky Fellers
BYE, BYE BABY

Scott English
HIGH ON A HILL

Timmy Shaw
GONNA SEND YOU BACK TO GEORGIA

Dionne Warwick
ANYONE WHO HAD A HEART

+ 2 NEW HIT-LP'S

The Shirelles
GOLDEN OLDIES

The Kingsmen
LOUIE, LOUIE
NEW YORK:

Our heartiest congratulations to Phil Weisen of London Records who has been upped to Branch Manager of the New York operations for the label. It couldn't happen to a nicer guy. . . .

The lovely Sylvia DeSylayes opens at the Living Room this week (10) for a two week stint. She is a fine vocalist—just listen to her new Regina waxing of "The Best Is Yet To Come." . . . It was a pleasure to see Jack Angel who has been in real estate for the past several years. Jack dropped by the CB offices last week to say hello. . . . Pearl Bailey, who opens at the Royal Box this month (30) is the next of a long line of stellar attractions skedded for the plush supper club that includes Ella Fitzgerald, the Glenn Miller Show, Julio London, Peggy Lee, Liberace and the Tommy Dorsey Show. . . . The new Christmas tune used in the background for the tree-lighting ceremony at Rockefeller Center last week (12) is called "The Ain't No Tree" and was sung by Sybil and Montague who recorded it for V.R.C. . . . Lark Tobi Townes makes her Gotham debut this week (16) at the Sniffen Court Inn. The talented songstress is a protege of Edie Adams.

Barbara Streisand, Robert Goulet (Columbia), Anthony Newly (London) and Joan Baez (Vanguard) are the disk biz luminaries who have been nominated for Cae magazine's Entertainer of The Year Award which will be presented on the 27th of this month. The recipient of the award will make the cover of Cae and be highlighted in a feature article of the Dec. 28th issue. Also nominated were Sophia Loren, Peter Sellers and Elizabeth Ashley. . . . MGM's new children's stories series in Stereo Motion were written and adapted for records by Richard Holland. He was the writer on the famous "Jack Armstrong" radio show of a few decades ago. . . . Clefer Jack Perry wrote "Mirror Mirror On The Wall," which is Donna Dee's debut disk on R-C for an early release. She was formerly with ABC-Paramount. Jack has another new one in the new Buri live album on Decca, "The Best Of Buri For Boys And Girls." . . . Ted Auletta and his orch will celebrate their 3rd anniversary at the Hawaiian Room of the Lexington Hotel this New Year's Eve. . . . Epic chanter Adam Wade and comic Morty Brill have been held over at the Boulevard where they have been appearing since Dec. 6. . . . Our best wishes to Ed and Gail Collar who tied the nuptial knot Nov. 29th. . . . We met Chubby Checker at the Embers in New Jersey last week. We had dropped in to see Joe Bollino who's been playing and singing there for several weeks. Chubby's lost some weight and only the name remains. He recently completed a new album for Cameo-Parkway which promises to be one of his most exciting to date. . . . Jerry Woodard makes his wax debut on Dial (London Group), with "I May Never Get To Fusion" and "Lying's Just A Habit, John." . . .

Society bandleader Al Madison has formed his own label, Almad Records, to be helmed in the New York area by Olympia distributors. Al's first release under his own banner is "Smart Set Swing." . . . Jerry Love, former East Coast, promo rep for Reprise Records, paid a visit to Cash Box last week. Jerry's doing some indie promo work but is interested in a label affiliation. He can be reached at BO 1-3866 in Forest Hills. . . . Carol Sloane has been held over at The Most and she is THE MOST. . . . Writer-publisher Eddie White recently turned producer, leaves for Japan next month to see the first of the Jack Fitzgerald concert tour. He is also the producer of two Japanese albums recently released on MGM, "Midnight In Tokyo" and "Yojimbo." Eddie expects to return from Japan with the rights to many art and science fiction films, a Japanese adventure TV series, some highly specialized Japanese albums and authorization to represent a number of Japanese performers in the U.S.

We goofed department: The correct title of the new Ronettes single on Philips is "Baby I Love You." The correct label for "It's Uncle Willie" by Little Natalie and Uncle Henry and the Gifts in Roulette.

The Col Tjader Quintet cut ten sides for Verve last week for a new LP dubbed, "Breeze From The East." Stan Applebaum did the arrangements and the session was A&R'd by Creed Taylor.

The "Marriage Counselor," a new Verve comedy album, written and produced by Tony Webster who also pens material for the Sid Caesar ABC-TV show, was aired recently on Hugh Downs' NBC "Today" stanza. The LP is reportedly doing very well since this coast-to-coast exposure. . . . Lark-Angel Ring made her disk debut on Smash recently with an opus tagged "Somebody Told You," which is getting a lot of sales action in several pop, r&b markets.

Sales and promo men disk doings: Dave Greenman over at Joy Records buzzed to tell us the debut LP by the Brandwyine Singers, tagged after themselves is doing very well in the New England and Baltimore areas, particularly one track, "Two Little Boys," which is getting plenty of spins. . . . Irvin Littke, proxy of the Olympia distribs predicts Ray Bolger's Amour waxing of "LIT'E Fry" will be another "Rudolph." . . . Steve Harris of Malvern sees "Some Where" by the Tyises, "Hookey Tooks" by Chubby Checker, and "Ron Doo Wah" by the Orlons, all on Cameo, are going all the way to hitsville. Steve also mentioned that the Perceids did a WMCA record hop for Dan Daniels in Freeport. . . . Frank Cari, who produced Scott English's initial outings on Spokane, "High On A Hill," tells us the deck walked off with Murray, the K's (WINS) Ross and Champ Record of the week 12/7. . . . Tommy Glaceoe, Legend Records, reports top sales in the Eastern markets for Johnny Kaye's "A Christmas Love."
MARKS' Music's Tony Dee info that three clicks to watch are "God Bless The Child" by Little Esther Phillips (Lenox), "Three's A Crowd" by Mickey Gilley's (Daryll) and the East Side-West Side" soundtrack LP by Kenyon Hopkins on Columbia. . .

Talked to Capitol's genial man about town, Roy Batalico, who's very excited about a new single tagged "Santa Caught A Cold On Christmas Eve" by Richard and Dick, who are skedded for a guest shot on the Carson TV'er. Roy also mentioned that a trio of Capitol's artists are, or will be, in town in the coming weeks for a variety of appearances and activities.

Frank field is coming in from Australia to tape the Sullivan Show. Marian Montgomery will take part in the IRS's annual Christmas party at the Grand Ballroom of the Waldorf on the 17th, the entertainment portion of which is being produced by WNEW and will feature Tony Bennett, Mahalia Jackson and Sy Oliver, and last but not least, chatreuse Vicki Austin is appearing nightly at the Viennese Lantern. . .

Pete Hess of Cadence dropped by to tell us the Chordettes may have a hit with their "True Love Goes On And On" opus which is creating a stir in Chicago and Buffalo. Pete favors the chart activity for Kenny Welch's album, "Since I Fell For You." . .

Earl Price, district sales and promo manager of A&M Records, reports the figures are astounding on Arthurdand's 15-disk of Beethoven's Sonatas. For a 13-record set to become a heavy sales item is phenomenal in itself. . .

Ben Arifice of Glenn Productions recommends "The Gift Of Christmas" by Patricia Benton and Norman McDonald on the Boyk label. . .

Juvil Jack Wel- feld of London Records is flipping over the action on "Whispering" by the Bachelors. It's a real gas. . .

Bob Kornheiser at Atlantic is calling in to report breakout action in Chicago on "Snap Your Fingers" by Barbara Lewis, and "Big Town Boy" by Shirley Matthews which is hitting in Florida. Another to eye, say Korn- heiser is "The Cow" (American) by Bill Robinson and the Qualls which is distributed by Atlantic. . .

PD Rec- ords' John Brindle sex& disky's latest release, "Pleasing My Love" by Ray Foster shows strong potential. . .

Heard from Bernie Lawrence who assures us that Ken Jones' "Chicken Pot Pie" on Almont is showing sales and airplay strength in all the major markets—Hark!

CHICAGO:

Liberty's national promo manager Ted Feigin spent some time in Chi last week as part of his current cross-country goodwill tour for the label, and made the local stops with Harvey Goldstein. Among the disk- ers' big sellers in this area are "Drag City" single-LP by Jan & Dean, "Wonderful Day" by The Chipmunks and "When You Walk In The Room" by Jackie DeShannon. . .

Marty wax pens word that Allstate Dist. here and Great Lakes Dist. in Cleveland are really swingin' with Armour single-"It's Pitiful" by Ray Butter, Wayne Newton and his group, Roy Clark and Peter Palmer headed the talent lineup for the Park's Show banquet last Tuesday . .

Jim Scully's big ones are "Holiday Hoot-
nanny" by Paul & Paula (Philips), "Girl Don't Go With Blue" by Jimmy Clanton (Philips), "Baby's Gone" by Gene Thomas (UA) and "I Didn't Know What Time It Was" by The Crampton Sisters (DCP) . .

Publici- tor Paul Flynn is makin' ready for singer Nick Noble's 12/17 opening at Ray Colombo's Supper Club. Nick's currently engrossed with his current reading of "Main Theme From The Cardinal (Stay With Me)" . . .

Cortland's Earl Glickin got the word that the new Donald Jenkins & Delighters deck "Addio" is hitting in Cleve-Chi-Det, and that newbies "Boys Think" by The Blenders and "I Wish I Were The Wind" by Hilliard Jones are showing definite signs. Upcoming in an outing by The Ideals who are clicking with "The Gorilla." . .

Niece by Nick by Feigin shows strong potential. . .

Heard from Bernie Lawrence who assures us that Ken Jones' "Chicken Pot Pie" on Almont is showing sales and airplay strength in all the major markets—Hark!

Martin of "In The Summer Of His Years" (ABC-Paramount) from BBC's "The Week That Was" tribute to our late president. Also up front, according to Barry Garmino, are Fats Domino's "Who Cares" (ABC) and "What Kind Of Fool" by The Tams (ABC). . .

The Vagabonds are really whooopin' it up at the New Chez Paree.

Pete Cuchetto, who's now handling promotion for Warner Bros,—Reprieve in this area, tells us he's expecting a local breakout on The Market's "Outer Limits" which is off and running on the west coast; and that "Kansas City" by Trini Lopez, "Storm- ball" by Peter Paul & Mary and "I Wonder What She's Doing" by Barry & The Tamerlaines are making it big here. In the album dept., it's "Ski Surfido" by The Avalanches . .

Our typewriter slipped! One-derful's Bill Mitchell spelled out that it's (Continued on page 20)
RECORD RAMBLINGS

(Continued from page 19)

Betty Everett—not Bettie, adding that the thrust's new single "I'll Be There" is creating quite a sales rush at the discary as is Johnny 'S' Youth's "I'm the One Who Loves You." Robert A. Parrish, "the singing farmer," carried his rich tenor voice up to the Cash Box office for a brief visit last week. Apollo Record Dist. have added the Moneytown label to their roster. Current entry is "Need Someone" by The Desires. The distrib's also hitting paydirt with Todd coining "Baby Don't Do It" by the Five Royals and "Solitude" by Johnny Lytle on Riverside.

HOLLYWOOD:

Kay Stevens, currently headlining at the Elate Brothers' Meyer will record her second Liberty album "live" there, titled "The Real Kay Stevens." Trini Lopez now holds both the first and second positions in Southern California album listings. His "More Than Love At P.J.'s," is first, and "Trini Lopez At P.J.'s," is second. Freddy Martin and his orchestra will open an indefinite engagement at The Coconut Grove beginning December 27. Martin will join the show starring Gordon and Sheila MacRae. The Womenfolds, RCA Victor's new folk singing group, into San Francisco's hungry L. for a four week engagement in March. Mercury's Leroy Van Dyke arrived in town this week for filming of the first of thirteen shows of the new TV series "Star Route." Stan Bly of California Record Distributors is getting top airplay locally for Gloria Lynn's Everett waxing of "I Wish You Love." Kelly Green signed to a recording contract with 20th Century Fox Records, with first singles session scheduled for this week. Era Records have a hit single in The Crescents' "Pink Dominoes." "You Were Wrong" by Z. Z. Hill on M-R Records a big R&B record in town. Dick is distributed nationally by Floyd Ray's Bayco Records.

Allen Sherman sold 10,000 copies of his "Twelve Gifts Of Christmas" to Warner Bros. New York distributor by singing it to him—before it was recorded. Clebanoff and the orchestra off on a ninety city tour starting January 10. The Galens currently hitting the charts with their first effort "Baby I Do Love You" on Challenge Records now appearing at the new Penthouse Club atop the Sunset Vine Tower. Chuck Meyers, of Decca Records, reports a flock of pick-ups up and down the Coast on Hard Ives' new single, "True Loves Goes On and On." Paul Weston has been doing a series of radio and TV interviews in-between recording sessions to tuth-thump CBS-TV's "Danny Kaye Show" in which he functions as musical director. Skip Verderber reporting West Coast excitement to newcomer Frank Vestry, debuting sharply with "He" on Del-Ves label. Bob Bellows opened at Chelser's, on 20th December, with an indefinite stay. K. Terry exited the Irwin Zucker Promo firm. Jimmy McHugh is composing a musical memoir in honor of our late President, John Fitzgerald Kennedy, to be ready for recordings in Jan. Ruth Conte has inked Johnny C. and

THE BLAZERS on Chatsworthooe Rec.

TNT WEBSTERleshooting with "Inferno." George Duning and Les Brown have started operating their new company producing musical commercials. Val Martinez, currently playing the Thunderbird Hotel, Las Vegas, has recorded "Pay Day" for RCA, and is gaining heavy play. Johnny Manh has signed a management con-

contract with Dick Heckenkamp, who

vises that "Money's not everything, but it's way ahead of what's in second place." Pearls of wisdom out of a pen of a promo man. Matty's going great guns with Ray Charles' "Old Man Time," Fats Domino's "Who Cares" and "Just A Lonely Man," both on ABC-Paramount, Matty also reported that the very controversial, "In The Summer Of His Years," by Millicent Martin (taken from the BBC TV special That Was The Week That Was) is getting substantial airplay on the

TONY WEBSTER

TNY WEBSTER

ALLA KING

NORMAN MACDONALD

HAS A MAJOR HIT!

IS THIRD SMASH SELLER!

"UM, UM, UM, UM, UM, UM"

47187

Major Lance

Cash Box—December 21, 1963
"THAT WAS THE WEEK THAT WAS"--BBC TRIBUTE TO JOHN F. KENNEDY—Decca DL1216
One of the most solemn and effective tributes paid to President Kennedy immediately after his assassination was delivered by the performers and writers of the weekly BBC TV show, "That Was The Week That Was." Their elegies were dramatic but reverent, keenly incisive but consummately kind and understanding. The LP also includes Millicent Martin's ballad tribute, "In The Summer Of His Years." This Decca release is sure to be an immediate international best-seller.

"JENNIE"—Original Cast— RCA Victor LOC-1083 "Jennie" is Mary Martin and reason enough why the musical, based on the early career of the late Laurette Taylor, should be around for some time. The performer, strong original-cast LP box-office, will also lead the way in getting this album in consumer hands. The overall score by Arthur Schwartz & Howard Dietz does not represent the notable team at its best, but three of four charming songs almost do (e.g. "Waitin' For The Evening Train," "Before I Kiss The World Good-Bye," "High Is Better Than Low" and "I Still Look At You That Way").

"CHUBBY'S FOLK ALBUM"—Chubby Checker— Parkway P7010 Chubby Checker adds to his versatility and stature as a performer with this set of folk-flavored items served up in rhythmic fashion. The best-selling chart-toppers are already making plenty of singles noise with several tracks from this set, "Lov'd Me" and "Hooka Tooaka," and the album could very easily go the same success route. Other lively bands here are "Everybody Loves Saturday Night" and "Sippin' Cider Through A Straw."

"I REMEMBER BUDDY HOLLY"—Bobby Vee—Liberty LST7356 Bobby Vee, one of Liberty's most consistent chart-riders, pays tribute to the late Buddy Holly with this package of the chart-topper's biggest moneymakers. The songster serves up these twelve favorites in the same familiar and successful Holly manner. Included here are top-notch readings of "That'll Be The Day," "Think It Over" and "Early In The Morning." Vee could make an early jaunt to chartville with this one.

"JANE MORGAN SERENADES THE VICTORS"—Colpix OP 406 Jane Morgan kicks off her Colpix wax career with this delightful session in which she sings songs heard completely or in part in Carl Foreman's soon-to-be-released new flick, "The Victors." The lady's wide-range gimmick-free voice carries her in good stead as she turns in first-rate renditions of "Red Sails In The Sunset," "Sweet Talk" and "Glory Of Love." Superior good-music listening throughout.

