Although the Beach Boys (Brian, Dennis and Carl Wilson, Mike Love and Al Jardine) have only been recording together for two years, they are currently one of the hottest groups in the industry. The quintet is currently well represented with a double-sided hit, "Be True To Your School" and "In My Room," and four LPs on the best seller list. The five versatile youngsters also are responsible for composing and arranging all material heard on their records. Brian Wilson, leader of the group, and his cousin, Mike Love, have collaborated on every hit the group has had for Capitol, which includes such smashes as "Surfin' U.S.A.," "Surfer Girl," "Surfin' Safari," "Little Deuce Coupe," and "Shut Down." Greatly responsible for making the surfing craze a national phenomenon, the Beach Boys were also among the first in the driver's seat for the current hot-rod craze.

www.americanradiohistory.com
A Tremendous Record!
233,800 Sold in the First 2 Weeks!
Andy Williams "A Fool Never Learns" 4-42950

Columbia Singles Sell
1963

1963 probably won’t be considered one of the record industry’s most exciting years. Especially not from the profit aspect. But it certainly was anything but a dull year.

The biggest to-do of the 1963 record year took place behind the scenes—away from the public’s eyes and ears. During the past year the industry awakened to the fact that it was selling price and not product. And the first concrete steps to stem the tide were taken. “Profitless Prosperity” became a household phrase in the trade, as did “Price Stabilization” and “Age of Reason.”

Chaotic, Dual Distribution, Soft Market, Trade Practices Conference, FTC, Illegalities, Robinson-Patman and Sherman Anti-Trust were other well-known words during ’63.

Record distribution faced its roughest shakedown in more than a decade. And “Consolidation,” another key word of ’63, meant closing-up of many distribution points across the U.S.

There was also a noticeable lack of new indie labels entering the business and “making it” during ’63. (We don’t think of one that did it with any consistency.) Most producers of strong disks chose to turn their masters over to established companies that could handle the financial problems (better known as collections).

But moving from behind the scenes to center stage, the most dominant musical factor of the ’63 pop record world was “Folk Music.” It was a big year for Peter, Paul and Mary, Joan Baez, Bob Dylan and a host of other folk veterans and newcomers.

Sufin’ Music had a solid fling in ’63 and brought forth the Beach Boys and Jan & Dean. Hot Rod Music also became a fad. A dance called the Monkey made Major Lance a name artist.

Left field honors belong entirely to Soeur Sourire, the Singing Nun, probably the most charming addition the pop musical spectrum has witnessed in years. Comeback-Of-The-Year honors must go to Al Martino.

“Good Music,” as the industry calls the sweet song, also made a solid showing last year thanks to Tony Bennett, Nat Cole, Andy Williams and a handful of others. Comedy-wise the year belonged to Allan Sherman and the Smothers Bros.

New teen idols were headed by Bobby Vinton and Leslie Gore. The unanimous adult idol was Barbra Streisand whom everyone discovered in ’63. The idols of the indie producers were Phil Spector and Berry Gordy.

1963 was also a big year for: the message song; the LP which depended upon the single; Dynagroove; Sukiyaki; Frank Fontaine; Nashville and the Nashville Sound; Dion; Arthur Fiedler and the Boston Pops Orch. on the pop LP charts; the “West Side Story” LP; Joan Sutherland; Bossa Nova; the Four Seasons; Robert Goulet; Nancy Wilson; and duets such as Nino & April, Paul & Paula, Steve & Eydie, Dale & Grace, Getz & Byrd and Los Indios Tabajaros. It was also a big year for Cash Box which published the record world’s biggest issue ever—the 21st Annual Directory Edition.

And it was another year in which the million selling single was hard to come by.

There was also a tragic touch of irony in the ’63 record year. The year opened with the public laughing at Vaughn Meader and his impersonation of the head of the nation’s “First Family”—President Kennedy. And it closed with the public listening to LP tributes to the assassinated leader.
35. The Boy Next Door
36. Wonderful Summer
37. Walking the Dog
38. Stewball
39. Little Red Rooster
40. Anyone Who Had a Heart
41. For You
42. It's All Right
43. Bon-Do-Wah
44. Tra La La La Suzy
45. In My Room
46. For Your Precious Love
47. I Have a Boyfriend
48. I Gotta Dance to Keep from Crying
49. Bad Girl
50. Baby, I Love You
51. Long Tall Texas
52. The Marvelous Toy
53. Girls Grow Up Faster Than Boys
54. You Don't Own Me
55. Deep Purple
56. Baby Don't You Weep
57. In the Summer of His Years
58. Sugar Shack
59. As Long as I Know He's Mine
60. Twenty-Four Hours from Tulsa
61. Maria Elena
62. The Little Boy
63. You're No Good
64. What's Easy for Two
65. Today's Teardrops
66. Rags to Riches
67. It's All in the Game
68. Charlie
69. Pain in My Heart
70. Watch Your Step
71. What Kind of Fool (Do You Think I Am)
72. Please
73. I Wonder What She's DoingTonight
74. The Shelter of Your Arms
75. A Letter from Sherry
76. Come in the Back Door
77. Washington Square
78. Tonight You're Gonna Fall in Love With Me
79. Come Dance with Me
80. A Fool Never Learns
81. When You Walk in the Room
82. The Cheer Leader
83. Bossa Nova Baby
84. True Love Goes on and On
85. Living a Lie
86. I Can't Stop Singing
87. Soul Dance
88. Summer Breeze
89. Daddy, You Can't Fool Me
90. July's Gone
91. A Fool Never Learns
92. When You Walk in the Room
93. The Cheer Leader
94. Bossa Nova Baby
95. True Love Goes on and On
96. Living a Lie
97. I Can't Stop Singing
98. Soul Dance
99. Daddy, You Can't Fool Me
100. July's Gone

Composed by Cash Box from leading retail outlets.
Another Original Cast LP from

"As fine an example of original children's theater as the city has to offer"

COOK—NEW YORK TIMES

PACKED WITH GREAT POP BALLADS!
London Record To Fly U.S. Distrib To England For New Product Sales Meet

NEW YORK—London Record Distributors from all key U.S. markets will meet in the label's namesake—the city of London—for a sales meeting from Jan. 9-11. The label has booked passage for more than 60 guests to attend the confab, which will take place in the new, ultra-modern Decca house, home of London's parent company, English Decca.

Cash Box Names Rep For Spain

Federico Halpern

MADRID—Cash Box has named Fel- ciano Alonso and his company as its representative in Spain. He will supply the magazine with a monthly music business column from that country plus a Best Sellers list. Halpern entered the Spanish disk scene recently, beginning with a review column in a weekly magazine about films and music. He started two deejay programs with records culled from the international market.

He left radio work to start, in April, 1962, the only magazine in Spain devoted exclusively to records. Discovered of whom he is now technical manager and editor. His initial work for Cash Box was the Spanish year-end wrap-up in the Dec. 26 special.

C/P-Robinson Deal

NEW YORK—An agreement has been reached between Cameo-Parkway Records and Harold Robinson for future releases on the Parkway label of all Robinson discs, including those by Patty LaBelle & The Bluebelles. Robinson will remain as president of "Down The Aisle" on Robinson's Nicetown label. First deck under the deal is "Up, Up and Away" to their hit, a reading of "You'll Never Walk Alone." Robinson will produce the label's sides for Parkway. He's discontinuing the operation of Nicetown. Patty & The Bluebelles had a top hit awhile back in "I Sold My Heart To The Junkman."

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NEW YORK—Warner Victor has announced the release of eight Red Seal LPs during the month of January.

The new issue includes "Fallas: El Amor Brujo; Dos Piezas; De la D'Este" with Leonette Price, Fritz Reiner and the Chicago Symphony Orchestra; Mozart's "Piano Concerto No. 20" with Artur Rubinstein and orchestra conducted by Alfred Wallenstein; Mozarts Symphony in D minor, and "Eine kleine Nacht-musik" with the Boston Symphony Orchestra conducted by Erich Leinsdorf. "Popular Classes For The Spanish Guitar" with Julian Bream; Etc. Friends will also see the Light,« Symphony Orchestra conducted by Malcolm Sargent with "Women In My Life" by Sergio Franchi.

MGM Signs Hank Williams, Jr.

NEW YORK—Hank Williams, Jr., son of the late, great singer-songwriter, has signed to MGM. The label has started commercial negotiations with the label's midwinter product and plans to release this album along with new product for dealer re-stocking. The debut albums feature the label's midwinter product and plans to release this album.

Vernon "Buck" Oglesby has been named as national sales manager for the label. He previously worked for Capitol Records, the label's midwinter product and plans to release this album. He will take up residence in Nashville, Tennessee, along with the team's sales force with the label's midwinter product and plans to release this album. He will take up residence in Nashville, Tennessee, along with the team's sales force.

Decca Sets Sales Meet For N.Y., Hollywood

NEW YORK—Decca Records holds two sales meets this week (30) in New York and Hollywood to acquaint the company's independent distributors with the label's midwinter product and plans. Decca will also be releasing three new models in a popular price range.

The home office delegation to the New York meeting will be led by Syd Goldberg, Decca's west coast manager, with a staff of national sales, while the west coast contingent will be headed by Claudio Bruno, Decca's west coast manager.

Meet will take place at the label reports one of its strongest selling periods in recent history.

Ben-Ven To Cut Hodges For Releases On MGM

NEW YORK—Eddie Hodges moves over to the MGM label via a deal with Nick Venet-Fred Bessen indie producer. Hodges' recent releases on Ben-Ven Productions are notable.

Hodges, who had a number of successful teen-market singles, has signed to MGM and is working on a project with Ben-Ven, which also has an interest in the label. Hodges' debut with MGM will be in the studio this week, for a release a short while later in the Ben-Ven label, the 17-year-old singer-actor had such hits as "I'm Gonna Knock On Your Door," "Bandit Of My Dreams" and "Girls, Girls, Girls, Made To Love." After his Ben-Ven stint, he cut for Columbia Records.

Decca Opens Its Own Branch In Memphis

NEW YORK—Decca Records' 20th and final branch house has been opened in Memphis, Tenn. Whitey Ford, vice-president of Syd Goldberg, label and general sales manager.

Also in the past, the Decca Coral and Brunswick labels have been previously distributed in this city by RCA. Jack Warren, Cora Goldberg said that the existing sales organization in Memphis will remain intact as the company-owned branch under the direction of sales manager Jack Brown.

Branch officially opens its doors for business this Thurs. (2) at 668 S. Main St.

Mercury Pacts Jerry Wallace

HOLLYWOOD—Jerry Wallace has signed a long-term contract with Mercury Records. In the past, the label released his records, but the contract with Mercury will be a long-term one. The label's midwinter product and plans to release this album.

On the Challenge label, the songstress came through with such chart items as "Primrose Lane," his first hit, "How The Time Flies," and "Shutters & Boards."

Motown's '46 Expansion Plans Include C&W And Comedy Disks

DETROIT—Berry Gordy, Jr., president of Motown Records, has announced a series of moves of one part of the company aimed at capturing an even larger share of the pop market.

According to Gordy, the company will begin to focus its activities in the area of pop music, country, western and folk music. The company will release a number of comedy albums next year.

Barny Als, vice-president of Motown Sales Corp., said that the company is now hearing from its child singing star Bobby Breen for the pop field and that motion-picture funnyman Stephin' Fetchit is currently completing a comedy album for release early in 1964.

The Melody label, which involves country, western and folk music, is being bolstered with the addition of singers Bruce Channel of "Hey Baby" fame, Howard Crockett and Gene Henley. Responsibility for records on this label rests with Al Klien, who operates the company's southwestern office in Dallas, Texas.

In response to the move, Ales said: "The addition of these stars is one part of a long range plan at Motown. We intend to maintain our position in the field and expand the company's distribution and enter into new areas in the U.S. market. We are now making plans for albums, radio and record sales to move into the areas of spoken word albums, broadcast cast albums and specialty material.

"Disque" Clubs Budding In U.S.

NEW YORK—A popular form of European night-club entertainment—disk playing for dancing—is making some headway in the U.S.

One New York club, The Village Vanguard, the popularity of the "Disque" club recently began spinning disks—complete with "deejay"—recently began spinning disks—complete with "deejay" programs. The club also has a "disque" program on the air.

Now out on the west coast, "Whisky Disque" will premiere on Los Angeles' Sunset Strip Jan. 15, according to the club's manager.

Formerly The Party, the club was recently purchased by Davis Enterprises, who operate the Strip's Crescendo and Interlude clubs.

Said to be the first west coast night-club to intersperse "live" and automated programs, the club will do more than $50,000 worth of disk and vinyl sound equipment and speaker systems as well as remodeling the main room to meet acoustical considerations.

In addition, the club will have life-like, animated replicas of musicians that will provide the atmosphere for dancing to recorded music," Davis said. "Davis said.

He also said that the club will have live bands and disk jockeys that will provide a sequence of moves on an "extensive" record library to be kept at the club.

The club's disk-playing policy will be that the club will open at 3 a.m. and close at 9 a.m. every night, it will play dance music until 3 a.m., then new records until closing.

A list of "disque" night-club entertainment has caught on in Paris, Rome and other Continental cities plus some areas of South America.

Blue Note LP Deal

NEW YORK—Blue Note Records, the jazz diskery, has kicked-off a 10% discount program on all LPs. It runs through Jan. 31.

Cash Box—January 4, 1964

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Money from "The Horn"!

A sweet single of success from Hirt's best-selling album "Honey in the Horn." LPM/LSP-2733. Order in droves today!

RCA Victor

Cash Box—January 4, 1964
ARTIE KAPLAN ORCH.  
(Colinpix 717)

(B) "FIND ME FROM THE VICTORS (My Special Dream)"  
(2:03) [Screen Gems — Columbia BMI — Talmage, Wilkenson, Hammerstein]  
This recently debuted lick has a pretty main-theme, and it's done in a kind of arrangement reminiscent of the recent Kid Windig hit, "More." Despite the orchestra's easy interest in many a deejay, Top 40 or otherwise.

(LIFE GOES ON"  
(2:20) [Screen Gems — Columbia BMI — Kaplan, St. John]  
Unburied, exotic reading of a warm melody.

THE VALENTINES (King 5820)

(B) "I HAVE TWO LOVES"  
(2:30) [Lois BMI — Valentine, Reddix to the warblers sings the exotic blues combo setting. Mostly blues-market entry.

(CAMPING OUT"  
(2:30) [Sonolo BMI — Thompson, Valentine]  
A lazy all-combo blues.

ROME & PARIS  
(20th Century-Fox 423)

(B) "BECAUSE OF YOU"  
(2:00) [Time BMI — Wilkenson, Hammerstein]  
Tony Bennett's first success goes over to the teen trade in this bright, loping, pop-style number. With the warblers and musicians. The songs doesn't get understated telling effect. Undercoats pretty, soft beat cha cha romantic that also achieve a heap of airplay.

THE ARTISTS  
(Sony BMI — Thompson, Valentine)  
A lazy all-combo blues.

THE LITTLE COQUETTES  
(Colpix 716)

(B) "LITTLE KISS FACE MORNING (A Little Kiss Each Night)"  
(2:24) [Harma ASCAP — Woods] A charming sentimental oldtimer receives a cute, teen-aged airing from the local disko disc jockey. And theLYRICS are particularly well-placed, saturated with a catchy earworm, and pretty, soft beat cha cha romantic that also achieve a heap of airplay.

(THE CAT & THE MOUSE"  
(2:24) [Rockmasters BMI — Guida, Royster] Nummy rockin' by the femmies.

THE SCHOOLHOUSE FOUR PLUS TWO  
(World Artists 1016)

(B) "WALK WALK (Blue Banana"
(2:33) [Panther ASCAP — Caiola, Skylar] A must-have for this snappy r & m-tax instrumental sound. Also included is some fetching female singing.

(THE MUSIC IS OVER"  
(2:29) [Panther ASCAP — Deane, Serino] Trumpet, not muted here, is heard in a plaintive rock-sounding setting.

THE CORNELLS (Garex 205)

(B+) "DO THE SLAUSON"  
(2:22) [Talmoradome — Salma BMI — Engel] Musicians, a quartet of which four are of famed personnel, offer a good-sounding, middle-beat, slow-tempo number for the teen crowd. Session could go serve as a kind of non-symphonic entry. United Artists is distributing the label.

(SURF FEVER "  

LIZA MINNELLI (Capitol 5103)

(B) "DAY DREAMING"  
(3:35) [Rosmerod & Bob Hillard & Day ASCAP — Hilliard, Garson] Vocalist, Judy Garland's talented daughter, gives off a teen-market exposure as she nicely warms up a pretty tune in front of the S"Oops! Non-lyric combo chorus setting. Should figure in hefty deejay attention.

(HIS WOMAN"  
SINGLES

Lesley Gore
YOU DON'T OWN ME
72206

Johnny Mathis
A GREAT NIGHT FOR CRYING
72229

Brook Benton
GOING, GOING, GONE
72230

The Chad Mitchell Trio
THE MARVELOUS TOY
72197

Diane Ray
SNOW MAN
72223

Clyde McPhatter
DEEP IN THE HEART OF HARLEM
72220

The Pixies Three
COLD, COLD WINTER
72208

ALBUMS

The Smothers Brothers
AT THE PURPLE ONION
MG20611/SR60611

TWO SIDES OF THE SMOTHERS BROTHERS
MG20675/SR60675

The Smothers Brothers
THINK ETHNIC
MG20777/SR60777

The Smothers Brothers
CURB YOUR TONGUE, KNAVE
MG20862/SR60862

Chad Mitchell Trio
SINGIN' OUR MIND
MG20838/SR60838

Lesley Gore
LESLEY GORE SINGS OF MIXED UP HEARTS
MG20849/SR60849

Harry Simone Chorale
THE WONDERFUL SONGS OF FOLK
MG20855/SR60855

FOREMOST IN FINE RECORDING

WoW.americanradiohistory.com
**Best Bets**

SANTO & JOHNNY (Canadian-American 154)

- "I'LL REMEMBER (In the Still of the Night)" (2:15) [Cherokee BMI-Paris] The distinctive vocal harmonies of this song make it a standout.
- "OH BABY DON'T YOU WEEP—PART ONE" (2:55) [Jim Jam BMI—Brown] The song is a classic example of soul music.
- "OH BABY DON'T YOU WEEP—PART TWO" (2:50) [Jim,—Brown] The song is a continuation of the first part.

JAMES BROWN (King 5842)

- "OH BABY DON'T YOU WEEP—PART TWO" (2:50) [Jim Jam BMI—Brown] The song is a classic example of soul music.
- "OH BABY DON'T YOU WEEP—PART ONE" (2:55) [Jim Jam BMI—Brown] The song is a continuation of the first part.

RIVERIAS (Riveria 1401)

- "CALIFORNIA SUN" (2:21) [Lloyd — Logan BMI—Glaver] The song is a classic example of soul music.
- "RR GOOSE STEP" (2:19) [Sidney BMI—Plastics] The song is a classic example of soul music.

MCCARTY (Capitol 5100)

- "GONE" (2:32) [Sidney BMI—Plastics] The song is a classic example of soul music.

TONY ROMAN (Capitol 5101)

- "LET'S BE FRIENDS" (2:00) [Sidney BMI—Plastics] The song is a classic example of soul music.
- "WHAT'S THE DIFFERENCE" (2:30) [Sidney BMI—Plastics] The song is a classic example of soul music.

BUDDY KNOX (Liberty 55650)

- "LITTLE ORANGE CRESCENT" (2:50) [Sidney BMI—Plastics] The song is a classic example of soul music.

BRUCE AND TERRY (Columbia 42956)

- "CUSTOM MACHINE" (1:30) [Sidney BMI—Plastics] The song is a classic example of soul music.
- "MACHA AT MIDDAY" (2:15) [Sidney BMI—Plastics] The song is a classic example of soul music.

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**Cash Box**

**Pick of the Week**

**LEAVING HERE** (2:30) [Jabote BMI—Holland, Dozier, Holland]

**BRENDA** (2:30) [Jabote BMI—Holland]

**EDDIE HOLLAND** (Motown 1052)

Holland can again make Top 100 news as he turns out another potent Motown session. He and producer Clarence Paul have teamed up again to bring forth a ballad which will appeal to many fans. "Leaving Here" is a soft, tender ballad that will get under your skin. The melody is simple and easy to follow, and the vocals are perfect.

**The Diplomats** (Arock 1004)

- "HERE'S A HEART" (2:30) [Sidney BMI—Plastics] The song is a classic example of soul music.
- "OH BABY DON'T YOU WEEP—PART TWO" (2:50) [Jim Jam BMI—Brown] The song is a classic example of soul music.

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**Cash Box**

**Record Reviews**

- **Best bet B+ very good B GOOD + Cmediocre**

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

**Cash Box**

**January 4, 1960**
PHILIPS RECORDS

Good music is good business!
Philips Records proved it once again in '63 with a string of hits that made us one of the hottest labels in the industry. But we couldn't have done it without the great dealer cooperation, the terrific deejay play and the encouraging reviews that backed up our releases. For all that, and to all of you, Philips Records says "Thank You" and promises more of the same in '64.

- Our thanks to Philips-Brussels, Belgium for the superb recording enabling us to produce this history making Connoisseur Series L.P., "The Singing Nun."

- Our thanks to Sister Luc-Gabrielle, The Singing Nun, for making her talents available. And to her guitar, named Adele.

- Our thanks to the Convent in Fichermont, Belgium, for allowing Soeur Sourire to give of her talents.

- Our thanks to the dealers, deejays and reviewers who have helped "The Singing Nun" become the Number One L.P. in America and have helped make Soeur Sourire one of the best loved artists in the entire world.

- Our thanks to Ed Sullivan for bringing Soeur Sourire to American TV fans via his show, January 5.

- And finally, Philips wishes all of you a happy and prosperous 1964!
Epic Releasing Disks
By Dave Clark Five

NEW YORK — Epic Records has acquired U.S. distribution rights to discsings by England’s hot Dave Clark Five. Hit vocal-instrumental combo, according to Bob Morgan, exec A&E producer.

The current is now no. 4 on England’s Best Sellers chart with “Glad All Over,” which will be Epic’s first release by the team.

Sound of “Glad” is termed “Mersey (pronounced Mersey) with the Liverpool Beat, England’s teen sound rage.

With the acquisition of the Dave Clark Five, Epic currently represents three major EMI artists in the U.S. The other two are Cliff Richard and Rolf Harris.

London Bows “Prince & Pauper”

NEW YORK — London Records has announced the release of its newest original cast LP “The Prince And The Pauper,” the New York children’s musical currently playing off Broadway.

The score for the “Pauper” was written by George Fincher who twenty-five is one of the youngest composers to have the credits of an original cast LP on a major label.

The discry is promoting the LP. Epic currently displays in show displays and in-person radio and TV appearances.

CHICAGO — Philips Records has found its answer to The New Christian Missions group is called The Serendipity Singers, who number nine members, one less than the Christians. Among the members of their pact, Philips was made last week, by Lou Stiglitz of national sales management, and Fred Weintraub, president of the crew.

In a rush-releasing its first product by the Serendipity Singers, to which Lou Stiglitz, chairman of the board, has a “depth program of promotion and publicity.”

One of the reasons that prompted the label to seek the group’s response to a two guest shot appearance, on ABC’s “The Spirit of ’76.”

They’re likely to appear at least 10 more times on the popular folk show. Also on tap are major radio engagements, including Chicago’s “Mr. Kelly” in January.

SOMETHING IN THE NIGHT

46-286

The brightest stars are on PRESTIGE

1st pick jazz & R & B single — top hit in Chicago

THE BEST IN FOLK / THE BEST IN FOLK PRESTIGE

THE BEST IN JAZZ / THE BEST IN JAZZ

Hits Of The Week

GON’ AWAY

46-828

LIGHTNIN’ HOPKINS

breakout in Detroit — top blues single... -...SEED SHACK

NEXT WEEK: GENE AMMONI... hut jazz & R & B single — top hit in Chicago

ROCK CANDY

46-273

JACK MOUNT

we predict top 50 chart action in January still bubbling...

CRIB THEME

46-281

PREMIER RECORDS INC.

1153 S. Washington Ave.

Bergenfield, N.J.

TOP GOSPEL LP’s!

Nashboro 7016

“THE CONSOLERS”

Including their great rendition of “WAITING FOR MY CHILD”

JUST ISSUED!

“SONGS OF THE GOSPEL”

BROTHER JOE MAY’S NEW GOSPEL ALBUM

Nashboro 7017

New Blues Release

DON’T MISTREAT ME BABY

LIGHTNIN’ SLIM

Excelsior 3240

NASHBRO RECORDS

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THE BEST IN POP / THE BEST IN POP PRESTIGE

THE BEST IN R&B / THE BEST IN R&B

PRESTIGE RECORDS INC.

203 So. Washington Ave.

Bergenfield, N.J.

12

NEW YORK — 1963 was a gold-record year for Columbia Records. This solid sales achievement for the discry is a highlight of the year’s end statement by Columbia president Goddard Lieberson, announced to the trade last week.

Lieberson stated that the year also marked the 20th consecutive year in which the label proved to be the disc industry’s sales leader.