"GENE PITNEY MEETS THE FAIR YOUNG LADIES OF FOLKLAND"—Mamcor MS3067 Gene Pitney, currently making chart intronds with another new MGM recording, tagged "Blue Gene," directs his wide-range vocal talents to the folk media with this package that covers the gals folk singers sing about. The songster displays a natural flair for the folk idiom and will surely attract much attention with this new offering. Best bets here are "Those Eyes O' Linda Jane," "Melissa And Me" and "Hey, Pretty Little Black Eyed Susie."
The Most Important Documentary Album Of This Generation

A DOCUMENTARY

JOHN F. KENNEDY

The Presidential Years
(1960-1963)

TFM 3127

Is Now Available
**POP BEST BETS**

"HEAR THIS!"—Frank Cordell—Capitol ST13446
Frank Cordell, England’s foremost exponent of orchestral jazz, makes his debut on this side of the Atlantic with this potent album of overgreens on Capitol. The orchestra uses strings only as a supplement to normal jazz instrumentation and does it with telling effect. The set is sure to attract attention in both the pop and jazz markets. Bright bands here are “I Didn’t Know What Time It Was,” “I’m Old Fashioned” and “June Is Bustin’ Out All Over.”

"BO DIDDLEY’S BEACH PARTY"—Checker 2981
The vet pop-roch songster-musician is at it again and this time before a live audience (session was cut at the Beach Club in Myrtle Beach, S.C.). Diddley’s bluesy, raunchy feeling style carries him in good stead on top-flight readings of “Memphis,” “Old Smokey” and “I’m All Right.” All of the artist’s many fans should come out in force for the package.

"SNOW WHITE & SEVEN DWARFS VOL I"—Great Children’s Stories—MGM CH501
Here is volume one of MGM’s ten volume series of great children’s stories which highlights the Stereo Motion concept designed to excite and personal involvement for the young listener. The first volume also includes “Three Little Pigs,” “Snow White” and “Rumpelstiltskin.” The kiddie crowd will like the realistic sound effects. All ten volumes are representative of the best in kiddie listening. Package should get heavy holiday sales action.

"LIVE HOOTENANNY"—Peter Seeger—Aradel 1066
Peter Seeger’s international perspective is firmly evidenced by this top-drawer Aradel session cut live at St. Pancras Town Hall in London. The British audience is quickly captivated as they sing-along on a host of American folk overgreens including “East Virginia,” “Dee Blue Sea” and “Topsy Turvy.” Seeger’s singing and musicianship is, as always, superb. All of the champion’s fans should come out in droves.

"THE COUNTRY MUSIC HALL OF FAME VOLUME III"—Various—16 Aly 2546
The label, continuing with its series highlighting outstanding country music artists and recordings, offers this super-package which spotlights such stellar talent as Hawkshaw Hawkins, George Jones, Jimmie Skinner, Rex Allen, etc. reading thirty-six original recordings. The package includes such oft-requested gems as “Sweethearts In Heaven” by Buck Owens and “Happy Child” by Jimmy Dean. The name value of the various artists should spark healthy sales response.

"SATURDAY’S CHILD"—Hoyt Axton—Horizon WP 1621
Hoyt Axton, who has already built-up an impressive reputation in folk music circles with his previous Horizon album, displays his potential vocal and instrumental talents full-blast on this new LP outing of overgreens and originals. The guitarist-vocalist’s dynamic, hard-driving style is richly spotlighted on “St. James Infirmary,” “Willie Jean” and “Gamblers Blues.” Folk buffs should come out in force for the set.

"SEX IS FUNNY"—Ray Scott—Doort DLT371
Ray Scott joins the roster of Doort gagsters with this package of humor on which the listman sets out to prove that sex is funny. The comic displays an easy, free-flowing delivery that serves him well here on wide variety of sex-oriented jokes and stories. Most of his material is new and some of it not so new, but the party season is almost here and the set is sure to get many spins. The LP is not suitable for airplay.

**JAZZ PICKS**

"SOME LIKE IT MODERN!"—The Three Sounds—Mercury SR60280
The Three Sounds showcase their dynamic and potent jazz talents on this new Mercury album putting together a tasty sampling of the old, the new and the unfamiliar. This top-notch group, could very easily score in both the pop and jazz markets with this flavorful package. Outstanding bands, “I’m No Fool,” “The Sunny Side Of The Street” and “Mr. Lucky.” The set looks as a brisk seller and a strong catalog item.

"PIANO IN FOREGROUND"—Duke Ellington—Columbia CL 2029
On this year Duke Ellington’s piano skill is sometimes hidden because of his many other musical accomplishments. In reality, the vet musician is a super�性能者 evidenced by this swingin’ set in which the focus is firmly on his keyboard talents. While assisted by drums and bass, Ellington turns in top-notch performances on “Boys And Soul,” “Blues For Jerry” and “Summertime.” A standout achievement.

**JAZZ BEST BETS**

"BETWEEN BROADWAY AND HOLLYWOOD"—Lalo Schifrin—MGM HS 1556
Plick and Broadway themes always make good album fare and vet jazmman Lalo Schifrin dishes up a sparkling batch from the two areas on this new MGM release. While backed by his full-time ensemble, Schifrin’s imaginative keyboard technique is aptly spotlighted on "Days Of Wine And Roses," “Who Will Buy” and “She Loves Me.” The set does have plenty of spinable material here.

"TWO SOULS IN ONE"—George Braith—Blue Note 4418
George Braith offers proof-positive of his musical maturity with this new top-drawer jazz set from Blue Note. On this session the saxist is teamed up with a fine crew of sidemen including Grant Green, Billy Gardner and Donal Bailey as he goes through his usual, danceable midtempo and mid-tempo with more poise than he has ever displayed before. Among the set’s tracks here are "Mary Ann," "Hone Street" and "Mary Had A Little Lamb."

"JAZZ ET JAZZ"—Andre Hodeir—Philips 6860—673
Andre Hodeir, French author, critic, composer, arranger and conductor, fronts a fourteen piece jazz band on this album issued from Philips. On this set, the orchestrer, who gets some top-flight support from such sidemen as KG Anderson, Pierre Michelot and Martial Solal, takes a new and modern approach to jazz, especially in his use of sans-lyric voices. The serious studenat of jazz will find this an interesting and colorful implement. Included here are "Jazz Et Jazz" and "Troupe A Saint Trope."

**CLASSICAL PICKS**

MOZART: Symphonies 33 & 39, Vienna Philharmonic/Kertész—London CS6536
Mozart’s third symphony in $ flat major and 39th in $ flat major are brilliantly performed by the Vienna Philharmonic Orchestra with Istvan Kertész at the helm. The first of these two major works is characterized by depth of feeling and the latter by graceful and charming melody. The conductor treats both of them with sensitivity and authority. Both symphonies are fraught with lyrical beauty and this London recording will find favor with the serious collector.

BEETHOVEN: Symphony No. 4, Berlin Philharmonic/Furtwangler-Deutsche Grammophon 10742
Wilhelm Furtwangler, during his lifetime one of the world’s foremost interpreters of Beethoven’s works, conducts the Berlin Philharmonic Orchestra playing the 4th symphony and the Leonore Overture. The maestro’s ability to imbue a composition with freshness each time it was performed is much in evidence on this masterful recording. The disk is an important addition to the Furtwangler catalog on Deutsche Grammophon.
THE TWO FUNNIEST ALBUMS IN 100 YEARS!


Who said marriage can't be funny? If you've only thought of Webster as that dictionary fella up until now, wait 'til you spin and sell Tony Webster's fast-breaking hilarious hit album, all about marriage on the rocks—with a twist! V/V6 15040

THE (ho, ho, ho, ha, ha, ha) WIT OF AMERICA IS ON
The new International Sound of Music is Freddy exclusively on MGM Records, a division of Metro-Goldwyn-Mayer, Inc.

The International Million Record Seller
FREDDY
sings
Son Won't You Come Back
c/w Why Can't I Ever Be Lucky...............K 13200

A GOLDEN RECORD IN EUROPE NOW PREMIERES IN AMERICA IN ENGLISH!
Freddy, the continental favorite, is the first popular singer to ever sell 1,000,000 records in Europe! Freddy and the fabulous "Sound of Loneliness" averaged a golden record per year for the last seven years! Freddy is mobbed by fans wherever he appears in Europe, Asia, and Africa, and is the toast of continental TV. He has starred in 11 motion pictures!

Current Album:
FREDDY AUF HOHER SEE
Songs of the Sea
E/SE-4084

Coming In January:
HEIMWEH NACH ST. PAULI
Original Cast Album of the Hit Musical Based on Freddy's Life!
E/SE-4195
A HIT!!!
Breaking Big—Everywhere!
"I'LL BE THERE"
BETTY EVERTT
ONE-DERFUL (!) 4823

Still Selling Strong!
"TELL IT LIKE IT IS"
MCKINLEY MITCHELL
ONE-DERFUL (!) 4822

NEW ADDITIONS TO TOP 100

68—WHISPERING
April Stevens & Nina Tomo (Atco 6581)
73—ANYONE WHO HAD A HEART
Tea Cakes (Scorpion 1262)
77—YOU'RE NO GOOD
Bobby Vee (Double L 729)
95—I CAN'T STOP TALKING
About You
Steve & Eydie (Columbia 49232)
97—WHITE CHRISTMAS
Andy Williams (Columbia 4284)
100—BABY'S GONE
Gone Thyme (United Artists 642)

JUKE BOX OPS' RECORD GUIDE

(ACTIVE with OPS)

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

WHEN YOU WALK IN THE ROOM
Jackie DeShannon (Liberty 5364)
THE BOWERY
Montavani (London 9626)
WHISPERING
Bacharach (London 9623)
HARLEM SHUFFLE
Bob & Earl (Mace 104)
COLD COLD WINTER
Pristes Three (Mercury 72206)
HOKKA, TOOKA
Chubb Chalis (Parkway 890)
HOLIDAY HOTTENANNY
Paul & Palace (Phillips 40158)
DON'T YOU HEAR WHAT I HEAR
Bobby Vee (Capitol 5006)
IF SOMEBODY TOLD YOU
Anna King (Smith 1586)
HIGH ON A HILL
Scott English (Sapone 4003)
HI DIDDLE DIDDLE
Inex Fox (Symbol 924)
DO-WAH-DIDDY
Exciters (United Artists 642)

NEW ORLEANS—Wayne Newton displays his latest Capitol LP "Danke Schon" during a luncheon and reception given in his honor at the Delmonico Restaurant in New Orleans. The affair, which preceded the Newton Brothers appearance at Lake Pontchartrain, was sponsored by radio-station WTIJ. Joining Wayne for the festivities were (from left to right): Elbert Allsup, Capitol branch sales manager; Wayne Shuler, branch sales representative; Jerry and Wayne Newton; Wade Pepper, regional sales manager, Tony Amato, manager of the Newtons and drummer, John Roso.

Newmark Leaves IPG For Own Prod. Setup

NEW YORK—Eddy Newmark has left an A&R position with Independent Producers Group to form his own indie producing outfit in New York. He will announce definite plans in this area in the near future.
Roger's latest single!
(Others will record it. But this is the one.)
ALBUM PLANS

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

CARIB
Buy 10-get-1-free on entire LP catalog. 100% exchangeable. 10-50-90 billing. No expiration date.

LIBERTY-IMPERIAL-DOUBLE L
15% discount on four new albums on the Liberty, Imperial and Double L labels. 100% exchange privilege, with merchandise exchangeable after April 1, 1964. Payment: 1/3 payments on Feb. 20, Feb. 20, March 20.

MERCURY
10% discount on all LP's. Expires: Dec. 31.

NASHERO
Buy 4-get-1-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

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

PRESTIGE
10% discount on Prestige (500 series), Prestige/Folklore, and Prestige (1000 series); buy-10-get-1-free on entire catalog of Jack McDuff albums. Both deals expire: Dec. 31.

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-10-get-1-free basis. Described as a permanent program.

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

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

Cash Box

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. THANK YOU AND GOODNIGHT
   Angels (Smokey 1854)
2. Beggino To You
   Marty Robbins (Columbia 42831)
3. What Kind Of Fool
   (Do You Think I Am) Toms (ABC Paramount 10502)
4. Harlem Shuffle
   Bob & Earl (Mere 124)
5. When You Walk In The Room
   Jackie DeShannon (Liberty 55465)
6. Little Drummer Boy
   Harry Simeone (20th Century Fox)
7. Soul Dance
   Tony Lockett (RCA Victor 8251)
8. Coming Back To You
   Maxine Brown (Word 142)
9. If Somebody Told You
   Anna King (Smokey 1856)
10. I Can't Stop Singing
    Bobby Bland (Oake 370)
11. Oh What A Night For Love
    Roy Tyler (Double L 723)
12. The Little Drummer Boy
    Johnny Mathis (Mercury 72217)
13. Did You Have A Happy Birthday
    Paul Anka (RCA Victor 8731)
14. Snap Your Fingers/Puppy Love
    Barbara Lewis (Atlantic 2124)
15. Swanee River
    Ace Cannon (M 2070)
16. The Little Boy
    Tony Bennett (Columbia 42951)
17. Where There's A Will
    Lorraine Mont (Trinity 910)
18. The Son Of Rebel Rouser
    Duane Eddy (RCA Victor 8276)
19. Do-Wah-Diddy
    The Exciters (United Artists 662)
20. Never Love A Robin
    Bobby Vee (Liberty 55466)
21. Holiday Hootenanny
    Paul & Paula (Phillips 40158)
22. Hi Diddle Diddle
    Jim Fox (Symbol 924)
23. A Letter From Sherry
    Date Ward (Dot 1650)
24. Auf Weidersenn
    Jerry Wallace (Challenge 59223)
25. For Your Sweet Love
    The Cascades (RCA Victor 8268)
26. Cold Cold Winter
    Pikes Three (Mercury 72208)
27. Who Cares
    Fats Domino (ABC Paramount 10512)
28. That's All I Want For Christmas
    Nancy Wilson (Capitol 5084)
29. My One And Only Jimmy Boy
    Girlfriends (Capitol 712)
30. Forget Me Not
    Caroline Crawford (Madtown 1010)
31. Billie Baby
    Lloyd Price (Double L 729)
32. The Twelve Gifts Of Christmas
    Allen Sherman (Warner Bros. 546)
33. For You
    Dick Nolan (Decca 35174)
34. Theme From The Cardinal
    Roger Williams (Kepp 560)
35. Why Do Kids Grow Up
    Randy & Reba (Rust 1872)
36. Surfer Street
    Alisons (Tta 1917)
37. Java
    Al Mart (RCA Victor 8230)
38. In The Summer Of His Year!
    Connie Francis (MGM 13020)
39. Sneaky Sue
    Patti Love & Petrolcists (Kapp 563)
40. Shy Guy
    Rodanits (Chess 1872)
41. Man With A Cigar
    Lew Courtney (Imperial 6606)
42. Chicken Pot Pie
    Ken Jones (Airtone 305)
43. High On A Hill
    Scott English (Ephane 4003)
44. Shape Up Or Ship Out
    Lou McDonald (Caswell 1066)
45. Heartaches
    Kenny Ball (Kapp 554)
46. Big Boss Man
    Charlie Rich (Grease 0025)
47. The Prisoner's Song
    Vic Dana (Dot 87)
48. Little Boy Lost
    Ralph Morris (Epix 9641)
49. Snowman, Snowman
    Sweet Potato Nose (Jamboree 7204)
50. Last Day In The Mines
    Dave Dudley (Mercury 72112)

Cash Box—December 21, 1960
Bios for Deejays

Henry Mancini

Henry Mancini, who is currently riding the Top 100 with "Charade" on RCA Victor, was born in Cleveland on April 16, 1924, began to study the piccolo, while still in school. With his father’s encouragement, he studied at the Music School of Carnegie Institute of Technology, and then at Gotham’s Juilliard School of Music.

After military service in the early forties, Mancini returned to civilian life as a member of the Tex Beneke band. In 1951 he joined Universal Pictures as a staff composer and jumped to the attention of the studio execs with his score for "The Glenn Miller Story."

What was perhaps the turning point in the rapidly rising star of Mancini was score to the "Peter Gunn" TV'er which quickly zoomed up the best-selling charts and carved a permanent place for the musician.

Brooks O’Dell

Brooks O’Dell, who is currently clicking with "Watch Your Step" on Gold Records, was born in Philadelphia, Pa., and began singing in his early childhood in church choirs and vocal groups. He continued singing while attending high school and college, where he studied religion and music.

Brook’s career took a sharp upward turn when he toured Canada with a group called the Commanders as the featured singer. After this tour, Brooks and the group went to Europe, where they played engagements in Paris, Rome and Milan.

After his return from Europe, rooks formed his own group, the Majesties, and worked the Philadelphia and New York area. It was during this time that vet record producer Walter Dixon noticed this talented young man and signed him to a recording contract. The result is the charter’s current chart-rider.