As for the year ahead, the exec declared: “The growing world-wide market in Columbia’s LP catalog; and artist roster, the division’s successful cost reduction programs, and improved distribution and manufacturing operations indicate an extremely favorable forecast for future sales and profits.”

Looking back to the results of 1963, Lieberson pointed to the following gold-record LP’s (certified by the RIAA for sales of $1 million or more): Tony Bennett’s “I Left My Heart in San Francisco”...

By Brubeck’s “Time Out,” the “Foxy & Bess” soundtrack, five LP’s featuring and co-contractor Ray Coniff, Mitch Miller’s “Folk Song Along with Mitch,” Andy Williams’ “Days of Wine and Roses,” Handel’s “Messiah” by Eugene Ormandy and the Philadelphia Orchestra... “Lord’s Prayer” with The Mormon Tabernacle Choir...

The Miller set was RIAA’s 100th gold-record award, 39 of which belong to Columbia, the exec stated.

Lieberson also noted such other major LP success stories as Barbara Streisand’s first two albums, “The Barbra Streisand Album” and “Second Barbra Streisand Album,” both certified gold in late November; Andy Williams Christmas Album,” which has sold more than 300,000 copies since its debut on Oct. 1.

On the singles end, Lieberson stated that the release of singles “rose sharply in 1963” with hits by Tony Bennett, Johnny Cash, Dion DiMucci, Sylve Gorme, Frankie Laine, Steve Lawrence, The New Christy Minstrels, Patti Page, The Rino Cords, Millie Robbins and Andy Williams. As for the major foreign international releases, Lieberson stated that “With new distribution methods as well as recent advances in improvement of the industry’s recording and manufacturing equipment, Columbia Records enjoyed its most profitable year in 1963.”

The label’s long-range program to introduce the CBS label overseas was virtually completed in 1963, Lieberson noted, and firmly established the CBS tag in the key markets outside of the U.S.

Lieberson also noted that the label subdi was able to reach the greatest sales in its history in 1963 (see story in last week’s issue). Epic 15% increase in sales. Epic’s big sales guns were Bobby Vinton, Rolf Harris, The Village Stompers and Major, Lance, who appears with a live, the Epic affiliate.

More Sound Work Due At Philharmonic Hall

NEW YORK—Better is evidently on the way, according to Columbia Records. New York’s new Philharmonic Hall. When the hall, part of the Lincoln Center complex, opens in late 1962, a number of criticisms, mostly in the area of sound quality, were made.

Taking up the nays on the hall sound qualities, engineers went work recently and improved matters. Work was made on 136 diamond-shaped sound reflecting panels. According to a new report the sound of music at the hall still isn’t what everybody wants... Knowledge of the report, by the way is second-hand, since there has been no official announcement of its arrival, in an attempt to tackle a big problem in the correction of the deficient reflection of sound.

Complaints on the hall’s acoustics have come from Lincoln Center’s air conditioning etc., Philharmonia Orchestra of N.Y.—conductor Leonard Bernstein has never said in public he’s still not happy with the hall’s sound quality and visits the hall.

But, as Carlos Mosely, manager of the hall, following the hall’s opening in Sep 1962, a negative mail response, a house organ was received by the Philharmonic audience; no complaints has been heard since the improvements were made.

RCA Victor Buys Second Automatic Plating System

NEW YORK—RCA Victor has announced it has purchased an all-included nickel-plating system for use in its Hollywood plant. The device has been designed to be composed of all nickel metal workers and stampers in one tank process.

Victor said a government system capable of turning out 125 plates an hour was purchased, in a combination of engineering innovation and the plating line on a typical 12" stamp from New York to one hour. This decision by RCA Victor over the Automatic Process on the West Coast was one, in which the presence in the East marks a major step in the acceptance of this advance approach to record plating.

Leon Gelfand, president of Audio Mtrix.

Shaw, Fuld produce Song And Dance Rev

NEW YORK—Milt Shaw, president of Shaw Inc., Leo Fuld, one of the New York’s most successful songwriters and Henry Golden of the Ray Chair staff home have collaborated on a collection of a tabloid song and dance revue which will be titled, "The Whole World Musical When You’re In Love."
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COMMENCES JANUARY 1

COUNTRY • BLUEGRASS • SACRED • WESTERN • OLD TIME

ALL METAL
TOP 100 Albums

Cash Box
MONOURAL

January 4, 1964

Pos. Last Week
1 THE SINGING NUN
2 IN THE WIND
3 JOHN BAEZ IN CONCERT
4 THE SECOND BARBRA STREISAND ALBUM
5 WEST SIDE STORY
6 BARBRA STREISAND
7 FOLK SINGERS
8 ROY ORBISON'S GREATEST HITS
9 THE MELODY MAKERS
10 JOAN BAEZ

Pos. Last Week
11 THE SINGING NUN
12 IN THE WIND
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15 WEST SIDE STORY
16 BARBRA STREISAND
17 FOLK SINGERS
18 ROY ORBISON'S GREATEST HITS
19 THE MELODY MAKERS
20 JOAN BAEZ

COMPILATED BY CASH BOX FROM LEADING RETAIL OUTLETS

INDICATES STRONG UPWARD MOVEMENT
**Cash Box**

**ALBUM REVIEWS**

**POP PICKS**

"**DRAG CITY**"—Jan & Dean—Liberty LST7239
Jan & Dean follow up their blockbuster "Surf City" LP with this new Liberty album. A rousing set aimed at hot rodding. The boys have been consistent chart-toppers and this release should be the same success story. The hot rod sound is catchy just as "Surf City" was, and their blending of these tunes is first-rate. Side tunes here are "Drag City," "Little Deuce Coupe" and "Sting Ray." Watch it for an early trip to Chartsville.

"**BILL BLACK'S COMBO GOES WEST**"—Hi SHL 32913
Traditional western music has been popular as long as the existence of the recording industry and in recent years the music has made tremendous strides. The sophisticated aggregation of "My Buddy" in this trend to western sounds on this delightful (disk of) authentic-sounding group. The crew in fine-sounding form on "San Antonio Rose," "Deep In The Heart Of Texas" and "Red River Valley." Sure-fire chart item.

"**500 MILES AWAY FROM HOME**"—Bobby Bare—RCA Victor LSP 2835
Bobby Bare tags this new RCA Victor outing after his recent folk-sounding chart-rider of "500 Miles Away From Home," and includes eleven other tunes in a similar folkish vein. The songstress' rich, wide-range, baritone carries him in good stead as he turns in outstanding renditions of "Let Me Be the One," "Man Of Sorrows" and "What Kind Of Bird Is That." LP seems sure to pull loads of loot.

"**THE MOANIN' SAX OF ACE CANNON**"—Hi SHL 32914
Ace Cannon, frequently reported on the charts with his best-selling albums on Hi could have another winner with this package of blues-oriented instrumentals. The ace saxist effectively combines skilled musicianship and the Nashville sound as he makes his way through such goodies as "I Love You Because," "Singing The Blues" and "I Left My Heart In San Francisco." Eyes it for brisk sales.

"**OLDIES BY THE DOZEN**—Various Artists—Parkway P 7037
This strong strength is assembled in one package by Parkway. Such popular oldies as "Gee" by the Crows and "Butterfly" by Charlie Gracie date back to the early days of rock & roll. More recent successes include "Will You Love Me Tomorrow" by the Shirelles, "The Wah-Watusi" by the Or-lons, and Chubby Checker's "The Twist." Powerful sales potential.

"**THE THREEPENNY OPERA**—Original Soundtrack—London LL70061
Here is the original soundtrack recording of the film production of "The Threepenny Opera" of Kurt Weill and Bertolt Brecht featuring Curt Jurgens, Hildegard Neff and June Ritchie. The score, more than three decades old, is still fresh and remains a theatrical masterpiece. Peter Sandford's musical direction is first-rate and the cast superb in their performances of such time lasts as "Mack The Knife," "Pirate Jenny" and the "Love Me, Love Me" set merits prominent position on the cast sheet.

"**OLD 'N' GOLDEN GOODIES**—Various Artists—RCA Victor LSP 2833
Previous and white-label chart triumphs have been brought in popular LP fare for quite some time now learding this top-drawer package of vintage 45s. "This Is Strange" by Mickey and Sylvia, "The Lioness" by Ken "The King" and "A Million Miles From Nowhere." Teen record buyers should really dig the set.

"**VIENNA, MY CITY OF DREAMS**"—Richard Tucker—Columbia ML 3957
Richard Tucker sings thirteen romantic Viennese flavored tunes taken from the world's finest operettas. The Met tenor again displays a natural and role artists have combined directly to wide-range voice to such favorites as "Yours Is My Heart Alone," "In The Old-Bed Stays," "Rondo" and "Vienna, My City of Dreams." The singer contributes warmth and feeling to each tune and his loyal coterie of admirers will surely want it.

"**BE TRUE TO YOUR SCHOOL**"—Sandy Nelson—Imperial LP 12558
Sandy Nelson has earned countless laurels in the past for his distinctive, hard-driving, danceable drum strummers but this new school-oriented Imperial outing ranks as his most enjoyable set in quite a while. All the tunes here are of a classic variety including "School Days," "School Sweater" and "Graduation Day." All of Nelson's LPs should come out in droves for the package.

"**ONE GRAIN OF SAND**"—Odetta—Vanguard VR 8137
Over the years Odetta has firmly established herself as one of the "biggest" voices in the folk scene. This top-flight album, capturing the lark-guitarist's days with Vanguard, shows her dishing-up a fine program of familiar studies with all of her expected deep-moving, lyricism. Odetta shines on "Sail Away," "Busy Body," "Jive Jive" and "Come All Ye Faithful." Superb listening throughout.

"**FREDDY KING GOES SURFIN'**—King 856
Freddy King comes up with a package of instrumentals geared for teenage dancing and listening pleasure. The guitarist directs his attention to some swingin' surf/sounds for this King session and steps out brightly with a pulsating rendition of his singles click, "Hide Away," followed by top-drawer treatments of "Side Stepped," "In The Open" and "Out Front.""
CASH BOX

ALBUM REVIEWS

"PASTURES OF PLENTY" — Mike Settle — Folk Sing FLP 1003

Mike Settle is rapidly getting a reputation for himself in folk music circles with this distinctive, natural-sounding approach to folk tunes. This first-rate, folk-singing disk presents the charming guitarist reading a varied program of self-penned items and standards. Settle reaches a noteworthy professional pitch on "Pastures Of Plenty," "San Francisco Dog Blues" and "Thought I Heard My Baby Calling."

"ZITIEN GOES HOLLYWOOD" — Ruth Welome — Capitol 57 896

Ruth Welome adds to her impressive list of strong catalog albums with this LP of romantic themes from twelve standup films. The aethetist serves up beguiling readings of these lilting tunes and again proves himself a masterful musician. Easy-listening fans are out here, "Around The World In 80 Days," "The Third Man Theme" and "Three Coins In The Fountain." Her admirers will surely like the set.

"THE SWINGING 12 STRING" — Group/Glen Campbell — In 1002

Here's an interesting pop-folk set which utilizes an off-beat musical matrix of harpsichord and 12-string guitar. Veteran guitarist Glen Campbell and a group of fine musicians effectively call on a varied group of folk tunes including "Cotton-fields," "Walk Right In" and "Greenback Dollar." Imaginative folk buffs will dig the sounds here.

"A NEW BAG OF SONGS" — Bill Edd Wheeler — Kapp KL 1351

Bill Edd Wheeler sings and plays a dozen of his own compositions on this country-folk offering from Kapp. Some of the tunes here were singles hits by other artists, particularly "Desert Pete" and "The Reverend Mr. Black." The singer-composer also includes warm-toned surveys of "Jack And The Doctor's Daughter," "Dog Hot Dog Heart" and "Winter Sky." This set could win the songster a lot of new friends.

"GOIN' DOWN TO TOWN" — Peter Morse — Philips PHB 600-659

In today's pop-folk world, Peter Morse is a rare bird indeed. The young singer-guitarist has an unusual, lyrical, legit-styled approach to folk music. The effect is entirely pleasing as Morse offers such standards as "The Song Of The Ox Driver," "Delia's Gone" and "My Lord What A Morning." Kudos go to Milt Okun for some standout arrangements.

"THE HootENANNY STAR" — Jo Mapes — Kapp KL 1347

This album's tag is based on Jo Mapes smash performances on ABC's "Hootenanny" TV stanza. The lark-guitarist, who caused a mild sensation on the program, is presented here in a tasteful program of both old and recent vintage folk material. While accompanying herself on the guitar she offers some hauntingly beautiful renditions of "Kisses Sweeter Than Wine," "I Will Never Marry" and "I Know Where I'm Going." Loads of potential here.

"BAILANDO FOLK AS" — Mariachi Vargas de Tecaliitlan — RCA Victor MKS 1525

Here's a delightful, spritely disk which spotlights the distinctive instrumental talents of the Mariachi Vargas de Tecaliitlan reading a bevy of compositions on the little traditional Mexican polkas. Among the standout tracks here are "La Revoloteada," "Gimudal Victoria" and "El Zopilote Mojado." Plenty of potential here. Disc can create a stir in the U. S. as well as south-of-the-border.

"FIESTA ITALIANA" — Angelo — Verve 1382

Angelo Di Pippo, his accordion and orchestra play the melodic folk dances on this happy-sounding disk from Vesta. The verve of the accordion is upped by the tarantella, mazurka, polka and waltz on this dance-oriented package. Best of the group are "Stampa," "Isolu Lontana," "Polka Milanesa" and "L'Amore Dimenticato."

"THE ESSENTIAL GERRY MULLIGAN" — Verve V 3256

Continuing with its highly-touted "The Essential..." series Verve offers this excellent program of sturdes and originals played by Gerry Mulligan. Although only 35, the vet saxist has established himself as one of the leaders of the contemporary jazz movement. While backed by a mellow and swinging combo, Mulligan swings with all of his expected poise on "I Believe In You," "My Funny Valentine" and "Utter Chaos."

"OUTSTANDING JAZZ COMPOSITIONS OF THE 20TH CENTURY" — Various — Columbia CL 921

A host of jazzdom's outstanding musicians and composers are represented on this two-disk set. The artists offer interpretations of the foremost jazz compositions of this century. The works of Gershon, Ellington, Giaffie, Mingus, J. J. Johnson and others are performed here as they were on the original recordings. A choice item for jazzophiles, the set includes "Jazz Suite For Blues," "Three Little Feelings" and "Idiom '59 Parts I, II, and III."

"HOW MY HEART SINGS" — Bill Evans Trio — Riverside 473

The Bill Evans Trio, comprised of Evans on Piano, Chuck Isaza on bass and Paul Motian on drums, has come up with an ear-pleasing sampling of standards and originals on this album outing for Riverside. Evans' approach to jazz is lyrical, with a light touch that makes for top-notch listening. Top drawer examples here are "I Should Care," "Summertime," "Everything I Love" and "Walking Up." A potent jazz session.

"ALL NIGHT LONG" — Kenny Burrell— Prestige PR 7289

Ace jazz guitarist Kenny Burrell is effectively teamed up on this swingin' Prestige with an accomplished group of musicians including Hank Mobley (tenor sax), Frank Pizzarelli (bass and tenor sax) and Art Taylor (drums). Although the solo spotlight is mainly fixed on Burrell everybody gets a chance to display his individual musical wares. Best listening bets here are "All Night Long," "Flickers" and "Boo-Lo." Jazzophiles will want the album.

"DE PALLA: Nights In The Gardens Of Spain" — Gonzalez Soriano, piano and harpsichord soloist— Angel 6813

Mauricio De Falla's "Nights In The Gardens Of Spain" ranks high on the list of works composed in the flowing, modern classical tradition and Gonzalez Soriano beautifully reads the intricate composition on both the piano and harpsichord on this first-rate offering from Angel. The orchestra here, which is superb, is the Orchestre de la Societe Des Concerts Du Conservatoire (Paris) conducted by Rafael Fruehebch de Burgos. As an added plus the disc also contains the composer's "Harpischord Concerto."

"TELEMANN: 3 Concerti, Pro Arte Chamber Orchestra Of Munich—Redel—Westminster 17042

These newly-revised scores of D major, G major, E major and the Suite Concertante in G minor are performed for Westminster by the Pro Arte Chamber Orchestra of Munich directed by Kurt Redel who also dedicates this to Albert. The works here are typical of the 17th century chamber music compositions and are performed by the orchestra with style and taste.
BRITAIN’S "BEATLEMANIA" HAS SPREAD TO AMERICA!

ON TV: Jack Paar Show (Jan. 3, NBC-TV)! Ed Sullivan Show (Feb. 16, CBS-TV)! Already seen on Walter Cronkite News (CBS)! Huntley-Brinkley News (NBC-TV)! Featured in Time, Life, Newsweek and newspapers everywhere! Among record buyers "Beatlemania has proved absolutely contagious. Over 3,000,000 discs already in England alone. So be prepared for the kind of sales epidemic that made THE BEATLES the biggest-selling vocal group in British history! CALL YOUR CAPITOL SALES REP. TODAY!
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FIRST CAPITOL ALBUM:
MEET THE BEATLES! (T/ST-2047)
### Cash Box Top 50

**IN R&B LOCATIONS**

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<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
<th>Week 1</th>
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<td>1</td>
<td>Louie Louie</td>
<td>Kingpins</td>
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<td>It's All Right</td>
<td>Impressions</td>
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<td>3</td>
<td>Need To Belong</td>
<td>Jerry Butler</td>
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<td>4</td>
<td>When Love Lights Start Shining Through Your Eyes</td>
<td>Supremes</td>
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<td>5</td>
<td>You're Good For Me</td>
<td>Solomon Burke</td>
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<td>6</td>
<td>Leading Man</td>
<td>Crystals Cracker</td>
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<td>You're No Good</td>
<td>Billy Eckstine</td>
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<td>I'm A Boy Friend</td>
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<td>That Lucky Old Sun</td>
<td>Roy Charles</td>
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<td>The Wintertime</td>
<td>Frankie Ford</td>
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<td>In My Heart</td>
<td>Little Richard</td>
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<td>Little Red Rooster</td>
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<td>For Your Precious Love</td>
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<td>Anyone Who Had A Heart</td>
<td>Diana Wray</td>
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<td>Wow</td>
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<td>Can I Get A Witness</td>
<td>Marvin Gaye</td>
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<td>If Somebody Told You</td>
<td>Lennon &amp; McCartney</td>
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<td>I Gotta Dance To The Music Of Crying</td>
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<td>I Can't Stop Singing</td>
<td>Bobby condom</td>
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<td>Tonight You're Gonna Fall In Love With Me</td>
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<td>Buster</td>
<td>Ray Charles</td>
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<td>Stop Foolin'</td>
<td>Brook Benton &amp; Dottie Jo</td>
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</table>

**Cash Box Juke Box Ops’ Record Guide**

**ACTIVE with OPS**

- **WHO CARES**
  - Fats Domino (ABC Paramount 10512)
  - SNAP YOUR FINGERS/PUPPY LOVE
  - Buddy Johnson (Atlantic 2214)
  - TOBACCO ROAD
  - Joe Lewis (Associated 3408)

**THE PRISONER’S SONG**
- Vic Dana (Dolton 87)

**BILLY BABY**
- Used Price (Double L 729)

**WHERE THERE’S A WILL**
- Little Mack (Fame 918)

**MY HEART IS FILLED WITH PAIN**
- Little Johnny Taylor (Galaxy 725)

**HIS KISS**
- Betty Harris (Juliette 5465)

**NEW ADDITIONS TO Top 100**

- **83.—A LETTER FROM SHERRY**
  - In The Room (Pat) [1960]

- **84.—COMIN’ IN THE BACK DOOR**
  - Blue Horizon (ABC) [1969]

- **86.—TONIGHT YOU’RE GONNA FALL IN LOVE WITH ME**
  - Every Minute (ABC Paramount) [1969]

- **90.—MY ONE AND ONLY JIMMY BOY**
  - Watch Me Talk To Me Baby (ABC Paramount) [1969]

- **92.—A FOOL NEVER LEARNS**
  - Andy Williams (ABC Paramount) [1969]

**AIMED AT OPs**

- **MOON RIVER**
  - DAYS OF WINE AND ROSES
  - Andy Williams—Columbia 4-33049

- **BLUE SKIRT WALTZ JUST BECAUSE**
  - Frankie Yankovic—Columbia 4-33050

- **BIG BAD JOHN**
  - LITTLE BLACK BOOK
  - Freddy King—Columbia 4-33051

- **HEY JOE**
  - LOOSE TALK
  - Carl Smith—Columbia 4-33052

- **PEG**
  - MY HEART, PINK AND APPLE BLOSSOM WHITE
  - Jerry Murad's Harum Scarum—Columbia 4-33053

- **DO NOTHING TILL YOU HEAR FROM ME**
  - DON'T GET AROUND MUCH ANYMORE
  - Johnnie Ray—Columbia 4-33054

- **FOUR BROTHERS**
  - APPLE HONEY
  - Herman & The Hermits—Columbia 4-33055

- **SMALL WORLD**
  - A CERTAIN SMILE
  - Johnny Mathis—Columbia 4-33056

- **WABASH CANNON BALL**
  - GREAT SPECKLE BIRD
  - Roy Acuff—Columbia 4-33057

- **I LOVE YOU SO MUCH IT HURTS SLIPPING AROUND**
  - Floyd Tillman—Columbia 4-33058

- **I USED TO LOVE YOU**
  - OH BY JINGO
  - Put Your Arms Around Me, Honey/CHEEK TO CHEEK
  - You're Just In Love (Wendy's) [1966]

**Oords Make Hollywood Stop-Over**

Hollywood—Gerry Oord Sr. and Jr., Liberty-Dalton distributors in the Bencoe countries via their Dutch firm, Bosema, were in Hollywood recently. Amidst a hectic schedule the pair found time to meet songwriter Vic Dana. Pictures (left to right) above are Mike Soman of Liberty-Dalton's international sales department, Dolton packer Bob Reardon, Dana and the Oords.

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www.americanradiohistory.com
“Stay With Me,” the main theme from Otto Preminger’s “The Cardinal,” is already conceded to be one of the greatest songs ever written for a motion picture. With its superlative performance by FRANK SINATRA, it appears to be marked for immortality.

STAY WITH ME
b/w
TALK TO ME, BABY

Another significant single from reprise catalog 249

STAY WITH ME, main theme from “The Cardinal,” is published by Chappell & Co., Inc.
## RADIO ACTIVE CHART

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

(SURVEY COMPLETED TO DEC 26TH)

<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>
</tr>
</thead>
<tbody>
<tr>
<td>33%</td>
<td>Tonight You're Gonna Fall In Love With Me—Shirelles</td>
<td>Scepter</td>
<td>33%</td>
<td></td>
</tr>
<tr>
<td>26%</td>
<td>Surfin' Bird—Trashmen</td>
<td>Garret</td>
<td>92%</td>
<td></td>
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<tr>
<td>24%</td>
<td>For You—Rick Nelson</td>
<td>Decca</td>
<td>45%</td>
<td></td>
</tr>
<tr>
<td>24%</td>
<td>A Fool Never Learns—Andy Williams</td>
<td>Columbia</td>
<td>24%</td>
<td></td>
</tr>
<tr>
<td>22%</td>
<td>You Don't Own Me—Lesley Gore</td>
<td>Mercury</td>
<td>37%</td>
<td></td>
</tr>
<tr>
<td>19%</td>
<td>Snow Man—Diane Ray</td>
<td>Mercury</td>
<td>19%</td>
<td></td>
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<tr>
<td>18%</td>
<td>Um, Um, Um, Um, Um, Um—Major Lance</td>
<td>Okeh</td>
<td>45%</td>
<td></td>
</tr>
<tr>
<td>17%</td>
<td>What Kind Of Fool—Tams</td>
<td>ABC Paramount</td>
<td>25%</td>
<td></td>
</tr>
<tr>
<td>16%</td>
<td>Whispering—April Stevens &amp; Nino Tempo</td>
<td>Atco</td>
<td>81%</td>
<td></td>
</tr>
<tr>
<td>15%</td>
<td>Baby I Love You—Ronnettes</td>
<td>Philips</td>
<td>8%</td>
<td></td>
</tr>
<tr>
<td>14%</td>
<td>Little Boy—Tony Bennett</td>
<td>Columbia</td>
<td>48%</td>
<td></td>
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<tr>
<td>14%</td>
<td>Billie Baby—Lloyd Price</td>
<td>Double L</td>
<td>63%</td>
<td></td>
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<tr>
<td>12%</td>
<td>It’s All In The Game—Clyff Richard</td>
<td>Epic</td>
<td>49%</td>
<td></td>
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<tr>
<td>11%</td>
<td>True Love Goes On And On—Burl Ives</td>
<td>Decca</td>
<td>65%</td>
<td></td>
</tr>
<tr>
<td>11%</td>
<td>His Kiss—Betty Harris</td>
<td>Jubilee</td>
<td>34%</td>
<td></td>
</tr>
<tr>
<td>11%</td>
<td>Hey Little Cobra—Rip Chords</td>
<td>Columbia</td>
<td>88%</td>
<td></td>
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<tr>
<td>10%</td>
<td>In The Summer Of His Years—Connie Francis</td>
<td>MGM</td>
<td>10%</td>
<td></td>
</tr>
<tr>
<td>10%</td>
<td>I Can't Stop Talking About You—Steve &amp; Eydie</td>
<td>Columbia</td>
<td>99%</td>
<td></td>
</tr>
</tbody>
</table>

### LESS THAN 10% BUT MORE THAN 5%

<table>
<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>As Usual</td>
<td>Promises</td>
<td>Harlem Shuffle</td>
</tr>
<tr>
<td>Brenda Lee (Decca)</td>
<td>Ray Peterson (Dunes)</td>
<td>Bob &amp; Earl (Marc)</td>
</tr>
<tr>
<td>Who Do You Love Sapphires (Swan)</td>
<td>Charade</td>
<td>Comin' In The Back Door</td>
</tr>
<tr>
<td></td>
<td>Henry Mancini (RCA Victor)</td>
<td>Boja Morimba Band (Almo)</td>
</tr>
</tbody>
</table>

### Gore's Gold

NEW YORK — Lesley Gore (right) was recently presented with her first golden record for her white-back hit “It's My Party,” by Mercury A&R exec Quincy Jones. The lark, who followed-up her initial click with two

### Spreading Christmas Cheer

HOLLYWOOD—Pictured in these two photographs are popular Reprise recording star Trini Lopez as he others, is presently hitting with "She's A Fool" and "You Don't Own Me."

helped more than 3,000 crippled children enjoy their annual Christmas party which was sponsored by the Crippled Children's Society of Los Angeles. The songster is currently clicking with “Kansas City.”