---

My thanks to an industry with a great big heart

Abner

Live recordings of Hootenannies at the Troubadour, the Ice House, and the Ash Grove

"THE BIG HOOTENANNY"

IN-LP 1001

"THE SWINGING 12 STRING"

by The IN GROUP with Harpsicord featuring GLEN CAMPBELL 12 string guitar

IN-LP 1002

The original dance version of the new dance craze

"UNCLE WILLIE TIME"

by Bobby Miller

Constellation 111

Single release from The Big Hootenanny LP

"Santy Anna" by The Shenandooh Trio

IN-778

Moving up on National Charts

"Crossfire Time" by DEE CLARK

Constellation 108

Catching On!

"Penny Candy" b/w "Willowy Billowy Land"

by WILL MERCER

Constellation 109

A Real Sleeper

"NEAR TO YOU" Wilbur Harrison

Seahorn 502

Above labels distributed nationally by

DART RECORD SALES CORPORATION

1421 SOUTH MICHIGAN AVENUE, CHICAGO 5, ILLINOIS

939-2416

Cash Box—December 21, 1963
Sees "Virgin" Area In Japan For U.S. Pubberies

NEW YORK—Japan is still a "virgin" area for the exploitation of U.S. song copyrights, a Japanese music man has asserted.

Sumao Asaka, general manager and director of the You Music Corp. in Japan, speaking before a recent lunch-<br>oon here of the International Record & Music Men's Club, said that moves were being made by the Japanese Gov-<br>ernment and JASRAC, the Japanese clearing house, to offer greater protec-<br>tion and guarantees of royalty pay-<br>ments to U.S. publishers.

While admitting that U.S. publish-<br>ers had lost much money in Japan over the years, Asaka said JASRAC is currently collecting 35% of the mechanical royalties omitted from manufacturers' statements. "De-<br>you also know," he stated, "that over the last few years, the royalties and interest the JAPAN ASCAP has been increasing by at least 1/3 each year?"

Asaka also noted that the National Diet of Japan is planning to enact the country's Copyright Law. Among these amendments planned would be a provision that mechanical perfor-<br>mances be subject to licensing on the same basis as "live" performances. Enactment of the new Copyright Law is expected by the end of 1964, Asaka said.

Among the many barriers to great-<br>er U.S. music publishing interest in the Ja-<br>panese market is the fact that there are many small labels in Japan, whereby many labels have their own staff writers. Asakani, speaking on the matter, said that his firm, one of the 20 publishing houses in Japan, makes it a point—upon getting a U.S. catalog—of conducting an inves-<br>tigation of record companies to find out what some of the publishers have been released for as many years back as possible. It will then demand moni-<br>ties due the U.S. firm.

Continental In Best Sales Period Yet

NEW YORK—Continental Records is currently going through the sales period in its history, according to "topper" Don Gabor and sales director Freil Castle. A major helping hand in this area, the execs said, was the purchase of the low-priced Bucking-<br>ham label in Sept., and two budget LPs, "Jazz Command" and a John F. Ken-<br>nedy memorial album. Many addition-<br>al low-priced albums are due in Jan., the execs reported.

Ad Correction

NEW YORK—A P-V Records ad on page 34 last week's issue of Chartb-<br>oard was incorrect. The correct white title, for those outy by Teiger Productions contained incorrect call letter for the radio station—MPC-Los Angeles and the wrong first name of Alene McKinnay.

Music City Welcome

NASHVILLE—Judy Lynn is pictured above participating in her initial plat-<br>tening session in Nashville, where she is welcomed by United Artists Rec-<br>ords' H. W. "Puppy" Daily, atop coun-<br>try producer. The lark is currently powering through a song in her new "I Am Loose"<br>deck of "I Make Excuses" b/w "The Calm Before The Storm."
CLOSING DATE
WED.
DEC. 18th

ISSUE DATED DEC. 28th
HITS TRADE DEC. 23rd
DEADLINE FOR INT'L ADVERTISING
DEC. 11th

LAST CALL
CASH BOX
YEAR-END
WRAP-UP
SPECIAL EDITION

EVERYONE WILL BE USING THIS ISSUE AS A REFERENCE GUIDE FOR INDUSTRY EVENTS OF 1963. A PROGRAMMING NATURAL DEE JAYS WILL BE REFERRING TO LONG INTO THE NEW YEAR.

SPECIAL FEATURES WILL INCLUDE:

- Top Singles of 1963 (Pop, Country, and Rhythm & Blues)
- Top LP's of 1963 (Monaural and Stereo)
- Complete Summary of the Int'l Market during 1963
- Bios of the year's leading artists in both the U.S. and Internationally
- Top Hits of Past years
- Top Hits of Past years
- You'll want your Year-End Holiday Message in this Special Issue!

WRITE • WIRE • PHONE

Cash Box

CASH BOX
1780 BROADWAY
NEW YORK 19, N.Y.
Judson 6-2640

OR CONTACT YOUR NEAREST CASH BOX REPRESENTATIVE

HOLLYWOOD:
JACK DEVANEY
6272 SUNSET BLVD.
HOLLYWOOD 5-2129

CHICAGO:
LEE BROOKS
29 E. MADISON ST.
FINANCIAL 6-7272

ENGLAND: NEVILLE MARTEN, 9A NEW BOND ST., LONDON, W.1, ENG. TEL: HYDE PARK 2868
HOLLAND: PAUL ACNET, THERESELAARTSTRAAT 28, THE HAGUE, HOLLAND, TEL: 070-725246
GERMANY: MAL SONDORF, AMALIENSTRASSE 28, MUNICH, GERMANY, TEL: 220197
ITALY: MARIO PANVINI, STRADA MAMELONI, ROMA, ITALY, TEL: 3-22523
FRANCE: ROGER CHEVRIER, 26 RUE DES ETATS-UNIS, PARIS, FRANCE, TEL: LABOIS 6523
AUSTRALIA: RON TUDOR, 5 SUNSET STR., ROSSMERE, SOUTH ADELAIDE, SOUTH AUSTRALIA, TEL: 27-5677
BELGIUM: FRANCOIS DE SAINTE, 10, AV. DU PALAIS, BRUSSELS, BELGIUM, TEL: 22-6188
MEXICO: ENRIQUE ORTIZ, INSURGENTES S/N, MEXICO CITY, MEXICO, TEL: 22-6188
ARGENTINA: MIGUEL ANGEL RODRIGUEZ, RUA JOSÉ CARRERAS 100, BUENOS AIRES, ARGENTINA, TEL: 22-6188
BRAZIL: RICARDO & RENATO MACEDO, RUA DA CONCEICAO 100, SAO PAULO, BRAZIL, TEL: 62-6188
JAPAN: MGR. SHOISHI KUSANO; ADV. MGR. MORIHITO NAGATO, KIKAI MARU, TSUKIJI, TOKYO, JAPAN

Cash Box—December 21, 1963

33
London Ups Wesen To N.Y. Branch Manager; Trofe To Eastern Div. Head

NEW YORK—Herb Goldfarb, national sales manager of London Records, has announced the appointment of Phil Wexen to branch manager of the New York operations, effective immediately. Named to the post of assistant branch manager was Frank La Rovere, a veteran of eight years with the disk.

Wesen, who has been with the firm for eleven years, has been assistant branch manager for the past three years and comes to his new post with varied disk industry experience. He will report directly to Goldfarb.

La Rovere, who was east coast record man, working out of his home base in Philadelphia, will act as London's Eastern division district manager. His territory will include the East coast from New England to Charlotte, N.C.

Rock Candy
Jack McDuff 45-273
Still In Pop Field

Seed Shack
Gene Ammons 45-276
Getting Hotter In R&B Each Week
Album Notes

‘LIVE’
Jack McDuff PRLP 7274
Climbing All Charts
For December Buy & McDuff LP’s Get 2 Free

PRESTIGE RECORDS INC. 268 West 26th Street, New York City, N.Y.

LABEL OF THE STARS
Toni Wine

—SIZZLING HOT, CURRENT HITS—BOBBY BLAND'S "I CAN'T STOP SINGING"
—"TAKE A LOOK AT ME" PEACOCK 1928
—JAMES DAVIS "BLUE MONDAY" DUKE 368
DUKE and PEACOCK RECORDS, INC. 2299 kravatt Street, Houston, Texas

Now Single By The Hitmaker!
JIMMY REED
"ST. LOUIS BLUES"
V.J. 570

CHICAGO—Smash Records, after three years in operation, has named its first national promo manager. He’s Alan Mink, who moves from midwest regional manager for the label, a post he held since joining the label two years ago.

Mink, who will relocate from his home in Cleveland, where he was born and raised, will was popular deejay in Cleveland for more than three years before joining Smash.

Charlie Fach, label topdog, said that the Mercury affiliate had made the appointment in view of the promotion needs the label. Mink had million plus sales volume in 1963.

The label, Fach said, will continue its "sizzling-talent" acquisition drive (e.g. Jerry Lee Lewis, Ivory Joe Hunter, Kenny Dino) in the months ahead. He added that a full promo and sales program will be put behind each artist.

Current clicks on Smash include "You Don’t Have to Be a Baby To Cry," by The Candles, "I Adore Him" and "Thank You and Goodnight" by The Angels.

Fach said that a successor to Mink’s present post is currently in the works.

Anti-FCC Bill Passes House Committee As Ad Hearings Begin

WASHINGTON, D.C.—As the Federal Communications Commission (FCC) started hearings last week on its proposal to set ad time limits on radio and TV, a Bill to bar such an FCC proposal moved up the Congressional ladder.

The Bill, introduced by Rep. Walter Rogers (D-Tex), was approved by the House Commerce Committee. It is not known when the Bill will be voted on under the House floor.

The FCC’s desire to adopt the National Association of Broadcasters’ voluntary code on ad time limits was objected to by a number of witnesses representing the NAB itself and the major radio and TV networks. Fears of too much Government control of broadcasting were raised in objections to the FCC’s proposal.

Witnesses representing a number of private groups, including one against "obnoxious" commercials, testified in support of the FCC.

Christmas Circus Show To Benefit A.G.V.A. Fund

NEW YORK—Sid DeMay, director of the A.G.V.A. Youth Fund, has announced that the entire proceeds from the dress rehearsal performance of the Coliseum Christmas Circus Dec. 20, will go to the Youth Fund.

The A.G.V.A. Youth Fund, founded by its president, Joey Adams, is dedicated to the Campaign for Human Development Our Joy.

DeMay also said that stars of stage, screen, radio and TV would be in the audience or appearing as clowns at the benefit show. Tickets are available at the box office for $2 to $5.

Moggull, Albrinton Lose One Of Their Parents

NEW YORK—Two music men lost one of their parents last week. Death came to Ivan Mogull, the publisher, and the father of Doug Albrinton, manager of Brenda Lee. Mogull’s father, Albrinton’s mother survive.

Smash Names Alan Mink Its First Nat’l Promo Head

HOLLYWOOD—Jimmie Johnson, ex-

Disney Names Larsen Eastern Sales Mgr.

Sinatra, Jr. Unharmed After Dad Pays Kidnap Ransom

NEW YORK—The music industry and the nation breathed a happy sigh of relief last week when it was learned that Frank Sinatra, Jr. had been released from the modern-day version of the Tommy Dorsey orchestra. A string of phone conversations between Sinatra senior and the kidnappers, Sinatra ac-

Vee Jay Acquires Master

CHICAGO—Vee Jay Records has acquired a master from the Betty label, a revival of the old hit, “Spillin’ & Shlum,” with Jim & Monica. The label had left last week that 5,800 copies of the deck have been sold in the Chicago area over past three weeks.

"Marvelous Toy" Contest

CHICAGO—What’s a "Marvelous Toy" look like? The Mercury label, which has a chart-chalking Chad Mitchell Trio deck of the same name, is sponsoring a radio contest asking listeners to draw their conception of a "Marvelous Toy."

Winning girl gets a Tammy and Her Family Doll Set complete with walks, house, buggy, etc. Winning box also receives a Mintytop game, a Cop-mobile, which is a remote control Dick Tracy car, with disk jockeys who submit the winning draw-

One To One

Choices must be mailed no later than Dec. 18 to Mercury Records, 35 E. Wacker Dr, in Chicago.

AUSTIN—The number of the one football team in the nation, Darrel Royal of the University of Texas Longhorns, is a long-time acquisition fan of Back Owen’s, whose Capitol re-

Cash Box—December 21, 1963
Malamud’s “Marriage Counselor”Currently LPs 25,000 Ask After Exposure On “Today” Show

NEW YORK—TV has done another bang-up sales job for an L.P., MGM/ Verve Records reported last week. The album is Tony Webster’s “Marriage Counselor,” a comedy date on the Verve label, whose total sales at press time had reached 25,000 after lengthy exposure on NBC-TV’s network “Today” show on the morning of Dec. 5.

The program featured nine cuts from the album, aired while special sketches—coinciding with the comedy routines—were shown on the screen. The biggest initial sales reaction came from the West where, the label said, 6,500 albums were sold in the week following the program. The program’s sales areas included Nashville, Los Angeles, Chicago, Boston, Minneapolis, New York and Miami.

The album is one of many submitted regularly to “Today” program director Dick Arlert, who selected the Webster LP for special emphasis on the show. It has been on release for about two weeks.

Webster, who did not appear on the show, has written comedy routines for Sid Caesar and Phil Silvers, among others.

Engel Gets New Post At Capitol

HOLLYWOOD—Jerry Prager, national merchandising manager of the Engel Record Co., has announced the appointment of Brad Engel to the newly-created post of national merchandising manager for the labels.

Engel came to Capitol Records Distributing Corp., as an advertising production supervisor, was formerly a production manager for Carson-Roberts, Inc., the West coast ad agency which handles Capitol.

Simultaneously, Prager appointed Mike Hogan to Engel’s former post—production. Hogan comes from Phoenix, Arizona where he was a production manager for Advertising Counselors.

New L.A. Distrib Fomred By Ray Shevin

HOLLYWOOD—Clef Distributors, has been formed in Los Angeles by Ray Shevin, formerly general manager, Los Angeles office, of the Shevin Distributing branch.

Gene Simmons, also formerly with Cosnat, has been named sales manager of the new firm. Lines to be handled are: Judas Priest, Goo, Quadrophenia, Squire, the latter currently hot with the album, “Best of Joan Baez.

Greetings From The Stars

(EEngaged from page 6)

Eugene Ormandy and the late Bruno Walter, Panels also spotlight such Broad- cast cast LP’s as “Here’s Love” and “Saratoga Story,” the latter which is devoted to a display of Columbia’s Legacy Series with color frames of “The Badman,” “The Revolution,” “The Confederacy” and “The Union,” each panel on spoken word recordings with photographs of the Original Broadway Casts of “Spoon River Anthology,” Who’s Afraid Of Virginia Woolf? and “Streetcar Interlude.”

Attached to each panel and directly beneath each photo is a red telephone from which passers-by may hear the artist greeting the listener and introducing a selection from the LP shown on the panel. The album frames are removable and after Christmas those which are specifically geared to this theme will be replaced by more general product.

According to Schuyler Chapin, vice-president, a new public relations display, which began on December 1, has been an “enormous” success and complications have shown that over 110,000 persons picked up the LP telephones during the first week the exhibition was unveiled. Surveys will continue to be made on a regular weekly basis with each telephone being visited and list- ing when its receiver is lifted.

The display is the second in a continuing exhibition which will tele- spectively highlight all the CBS Divisions. The first exhibit was devoted to CBS News and spotlighted an important event of each year in the history of the Division.

Correction

NEW YORK—Last week’s Pick of the Week Review of “It’s Uncle Willie” by Little Natalie & Uncle Henry & The Gifts carried the wrong credit. Right discom is and number is 45014.

In another Pick of the Week review in the last issue, a review of “Whispering” by Nino Tempo & April Stevens (Ateo) failed to include the song’s co-writer, Miller Music, along with Fred Fisher Music.

Brenda Rocks ‘Round Xmas Tree

NEW YORK—Last week’s story on Decca’s new push on its perennial Brenda Lee Yule tide success con- tained the wrong title. The tune, pub- lished by St. Nicholas Music, is “Rockin’ Around the Christmas Tree,” not, as the story stated, “Jingle Bell Rock.”

Cash Box—December 21, 1963

THE LEADER IN THE OLDIES FIELD

MR. MAESTRO RECORDS
7 Center Park West, N.Y.C.