Cash Box—January 4, 1964
Rayven Music Gets Lots Of '63 Disks

NEW YORK—Duke Niles’ Rayven Music has completed a successful 1963. The publisher’s big chart item this year was “Washington Square” by The Village Stompers.

Niles placed the master of the deck with Epic Records and has an indie producers deal with the label for future recordings by the group. Date was produced by Niles and Joe Sherman, who provided the musical arrangement and arrangements. Dave Kaprals, Columbia-Epic A&R Exec., took the master for Epic.

The firm also got hold of a strong good-time tune, “The Good Life,” originally a melody written by Sacha Distel for the French flick, “The Seven Capital Sin.” Top disk versions came from Tony Bennett and Kathy Keegan.

Evan also made hay during the Rossa Nova fad with a tune called “Recado Rossa Nova,” which got plenty of singles and LP coverage.

UA Pacts Danny Meehan

NEW YORK—Danny Meehan, who’ll have a leading part in the upcoming “Funny Girl,” starring Barbra Streisand as Fanny Brice, will be cutting for United Artists Records.

Under an exclusive pact, the young number-one-nitery performer will record both singles and LPs under the direction of Jack Gold. His first offering will be a singles release—due shortly—and an album will come after.

Meehan is managed by Jack Rollins in association with Charles Joffe. Rollins helped develop the careers of such performers as Harry Belafonte, Nicholas & May and Woody Allen.

Porgy & Previn

HOLLYWOOD—Irving Townsend, veep and west coast operations manager for Columbia Records, recently presented gold records to a producer and an artist for the label’s “Porgy And Bess” LP. In the top photo Sam Goldwyn is being presented with a gold record as he produced the film. In the bottom photo Townsend is presented a gold record to Andre Previn who was the conductor, arranger, and in charge of the soundtrack for the flick.

Smash Inks

Lurlean Hunter

CHICAGO—Smash Records has inked popular Chicago trombone Lurlean Hunter to an exclusive disk pact.

Lark currently stars on a daily radio program over station WBBM called “The Music Wagon,” and her recent engagement at the Edgewater Beach Hotel’s Polynesian Room was her 28th Windy City nitery engagement. In addition to nitery work, the performer is a widely used commercial jingle voice, having done ads for the Toni and the Green Giant firm.

Chris Fitch, head of Smash, said that the performer was signed to the label as part of the firm’s continuing name artist build-up and full promo and sales program behind each attraction brought to the label. The songstress has made discs for Vik, Victor’s new-defunct affiliate, and Atlantic Records.

164 Music Show

Prospectus Mailed

CHICAGO—A newly-designed prospectus for the 1964 Music Show which will be held for the first time at Chicago’s huge Conrad Hilton hotel, June 28 to July 2, has been mailed to exhibitors by the National Association of Music Merchants.

The 11 x 14 brochure details for the first time the completely designed display area layout for the big show, which is the largest musical merchandise market in the world, and reveals how space assignments will be made to exhibitors in sample rooms and exhibit spaces. Priorities for space will be honored as much as possible in the Conrad Hilton layout. Instead of the 135,000 square feet maximum for the Palm Court House, former site of the Music Show, a total of 208,000 square feet will be used at the Conrad Hilton.

5 Keys To Wand Mgt., To Cut For Scepter

NEW YORK—The 5 Pive Keys, a singing group with a number of click decks has inked a management pact with Wand Management, according to Wand’s Paul Center. They’ll be recorded by Luther Dixon for the Scepter label after the first of the year. Plans are also being formulated for a theater one-nitery and niterie tour to coincide with the release of the deck. Group’s hits include “The Glory of Love,” “Close Your Eyes,” “Out of Sight Out of Mind.”

New Single By The Hitmaker!

JIMMY REED

“ST. LOUIS BLUES”

V.J. 570

SMASH RECORDS

1449 S. MICHIGAN AVE

CHICAGO 16, ILL.

JIMMY VELVET

WE BELONG TOGETHER

ABC 10488

THE DAVE CLARK FIVE

“GLAD ALL OVER”

5-9556

THE HOTTEST RECORD ON THE BRITISH CHARTS!
New York:

Steve Lawrence and Eydie Gorme will be the hosts and Dennis James the master of ceremonies at the third annual Greater New York Central Patzky Telethon to be telecast over the Mutual stations from 5 to 11:12. The show will go on the air at 10:30 P.M. and continue for 1 1/2 hours. Dennis James has won the contest every year, and Steve and Eydie have been hosts for the past four years. But Eydie's U.S.O. tour has made it impossible for her to return this year. In her place, Katherina Keegan, still clicking after her Broadway hit, "Ain't Life Grand," will bring a touch of life to the auctioneer's rostrum. And on the air, a quarter of an hour a day, restorer Lester Rose at Hickory Records writes the label is going to preserve "something special." The label is expected to run for 100 years, and the series will end in 2091. The label will then be updated to a 2091 sound recording.

Maria Randall has tagged, on WOR-TV will also bring Gina Prexy Lark from the Barbizon May, at the Al and a long autograph session at which he sells and signs his albums with pro-nicks skedded for Jan. 15.

Concerts are being offered to singer Marvin Kain and his wife Denise on the birth of a daughter Kimberly Marie. Danny Davis has written a comedy act for himself which he will bring to the Living Room Dec. 30th to Jan. 15th. Singer Don Anthony and his troupe of performers will next tour the Paramount Publix circuit beginning Jan. 3. The charter will also visit daysays during the run on the Anthony's current single, "I Don't Wanna Feel Around."

Co-Manus and his jazz combo open at the Gordan Knot Christmas Eve and continue through Jan. 15th. Bird Rollins has a new deck on the skyline labeled, "You Lied To Me" with "Answer My Prayin" 3-D's. Maria Randall has been tapped by Armed Forces Radio Services to tape a special Christmas show to be broadcast all across to all Armed Forces Networks.

The Rock and Roll single, "When Christmas Comes." We are pleased to hear of the writer to the song, "Mirror, Mirror on the Wall" for when we should have included Harry Bentle, Ramsey and Jay Horton Harris as co-writers.

Cash Gierlach of Music Music, Inc., delighted with the exposure given, "The Aint Not Trendy," is a new Christmas deck, "The Nutty Nutcrackers." Also new is Sylva Deays, currently appearing on the Joe Franklin TV intro to interview the group, "Don't Ask, Don't Tell," "Don't Tell Me How To Do It," "Don't Ask, It's None of My Business," "Don't Be So Gentle," "Don't Ask, Don't Tell Elite." "Don't Ask Just To Come." We wonder the other day to tell us that we should have included "Don't Be So Gentle," "Don't Ask How To Do It," "Don't Be So Gentle Why To Tell Us," "Don't Ask Just To Come." Kellum on the LOC label released a new Christmas single, "Have Yourself a Merry Little Christmas," that has happened in Los Angeles, Oklahoma, Minnesota, Los Angeles, Los Angeles, Ohio, and Charlotte. This debut is a new record by the group, "Storybook Singers." An early Christmas debut was the 10th of the month by the group, "Brothers Four," their new single, "Little Boy's Christmas." The record was also released by the group, "The Four Winters." The group has released a new Christmas single, "Gettin' Ready for Christmas," that has happened in Los Angeles, Oklahoma, Minneapolis, Chicago, and Chicago. The group has released a new Christmas single, "Gettin' Ready for Christmas," that has happened in Los Angeles, Oklahoma, Minneapolis, Chicago, and Chicago. The group has released a new Christmas single, "Gettin' Ready for Christmas," that has happened in Los Angeles, Oklahoma, Minneapolis, Chicago, and Chicago. The group has released a new Christmas single, "Gettin' Ready for Christmas," that has happened in Los Angeles, Oklahoma, Minneapolis, Chicago, and Chicago. The group has released a new Christmas single, "Gettin' Ready for Christmas," that has happened in Los Angeles, Oklahoma, Minneapolis, Chicago, and Chicago. The group has released a new Christmas single, "Gettin' Ready for Christmas," that has happened in Los Angeles, Oklahoma, Minneapolis, Chicago, and Chicago. The group has released a new Christmas single, "Gettin' Ready for Christmas," that has happened in Los Angeles, Oklahoma, Minneapolis, Chicago, and Chicago.
Top 100 Singles (Alphabetized)

1. Denonet Red Ball
2. A Feeling Never Leaves
3. A Letter From Toronto
4. A Million Miles Away
5. As Long As I Know He's Mine
6. Ask Sandra
7. Baby Don't You Weep
8. Baby Love
9. Baby's Gone
10. Black Little Girl
11. Blue Suede Shoes
12. Call To School
13. Can't Get You Out Of My Head
14. Cotton In The Barn
15. Dumb Head
16. Everybody
17. For You
18. For Your Precious Love
19. Girls Grow Up Faster Than Boys (7)
20. Goodbye
21. Harlem Shuffle
22. Here You Go
23. Hey Little Child
24. Homie Tanka
25. I Can't Stop Singing
26. I Can't Stop Talking About You
27. I'm Going To Crying
28. I Have A Friend
29. I'm Leaving It Up To You
30. It's All Gonna Change
31. It's All In The Game
32. It's My Love
33. It's Only A Game
34. It's Time You'd Doing What
35. Kansas City
36. Little Boy
37. Little Red Rooster
38. Lively Live
39. Loyal Love
40. Love All Texas
41. Louie, Louie
42. Mario Elena
43. Morello Toy
44. Morocot
45. M. Jr. And Only Jimmy Boy
46. Need To Belong
47. Nitty Gritty
48. Out Of Limits
49. Pain In My Heart
50. Pickaxe
51. Popcorn & Slices
52. Prettier
53. Quickshank
54. Rags To Riches
55. Shatter Of Your Arms
56. Soul
57. Since I Fell For You
58. Son Of A Rebel Rooster
59. South Street
60. Sugar Shack
61. Surrender Bird
62. Talk Back To Lansing Lull
63. That Boy John
64. That Lucky Old Sun
65. There's A Woman In My Dreams
66. There's A Woman In My Dreams
67. Twenty-Four Hours From Tulsa
68. Um, Um, Um, Um, Um
69. Walkin' The Dog
70. Washington Square
71. Watch Your Step
72. We Belong Together
73. We Won't Do It Again
74. What's Easy For Two
75. Where The Love Light Starts Shining
76. Whispering
77. Winds And Lovers
78. Wonderful Summer
79. You Don't Have To Be A Baby To Cry
80. You Don't Own Me
81. You're No Good

Cash Box—January 4, 1964

More Sound Golds

New York—Steve Sholes (left), A & R pop vice-president at RCA Victor, presents Elvis Presley with his sixth gold LP for his "Elvis Christmas Album." Released in 1958, the LP has consistently sold over 100,000 every holiday season since its issue. The prolific hitmaker also has golden gold disks for his "Elvis Golden Records Volume II," "Elvis' Christmas Special," "Girls, Girls, Girls," and "Elvis" albums. Presley's current chart entry is "Fun In Acapulco," a soundtrack LP from his latest film. The presentation to Victor, "Elvis' Golden Records Volume III" is fast approaching the million dollar sales mark.

MRIA Offers 1st Who's Who In Tape

Chicago—The first who's-who directory in the tape recording industry has been published by the Magnetic Recording Industry Association. The preface to the 15-page directory briefly tells the history and growth of the association. Who's Who members represent more than 90 percent of the tape sold in the United States, the manufacturers of three-quarters of the pre-recorded tapes on the market, and the producers of the bulk of American-made recorders as well as a number of recorders made abroad.

MRIA has almost 50 members representing all segments of the industry, including manufacturers of recorders, raw tape, recorded tape, accessories, horns, leads and cartridges, educational recorders, language laboratories and tape duplicators.

Copies of the new directory may be obtained by writing to MRIA, 110 North Walker Drive, Chicago.

Polish Award For "Bluesette"

New York—"Bluesette," composed and performed by Toots Thielemans for ABC-Paramount Records, has been awarded second prize at the International Music Festival in Warsaw, Poland.

Written for a radio transcription in Belgium, the tune was selected as Belgium's entry in the competition. First prize went to a Russian composition.

Heading Home!

Beyond the Sea

Jubilee S463

Natl. Dist. By
JAY-gee RECORD CO., INC.
318 W. 49th St., N.Y. 36, N.Y.

EPIIC

MAHARIS MEANS BUSINESS WITH THIS SENSATIONAL NEW SINGLE!

"Sara Darling"

C/W
"It's A Sin To Tell A Lie"

GEORGE MAHARIS

Dollars For Culture

Big Thinker

Cash Box

Hollywood—Ernie Farrell (above), west coast indie promo man, is a firm believer in the power of positive thinking. Using some paper clips, tacks, and a photo of himself, the drum-heater superimposed the pie of his smiling face on an old Cash Box cover. All these preparations were designed by the imaginative publicist to give the illusion of a Farrell cover.

Trini Lopez To Play Paris' Olympia Theater

Los Angeles—Reprise Records' Trini Lopez will make his second trip to Europe in three months, this time for a three-week engagement at the Olympia Theater in Paris with the Beatles, England's number one recording group.

Lopez recently returned from an 18-day personal tour of England, Holland, and Belgium. The singer-guitarist was also awarded the Grand Prix du Disque for 1963 by the French record industry.

George Maharis

"Sara Darling"

C/W
"It's A Sin To Tell A Lie"

5-9653

George Maharis

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BIOS FOR DEEJAYS

Supremes

Tams

The Tams, who are currently hitting with "What Kind Of Fool (Do You Think I am)" on ABC-Paramount consist of five young men: Joseph Pope, Charles Pope, Floyd Ashton, Robert Smith and Horace Key. The group was discovered by Atlanta music publisher Bill Lowery and have been singing together for some nine years at night clubs, fraternity parties, etc., over a wide area of the nation.

The crew's first record, "Utie Me," was cut for a small label, yet it immediately became a nationwide hit in both the pop and R&B fields. This brought them to the attention of ABC-Paramount Records and a session was set up which produced their current chart-rider.

The Tams are presently working night clubs and theatres around the U. S., plus one nighters in audito-

Cash Box

PLATTER SPINNER PATTER

Twenty-eight years ago, WLS-Chicago began its Christmas Neighboring Cheer Drive for children hospital-ized for heart trouble. Last year, with the assistance of the American Heart Association, the drive raised more than one million dollars to finance the purchase of new and modern equipment for the John Ill. Children's Hospital in Chicago.

This year the Christmas Neighbor Program will be expanded to include all the hospitals in the state of Illinois. Contributions may be given through any local hospital association, or through the American Heart Association. Donations may be sent to the American Heart Association, 520 S. Dearborn St., Chicago 52, Ill.

Sincerely,

LEONARD CHESS

MAX COOPERSTEIN

Marshall Chess

PAUL GAYTEN

HERB GORDON

DICK LA PALM

SUMMER'S SEASON GREETINGS TO ALL

Sometimes three is not a crowd, but a well-organized team. That is always the case when the three are Diana Ross, Mary Wilson and Florence Ballard, the trio of young ladies called the Supremes. The group, which is currently riding the Top 100 with "When the Levee Breaks, Shining Through His Eyes" on Motown, have been three-year friends since their childhood days in Detroit.

The trio began to appear at local amateur shows and church socials, after being urged to do so by their high school music instructor. The three, not yet the Supremes, won a talent contest their last year of school, and in so doing, caught the ear of a talent scout from Motown Records. Not long after they were signed to the label the girls scored with their initial hit—"I Want A Guy."

The group have been streaming teamwork and harmony ever since, as they've moved up the ladder of popularity.
ALBUM PLANS

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

BLUE NOTE
10% discount on all LP's. Expires: Jan. 31.

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

LIBERTY-IMPERIAL-DOUBLE L
10% discount on four new albums on the Liberty, Imperial and Double L labels; 100% exchangeable. Effective after April 1, 1964. Payments: 1/3 payment on Jan. 10, Feb. 10, Mar. 10.

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

HASHBRO
Buy-Fight-Minus. 20% on entire catalog including new LP's. 100% exchangeable. No expiration date.

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

RESTIGE

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

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

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

A Handshake From LBJ

MISTERDAM—President Lyndon B. Johnson was pictured with some of the participants of the Connie B. Gayman and Country Show during a recent official visit to Holland (he was en route to Paris). The President is attending the U.S. Food and Agriculture Exhibition when he met members of the troupe. Shown (left to right) are Gay Willis, Willis, Mary Klick, the President and one of the introductions is Con-

GAY, producer of the show.

The Holland engagement was cut short two days when word came dur-

ing a performance that President Kennedy was dead. Vice Willis

Willis and Willis, producers of the show at the Dutch palace, received a letter of resignation from the President.

The 12-day (originally 15) country music show, sponsored by the Depart-

ment of Agriculture, was a tre-

mendous success with audience
totaling 140,000. Included in the schedule of performances was the special luncheon for President John-

son and a special luncheon given by the American Ambassador for UN diplomats at the Hague.

The tour was a command per-

formance for Queen Julianna and Prince Bernhard, and producer Gay

reported that the show fulfilled 16 requests for appearances on radio and TV and that the show was the first of its kind to be presented simultaneously on

the Voice of America, Dutch TV, Eurovision-TV, Radio Free Europe and the Armed Forces Network.

Another first in country music was made by the Willis Brothers, who record their songs in German to be re-

Trained throughout the year (Agolia label).

The opening concert will also feature a narration by composer-conduc-

tor Skitch Henderson, to be given with the performance of Schubert's "Journey Into Jazz," with text by Nat Hentoff.

New Belair Post For Phillipe Boutet

NEW YORK—During a visit to the Cash Box offices last week, Phillipe Boutet announced his appointment as assistant to Nicole Barclay, head of Belair Records and several publishing firms in France.

The appointment will be in the U.S. for several weeks for a series of business meetings here and on the West Coast.

Still At Liberty

HOLLYWOOD—Jerry Allison, one of the Crickets recording quarter and leader of the popular group, is shown signing a new long-

term exclusive Liberty Records con-

tract. Pictured (left to right) above are Buzz Cason, who will A&R up-

coming Crickets sessions, Allison and Don Hooper, the firm's A&R director. In addition to their domestic popu-

ularity, the vocalists have gained much favor internationally during their three year tenure at Liberty.

Grant Tornio, producer for Liberty, is shown with Allison and Hooper.

orchestra U.S.A. In

Brooklyn Concert Series

NEW YORK—The Orchestra USA will launch its first official concert at the Brooklyn Academy of the Arts, this week (3). The orchestra made its debut at Philharmonic Hall on Feb. 1st. Under the musical direction of Mr. Gurner Schuller, the group of musicians will play contemporary classical works fused with the American idiom. The opening concert will feature performance of John Lewis's "New York performance of a smaller Schuller jazz composition entitled works of Stravinsky, Bart, Evans, Henze and Milhaud.

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ure a narration by composer-conduc-
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THE MIRACLES

"I Gotta Dance To Keep From Crying"

TAMLA RECORDS

Chartbound

WHO DO YOU LOVE

THE SAPPHIRES

SWAN 4162

CLIFF RICHARD

FLASH BACK TO \"IT'S ALL IN THE GAME\"

5-9633

WINTER FAVORITES

LITTLE DRUMMER BOY

SCARLET RIBBONS

SLEIGH RIDE

MILLS MUSIC, INC.

New York 19, N.Y.

EPIE

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ORIGINAL SOUNDTRACKS & MUSIC FROM THE GREAT MOVIE PICTURES

UNITED ARTISTS

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BARCLAY, Records and

BURNEY, distributors.

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— NEW RELEASE —
WE'RE STARTING '54 OFF WITH A BANG! THREE HIT RECORDS
JUNIOR PARKER’S
“STRANGE THINGS HAPPENING”
“I’M GONNA STOP”
DUKE 371
MISS LAVELL’S
“WHY YOUNG MEN GO WILD”
AND
“RUN TO YOU”
DUKE 372
BUDDY ACE’S
“IT MAKES YOU WANT TO CRY”
AND
“YOU’VE GOT MY LOVE”
DUKE 370
JAMES DAVIS’
“BLUE MONDAY”
DUKE 322
AL. “T.N.T.” BRAGG’S
“TAKE A LOOK AT ME”
PEACOCK 1928
DUKE AND PEACOCK RECORDS, INC.
222 RIVERSIDE AVE.
HOUSTON 28, TEXAS
OR 3-2511

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RECORD SCRAP
ALL TYPES

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I'm Crazing it up to you

WB Salesmen Get Gold Disks

Burbank—At a recent Warner Bros. sales and record meeting, district sales managers Hugh Hilliard and Sid Schafer were awarded gold records for selling over $1,600,000 in product during the 1963 sales year. Pictures are shown of the plaque being delivered by Sid to the manager of the district. Schafer is responsible for the West Coast area.

Victor’s ‘Romero And Juliet’ Gets French Disk Prize

New York—RCA Victor’s recording of Berlin’s “Romero and Juliet” has been awarded one of France’s highest international prizes, “Prix du President de la Republique,” at an announcement by the Academie du Disque Francais.

The performance is by the Boston Symphony Orchestra with Charles Munch conducting, with soloists Rosalind Elias, Ezio Viotti, George Tozzi and the New England Conservatory. The two-disc set was released in Sept. 2, as part of the label’s SONY series.

Another Victor Soria package to win an award this year was Wagner’s “Die Walkure,” which was the recipient of the Grand Prix des Discophiles.

Spiral Facts Hildesgerd

New York—So Abrams, executive vice-president of Spiral Records, has announced the signing of Hildesgerd to an exclusive wax contract.

Hildesgerd, who has a hit-making record published by Doubleday called, “I’m Fifty, So What,” debuts on the label with a single tagged after the book written especially for her by anir ity act by claire Frank Hogan. The song will also win a pair of tunes written for her by Gladys Shelley and Ray Ellis called “Leave It To The Girls” and “Peace And Harmony.”

Regina Buys Master

New York—Jack LaForge, president of Regina Records, has announced the purchase of a master of a master by Nate Nelson, former lead singer with the Flamingos. The song, “Don’t Be Together Tonight,” announced last week. The song will be released early this month.

The deal is preceded for an all-out promotion campaign by the label.

Cue’s Annual Laurel To Barbra Streisand

New York—Columbia’s Barbra Streisand, who is currently riding high on the LP charts with two albums tagged after herself, is the winner of Cue magazine’s “Entertainer Of The Year” award for 1963, publisher Edward Loeb announced last week. The award has received the plaque at a celebrity party the magazine is hosting in her honor Dec. 27 at the Gotham Hotel, this city.

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 outlet only.