“I GOTA DANCE TO KEEP FROM CRYING”
The Miracles
Tama 54089

A SOUND TO BE HEARD!
“HE”
C-291
NORMA LEE
THE ASHLAND CHILDREN’S CHORUS
THE BIG ONE’S ARE ON CARD/PRG/REP

Holiday Hit!
“HOOTANDY CHRISTMAS”
GENE & JERRY
R-4537
ROULETTE RECORDS

CASH BOX 35
Cash Box
REGIONAL RECORD REPORTS

DON MACLEOD
KVEC
San Luis Obispo, Calif.
1. Ninety Miles A Hour (Paul Jones)
2. "I Lay Me Down" (Johnny Cash)
3. "If We Ever Meet Again" (Earl Thomas)
4. I Found a Friend (The Everly Brothers)
5. "Over the Hill" (Easy Street)
6. "The Ballad of Sadie" (Bobby Bare)
7. "I'm Gonna Work Out My Tulips" (Bobby Darin)
8. Unwanted (Carl Smith)
9. Unwanted (Carl Smith)
10. Unwanted (Carl Smith)

JESSE TRAVERS
WCMS
Norfolk, Virginia
1. "Shiny Red Cadillac" (Carrien Chaplin)
2. 500 Miles Away From Home (Donna Rowe)
3. Back Track Troublemaker (Lonnie Ashworth)
4. "Find Out" (Perry Wariner)
5. "You Drive Me Crazy" (Terry Young)
6. "Hello City Limits" (The Carpenters)
7. "I'll Never Love Again" (Jimmy Martin)
8. "As I Dream Tonight" (Bobby Lewis)
9. "Peaceful Table" (Oscar-acid)
10. "Helpless" (Don Harris)

DAVE RAFFERTY
WTAQ
La Grange, Illinois
1. Love's Gonna Live Here (Bob Owens)
2. What's Happening (George Jones & Melba Montgomery)
3. "I've Seen the Light" (Don Williams)
4. Second Best (Connie Hall)
5. Before I'm Over You (Hank Lyon)
6. Begging To You (Monty Robbins)
7. "The Last Time" (Monty Robbins)
8. "I'm Gonna Be Unhappy" (Gary Buk)
9. "There's More Money Than That" (Connie Hall)
10. "Cowboy's Blues" (Bobby Darin)

JOHNNY WADE
WZKX
Albemarle, North Carolina
1. Love's Gonna Live Here (Bob Owens)
2. "Please, Please" Come Back (Johnny Wade)
3. "Brotherly Love" (Johnny Wade)
4. "The Man Who Invented Love" (Johnny Wade)
5. "I'll Be Back" (Monty Robbins)
6. "If I Had a Million Dollars" (Monty Robbins)
7. "The Man Who Invented Love" (Johnny Wade)
8. "Love's Gonna Live Here" (Bob Owens)
9. "The Ballad of Sadie" (Bobby Bare)
10. "The Ballad of Sadie" (Bobby Bare)

KLAK
Denver, Colorado
1. Love's Gonna Live Here (Bob Owens)
2. "Please, Please" Come Back (Johnny Wade)
3. "Brotherly Love" (Johnny Wade)
4. "The Man Who Invented Love" (Johnny Wade)
5. "I'll Be Back" (Monty Robbins)
6. "If I Had a Million Dollars" (Monty Robbins)
7. "The Man Who Invented Love" (Johnny Wade)
8. "Love's Gonna Live Here" (Bob Owens)
9. "The Ballad of Sadie" (Bobby Bare)
10. "The Ballad of Sadie" (Bobby Bare)

KTLW
Texas City, Texas
1. "The Fullest (Nudie Nelson)
2. Your Love (Bobby Darin)
3. "If I Had a Million Dollars" (Monty Robbins)
4. "I'll Be Back" (Monty Robbins)
5. "If I Had a Million Dollars" (Monty Robbins)
6. "The Man Who Invented Love" (Johnny Wade)
7. "The Man Who Invented Love" (Johnny Wade)
8. "Love's Gonna Live Here" (Bob Owens)
9. "The Ballad of Sadie" (Bobby Bare)
10. "The Ballad of Sadie" (Bobby Bare)

FRANKIE MILLER
(Star dard 655)
(B+) "A LITTLE SOUTH OF MEMPHIS" (2:22) [Star dard BM1—Miller, H11] Frankie Miller could have a quick hit on his hands with first-rate song arrangement and catchy beat. With the proper exposure it could be big.

(B+) "TOO HOT TO HANDLE" (2:20) [Star dard BM1—Miller, H11] More than a single, a strong country effort with solid production. The chorus is catchy, the melody is current, and the overall sound is excellent.

PATSY TUCKER
(Chart 1060)
(B) "SANTA'S HELPERS" (2:11) [Yomah BM1—Tucker] Patsy Tucker unloads here potent, wide-range vocal talents full-blown on this catchy, lively, up-tempo country Christmas novelty. A nice showing.

(B) "LITTLE ONES CHRISTMAS" (2:08) [Yomah BM1—Tucker] This one is a marvelous ditty with a pleasant, easy-listening kiddle-oriented theme.

BOBBY DEAN
(Chart 211)
(B) "TABLE FOR TWO" (2:48) [Lomy & Oscar BM1—Mcrae, Ray] Business as usual on this fine, tuneful country styling that is especially tender, melodic, low-key, bluegrass-styled slow-moving moral. Some will get some fast spins.

(0) "I CAN'T AFFORD THESE HEARTACHES" (2:14) [Loki & Oscar BM1—King] Medium-paced dual-track country tradition. OK charming.

BOOT SILL
(Capa 116)
(B) "RUN ALONG" (2:18) [Medico BM1—Sulli va] Boots Till could create a quick hit with this extremely pretty, slow-moving bluegrass-styled traditional country number. Deejays should come out in droves for it.

(0) "I'M DREAMING ON THE PILLOW" (2:25) [Medico BM1—Hawkins] Slow-moving, melodic affair in which the artist makes a plea for future happiness.

SONNY MILLER
(Boyd 125)
(B) "UNFAITHFUL LIPS" (2:14) [Passive BM1—Jones] Sonny Miller is fine in form on this slow-moving, dual-track ode about a romance that is going on the rocks. Side’s a natural for airplay.

(0) "THROUGH THAT DOOR" (2:17) [Pamper BM1—Coch ran] This time out the charters offers a sentimental, shuffle-beat weeper with a warm traditional flavor.
<table>
<thead>
<tr>
<th>Pen, Last Week</th>
<th>Pen, Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>COUNTRY TOP 50</strong></td>
<td><strong>COUNTRY ROUND UP</strong></td>
</tr>
<tr>
<td><strong>1</strong> LOVE'S GONNA LIVE HERE</td>
<td><strong>26</strong> OLD RECORDS</td>
</tr>
<tr>
<td>Buck Owens (Capitol 3525)</td>
<td>Maggie Singleton (Mercury 72213)</td>
</tr>
<tr>
<td><strong>2</strong> NINETY MILES AN HOUR</td>
<td><strong>27</strong> I-ALMOST FORGOT YOU TODAY</td>
</tr>
<tr>
<td>Hank Snow (RCA Victor 6239)</td>
<td>Carl Smith (RCA Victor 6258)</td>
</tr>
<tr>
<td><strong>3</strong> HEART BE CAREFUL</td>
<td><strong>28</strong> THERE'S MORE PRETTY GIRLS THAN ONE</td>
</tr>
<tr>
<td>Billy Walker (Columbia 42794)</td>
<td>George Hamilton (RCA Victor 8526)</td>
</tr>
<tr>
<td><strong>4</strong> THE MATADOR</td>
<td><strong>29</strong> COWBOY BOOTS</td>
</tr>
<tr>
<td>Johnny Cash (RCA 3880)</td>
<td>Dave Dudley (Golden Ring 3030)</td>
</tr>
<tr>
<td><strong>5</strong> BEGGING TO YOU</td>
<td><strong>30</strong> ANOTHER CHANCE TO FALL IN LOVE</td>
</tr>
<tr>
<td>Merle Robbins (Columbia 32831)</td>
<td>Kitty Wells &amp; Roy Drusky (Decca 3132)</td>
</tr>
<tr>
<td><strong>6</strong> WHO'S BEEN CHEATIN' WHO</td>
<td><strong>31</strong> TELL HER SO</td>
</tr>
<tr>
<td>Johnny &amp; Josie Mosby (Columbia 32841)</td>
<td>Wilburn Bros. (Decca 31520)</td>
</tr>
<tr>
<td><strong>7</strong> BEFORE I'M OVER YOU</td>
<td><strong>32</strong> LAST DAY IN THE MINES</td>
</tr>
<tr>
<td>Loretta Lynn (Decca 35741)</td>
<td>Dave Dudley (Mercury 72212)</td>
</tr>
<tr>
<td><strong>8</strong> SOMEBODY TOLD SOMEBODY</td>
<td><strong>33</strong> THOSE WONDERFUL YEARS 26</td>
</tr>
<tr>
<td>Rose Maddox (Capitol 5358)</td>
<td>Webb Pierce (Decca 31544)</td>
</tr>
<tr>
<td><strong>9</strong> HELPLESS</td>
<td><strong>34</strong> WHAT'S IN OUR HEART</td>
</tr>
<tr>
<td>Joe Carrino (Liberty 55141)</td>
<td>George Jones &amp; Melba Montgomery (United Artists 635)</td>
</tr>
<tr>
<td><strong>10</strong> B.J. THE D.J.</td>
<td><strong>35</strong> MAKE THE WORLD GO AWAY</td>
</tr>
<tr>
<td>Stonewall Jackson (Columbia 42689)</td>
<td>Ray Price (Columbia 42847)</td>
</tr>
<tr>
<td><strong>11</strong> MOUNTAIN OF LOVE</td>
<td><strong>36</strong> YOU'LL DRIVE ME BACK (INTO HER ARMS)</td>
</tr>
<tr>
<td>David Houston (Epic 9025)</td>
<td>Faron Young (Mercury 72212)</td>
</tr>
<tr>
<td><strong>12</strong> IF THE DOOR COULD TALK BACK</td>
<td><strong>37</strong> CALL ME MR. BROWN</td>
</tr>
<tr>
<td>Webb Pierce (Decca 31544)</td>
<td>Scotty McCreery (Columbia 32807)</td>
</tr>
<tr>
<td><strong>10</strong> JEALOUS HEARTED ME</td>
<td><strong>38</strong> PRIVATE LITTLE WORLD</td>
</tr>
<tr>
<td>Eddy Arnold (RCA Victor 8253)</td>
<td>Noma Jean (RCA Victor 8261)</td>
</tr>
<tr>
<td><strong>14</strong> AS CLOSE AS WE'LL EVER BE</td>
<td><strong>39</strong> PEEL ME A NANNER</td>
</tr>
<tr>
<td>Gerry Rupp (Pep 1310)</td>
<td>Roy Drusky (27204)</td>
</tr>
<tr>
<td><strong>15</strong> TOO LATE TO TRY AGAIN</td>
<td><strong>40</strong> TALK BACK TREMBLING</td>
</tr>
<tr>
<td>Carl &amp; Pearl Butler (Decca 42893)</td>
<td>Ernest Ashworth (Vickery 1214)</td>
</tr>
<tr>
<td><strong>16</strong> D.J. FOR A DAY</td>
<td><strong>41</strong> HOWDY, NEIGHBOR</td>
</tr>
<tr>
<td>Jimmy Newman (Decca 31553)</td>
<td>Porter Wagoner (RCA Victor 8257)</td>
</tr>
<tr>
<td><strong>17</strong> THE GREATEST ONE OF ALL 12</td>
<td><strong>42</strong> I DON'T LOVE NOBODY</td>
</tr>
<tr>
<td>Melba Montgomery (United Artists 635)</td>
<td>Leon McAuliffe (Capitol 5964)</td>
</tr>
<tr>
<td><strong>18</strong> TRIO</td>
<td><strong>43</strong> LET ME OFF AT THE CORNER</td>
</tr>
<tr>
<td>Carl Smith (Columbia 42850)</td>
<td>Durtle West (RCA 8256)</td>
</tr>
<tr>
<td><strong>19</strong> WOODEN SOLDIER</td>
<td><strong>44</strong> SWEET SNOW DEAR</td>
</tr>
<tr>
<td>Hank Locklin (RCA Victor 6248)</td>
<td>Johnny Wright (Decca 31537)</td>
</tr>
<tr>
<td><strong>20</strong> 8 x 10</td>
<td><strong>45</strong> LET'S INVITE THE OVER</td>
</tr>
<tr>
<td>Bill Anderson (Decca 35523)</td>
<td>George Jones &amp; Melba Montgomery (United Artists 635)</td>
</tr>
<tr>
<td><strong>21</strong> 500 MILES AWAY FROM HOME</td>
<td><strong>46</strong> SING A SAD SONG</td>
</tr>
<tr>
<td>Bobby Bare (RCA Victor 8238)</td>
<td>Buddy Eagle (Capitol 5042)</td>
</tr>
<tr>
<td><strong>22</strong> TROUBLE IN MY ARMS</td>
<td><strong>47</strong> THAT'S WHY I SING IN A HONEY KOTONIK</td>
</tr>
<tr>
<td>Johnny &amp; Josie Mosby (Columbia 42841)</td>
<td>Warren Smith (Liberty 55615)</td>
</tr>
<tr>
<td><strong>23</strong> THE ALMIGHTY DOLLAR</td>
<td><strong>48</strong> SHE LOOKS GOOD TO THE CROWD</td>
</tr>
<tr>
<td>Fredric Hart (Monogram 37526)</td>
<td>Bobby Barnett (Slim 135)</td>
</tr>
<tr>
<td><strong>24</strong> RESTLESS RIVER</td>
<td><strong>49</strong> GOING THROUGH THE MOTIONS</td>
</tr>
<tr>
<td>Earl Scott (Mercury 72219)</td>
<td>Sonny James (Capitol 5087)</td>
</tr>
<tr>
<td><strong>25</strong> THANKS A LOT</td>
<td><strong>50</strong> DON'T PRETEND</td>
</tr>
<tr>
<td>Ernest Tubbs (Decca 31526)</td>
<td>Buddy Edwards (Capitol 5006)</td>
</tr>
</tbody>
</table>

Earl Scruggs show on ABC-TV's "Hootenanny" during Feb. and March. Another shot at Carnegie Hall is also included in the 'boys' busy schedule, where they will be in concert on April 3, followed by Opry April 4th at deriek's Hall in Boston. Other recent appearances which have proved successful for the boys have been Princeton University, Franklin College, Western Maryland College and at Chicago's Orchestra Hall.

America's newest full-time country music station is KIRK-Roswell, serving some 100,000 people. The outlet is a dream come true for 35 year-old Neil Lavitt, who is the sole owner. Neil is known as the "Cheyenne Kid" and has worked for seven years as a deejay and program director at KHAT-Phoenix, Arizona. Any labels wishing to get exposure in this lively market, are invited to send their discs to KIRK at Box 2107.

Smlin Johnnie and his Prairie Pals, well-known show and dance group in Western Canada, currently featured daily over CJB-North Battleford, Saskatchewan, have recently completed a tour of the Yukon and North-West Territories, making them the first and only deejay group to entertain inside and north of the Arctic Circle. The group motored to Dawson City, Yukon then flew north of the Arctic Circle via DC-3. Both musicians and equipment were often taken from the plane to the town by dog team and oarsmen. The crew flew approximately 1,000 miles by both DC-3 and Cessna aircraft, thus becoming pioneers and explorers in the Canadian music field visiting places such as Inuvik, Aklavik, Tuktoyaktuk, etc.

Toomall and the Glaser Brothers are home after a stormy 76 day swim of the Orient where they entertained legions of wildly appreciative GI's and receptive Chinese. It was a grueling tour marred by an air strike that grounded them an extra week in Manila, Philippine Islands and a mph-wind-totin' typhoon Gloria that clobbered the tiny island of Taiwan just off the coast of China the day after the Music City entourage arrived. Despite these and other tribulations, Hubert Long, whose agency handled the threesome, stated the jaunt was a success both financially and in light of making important inroads for CFW in that part of the world.

Pumper promos man Warland Stubblefield sends word along that Willie Nelson has purchased a small farm near Nashville and will be moving back to the Music City after Jan. 1st. The Pumper tunesmith has recently been living in Texas and California but in announcing his plans to move back to Nashville, said that he felt the need to be nearer the center of the music business.

KYTEELI I Paso recently promoted one of the biggest and most successful Grand Ole Opry shows in the Station's history at Liberty Hall. The show featured such stellar names as George Jones, Buck Owens, Sonny James, Loretta Lynn, the Louvin Brothers and Onie Wheeler, plus the Backarores and the Jones Boys band.

Two return appearances are tentatively scheduled for Lester Flatt and Hank Snow.

Sorry, but we unfortunately left Bill Anderson's name off the review of Les terry 's 'Close To My Heart' in last week's edition, a part writer. Our apologies Bill. Anyway, deejay copies of the deck are available from Free Music in Nashville... Bill also advises us that Hubert Long in the Music City has copies of his latest, "Easy Come, Easy Go" b/w "Five Little Fingers," for any jockeys who were missed by Decca.

Billy Deaton info that Ray Price and his Cherokee Cowboys have just finished eight days for him, playing to capacity crowds every night. Also, Jimmy Dickens, Stonewall Jackson and Carl Reinhold have been playing magazine gigs, a garnet for Deaton during the past thirty days.

The Kay Arnold Show featuring Smolin Jerry Jericho and Ray Moser has just finished a tour of New England with packed houses in all locations. In such cities as Portland, New Hampshire it took as many as three shows to accommodate the crowds. On their way back to their Waco, Texas base Kay Arnold and Jerry Jericho stopped off in Nashville and cut a demo session for Painted Desert Music.

Another Hit for "KITTY WELLS "CHRISTMAS AIN'T LIKE CHRISTMAS ANYMORE" b/w DASHER (With The Light Upon His Tail) DECCA 31441
The Beatles continue to break every conceivable record in an industry full of records. Their latest and greatest achievement: Not only have their "I Want You (She's So Heavy)" hit the million mark, but their Gold Disk before it hit the counters, but even more sensational, their LP "With The Beatles" has sold over seven million copies in a single week. The album sold more in November '62 over 5,000,000 have been sold earning them two silver and one gold LP while only a handful of shifting eves are in the Beatles' platters and dealers are selling little else. Demand is not confined to teenagers, young and old were buying on A Cut Above, another psychological Christmas gift.

Another favorite with Christmas shoppers is the phenomenally successful Singing Nun whose recordings of "Dominique" is already approaching a million copy total. The "magic record" and a confirmation in international terms of the absolute universal appeal of the girl from Brussels. The International Congress of Phonographic_Heres a tip from the Loureid of Columbia: A 10th year, that Christmas 1963, would find 4 Beatles and a Singing Nun scooping up Yuletide market.

French teen star Francoise Hardy in London with her recording manager Janis Levy to discuss A British contract. A record deal with Pye Records A team Alan Freeman and Tony Hatch and Noel Rogers of Discs who publishes most of Francoise's songs in this country. Seemed prepared for a new release of "Find Me A Boy," an English version with lyrics by Marcell Stellan of her French chart "Tous Les Garcons Et Les Filles," that has sold over 200,000 "Rose Trench" and recorded it for French Columbia. Published in England by Ivy Music royalties from this disk are also being donated to the Save the Children Fund.

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Finland—Oy Filianidic has taken over the representation of the Blue Note and Nashville labels in Finland, Cash Box was informed.

The new Swedisc, named after the recent opening of a new dance craze in Sweden and is seriously competing with the Twist. "Jenkka" is an old Finnish dance, and "Lettaka-jenka" is a new version of it with the dancing people forming a line. The Swedisc artist roster is made up of mostly foreign stars who have visited Finland and seen this new dance craze, coming word that the new dance craze will only certain Finnish interest. On records, a Swedish guitar group, The Adventurers, made the first Lettakajenka record for the Safer label and this was released in October. In addition, a group formed some years ago in Jan Rothe and signed a contract with Sonet. On this label, they have been trying to make the Finnish dance craze popular. The "Jenkka," now looking like a top seller before Christmas. Because of the big reputation of their other releases, Scanida Music Co. has now recorded and released a new hit single with Jan Rothe and The Adventurers titled "At the Jenkka Show," reports Artti Elinborn of Scandia. The group has made a total of 12 LP discs so far.

Norway—As reported recently in this column, Egil Monn-Iversen will be selling his company, Egil Monn-Iversen A/S. Recently Monn-Iversen returned from Hamburg, where he has had discussions with Deutsche Grammophon (Polydor). He was in agreement with the company, wishing to remain president of the company under the new ownership, Deutsche Grammophon seems to be expanding by joining local companies in various countries. On October 1, Deutsche Grammophon took over Kaurussimm fon AB in Sweden.

Sweden—The strike starting Dec. 1 among actors and actresses, against Swedish Broadcasting TV Co., (SBC-TV) has grown far bigger than anybody expected, and the strike is in the process of expanding into a complete lockout. The strike has been caused not only by the wages in question, but also political aspects have been involved, as well as a point of view for their view of the work. At this time, it is obvious that this conflict like all strikes, will hurt the "third part" most, the radio listeners and the TV viewers who actually have very little influence on the whole thing.

Originally, the strike was supposed to involve only members of the Actors' Union, but there has been no agreement on the matter. Many artists are outside the Union, but some of them immediately declared that if this Union should have nothing to do with it. and that they would turn to the Radio and TV until the conflict was over. This seems to have inspired the Union to contact also those who stayed neutral, and those artists have begun to receive letters and cables from the Union in which they have been refused to refuse radio and TV jobs, otherwise it would mean that they would not work once the conflict was over. Lately, this threat has reached also people who actually are amateurs, or professionally engaged by SBC-TV.

Since recording artists refuse to appear on radio or TV, SBC-TV has answered by refusing to air all records by such artists, recorded after December 1, when the conflict began. SBC-TV has also said that it might not at all be Bernardino's "Lettaka-jenka," but that anyone might be extended to include all records by those artists, old or new recordings.

The Union is busy contacting Unions outside Sweden, including the United Artists, Radio and TV Unions in the U.S. and Canada, and also British shows made by those artists for foreign TV companies. This step is taken as an example in order to apply for joint action, that might be extended to include all records by those artists, old or new recordings.

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We noted with interest the columns in Cash Box from Australia referring to the great success in the country. The situation in Germany is also at present not good for singles. The trend here is strictly for the LP and in 1963, only one record passed the million mark. There seems to be a marked decrease on singles, but LP sales are fine.

It seems soon as the lagging singles business really hit the mark, there has been a wondering cause of the drop. One of the primary reasons for the drop is due to the LP. More and more foreign and local records have been released and less and less exposure is being given to the pop business. This situation is being bypassed a potential hit because of this. They also say that the numbers that used to sell around 30,000 but never got big are also getting less exposure because of the LP business. The LP operators are also taking less chances especially at the higher prices and new potential hits are also being thrown the opportunity merely given to them. The fact remains that less and less singles records are breaking through and less records are being sold of the middle selling records.

On the other side of the picture, who knows what a hit? The man who knows for sure is certainly already a millionaire and he isn’t going to part with the word around. The singles record business is a game of roulette and the left field hit, and there have been many, must be looked for. The best example are tunes like “Dominique,” etc. in the USA, and it wasn’t too long ago that a song, of all things, hit the million mark in sales here. These records must be exposed and haven’t had sight (B. O’H. I. Had A Hammer) by Trini Lopez in English is selling like mad here last year. Last year, a Twist in Italian passed the 1/2 million mark. Just how do you draw the line and say that this record or that one only appeals to a small audience and therefore should not be released.

The radio stations must have the opportunity to present tunes which haven’t been released as the hit making potential of radio stations can make a record a success or fail. They have the chance to give a hit the suspense and the fun of the record business. It’s no other business in the world, and we don’t feel that there is any other way to run it. We feel that more money is being thrown into the top as they have always done.

Hans Gerg has reported that he has an action on “If I Had A Hammer” by Trini Lopez and the German versions especially one the one by The James Brothers on Polydor.

Deutsche Gronnenhoff reports that it is building up its American business. Helmut Haertel, the General Mgr. of the firm and Heinz Voigt, productions director, are spending several weeks in the U.S. and Mexico, in talks with MGM, which handles the international rights for Polydor’s catalogue. We have been informed that these discussions have been taking place on several dates of week and are being very well received by all the parties involved. The discussions are expected to bring forth some very interesting results and areas.

Italy’s Best Sellers

This Last Week
Week Week on Chart
1 10 "La Bamba"—Poppuni—RCA
2 9 "Sole, Niente, La Città"
3 8 "Per Grazie"—Pino Daniele
4 7 "L’Amore e la Nozione"
5 6 "Speciale M"—Fratelli Co. on Inter
6 5 "Just A Matter of Time"
7 4 "Vivere"—Piero Domenico
8 3 "E Pensi sul Nove"—Pierino Domenico
9 2 "L’Ave Maria"
10 1 "Si Voleva Saperne di Più"

Italy’s Best Sellers

This Last Week
Week on Chart
1 "Sabbato Triste"—Adriano Celentano/Clan Published by Italian Yank/Ricordi
2 10 "Se Vi Vuoi Lasciare"—Michele/RCA Published by Ariston
3 15 "Se Mi Vuoi Lasciare"—Michele/RCA Published by Ariston
4 8 "Non Faccio Avere 18 Anni"—Rita Pavone/RCA Published by Polydor
5 4 "Non Piango"—D’Amato
6 3 "Non Piango"—Public Records
7 7 "L’Etr’Uomo"
8 6 "T’Amo E T’Ammore"—Little Tony/Durham Published by O. J.
9 5 "Lettera Di Un Soldato"—Daniele Modugno/Fonit Published by Ariston
10 4 "In Fiore"—Eduaro Vianello/RCA Published by Polydor

Denotes Original Italian Numbers
CBS had a cocktail party honoring young Spanish guitarist player Juan Jose, who will stay about three months in Argentina, performing on TV, Radio Belgrano, and at the Maipo Theater. Although his repertoire is based on the Asturian style, the group has taken part in three films. CBS reports that on December 16, it will offer another party, this time for Venezuelan chanteuse and pianist Mercedes Vargas from the world famous Gilberto Mendezo.


Augusto Varcha, who survived the auto crash that killed the other members of the Quinteto de Salavina folk group, will form the group again with Augusto Varcha, who has been recording folk music in Argentina for several years.

The group will continue recording for Music Hall. The label reports that Raul Shaw Moreno, who has completed a tour of Peru and Ecuador, is currently stationed in Buenos Aires. Varcha and his group will be touring the country with a view to recording new material. A report from the publisher indicates that there are many more records on the way. The group is working on new material, and it is expected that the group will release a new album soon.

Jorge Varela of the band "El Tercer Mano," reports that the group is working on a new album, "El Tercer Mano," and is expected to release it soon. The group is known for its innovative and experimental music, and fans are looking forward to the new release.

Brazil’s Best Sellers

1. Accordentados—Agustinho Rayol (Copacabana)
2. Doce Amargura (More)—Moacyr Franco (Copacabana); Rit Orlando (Fernanda); Francisco Petronio (Continental); Oscar Ferreira (Odeon); Danny Williams (Odeon); Orq. Namorado do Caribe (RCA) (Published by Euterpe)
3. Blue Star—The Jordans (Copacabana); Rinaldo Calheiros (Copacabana)
4. Quem Tudo Quebrada Tem—Anisio Silva (Odeon)
5. Humanos Do Mal—Ondina Osaka (CBS); Poly (Continental); Kyu Sakamoto (Odeon); Gilda Valenda (Must disc) (Published by Euterpe)
6. Mas Que Nada—Jorge Ben (Philips)
7. El Referente—Clever (Continental); João Dias & Dalva de Andrade (Odeon) (Published by Euterpe)
8. Bombardeiro—Richard Williams (CBS); Poly (Continental) (Published by Euterpe)
9. Orixmema—Luiz Delgado (CBS) (Published by Euterpe)
10. Banda—Gugu & Cia (CBS) (Published by Euterpe)
11. Los Joias—Gustavo (CBS) (Published by Euterpe)
12. Coração De Pedra—Menina de Lourdes (Continental)
13. A Última Carta—Marta Mendonça (Chantecler)
14. Nao Sou Ninguem—Giane (Chantecler)
15. Brazilian Music

Argentine’s Best Sellers

This Last Week

1. Decejo Perique No Queeres (J. Korn) Baltho Ortega (RCA); Leo Dan (CBS)
2. Cuore (Aldon-Fermera) Rita Pavone, Violeta Rivas (RCA); Blanquita Silva (CBS); Licio Milena (CBS)
3. Marisa (Mundo Musical) Leo Dan (CBS)
4. Celia (Aldon-Fermera) Rita Pavone, Violeta Rivas (RCA); Clarita Silva (CBS); Licio Milena (CBS)
5. Celina (Mundo Musical) Leo Dan (CBS); Andy Macia (Disco Jockey)
6. Disc Jockey (Cielo) Celia Cruz (CBS); Lawrence Wolk (Music Hall)
7. Loco Días De Verano (Cotem-Fernanda) Nat Cole (Capital); Dan- nilo Pádua (RCA); Euterpe (Odeon Pop)
8. No Hay Nadie Como Tu (RCA Italiana-Fernanda) Rita Pavone, Violeta Rivas (RCA); Licio Milena (CBS)
9. Marisa (Mundo Musical) Leo Dan (CBS)
10. Decejo Perique No Queeres (J. Korn) Baltho Ortega (RCA); Leo Dan (CBS)
11. Cielo (Aldon-Fermera) Rita Pavone, Violeta Rivas (RCA); Juan Ramon (Disco Jockey); Mar Ce Mac’s (Ardel); Sonia (Philips)
12. Sabor De Sal (RCA Italiana-Fernanda) Gino Paoli, Horacio Me- ron (RCA); Luis De La Fuente (CBS)
13. Niñera Nueva Ola (Korn) Baltho Ortega (RCA)
14. El Verrano (Edami) Ricardo Rode (CBS)
15. Local product

Brazilians’ Top Ten LP’s

1. Show Ducura—Moacyr Franco (Copacabana)
2. Encontro Com The Clevers—The Clevers (Continental)
3. Santos—Teresa Vital (CBS); Tereza Vital (CBS)
4. Suspense—The Jordans (Copacabana)
5. Avanço—Tamba Tamba (CBS); Chico Santa Cruz (Microfon) Jorge Sobral (Disc Jockey); Conta Para A Ele- fofere (Tonodice); Fabian Cabanas (Hyl); Eduardo Rodrigo (CBS)
6. S. Rhythm—Billy Butterfield & Ray Conniff (CBS)
7. Nico Fidencio—Nico Fidencio (RCA)
8. Daniella—Clever (CBS); Vicente (CBS)
9. Orixmema—Luiz Delgado (CBS) (Published by Euterpe)
10. Banda—Gugu & Cia (CBS) (Published by Euterpe)

Prepping For TV Shot

STOCKHOLM—Frankie Vaughan right (of Halford) arrived in Stockholm Wednesday and is expected to appear in a TV show. In the above photo are: the American singer Frankie Vaughan, discussing some of the details with leading Swedish TV producer Sigfrid from SBC TV.
The Christmas songs have started to flow over the streets of Tokyo and other cities stimulating the vivid and busy atmosphere of the year-end season, while our recording companies are pushing out their ace-recordings for this season.

Nippon Columbia's emphasis is on "Christmas Sing-Along with Mitch" by Mitch Miller Orch. on the CBS label; "First Christmas and Lords Prayer" by Connie Francis on MGM; "Xmas with Coniff," by Ray Coniff on CBS; "Jingle Bell!" and "White Xmas," a single cut by Mitch Miller; local product is "Steel Guitar Xmas Mood" by Nelsey Okun and his Honey Islanders. Nippon Victor has been pushing CBS disks, "Holy Night" b/w "The Son of Mary," To Wish You A Merry Xmas" album by Harry Belafonte; "Stereo Xmas Concert" by George Melachrino (stereo LP), and Holiday dates by Elvis Presley and The Three Suns.

Toshiba has "I Wish You A Merry Xmas" LP, on Warner Bros., by Bing Crosby; "Merry Xmas From Bobby Vee" LP, "Seasons Greetings," by Peggy Lee, Nat King Cole, June Christy, Stan Kenton and others on Capitol; another on Capitol is "Hits of Nat King Cole," for January issue; "Top Hits of '63" for December issue, including "Exodus," "The Me Ranapous Down Sport," "Lucky Lips," etc.

Nippon King Record's special is "Mantovani Xmas Holiday," stereo LP on London; "The Glory of Xmas," phase 4 stereo on London by Erick Rogers Chorus and Orch; other big releases for this season are "Country Xmas Party" on London (Staraday in U.S.) by Stanley Bros.; "A Christmas Gift For You" on London. Philips in U.S. by the Ronettes, the Crystals, Duran Love, etc; and among local disks are "Jingle Bell!" b/w "Silent Night" by star songstress Chiemi Eri on King; "Merry Xmas Xmas" by Yukari Ito, The Features, Grace Cats, etc. on King. Teichiku Record's major part is from the Decca label, "Merry Xmas" LP by Bing Crosby, "Christmas Day" with Kitty Wells.

Nippon Gramaphone is not releasing Xmas issues, but its popular song releases this season are "My Celtic," on Anada label, by Julio Rodriguez; "Anthony and Cleopatra," on Polydor, for Film Symphonic Orch; "Short On Love," on Polydor, by Gus Backus; "Up! Regina," (Polydor) for Film Symphonic Orch.; "Lonesome Port" single (Polydor) by Modern Play Boys.