1. BABY WHAT
Etta James (Arup 3452)
2. SNAP YOUR FINGERS/PUPPY LOVE
Barbara Lewis (Atlantic 2314)
3. BEGGING TO YOU
Marty Robbins (Columbia 4263)
4. WHO CARES/JUST A LONELY MAN
 fats Domino (ABC Paramount 10512)
5. THANK YOU AND GOODNIGHT
Angels (Smash 1834)
6. NEVER LOVE A ROBIN
Bobby Vee (Liberty 5636)
7. I WISH YOU LOVE
Gloria Lynne (Fervor 2016)
8. BILLIE BABY
Lloyd Price (Double L 729)
9. COLD COLD WINTER/442 GLENWOOD AVE.
Price Times Three (Mercury 72308)
10. YOU GOTTA MOVE
Paul Anka (RCA Victor 8272)
11. I GONNA MAKE
Freddy Houston (Old Town 1153)
12. COMIN’ IN THE BACK DOOR
Wesley King (Vera 7012)
13. DO THE SLAUSON
Round Robin (Domin 1400)
14. I’LL SEARCH MY HEART
Johnny Mathis (Columbia 42916)
15. HIS KISS
Bobby Harris (Juliet 5406)
16. HIGH ON A MILL
Scott English (Spokane 4003)
17. PINK DOMINODES
Cordelia (Eva 3156)
18. JAVA
Al Mart (RCA Victor 8208)
19. YOU WHO DO YOU LOVE
Spafford (Swan 4162)
20. JUDY LOVES ME
Johnny Crawford (Del-Fi 4251)
21. SEE THE FUNNY LITTLE CLOWN
Bobby Goldsboro (United Artists 672)
22. SWANEE RIVER
Ace Cannon (Hit 2070)
23. FORGET ME NOT
Christine Crawford (Anton 1050)
24. COMING BACK TO YOU
Hermine Brown (Word 142)
25. THE WEDGE
Dick Dale (Capital 3098)
26. GRASSHOPPER
Annie & Indian Harps (Columbia 42918)
27. THEME FROM THE CARDINAL
Roy Harper (Ramp 560)
28. HOOTENANNY SATURDAY NIGHT
Brothers Four (Columbia 42927)
29. SNEAKY SUE
Patty Love & Petticoats (Kapp 56)
30. WHY DO KIDS GROW UP
Randy & Robalow (Rond 1971)
31. I’VE GOT TO CHANGE
James Brown (King 5279)
32. SLAPPIN’ & SLIDIN’
Jim & Monica (Betty 1027)
33. LONELY, LONELY, LONELY
Brenda Lee (Decca 31576)
34. DO-WAH-DIDDY
Actresses (United Artists 662)
35. SINCE I FOUND A NEW LO
Little Johnny Taylor (Galaxy 717)
36. LITTLE BOXES
Пет Sepp (Columbia 42910)
37. SOUTHOWN, USA
Discodiscs (Soundstage 7 2117)
38. NEAR TO YOU
Wilbert Marrone (Sea-Hunt 502)
39. HERE COMES THE BOX
Tracy Day (Amy 0974)
40. THROUGH THE EYES OF A CHILD
Sue Williams & Viola Ray Clark (Capital 5097)
41. FOR YOUR SWEET LOVE
Cowboys (RCA Victor 8224)
42. DEEP IN THE HEART OF HARLEM
Clay McPhatter (Mercury 72218)
43. SNOW MAN
Donna Ray (Mercury 72223)
44. BEAUTIFUL DREAMER
Roy Orbinson (Manhattan 835)
45. AUF WEIDERSEREHN
Jerry Wallace (Challenge 59212)
46. LAST DAY IN THE MINES
Dave Dudley (Mercury 72217)
47. YOUNG AND IN LOVE
Chris Crosby (MG 11381)
48. TRIBUTE
Anthony Newton (Acapella 717)
49. MAN WITH A CIGAR
Low Courtyard (Imperial 6008)
50. SHAPED UP OR SHIP OUT
Les McFarland (Capital 3086)
op Album Scene Discussed at NARAS-UCLA Seminar

By JIM BROYER

NEW YORK — Vaughn Meader (left) is pictured at his first wax session for Verve Records. With the comedian during the cutting of his “Have Some Nuts” LP is A&R exec Jim Davis. The label plans an all-out promo campaign for the package.

3M Names To Tape Div.

ST. PAUL, MINN.—The 3M Company has promoted Charles L. Alden to merchandising manager and Carl J. Andrews to ad manager of the firm’s magnetic products division, which makes “Scotch” brand magnetic recording tapes. In addition, the division also has two new sales managers for instrumentation tapes, a newly created post. They are Curtis F. Koced, named product sales manager in the western region, and John W. Savidge, for the western region.

Vaughn Meader Cuts First LP For Verve

LINDA BRANNON

“DON’T CROSS OVER”

5-9640

CHUBBY CHECKER

THE BIG ONES AVE ON LANTO/PARAMO

Timmy Shaw

“GONNA SEND YOU BACK TO GEORGIA”

Wand 146

WAND RECORDS

KERRI DOWNS

“4,003.221 TEARS FROM NOW”

5-9643

Outside City Limits

Chartbound

MIAMI—Dave Dudley (left) takes time out during an appearance at Dade County Auditorium in Miami to check on the progress of his new Mercury single, “Last Day In The Mines.” Pictured with the charter and Opportunity, Inc. (center) and Eddie Lambert, Mercury promo man.

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5000 RETAILERS
Read Your Message in Cash Box Every Week

No Trade Paper Gives You More
But you Pay Less in Cash Box

Comparative Cost Per Page
Cash Box  $770  Billboard  $1100
### COUNTRY TOP 50

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Week</th>
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<tbody>
<tr>
<td>1</td>
<td>Begging To You</td>
<td>Marty Robbins (Columbia 42381)</td>
<td>3</td>
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<tr>
<td>2</td>
<td>Ninety Miles An Hour</td>
<td>Hank Snow (RCA Victor 8339)</td>
<td>1</td>
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<tr>
<td>3</td>
<td>Before I'm Over You</td>
<td>Loretta Lynn (Decca 31564)</td>
<td>4</td>
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<tr>
<td>4</td>
<td>Love's Gonna Live Here</td>
<td>Buck Owens (Capitol 5025)</td>
<td>1</td>
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<tr>
<td>5</td>
<td>Helpless</td>
<td>Joe Carson (Liberty 56164)</td>
<td>5</td>
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<tr>
<td>6</td>
<td>Who's Been Cheatin' Who</td>
<td>Johnny &amp; Janie Mosby (Columbia 34541)</td>
<td>9</td>
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<td>7</td>
<td>B.J. THE D.J.</td>
<td>Storrell Jackson (Columbia 42889)</td>
<td>10</td>
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<td>8</td>
<td>Jealous Hearted Me</td>
<td>Billy Arnold (RCA Victor 8233)</td>
<td>12</td>
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<td>9</td>
<td>Too Late To Try Again</td>
<td>Carl &amp; Paul Butler (Columbia 43892)</td>
<td>13</td>
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<td>10</td>
<td>D.J. FOR A DAY</td>
<td>Johnny Newman (Decca 31553)</td>
<td>11</td>
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<td>11</td>
<td>The Matador</td>
<td>Johnny Cash (Columbia 42888)</td>
<td>6</td>
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<td>12</td>
<td>Triangle</td>
<td>Carl Smith (Columbia 42938)</td>
<td>15</td>
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<td>13</td>
<td>Heart Be Careful</td>
<td>Billy Walker (Columbia 42974)</td>
<td>8</td>
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<td>14</td>
<td>Old Records</td>
<td>Margie Singleton (Mercury 27131)</td>
<td>19</td>
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<td>15</td>
<td>Last Day In The Mines</td>
<td>Dave Dudley (Mercury 72372)</td>
<td>22</td>
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<td>16</td>
<td>What's In Our Heart</td>
<td>George Jones &amp; Martha Montgomery (United Artists 635)</td>
<td>24</td>
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<td>17</td>
<td>Trouble In My Arms</td>
<td>Johnny &amp; Carla Mosby (Columbia 42461)</td>
<td>20</td>
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<td>18</td>
<td>The Greatest One Of All</td>
<td>Melba Montgomery (United Artists 652)</td>
<td>21</td>
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<td>19</td>
<td>Wooden Soldier</td>
<td>Hank Locklin (RCA Victor 8248)</td>
<td>17</td>
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<td>20</td>
<td>You'll Drive Me Back</td>
<td>Faron Young (Mercury 72272)</td>
<td>27</td>
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<td>21</td>
<td>Somebody Told Somebody</td>
<td>Sonny James (Capitol 5082)</td>
<td>12</td>
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<td>22</td>
<td>There's More Pretty Girls...</td>
<td>George Hamilton (RCA Victor 8350)</td>
<td>26</td>
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<tr>
<td>23</td>
<td>As Close As We'll Ever Be</td>
<td>Ray Buck (Petal 1310)</td>
<td>14</td>
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<td>24</td>
<td>Peep Me A Nanner</td>
<td>Ray Drusky (Mercury 72204)</td>
<td>30</td>
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<tr>
<td>25</td>
<td>Mountain Of Love</td>
<td>David Houston (Epic 9625)</td>
<td>16</td>
</tr>
</tbody>
</table>

### COUNTRY ROUND UP

- Oscar Davis and Shelley Snyder of the Shelley Snyder Talent Agency are promoting a giant New Year's show and party in conjunction with WMTT-Louisville, Kentucky. The show will be held at the Convention Center (formerly Armozy). The cast will feature: Faron Young, Kitty Wells, Porter Wagoner, the Wilburn Brothers, Martha Carson, Carl and Pearl Buck, Loretta Lynn, Bill Monroe, Del Wood and Hank Williams, Jr.

The Patrick Robinson Agency has finalized arrangements to manage bluegrass artist Bill Clifton for the entire duration of his tour in Great Britain. In addition to live performances throughout the British Isles, Clifton will segment his travel schedule with television and radio appearances. Clifton made his debut on the BBC's "Tonight" show which enables him to reach some 15 million viewers each evening.

Carl Davis sends along word that he has exited his niche on WMFX-Statesville and accepted the position of the assistant general manager of WKJK-Granite Falls, North Carolina. Carl also notes that the outlet is switching to a full-time country music format after the first of the year and that they are having Grand Ole Opry stars Bill Monroe, Lester and Earl, and Carl and Pearl Butler and the Louvin Brothers.

Jim Ranne with Texas Enterprises of Dallas, info he will be putting the big push on Rcm Records for 1964. First releases are scheduled for Jan. The initial entry will feature Don Edwards. A station letterhead will add you to the label's mailing list.

Snow and frigid weather didn't hold back the crowd when Jerry Lucas, WLD's-Catasha, Wisconsin, program director, emceed a country hootenanny the other evening. Moore's Long Branch night club bustled with loads of talent appearing and performing.

### Jimmy Martin's WIDOW MAKER

- Faron Young
- Porter Wagoner
- Loretta Lynn

Thanks Ops, D.J.'s for your HELP on my latest record

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Joe Carson
Liberty #55614

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Dallas 4, Texas
Phone: 883-0334

33
COUNTRY D.J. REGIONAL RECORD REPORTS

ACE BALL
KEM
Big Spring, Texas
1. Begging To You (Marilyn Robbins)
2. Love's Gonna Live Here (Buck Owens)
3. Ninety Miles An Hour (Black Owens)
4. B. J. The O. J. Sherman-Jackson
5. Before I'm Over You (Loretta Lynn)
6. The Greatest One Of All (Melba Montgomery)
7. Last Day In The Mines (Dave Dudley)
8. Mean Yourself A Fella (Wayne Wade)
9. I'll Be Free (Carl Butler)
10. Sing A Sad Song (Merce Hogppard)

BOB LINNENHAM
KKE
Farmington, New Mexico
1. That's Why I Sing In A Hanky Tank (Warren Smith)
2. What's Been Cheatin' Who (Jim & Janie Mosby)
3. The Fallout (Eddie Noack)
4. Amazing Grace (Jim Williams & Mervin)
5. I'll Never Be Satisfied (Merce Hogppard)
6. If The Rock Door Could Talk (Webb Pierce)
7. This Is The House (Charlie Phillips)
8. Up On A Hill (Vern Stewart)
9. If I Meet My Billy Parker

JIMMY SIMS
FSWN
Belle Glade, Florida
1. Begging To You (Marilyn Robbins)
2. Country Waltz (Chet Newton)
3. Love's Gonna Live Here (Buck Owens)
4. What's Been Cheatin' Who (Jim & Janie Mosby)
5. Helpless Like Carson
6. There's More Pretty Girls Than One (George Hamilton IV)
7. Wooden Soldier Mama (Eddie Noack)
8. Last Day In The Mines (Dave Dudley)
9. Old Records (Merle Haggard)
10. Heart Be Careful (Billy Walker)

VERNE LOTZ SHEPPARD
KOTA
Rapid City, South Dakota
1. Ninety Miles An Hour (Black Owens)
2. Last Day In The Mines (Dave Dudley)
3. Love's Gonna Live Here (Buck Owens)
4. Somebody Told Somebody (Rex Maddox)
5. The Matador (Johnny Cash)
6. Cowboy Boss (Dave Dudley)
7. I'll Never Be Satisfied (Merce Hogppard)
8. The Last Time (Mac & Janie Mosby)
9. J. X 10 (Bill Anderson)
10. 500 Miles Away From Home (Buddy Bare)