Japan's Best Sellers

JAPAN'S BEST SELLERS

This Week

Week of December 28, 1963

1. 1. Niiro Seifuku—Yukio Hoshi (Victor)
2. 1. Gakuen Hiroba—Kazuo Funaki (Columbia)
3. 2. Shigakuroku—Kazuo Funaki (Columbia)
4. 1. Dekai Kaoru—Miyuki Mbashii (King)
5. 3. Kon-Nichiwa Akachen—Miychi Azusa (King)
6. 2. Wakai Ashita—Kenji Kitahara (Columbia)
7. 4. Nagsaki No Hito—Haruko Komi (Columbia)
8. 3. Hoshikora Ni Ryote—M. Moriya & T. Shimakura (Columbia)
9. 5. Sutekina Sutekina—Masamuaga (Toshiba)
10. 6. Utsukushii Judai—Alfrida Mita (Victor)

INTERNATIONAL

This Week

Week of December 28, 1963

1. 1. "We Three Kings"—Polydor/London (Polydor/London)
2. 2. "White Christmas"—Polydor/London (Polydor/London)
3. 3. "Here We Come A- Caroling"—Polydor/London (Polydor/London)
4. 4. "Jingle Bells"—Polydor/London (Polydor/London)
5. 5. "Mary Had A Little Lamb"—Polydor/London (Polydor/London)
6. 6. "It's The Most Wonderful Time Of The Year"—Polydor/London (Polydor/London)
7. 7. "The Twelve Days Of Christmas"—Polydor/London (Polydor/London)
8. 8. "We Wish You A Merry Xmas"—Polydor/London (Polydor/London)
10. 10. "Sleigh Ride"—Polydor/London (Polydor/London)

LP BEST SELLERS

This Week

Week of December 28, 1963

1. 1. "Christmas In Japan—Decca"
2. 2. "My Fair Lady—Columbia"
3. 3. "Bye Bye Birdie—Columbia"
4. 4. "Mitch Miller Screen Mood—Columbia"
5. 5. "I Left My Heart In San Francisco—Liberty (Julie London"

Teal Fete Singers

SOUTH AFRICA—RCA Victor recording artists John D. Loudermilk (left), Maureen Moore and Duane Eddy are pictured at a party hosted by A. G. J. McGrath, managing director of Teal Record Co. Ltd., the South African franchise-holder for RCA Victor. The gathering was to celebrate a three-week tour of the Republic by the performers.
It's very unusual, but we are starting this week's column off by talking about a song. The song in question is entitled "La Mama" written and sung by Charles Aznavour. We can mention without a doubt that this is certainly one of the most beautiful tunes written since the last war. This touches our heart deeply. You cannot stay and not be affected while listening to these lyrics and the music. This number was first recorded by Les Compagnons de la Chanson and as usual it was perfect, but something was missing. Then we received the grooving by Charles Aznavour and "La Mama" took its definite shape, its true perspective, the one that will never leave us. We were on thrilled at the television broadcast called "Discorama" where Aznavour appeared and sang "La Mama" and the following day all the people of the trade chattered about this. Not only the trade people but also the public and to this effect the reaction of Noel Georges Boufals is significant. He thinks this song will be number one tomorrow when he set tomorrow he means really tomorrow. Before ending this chapter lets add a few more words on the subject of Aznavour. People say and repeat that he is the biggest and greatest living French chanteur.

Let's now pass over to Prexy Cabat and mention that he will be back in Paris for a production. A trip in 1955, SACVEN trip to Milan. He will arrive in time for the release of the first LP recording by Michel Paje "S'En Fuir." That is how we wish our friend well, considering his many successes. The special-for-listeners-only Down Jr.'s "It's SUBSCRIPTION Living -" It's written "La Mama" and sung by Charles Aznavour. We can mention without doubt that this is certainly one of the most beautiful tunes written since the last war. This touches our heart deeply. You cannot stay and not be affected while listening to these lyrics and the music. This number was first recorded by Les Compagnons de la Chanson and as usual it was perfect, but something was missing. Then we received the grooving by Charles Aznavour and "La Mama" took its definite shape, its true perspective, the one that will never leave us. We were on thrilled at the television broadcast called "Discorama" where Aznavour appeared and sang "La Mama" and the following day all the people of the trade chattered about this. Not only the trade people but also the public and to this effect the reaction of Noel Georges Boufals is significant. He thinks this song will be number one tomorrow when he set tomorrow he means really tomorrow. Before ending this chapter lets add a few more words on the subject of Aznavour. People say and repeat that he is the biggest and greatest living French chanteur.

France’s Best Sellers

1 I F I Had A Hammer (Lee Hazle, Seeger) Tritt Lopez—Tropical
2 Si J'Avais Le Mexique (Joe DeCooman) Charles Aznavour—Vogue International
3 Gotta Be There (Alain Barriere) Alain Barriere—Editions Tutti
4 Nous On Est Dans Le Vent (Michel Paje) Michel Paje—Vogue International
5 Mon Plaisir (Charles Aznavour, Jacques Plante) Charles Aznavour—French Music
6 I'm Watching You (Paul Anka) Sylvie Vartan—Spanka

SACVEN Signs With ASCAP

A big "live" show called "Hootenanny Hootin" toured Australia from Dec. 6-12. Hending the bill was Sheb Wooley, who has had a nationwide smash with "Hootenanny Hootin." The ASCAP members are also on the bill in addition to local stars.

Securing the local rights to "Dominique," Belinda Music has landed the publication of the hit tune. The EP release by The Singing Nun is climbing all over the charts right throughout Australia and could easily become the top hit of the year. The English version of the hit song is called "Dominique" and is released by Columbia. The English-Lyricish version of "Dominique" by Mary Ford on the Calender label of the United States is already receiving good air play from Top 40 stations. A record worth recording and released by Southern Music includes "The Great Train Robbery," "The First Time," "Don't Wait Too Long;" "Just Like Eddie," "What Friday Festival," "Free Fall," "Surfin' Queen" and "The Crasher," the latter three are local compositions.

Phono-Vox Records is out with a special three-track single featuring top Italian singer and song writer "Martino's House." "And You Laugh" and "Be My Baby." The record could do very well in sales as Pepping proved during his recent Australian tour that he has plenty of keen fans in this country. The old master Bing Crosby could score the biggest Christmas triumph in the pop music scene here with his Capitol release of "Do You Hear What I Hear?" c/w "Christmas Dinner Country Style." It's been a long while between singles for Bing but this one should prove that there's still plenty of interest in his records.

Merv Rivers and Susan Barrett have had just completed good seasons at the Criterion and the Majestic Hotel in Sydney. Scheduled to appear towards the end of this month is our own boy Frank Field, who will probably be home in time to spend Christmas with his family. Frank could well emerge as the most successful artist ever to play the Chevron-Hilton. He has enjoyed success all round the world with his records and Australia is one of his strongest markets. Frank Field is another example of the belief that it seems very difficult for an artist to get off the ground in his home country if it happens to be Australia. It has been said that the country's policy of playing too many local artists success prior to his visit to England which in turn brought him several hit records and international fame. One of these days the entertainment industry in Australia is going to have a big star with a big name. The world-wide label "Epic" is now after making it necessary for our artists to leave the country to get success here. Before this can be achieved however, the petty and foolish jealousies that exist in many cases will have to be overcome. We must be proud of the fact that an Australian is Australia no matter what part of the country he comes from.

Radio Station 3NZ in Melbourne is conducting a special-for-listeners-only overview of the new Elvis Presley film "Fun In Acapulco" in conjunction with "Rock And Roll Music" by Chappell & Co. This survey, to be hosted by 3NZ deejay Star Rofe, is set for the Barclay Theatre on the morning of Saturday, December 10th.

EMI, via the Capitol label, has released the original Broadway cast set of "No Strings." It is anticipated that the show will be presented here in the near future.

Chappell & Co. has produced sheet copies of "Flipped Over You" and "Down At Papa Joe's." They are out with three titles from "Cameolet" which are "I Love You" "Woman," "I Loved You Once In Silence" and "If Ever I Would Leave You.

Phillips Records has secured the local rights to the big American hit "Louie Louie" by The Kingsmen and the record has now been released here. It is currently in the top ten on The Cash Box Top 100.

W E G Records has two strong instrumental hits doing the rounds for them. One of the records has been released by The Hooligans, a British outfit. The second one is a local production of "Mexicali Rose" by The Hawking Brothers.

Australian television personality Jimmy Hannan is out with a single on the RCA label which is carried on the film "You Gotta Have Love." The record is distributed through the Festival group.

One of the best selling singles around the country at the moment is "Maria Elena" by The Champs. Unavailable locally in this version and is out under the title "Elvis Presley" and "Maria Elena." RCA is steadily advancing in its schedule of locally produced records. Latest release features Tony Weston and The Denvermen with "The Hootenanny Stomp," c/w "Forever Mine.

The sole local artist featured on our best seller list this week is aboriginal artist Jimmy Little with his Festival label single of the semi-religious song "Royal Train Song." The record was a real "left-field" item early in the piece and took quite a while to get going but it has now developed into a very important national cliché.

Australia’s Best Sellers

1 You'll Never Walk Alone (Gerry & The Pacemakers—Columbia) Chappell & Co.
2 Dominique (The Singing Nun—Phillips) Belinda Music
3 Jimmy (Chappell & Co) Chappell & Co.
4 Hootenany Hoot (Sheb Wooley—SIGM) ASCAP
5 Bo Diddley Baby (Bo Diddley—Son) ASCAP
6 21 Hours From Tub (Gene Pitney—UA) Aaron Schroeder
7 Royal Telephone (Jimmy Little—Festival) Belinda Music
8 A Man With A Mission (Al Martino—Gotta Be There) ASCAP
9 Bossa Nova Baby (Elvis Presley—RCA) Belinda Music
10 Down At Papa Joe's (The Dixie Belles—London) Five Continents-Chappell 

Locally Produced Record

SUBSCRIPTION O/C BOX

$30 FIRST CLASS—$54 AIR MAIL
These Seeburg Little LP 33 1/3 Stereo Albums are currently earning top grosses in Seeburg locations coast to coast.

**POP VOCAL/INSTRUMENTAL**

- Frank Sinatra/Count Basie
  - *Sinatra-Basie* **REPRISE**
- Barbra Streisand
  - *The Barbra Streisand Album* **COLUMBIA**
- Fats Domino
  - *Here Comes Fats Domino* **ABC-PARAMOUNT**
- Tony Bennett
  - *This Is All I Ask* **COLUMBIA**
- Frank Sinatra
  - *Sinatra & Strings* **REPRISE**
- Brenda Lee
  - *All About Amen, Vol. II* **DECCA**
- Martin Denny
  - *Another Taste of Honey* **LIBERTY**
- David Carroll
  - *Let's Come to Movie Theaters* **MERCURY**
- Andy Williams
  - *Moon River* **COLUMBIA**
- Eddie Latton/Buddy Morrow
  - *All-Time Comic Favorites* **MERCURY**

**JAZZ/RHYTHM AND BLUES**

- Jonah Jones
  - *Jazz Breeze* **CAPITOL**
- Ray Charles
  - *Ingredients in a Recipe for Soul* **ABC-PARAMOUNT**
- Stan Kenton
  - *Adventures in Jazz* **CAPITOL**
- Curtis Amy/Paul Bryant
  - *This Blue Message* **PACIFIC JAZZ**
- Zoot Sims
  - *"Down Home"* **BETHLEHEM**
- Carmen McRae
  - *Levar Man* **COLUMBIA**
- Richard Holmes
  - *Graded* **PACIFIC JAZZ**
- Bill Doggett
  - *Organ* **COLUMBIA**
- Stan Getz/Charlie Byrd
  - *Jack Stamba* **VERVE**
- Gloria Lynne
  - *Gloria "Blue"* **EVEREST**

**FOLK/COUNTRY AND WESTERN**

- Peter, Paul and Mary
  - *Mambo* **WARNER BROS.**
- Bob Kames
  - *Bob Kamen Goes Western* **KING**
- Jim Reeves
  - *A Touch of Velvet* **RCA VICTOR**
- Bucky Owens
  - *You're for Me* **CAPITOL**
- Kitty Wells
  - *The Kitty Wells Story* **DECCA**
- Eddy Arnold
  - *Let's Make Memories Tonight* **RCA VICTOR**
- Leon McAuliffe
  - *Crazy Love* **ABC-PARAMOUNT**
- VARIOUS ARTISTS
  - *The Honest-To-Goodness Country Waltz Hits* **RCA VICTOR**
  - *Patsy Cline* **DECCA**
  - *Lester Flatt/Earl Scruggs* **COLUMBIA**

from Seeburg to you...

warmest greetings for the holiday season and sincerest wishes for an increasingly prosperous 1964
If you follow the export volume via the quarterly Cash Box reports you can change your forecast figures once again. Our Second Quarterly Report indicated that possibly $37 million in juke boxes, amusement machines, and vending equipment will be shipped this year. Add another million to that figure and you still have a conservative estimate of what the American coin machine industry will sell around the world by the end of 1963.

We are preparing the Third Quarterly Export Report to appear in our Year-End Coin Machine and Vending Review Edition out next week. The figures continue to rise in an astronomical fashion. Perhaps a few examples will illustrate our point.

At this exact time last year, the Third Quarterly Report for 1962 told us that 6000 games were shipped at a price of $2 million. This year’s third quarter—July through September—shows that 15,372 games were shipped overseas at a total cost to importers of $6 million. How’s that for growth!

Phonographs—totaling 5,400 machines—were sold for $3 million in the same three months last year. This year the summer months saw no less than 6,372 juke boxes go overseas at a price of $3,781,053—and this figure is $1 million less than the extraordinary second quarter we’ve had this year.

Vending, as bad as it appears, is doing well considering the facts. The figures (roughly a $4 million annual business) are holding their own.

During the first quarter of this year the coin machine industry shipped a total of $8.5 million in merchandise overseas. The second quarter saw $9.9 million leave our ports, and this third quarter just completed in September witnessed the shipment of $10.7 million. Who will say the final quarter will not show an $11 million volume bringing the annual business volume for 1963 to between $39 and $40 million. And so our suggestion to add $1 million to an earlier estimate of $37 million is indeed a conservative one.

We have not felt any competition from the European makers although they seem to have attained acceptance on the Continent, judging from the overseas trade press. If anything, the American product is out-selling everything the European manufacturer can make. Certainly the juke box field is being exploited to the hilt by our own American factories. One manufacturer in particular was swamped last month with certified distributor inquiries from an area in which he decided a stronger sales program should be introduced. America is leading the way with modern merchandising techniques as well. The amusement machine of course is almost an American monopoly. The love for pinball machines in the ports around the world make for a bright future for our American factories.

When we stop to think that only five years ago when the dollar volume finally touched $20 million, the industry almost sat back on its laurels. The momentum even in those days helped the exporters of coin machines continue to further develop this lucrative market, a market which in its present form serves as an important segment of the overall distributor business in our country today.
Seeburg Tells Distrib Mgrs. Meet
'The Day Of The Order-Taker Is Over!'

Look For 25% Increase In Distributor Parts Sales For '64

CHICAGO—On December 2 and 3 The Seeburg Corporation held a Na-
tional Sales Meeting at the Knicker-bocker Hotel in Chicago for Seeburg Distributor Parts Sales Managers. This was the first such meeting of its kind in industry history, according to Ted Burrows, National Sales Manager of the company's Parts Division, who was both host and M.C. of the two day program. The theme of the meeting was "Plus 25"—symbolizing the goal of a 25% increase in parts sales for the coming year.

Williams P. Adair, Vice President-Sales, pointed out in his keynote talk that the Parts Manager is the tre-

mendously expanded coin operated music and vending businesses now plays a major role in the overall sales effort.

He stressed that the day of the parts "order taker" is over and that the role that the Parts Manager must now be an aggressive salesman and merchandiser, constant-

ly looking to improve service and to add profitable new items to sell.

At the outset of the meeting, Ted Burrows introduced through a tape and slide presentation, two illustrated Parts Managers, one called "Charlie Fumble" and the other, "Elmer Doog-

right." These two cartoonizations were used through the meeting to typify the wrong and right methods of selling parts.

Direct mail and counter display merchandising techniques were pre-

sented to the meeting as well as creative methods of buying and selling.

Other speakers on the program were J. C. Gordon, Executive Vice President; Tom L. Herrick, Vice Presi-

dent-Marketing; Al Koch, Music Parts Manager; Macie Sylvia, Vend-

ing Parts Manager; Ed Spate, Return Goods Manager and Stanley W. Jarocki, Assistant Sales Manager who talked on extra profit power earning concept of the "Little L.P."

On Monday night December 2, the Parts Managers were entertained at a recep-

tion, dinner and floor show at the Sylphid Singing plants.

The Parts Sales Managers in at-

tendance were as follows: Al Jones of Advance Automatic Sales, San Francisco; W. Weatherhead of Atl-

antic New York Co., New York City; Tony Fabio of Atlas Music Com-

pany, Pittsburgh; Sherry Arps of Amco Music & Vending, Los Angeles; Tony Ferrara of Davis Distributing, Syracuta, N. Y.; Happy Atwell of Eastern Music Systems, Philadelphia; Benett Love of Eastern Distributors, Baltimore; Howard Diman of H. A. Frang & Co., Houston, Texas; Charles Black of G. K. Gablemon & Co., At-

lanta; Oscar Dunis of Dunis Distribut-

ing Co., Portland, Ore.; Mike Wil-

rufer of George Glass Distributing, St. Louis, Mo.; Charles Giddens of J & J Distributors, Indianapolis; Rob-

ert Lane of Liebmann Distributing, Minnesota; Harvey O'Connell of S. L. London Music Co., Chicago; Bud Hudson of London Distributing, Jacksonville, Fla.; Jim Rehner of Martin & Snyder, Kansas City; Charles O'Connor Distributing Co., Dallas; Paul Leary of Oklahoma City Distributors, New Orleans; D. V. Pennington of Simmons-Pennington Company, Mem-

phis, Tenn.; Management of Sam-

mons-Pennington, Nashville, Tenn.; Ed Pracz of Schaffer Music Co., Co-

lumbus, Ohio; Harry Hudson of Shaf-

ter Music Co., Cincinnati, Ohio; John Mohan of Shaffer Music Company, Cleveland, Ohio; Max Freez of Freez Distributing, Denver, Colo.; Frank Shad-

der of Standard Coin Distribution, Brooklyn; and Jim Kennedy of Sutherland Distributing, Oklahoma.

Joe and the Emperor

ROMEO—Joe Ash, president of Active Amusement Machine Co., Philadel-

phia, shown during recent Rock-Ola trip to Rome, visiting with "Emperor Alfredo" of Alfredo's world famous macaroni and cheese restaurant. Rock-Ola distributors were treated to the European vacation by the factory for having fulfilled higher sales quo-

tas set earlier in the year by E. G. Doris, Rock-Ola Executive Vice-Presi-

dent.

Florida Dinner Draws
Guest From F.R., So. Amer.

MJA MI—Keith Nelson, Amalgamated Machine Operators Association of Florida advised Cash Box last week that the 12th Annual Banquet held Dec. 7-8 at the Diplomat Hotel here was "the most successful ever con-
ducted in the Miami area." The asso-

ciation is thirteen years old.

President Jim Mullins addressed the group at the dinner following a cocktail party Saturday. Golf was the order of the weekend. So Tabb, a VP of the association, introduced many leading industry personalities from the floor. George Foster entertained the a-

fair singing oldies and newies to the delight of a full house.

Perry London, newly appointed Seeburg distributor in the area, took advantage of the opportunity to in-
vite guests to his new showrooms scheduled to open in January.

From Puerto Rico and South America. Colmam from the factories, distributors and local operating companies were all on hand.

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Wis. Vending Ops To Meet On New Law

MILWAUKEE — NAMA President Carl Millman, who also heads up the Wisconsin Automatic Merchandising Council, announced last week that there will be a small meeting of WAMC, from 1:30 to 3:30 p.m., on Tuesday, December 13, in the Board Room of the Milwaukee Inn (at East State at the Lake) in this city. There will be a combined meeting discussion on the conin's new vending law, starting with a report by Dr. James Miller, of NAMA, on the December 13 meeting in Madison, Wisconsin on these new vending regulations.

Furthermore, Walter Reed, NAMA's firestem relations, will speak on the current picture in the rapidly growing cigarette controversy, his prime objective being to implement the industry's plan of action.

Millman strongly urges all members to attend this vital meeting. He explained that recent local and national developments are necessitating a major reorganization of WAMC's Board of Governors.

LATE NEWS

NYC-Health Commissioner Dr. Geo James said last week that "withdrawal and reduction of cigarette vending, available for use by smokers who wish to break the habit, is the best, Lobeline, a drug which is non-habit forming but which serves to satisfy the smoker in that Lobeline in tablets give the user the feeling of having just completed a cigarette, will be used in conjunction with group therapy.

MALMO, SWEDEN—This third largest city in Sweden last week ruled that as of December 31, vending, operating firm, may not place Coke vending machines in public locations because of the increased crime rate among Swedes. It was argued that many drinkers pour the whole in a public health drink and "might in fact hurt the sobriety of the people." The ruling banned the trade in the city and the public even in the face of previous rulings handed down to curb alcoholic here. Local newspapers are currently publishing features which highlight the extremism of some rulings. Denco has appealed.

CHICAGO—John T. Bonnot has been named union relations manager for Interstate Vending here.

Do You Export?

Then build your business through increased inquiries via advertisements in Cash Box Quarterly Export Reports. Deadline for next one is Wed., Dec. 18.

WURLITZER 2700

Greatest Money-Maker of Them All

ATTENTION EXPORTERS

We have a quantity of the following equipment available. Write for Special Prices:

AMUSEMENT MACHINES

LIVE TARGETS

For complete list of all makes write U.S. Distributors and Builders. Amusement, 400-400 Main Street, Chicopee, Mass. Phone: Chicopee 6-6300

WURLITZER 2700

Greatest Money-Maker of Them All

CLOSEOUT! Seeburg Wall Boxes

Just Off Location Complete — Working

SEEBURG

2313

$14.50 each

2314

$44.50 each

15

$11.50

15

$34.50

SEABOARD CONNECTICUT CORP.

171 Park Avenue

East Hartford, Connecticut

Telephone Code: #203 BU 9-4386

Cash Box—December 21, 1963

Cash Box

VENDING NEWS

The Vending Machine Industry's Only News

WISC. VENDING 

UNIVERSAL 1945 VENDING MACHINE

WISC. VENDING 

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Thursday, December 19th Is Deadline For The
LAST CALL! Cash Box LAST CALL!
1963 YEAR-END COIN MACHINE AND VENDING REVIEW
WHICH WILL APPEAR IN THE DECEMBER 28th ISSUE

Section 1
1963 Review Of Industry Events
A concise report covering the past twelve months—news events, legislative actions, distributor appointments, new equipment, highlights of people, operations, conventions. The perfect setting for your advertisement whether your equipment is just off the assembly line or used and ready for delivery. Start selling for 1964!

Section 2
Vending and the Coin Machine Operator
What can the coin machine operator expect during 1964? Will vending continue to provide an outlet for diversification? What do the experts think of the juke box operator’s chances in this growing field of automatic merchandising? Find the answers in this section of Cash Box... solid support for the sale of vending machines... from cigarettes to candy, to coffee... right down the line. Reach this important market for vending equipment starting with this issue.

Section 3
Holiday Greetings Special
Perfect opportunity for all firms to wish each and every customer best wishes for the new year. Fine public relations opportunity for an institutional message. We’ll help you write and design it. Call early for a sample layout by mail.

Section 4
Third Quarterly Export Report
The quarterly report looked forward to by everyone in the export business. Sales volume figures for July-Sept. business—country by country listings—analysis of world's markets—sell the importers your equipment and service with an export ad in this section of our year-end issue.

ADVERTISING DEADLINE: DECEMBER 19
Write or call today, and reserve space for your sales message. Prepare copy later and mail to:

LAST CALL!
Cash Box Publication Office
1780 Broadway New York 19, N.Y.
Judson 6-2640

LAST CALL!
CHICAGO: 29 East Madison St.
Financial 6-7272

Cash Box—December 21, 1963
California Clippings

Last minute holiday rush keeping wholesalers and distributors busy this week on Pico Blvd. . . . At the Wurlitzer Factory Branch, Clayton Ballard returned from a business trip to Las Vegas, Bert Bartholomew in El Centre calling on his many friends in that area, and Cliff Nugent covering the Rhythm territory. . . . At California Music, Buddy Robinson and the staff busy filling Christmas orders in both the singles and the album field, and Buddy reported this would be California Music’s biggest Christmas season yet. . . . The big news at C. A. Robinson Co., continues to be United’s new hot game, ‘Bank Pool’. Hank Tronicc reports a steady stream of operators in to see the new game and place orders for their locations. An old friend of Hanks, At Aims, a fine operating business, was again visiting this week. . . . At R. F. Jones Co., Chuck Klein returned from San Francisco where he spent a few days at the Jones Co. home offices. Bill Gray to Baja, California, Mexico this week, and Johnny Hotz covering the Phoenix territory. A new shipment of ‘Tropicans’ photographs arrived at Jones on Monday, to fill many of the orders waiting for the new phonograph. Vinny Lanzo busy in the shop catching up with the many back orders on equipment installations. Bob Showalter is the new employee added to the accounting division. Bob Holm, of the background Music department, reported that the Jones Co. has donated a phonograph to the girls division of the Juvenile Hall of the Los Angeles County. . . . Tab Simpson, of Bakersfield Music, who just returned from a trip to Montana and Oregon seen on Pico this week, busy catching up on the latest in coin machines. . . . The shop at American Coin Machine busy filling orders on used equipment. American also holding a sale this week on the ‘Fast Draw’ game. . . . Frank Mercuro of Simon Distributing Co. recuperating at Palm Harbor Hospital following recent surgery. John Freeman reporting good sales on the Valley Pool Tables at Simon. Two large export orders leaving Simons this week for shipment to the Far East. . . . At Lenenahens Record Bar, Jerry Wallace was in to play his new challenge record, “Auf Wiedersen.” . . . At the Ameco and Vending branch office on Pico Blvd, two brand new Seeburg vending machines were on display. One a cold drink vender, and the individually brewed coffee machine were meeting with excellent acceptance from the operators; Bill Happel reported continued great reception for Chicago Coin’s official “Spare-Lite” six player bowling game. . . . At Paul A. Laymon, Inc., Jimmie Wilkins was out of town on a business trip to Tijuana, Mexico, Charlie Daniels reported that Mr. and Mrs. Warren Row of the Rowe Transfer Co. are the proud parents of a baby daughter. . . . For this week’s item, seen on Pico this week included, Milt Lipton, North Hollywood, John Collins, Paramount; Tom Henderson, Arcadia; Eugene Moses, Altadena, Walter Cook, Palos Verdes, and Ed Young, Fontana.

Mr. & Mrs. Nels Nelson, in California for a nice vacation. . . . H. H. Krueger, Fairfax, Minn, in town for the day making the rounds and picking up record and parts orders. . . . Russell Grebey in town for a few hours picking up records and parts. . . . Mr. & Mrs. Bob Aberin, LaMoure, No. Dakota drove to Minneapolis with some friends and are spending several days in town so that the women folk can do their Christmas shopping. . . . Mr. & Mrs. B. R. Couch, Grand Forks, No. Dakota spent the Thanksgiving Holiday with their children in Minneapolis. . . . Mr. & Mrs. Noble Hefte also spent the Thanksgiving Holiday in Minneapolis with their children. . . . Ernest Woytosske, Hankinson, No. Dakota with his brother Dr. L. Woytosske, Omaha, Neb. in town on the day, Dr. Woytosske and his family spent the Thanksgiving Holiday at Hankinson. . . . Elgin McDaniel, Wadena, Minn. in town for the day picking up records and parts. . . . The Ink Spots at the Chalet. . . . The Golden Strings at the Hotel Radisson. . . . The Skating Pond is now open at The Hotel Ritz-Sheraton. . . . Bud and Clare Nitteberg, Castlewood, So. Dakota in town for the day making the rounds.

Upper Mid-West Musings

Happy Birthday This Week To:

**Bally's 'Star-Jet' A Down-To-Earth Novelty Game**

CHICAGO—Comparing "Star-Jet"—newest novelty offering of Bally Manufacturing Company, Chicago—and "Skippy" with which the company re-entered the novelty field, Bill O'Donnell, Bally president commented, "Bally engineers are getting farther into dare with names and themes, but they have a 'down to earth' philosophy as far as play-appeal is concerned—because, after all, all earning-power is based on play-appeal."

"Extra balls with extra action sums up the exciting new Blast-Off Feature built into 'Star-Jet.' Players deliberately place balls into the two Blast-Off Holes in order to 'load' up for tremendous pay-off. Then, when Trigger Targets are hit by skill, captive balls are released with the mightiest sensations of action in pinball history—with up to 3 balls on the playfield at the same time, slam-banging scores to the astro-orbit highs players love to see."

"The Blast-Off Feature is also one of the strongest repeat play attractions ever designed into a flipper field. The ball-lifter always delivers each player his full pay-off, but balls in Blast-Off Holes remain captive, player to player and game to game, until released by skill. 'Can't watch out for the captive balls,' say the players, and in go more coins."

"'Star-Jet' is designed for solo skill amusement or competition between 2 players. Can be operated with 5 or 3 balls, with or without Match Feature. Location tests indicate that any way you operate the game top earnings can be expected."

**Hirsch Is 'Show Biz' All The Way!**

La VIEZ
WASHINGTON, D.C.—Hirsch de La Viez' Show Biz Productions is making a name for itself around the country. Last week's test run was a good-sized story in the Washington Post, the 'bible' of the political set here. Hirsch has been busy packaging Hootenanny, a current sensation, an along-side of 'Hootenanny' pingames, a current Bally game on the market similar to the games Hirsch operated for many years before departing into this full-time entertainment business.

A brochure reprinting the Post story was mailed throughout the nation last week and photos of Hirsch, alongside of personalities such as Perry Como (1 once could afford him); Thurlow Bever (a great favorite), and Peter, Paul and Mary (they're big with my college packages), shows off the showman's talents.

Hirsch de La Viez handled the excellent MOA Convention banquet show at the Morrison Hotel last September and there wasn't a disinterested coxswain in the 1,000-guest packed house.

If you want a top-talent show for $500 or a startling performances for $75—call Hirsch at R'dolph S-4215 in Wash., D.C. He'll supply either one.

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**Eastern Flashes**

The joke box rental business is a tough, but profitable one if you're geared for it. There are several prerequisites for handling, however. First off, the dealer shouldn't be three flaps up. The records should not have to be all current Top 100. It shouldn't have to be stereo, and a 5-year-old machine should do as well as anything they want. Furthermore, get some money in front always, and then sign 'em out, at no further than the week, or for the machine for one week at a slightly higher fee. This way you have no bother with disks, no complex delivery systems, and the buyer won't have any use for the machine if you take it back the next day anyway. So make life easy—rent machines to easy going people (if you can find any).

Rock-Ola's George Hincher in NYC last week following a visit to Massachusetts where he attended the Xmas party. About 150 attended, men and wives, and a ball was had by all.

Al Levine, Albert Simon's Rock-Ola man in Boston, reportedly doing a tremendous selling job in the New England area. One opd told us he knew of only two operators in the state who are buying Rock-Olas from Levine. Bob LedBlanc is working with Levine and the two salesmen make for a great team.

Si Reed expects to spend Christmas on Cape Cod. He may have news of import to the trade after the holidays.

Irv Margold of Trimount told us that the firm expects to continue hiring new employees as long as business continues as it has—Trimount now has between 45 and 50 employees working for the Canteen owned distributorship.

United distros like the 'Bank Pool.' Most of 'em haven't had them on location long enough to give actual collection reports but several have very high hopes. Among them, we heard Bolzman had his wife Ruth back from the Grand Bahamas where Irv saw a sight to brighten any vacation trip—United 'Bank Pool' installed in two of Freeport's top spots. He told us that one of the larger casinos down there has a game running with 'Skippy' and loads of other United machines on location. All doing well.

Bally's 'Moon Shot' was the first 5-ball to hit the street after the firm re-entered the field and now 'Star-Jet' appears to be the game that will put the firm into another notch. Bally is another few number behind International with the ball feature which reportedly has the customers lining up. Each new player benefits from any extra balls remaining on the field when a dime is inserted.

New England operator Bert Howell writes that today's ops average about 54 years of age and have no intention of ever going into retirement in any way. He claims the 30-50 split is wrong, the ops do not allow themselves enuf profit to re-invest, and he says ops today should first deduct the cost of equipment before any work on a commission arrangement with locations. More about this in a later issue.

The Florida ops had a ball last week (Dec. 7-8) at the Diplomat Hotel in Miami. Willie Blatt, who left last week on a 14-day cruise to Israel, led a long list of oldtime coinvets at the dinner.

Sol Lipkin left last week for a No, Carolina-So. Carolina-Georgia-Florida excursion. Expect to sell enough equipment to open up about 30 locations. And at the rate he's selling American shuffleboards and pool tables, it may take him easy for a long time.

The Munves Brothers are happy over winning the Parks Show exhibit award once again this year. They displayed the Southland 'Time Trials,' the new shoe shining machine, the 'Talking' pinball machine, and a variety of other machines. Joe Munves manned the booth.

Bill Weikel will tour the South for Fisher after the holidays "when the weather gets warmer down there and colder up here" says Bill. He toured the North in September which was smart.

Mr. and Mrs. Humbert Betti, back home in Italy after visiting with Bert Betti, his family, and the entire Bettis Family. They were here a few weeks ago for the 'Star-Jet' premiere week and enjoyed every moment. During their visit, Mr. and Mrs. Betti celebrated their 50th Wedding Anniversary, the Golden Years, and about 80 of the family members attended a celebration party in their honor two weeks ago. It was forty years ago that Humbert Betti operated equipment in this eastern area and today he has not lost the spirit of genius for guiding areas of the business to greater accomplishments. The T-preceding have not followed him, but instead have sharpened his competitive hands for doing business in a completely new era of the amusement machine. Happy Anniversary to the oldest? clinic man who is already a legend and one who is also living proof that while times may change, the skilled businessman merely adapts himself to the changing business environment.

Fat O'Malley says that the Rowe AC Jake Box sales increased 25% over 1962, this year. . . . Send your check to Monsignor John P. Kelly, Cardinal Spellman Servicemen's Club, 487 Park Avenue, NYC. . . . The Benny Bennett 'This Is All Little John' is the biggest seller (out of sheer good reason). Now here's an example of top-selling music not available on 45 rpm with the exception of the record itself. The Barbra Streisand 'Don't Cry for Me' is further than that. This genuine star-in-the-making stopped rehearsals of 'Funny Face' last week when Garson Kanin asked her to try out the Jules Styne tune 'I'm The Greatest'. And you say you don't know Mr. Lippert? Better you didn't have your morning coffee, that's important."

Murray Kaye has a boatload of Seeburg wallboxes available at a good price. . . . Allie Goldberg is offering a good deal on Wurlitzer 2700's... Rangoy has good deals on Kaye pool tables and the Redhead, bragging about the quality of his US Billiard pool table and the price plus the deal on Rock-Ola... United's 'Bank Pool' volume deal is unbelievable. . . . The Weinie Brothers will offer you an amazing 'Smokeshow' deal just to get the gig vendor out on location. . . . Mike Munves' upstairs rooms are loaded with tremendous bargains. . . . Abe Lipsky reportedly taking it easy after his attack gave Leo Rosenberg the go-ahead on special used equipment bargains, . . . Call Vie Haim at Belban for tops on your equipment for export, . . . This is the week we leave anyone and if we missed you, don't write, call (collect). We lose everything in writing. 

Cash Box—December 21, 1963
Chicago Chatter

In just one week you'll be receiving your 1963 Year-End Coin Machine & Vending Review, which highlights major events in coin and vending during this waning year. May the year 1964 be a profitable period of advancement for the coin machine and vending industries.

As we get ready to close the book on 1963 the general consensus among local tradecasters in all phases of the industry is that business was excellent. Furthermore, all indications, according to our combined sources of information, are that 1964 should be an exceptional one in most areas. Music, amusement and vending equipment sales shape up well for the coming year—and, that IS good news for everyone!

Billy Mfg. is in "orbit" again. First it was "Moon-Shot" novelty game. And, now with the "Juke Box," another gem, is going into production. Coin's "Star Jet," offering extra balls, extra action, and—as Bill O'Donnell asserted—"down-to-earth" play appeal and earning power. Prime feature, according to Herb Jones, is the new "Blitz-Off" scoring.

This holiday season there's plenty of activity in sales at Rowe AC Services, where heaviest action is on Rowe-AMIs "Tropicana" coin-operated phono. Vice president Fred Pollak is in constant huddles with Paul Huebsch and Jim Newlander. Prexy Jack Harper is presently on a whirlwind business tour.

There's big news again at United Mfg. (2 weeks in a row!). The new release is "Futura" big ball bowler, which is D Kimbrel and Herb Ghetinger announced this past week... The merry news at Williams Electronic Mfg. Corp. is still the heavy sales on Williams' "Merry Widow" 4-player flipper amusement game. President Sam Stern and sales manager Jack Mittel will host a company Christmas Party on Dec. 24 for Williams employees.

While Nate Gottlieb and Judd Weinberg will keep the Gottlieb "Flying Charlot" and "Chariot" 4-player amusement games rolling out to the firm's distributors, Alvin Gottlieb and his lovely Evelyn (and the children) are getting ready for that jet flight to Puerto Rico. Next stop will be Miami Beach where they'll vacation with Dave and Dorothy Jones, who left for the sunny climes last week (just before the snow fell here!).

As 1963 draws to a close Joe Kline, prexy of First Coin, reflects on a fine year in sales on Wurlitzer phonos and export business. Sam Kolber tells us this was one of the best export years in First Coin's history. Fred Kline is working hard trying to keep warm. The "smoke-less wonder," Joe Robins insists he is keeping to his "no smoking" resolution made months ago. Gil Kitz is still an abstainer as well. Joe is anxiously awaiting the Chicago Bears' clinching of the Western Conference Pro Football title (we hope he's right). The St. Louis Cardinals is piracy at J. H. Keeney & Co., and we're a hunch there's an exciting new amusement game in the works, although prexy Art Weinand and sales chief Clayton Nemeroff ain't a-talkin' yet. We did observe a decided increase in production in the factory.

A terrifically busy distrb in Chi is World Wide. On our last visit there we thought Nate Feinstein, Harold Schwartz, Irving Ovitz and Fred Skor would need a traffic cop to keep the operator-visitor line moving. Howie Freer reports fine steady sales in music, vending and amusement equipment.

Sam Haines, prexy of Hastings Distributors in Milwaukee, advised there will be an election of officers for the Milwaukee Coin Machine Operators' Assn. during the first meeting of the new year in the Ambassador Hotel, Monday, Jan. 13, at 9:00 p.m. Sam is president of the organization, and has been the dynamic leader of most activities for several years.

There is a happy anticipation of the New Year at Seeburg Corp. '63 was definitely a terrific sales year in music and vending equipment, according to Vice Presidents Bill Adair and Tom Herrick, and they feel certain there will be a hefty momentum in 1964. There has been a considerable increase in vending sales of late, Stan Jarocki was out of the city on business last week. Dan Collins informs that sales in the musical instrument division is keeping a lively sales pace with other divisions.

Marvel Prexy Ted Rubey and Estelle Bye continue to report fine sales on Marvel's "Slugger" counter amusement game. While visiting at Rock-Ola Mfg. Corp. we noticed that almost everyone was in last week. Answering our "roll-call" were David C. Rockola, Edward D. Dake, Dr. Dave Rockola, Donald Rockola, Art Ehrlert, Frank Q. Doyle, David Howle, Jack Barbera and Frank Schulz. Les Rieck was, as usual, out of town on business. George Hincher left for NYC, New England, New Jersey and home on a rush trip east.

An upbeat and optimistic report was received from Johnny Franz of J. F. Franz Mfg. Co. Ho and sales manager Don Congdon look to 1964 for peak results with their counter amusement games. We're anticipating big news at Midway Mfg. Co. any hour now, where Hank Ross, Marlene "Iggy" Waberton and Bob Jones are in a big huddle... We were shocked to learn from Dick Esterquest of Brommer & Haas Ad Agency, that Bob Haas and Ollin Hoskins were seriously injured in an auto crash in Oklahoma while on a hunting trip there.

Eddie Ginsburg, prexy of Atlas Music Co., is looking forward to the approach holiday season with delight. One of the big events in 1963, as far as he's concerned, is his re-acquisition of Atlas Music Co. Also, he has surrounded himself with a capable group of co-workers in Bob Fabian, oldtimer at Atlas, Bill Phillips, Stan Levin, Chuck Harper, Joe Kyken and Mort Jacobs. Eddie is looking forward to a very prosperous New Year.

Mort Levinson reports continued excellent sales with Gottlieb's "Flying Charlot" 2-player pinball amusement game in this area. He and National Coin President J. J. Gottlieb enjoyed a good export year, with prospects of more of the same in '64... Herb Perkins, Prexy of Preveyor Distributors, is off on one of his numerous jet jaunts to the West Coast, and will be back home for Christmas... Corinne, Jimmy Johnson's "Gal Friday" at Globe Distrs info his big move in '63 to new headquarters (where World Wide used to be) was a good luck move for them, which has been business that has been that great ever since.

Cosh Box—December 21, 1963

NEW MONEY MAKER

MERRY WIDOW

4 PLAYER GAME
ADJUSTABLE 3 or 5 BALL PLAY

We take pride in announcing these
EXCLUSIVE WILLIAMS FEATURES

NEW DRUM UNITS— Trouble-Free, Fast Acting — More Positive
NEW COIN SWITCH (Footproof)
NEW FINGERTIP CONTROLLED LATCH-LOCK PLAYFIELD just
lift/turn/and raise playfield

1. 2 MOVING TARGETS SCORE 10 TIMES VALUE, WHEN HIT. 2. 2 SHOOTERS FIRE BALL FROM BOTTOM AT MOVING TARGETS.
3. 2 DROP TARGETS INCREASE VALUE OF MOVING TARGETS.
4. TOP BUMPER SCORES 100 POINTS, WHEN HIT.
5. 4 JET BUMPERS SCORE 10 POINTS, WHEN HIT.
6. TWO WAY MATCH FEATURE.
7. 2 Flippers and Bellseye Targets. Available with Twin Chutes.
8. Plastikote Finish Playfield. Locked Cash Box. • Slug Rejectors.

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William's ELECTRONIC MANUFACTURING CORP.
4242 W. FILLMORE ST. • CHICAGO 34, ILLINOIS
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A Feeling Of Unity Spreads Thru New England

BOSTON—The activity in the New England area these weeks is moving at a faster pace because of two reasons. First off, the New England operator is at last organized, under the formation of the Coin Machine Operators of New England, headed by Russ Mawdley. Secondly, the operator is aware of his problems as crystallized by the association leaders who have received staunch MOA backing.

Last week more than 150 people turned out for an annual shindig in Springfield, Mass. and although most ops were from the immediate area, the feeling was evident that throughout the 6-state section of the country (Connecticut has its own state association) there is a spirit of unity.

Mr. Mawdley is a director of the newly formed group, and an industry-minded individual with years of experience have taken the reins and intend to guide the operators toward definite goals. Mrs. Millie McCarthy has lent a hand hereabouts. Before Bob Blundred left MOA one of his final projects was to organize this area and he did. Copies of by-laws from other associations, the Constitutions of going organizations, and the parliamentary procedures necessary for orderly meets will be studied by the newly elected officials. Contributions have already begun to roll in. $175 in checks were collected the night of the initial meeting. The Western Massachusetts Guild pledged another $50 toward support. All members will automatically become dues-paying members of MOA. And herein lies the vital link in a chain of organization which must be strong enough to combat national legislation. The current Celler Bill is still awaiting attention by the House Rules Committee. It has never progressed this far before. Recent events in Washington, DC concerning intensity of Civil Rights interests, the assassination of our late President, and now the whirlwind activities of President Lyndon B. Johnson, have clouded, if not slowed the action on the juke box operator exemption battle. This will not always be the case. Before the present Congressional session ends, intensified efforts will be directed with Rules Committee passage the goal of ASCAP and the licensing lobbies. The coin machine industry defense must be strengthened, says its leaders. It is the formation of the New England association here, and the newly formed New Jersey Council, which must serve as the needed force to push back the current Celler Bill advocates, they claim.

The coin machine industry has never appeared as strongly organized. And the Celler Bill has never before appeared as a bill which could very well continue its march through the legislative halls. The juke box factions say they will halt this march.

Earnings hit new high altitudes with Bally

WITH SENSATIONAL NEW BLAST-OFF EXTRA BALLS FEATURE

"Extra Balls with Extra Action" tells the story of the Blast-off Feature. Player shoots balls into 2 Blast-Off Holes to "load up" for future scoring power. Trigger Targets are hit by skill, captive balls are released with mightiest megatons of action in pinball history, with up to 3 balls on playfield at a time, slam-banging scores to the astro-orbit highs players love to see.

Strong Carry-Over Coaxer

Ball-lift delivers each player full count of balls (5 or 3), but balls in Blast-Off Holes remain captive, player to player and game to game, until released by skill, promoting "can't-waste-captive-balls" repeat play.

Speedy, positive SCORE-COUNTERS

...time-tested in thousands of busy Bally bowlers and shuffle alleys. insure true count, fastest totalizing, fastest reset, speed up play, increase average hourly income. Buy Bally flipper games for highest earnings and lowest operating costs. Try new Bally STAR-JET today.

See your distributor or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60614, U. S. A.

NEW UNIVERSAL TRANSFORMER AND MOTOR

OPERATE ON EITHER 60 OR 50 CYCLES 115 V OR 220-240 V.

NEW E-Z LATCH FRONT ACCESS LAMP REPLACEMENT

When the New England coin machine operators were organized (CB Nov. 30) at a November 18 meeting in Norcham, Mass. several individuals were present who paved the groundwork. Among them, above, l. to r. Dave Baker, a Boston operator; Irwin Hargraves, Trimount VP, a leading distributor; Bob Blundred, former Manager of MOA who resigned just two weeks ago; Mrs. Millie McCarthy, head of the New York State Association; and Bob Jones, Sales Mgr. of W. S. Distributing and veteran coin machine leader. The group at right represent some of the 40 individuals who attended from all over the 5-state area.

Cash Box—December 21, 1963
Sinatra - Basic' Leads Little LP Sellers

NEW YORK—Frank Sinatra is the favorite of the operators using Little LP records today. That's the word from Seeburg who keeps close tabs on which Little LP's sell, and which ones lay idle.

The 'Sinatra-Basic' is enjoying corresponding sales success on the Cash Box Top 100 Album charts. Second top seller on the Little LP "chart" is Barbra Streisand's Little LP with her first release and you can bet that the second one "The Second Barbra Streisand Album" will hit the top once its in Seeburg's catalog. Down the chart go the names—Andy Williams, Fats Domino, Buddy Morrow, Brenda Lee, Connie Francis, Martin Denny, Jonah Jones (top seller in jazz), Peter, Paul and Mary (top folk sellers) and other talents all made available via the Seeburg Little LP program. Following is the latest release list from Seeburg:

Top Gun' New Machine

CHICAGO—Reports out of Chicago during the Park Show indicated that a new arcade game "Top Gun," a game patterned after the recent "Fast Draw" was going into production at the Taylor Manufacturing Corporation at the Taylor Manufacturing Corporation in Beverly Hills, California.

John Gibbs, President of the company, was unavailable for comment. The gun is a coin-operated device and was reportedly displayed at the recent Parks Show here.

Cash Box—December 21, 1963
MISCELLANEOUS—$18.00 professional comedy—Ideal laugh library in show business. Free analysis. Write: GREEN LAUGH, 1120-1350 S. E.—ATLANTA 16, GA. (Tel. 325-7411)

ROWE ACES SERVICES

CABINET ACRES—Syrup 297—106th Ave. W. & S. 27th St. (Tel. 241-2175, 241-2176)

WILLIAMS MFG. CO.
Merry Widow 45" (12/5)

THE DURBEN CORP.
FPLC-4—Stereo LP Combo, 160 Selections
FPLC-18—Stereo LP Combo, 160 Selections
FPLC-1—Stereo LP Combo, 160 Selections

WESTERN NORTH CAROLINA—MARCH 15, 1963

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**UNITED'S FUTURA BOWLING ALLEY**

NEW, FLASHY, COLORFUL BACKGLASS

**BY POPULAR DEMAND**

Big 4-REEL Scoring in the THOUSANDS in Dual Flash - Flash - Advance

3-REEL Scoring in REGULATION AND REGULATION CHAMP

NEW, MODERN CABINET STYLING

New Super Sound-Proofing Insures QUIET Bowling

**FLUORESCENT LIGHTING**

Handicap Feature

EASY STRIKE OR NORMAL STRIKE

Standard 10¢ Play

DOUBLE-NICKEL - DIME - QUARTER

HALF-DOLLAR PLAY

(Optional at Extra Cost)

STAINLESS STEEL ENCLOSURE

1 TO 6 CAN PLAY

Available in 13 FT. and 16 FT. Standard Lengths

4 FT. and 8 FT. Sections are available to increase lengths as desired

See United's Fabulous New

**NOW AT YOUR DISTRIBUTOR**

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

13 Ft. Shipping Weight (Crated) 740 lbs.

16 Ft. Shipping Weight (Crated) 775 lbs.

ORDER FROM YOUR UNITED DISTRIBUTOR TODAY!

UNITED MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UMCO
"You do the darndest things, baby..."

Remember that one? Or how about "Stompin' at the Savoy," or "Pennies from Heaven"... top tunes from back in 1936. The year we introduced one of our "big hits," too... the Rock-Ola Multi-Selector, "America's finest phonograph... at America's lowest price." And here's what we said about it then...

"...just two tools. An ordinary pair of pliers and a tiny, dime store screw driver. That's about all you need to keep your Rock-Ola Multi-Selector in perfect running order 24 hours a day throughout the year. This is because the Rock-Ola Multi-Selector is so well built. So solidly constructed. Its entire assembly is a masterpiece of simplicity. All useless parts—all excess grief and baggage—have been done away with. Only the necessary elements remain. That's why you can always depend on your Rock-Ola Multi-Selector to perform smoothly and satisfactorily."

Years pass. Fads change. So do people, products, and even entire companies. Yet, for us one thing has never changed. Outlined in that brief passage is our philosophy of manufacturing which has remained the same for nearly 30 years. Pure and simple concepts of engineering... a tradition of excellence which has made Rock-Ola the most respected name in phonographs... a tradition well-represented by our new 1964 Rhapsody II and Capri II De Luxe Stereo-Monaural phonographs. See them at your Rock-Ola Distributor's today!