TERRY PARKER
KRAM
Butler, Missouri
1. Ninety Miles An Hour (Black Owens)
2. Love's Gonna Live Here (Buck Owens)
3. The Matador (Johnny Cash)
4. Somebody Told Somebody (Rex Maddox)
5. Heart Be Careful (Billy Walker)
6. Who's Beggin' Who (Merce Hogppard)
7. Begging To You (Marilyn Robbins)
8. If The Rock Door Could Talk (Webb Pierce)
9. Mountain Of Love (David Mountain)
10. Helpless Like Carson

KULP
El Couts, Texas
1. Begging To You (Marilyn Robbins)
2. Another Bridge (Clyde Gill)
3. My Tears Don't Swim (Carl Butler)
4. The Matador (Johnny Cash)
5. These Wonderful Years (Webb Pierce)
6. The Morning Paper (Billy Walker)
7. Sing A Sad Song (Hoddy Caple)
8. Scraggly (Carl Smith)
9. Your Tears Keep Telling Me Why (Merle Haggard)
10. Trouble In My Arms (Warren Smith)

LONESOME LUKE
KTLW
Killeen, Texas
1. Begging To You (Marilyn Robbins)
2. Johnny, Remember My Name (Johnny Cash)
3. Ninety Miles An Hour (Black Owens)
4. The Matador (Johnny Cash)
5. Another Bridge To Your Immortal Dickens
6. The Falling (Eddie Noack)
7. My Tears Don't Swim (Carl Butler)
8. The End (Rex & Dillow)
9. Tears After Tear (Max Allen)
10. Foot Out (Pamper Demoss)

BILL KEEVER
WJRM
Troy, North Carolina
1. D. J. For A Day (Eddy Noack)
2. Trouble In My Arms (Johnny & Janie Mosby)
3. Ninety Miles An Hour (Black Owens)
4. The Matador (Johnny Cash)
5. Cowboy Boots (Dave Dudley)
6. I'll Never Be Satisfied (Merce Hogppard)
7. Dream House For Sale (Red Sevlin)
8. An Old Christmas (Lambert & Mason)
9. Through The Eyes Of A Fool (Hank Cook)
10. One Sally Ann Life (Gene Autry)

HOWDY KEMP (Stariday 657)
(B-1) "I CAN'T TELL MY HEART TO LET YOU GO" (2:30)
[Stariday BMI - Kempf] Howdy Kempf could very well garner some quick spins with this roving, bluegrass-styled lament about a guy who wants to break off with his gal but can't. Plenty of potential here.

(B-1) "ONLY FOR YOU" (2:32)

DENNY EZBA (Renner 242)
"TILL I GO SOMEWHERE AND CRY" (Renner BMI-NeSmith) Ezba, the latest in the country bunch, could create a stir with this effective hard-driving folksy blueser read with sincerity and verve. Deejays should dig it.

(B) "IT'S MY WAY" [Cedarwood BMI—Walter, Pierce] Easy-going, shuffle-beat hillbilly tear-jerker dished-up in a pleasing manner by Ezba.

BOBBY GROVE (King 5853)
(B-1) "DOLLAR SIGN" (2:14)
[Mar-Kay BMI—Grove] Bobby Grove could have a click on his hands with this easy-going, bluegrass-flavored tear-jerker that is rhythmically a ruthless type of gal that he is hanging on up.

(B) "MUCKIN' BIRD" (2:51)

GENE KENNEDY (Victoria 101)
(B) "THREE'S A CROWD" (2:43) [E. B. Marks BMI-Montgomery] Gene Kennedy unleashes his potent, wide-ranging vocal talents full-blast on this shuffle-beat, chorus-backed weeper on the old tried theme. Watch it.

(B) "WOUL YOU LET ME GO" (2:07) [Eight Note BMI—Kennedy] The time out the songster offers a painful, pop-flavored affair with some top-notch lyrics.

"WAITING A LIFETIME" (2:00) [Cedarwood BMI—Pierce]
"LOVE COME TO ME" (2:18) [Cedarwood BMI—Pierce, Williams
WEBB PIERCE (Deece 31582)
The charter is still striking paydirt with "If The Door Could Talk Back" but this latest entry tagged "Waiting A Lifetime" should still find ample room to develop into a fast hit. The tune's a tender, affectionate affair about a guy who wants to meet a gal. On "Love Come To Me," Webb tells an extremely pretty church-backed story about a fellow who craves for romance. Also merits a close look.

"MY TEARS ARE OVERDUE" (2:25) [Glad BMI-Hart]
"YOUR HEART TURNED LEFT" (2:10) [Glad BMI—Howard
GEORGE JONES (United Artists 683)
George Jones, who is currently scoring in a teaming-up with Melba Montgomery titled "What's In Our Heart," is a cinch to have a solo hit with this ultra-commercial item called "My Tears Are Overdue." The tune is a shuffle-beat, medium-paced, soulful country blueser endowed with loads of authority by the songster. The flip, "Your Heart Turned Left," is a quick-paced, uptempo ditty with an infectious happy-go-lucky quality.

"WELCOME TO MY WORLD" "GOOD MORNING SELF" (2:20) [Pamper BMI-Key]
[Tuckahoe BMI—Winkler, Hathcock
JIM REEVES (RCA Victor 829)
The vet hit-maker seems sure to quickly go the hitville route with either side or both, as near double release. One side, "Welcome To My World," is tender, medium-paced, chorus-backed lush ork-backed rendition rendered by Reeves with all his expected poise. "Good Morning Self" is a lively, catchy, easy-going uptempo lament with a warm, contaguous beat. Eye 'em both.

"BREAK UP SOMEONE'S HOME" (2:12) [Tree BMI—Tubb]
"THIS WHITE CIRCLE ON MY FINGER" (2:47)
[Sure-Fire BMI—Rainbridge, Lewis
KITTIE WELLS (31585)
Kitty, who is currently riding the charts with "Another Chance To Fall In Love" (with Roy Drums) comes up with a potent, follow-up solo star turn with this newie. The top lid, "Break Up Someone's Home," is a plaintive, shuffle-beat bluegrass-styled ode of broken romance in the best country tradition. "This White Circle On My Finger" is a moving lament all about a marriage that went on the rocks.

CASH BOX COUNTRY REVIEWS

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Cash Box—January 4, 1964
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Argentina's Best Sellers

This Last Week

1. "Deci Porque No Queres" (Korn) Palito Ortega (RCA); Leo Dan (CBS) Los Dulces (Music Hall), Tito Alberti (Philips)
2. "Dandy" (Mundo Musical) Leo Dan (CBS); Dandy Montano (Mundo Music Hall)
3. "Coere" (Aldon-Fermata) Rita Pavone, Violeta Rivas (RCA); Sangita Silva, Lucio Milena (CBS); Juan Ramon (Disc Jockey)
4. "Aracelio Del Rio" (Tempo) Los Fronterizos, Tres para el Folklore (Philips); Julio Molina Cabral (Music Hall); Eduard Rodriguez (RCA); Camino Campos, Roberto Yanes (CBS); Ester Mejil (Serena), Cuatro para el Mundo (Tonodisc); Jorge Gachon (Disc Jockey)
5. "La Doce Dias de Noche" (R.C.A) Tito Alberto (BMG); "Roda" (R.C.A) Dandy Montano (Music Hall)
6. "Los Doce Dias de Verano" (Const-Fermata) Nat Cole (Capitol), Dandy Montano (Music Hall)
7. "Cielo" (Mundo Musical) Leo Dan (CBS); Andy Macia (Disc Jockey)
8. "El Origen" (Korn) Chico Novarro (RCA); Carlos Aginette (Polydor), Dandy Montano (Music Hall)
9. "Bajo El Sol" (R.C.A) Tato Alberdi (BMG); "Rita Pavone" (R.C.A) Dandy Montano (Music Hall)
10. "El Choro" (R.C.A) El Clan de Tito Alberto (BMG); "Ben" (Music Hall)

Brazil's Best Sellers

1. "Samba De Morro E Do Asfalto", with Imperio Serrano and his famous Samba School; "Botec's Carnival" with Black-Out, a famous carnival singer; "No Parado" by Roberto Drago with various artists; "Samba O Corpo" by various artists; "Samba O Segredo" by various artists; "Samba Orquestra" by Imperio Serrano Samba School; "Botec's Carnival" (This Is Carnaval)
2. "O Cana" (Danse Laranjeiras Presente Seu Carnaval)
3. "Carnival" released for December-January, a new collection of LPs, compiled by R. R. Press (RCA-Mango), with various artists; "Carnival" with various artists; "Samba O Corpo" by Imperio Serrano Samba School; "Botec's Carnival" (This Is Carnaval)

Argentina's Best Sellers

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10. "El Choro" (R.C.A) El Clan de Tito Alberto (BMG); "Ben" (Music Hall)
**GREAT Britain's Best Sellers**

**Top Ten LPs**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>With The Beatles</td>
<td>The Beatles</td>
</tr>
<tr>
<td>2</td>
<td>That's Our Love</td>
<td>The Beatles</td>
</tr>
<tr>
<td>3</td>
<td>SGT. Peppers</td>
<td>The Beatles</td>
</tr>
<tr>
<td>4</td>
<td>Rock 'n' Roll</td>
<td>The Beatles</td>
</tr>
<tr>
<td>5</td>
<td>The Way We Were</td>
<td>Andy Williams</td>
</tr>
<tr>
<td>6</td>
<td>Last of the Summer Wine</td>
<td>The Hollies</td>
</tr>
<tr>
<td>7</td>
<td>Saturday's Child</td>
<td>The Hollies</td>
</tr>
<tr>
<td>8</td>
<td>In My Room</td>
<td>The Hollies</td>
</tr>
<tr>
<td>9</td>
<td>Little Darling</td>
<td>The Hollies</td>
</tr>
<tr>
<td>10</td>
<td>The Fourmost</td>
<td>The Hollies</td>
</tr>
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**Top Ten EPs**

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<th>No.</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Twist and Shout</td>
<td>The Beatles</td>
</tr>
<tr>
<td>2</td>
<td>A Taste of Honey</td>
<td>The Beatles</td>
</tr>
<tr>
<td>3</td>
<td>Money, Money, Money</td>
<td>The Beatles</td>
</tr>
<tr>
<td>4</td>
<td>Call Me I'm Mad</td>
<td>The Beatles</td>
</tr>
<tr>
<td>5</td>
<td>Don't Be Cruel</td>
<td>The Beatles</td>
</tr>
<tr>
<td>6</td>
<td>The Night Before Christmas</td>
<td>The Beatles</td>
</tr>
<tr>
<td>7</td>
<td>The Night Before Christmas</td>
<td>The Beatles</td>
</tr>
<tr>
<td>8</td>
<td>She Loves You</td>
<td>The Beatles</td>
</tr>
<tr>
<td>9</td>
<td>Northern Songs</td>
<td>The Beatles</td>
</tr>
<tr>
<td>10</td>
<td>You've Really Got a Hold on Me</td>
<td>The Beatles</td>
</tr>
</tbody>
</table>

**GREAT Britain (Continued)**

The Casablanca sound of the Beatles has been followed in Britain by the “Merry Christmas” sound of the Hollies. The Hollies’ new single, “Merry Christmas,” has been the best-selling single in Britain for the past five weeks. The Hollies have been particularly active in their promotion of the single, appearing on television and radio programmes throughout the country. The Hollies’ version of “Merry Christmas” is a happy, festive celebration of the holiday season, with its catchy melody and upbeat tempo. It has become a favourite among listeners of all ages, and has been a constant feature on the charts throughout December. The Hollies’ success with “Merry Christmas” has been a testament to their ability to connect with their audience and deliver a timeless holiday classic. Their performance of the song on television and radio has added to its appeal, bringing the spirit of Christmas to millions of people across the country.
The whole country is in the grip of The Beatles! The reaction here to England's hottest stars is quite fantastic right throughout the nation—it's very contagious and the entire country seems to be caught up in the Beatle mania. And no wonder! The Beatles are the next best thing to God, at least according to the current single ("I Want To Hold Your Hand") which was released, EMG had sufficient advance promotion to make sure that there would be enough influence to sway the whole industry right around the world. It has been years since anything has created a fuss to equal that of The Beatles. The demand for the disc has in fact exceeded what was expected and has made it necessary for Polydor to rush out a new release. In addition to this, other singles, EP's and albums are being sold out at an incredible rate. RCA will release a new album by Cash Box this week. In the meantime, RCA has produced and released two special (mono and stereo) albums entitled "The New Sound Of The Stars." This popular set retails at just $2.60 when the red seal is in place. "Dominique" is still holding down the key position on our chart but it's now been by its second week. RCA claims it's been its best seller since it is the only local product on our list. The strong influence of English stars is quite evident in our singles list. Five of the top ten records across the nation are from England. Several are from other countries and in effect there is only one American record on the list. "Sugah Shack" by Jimmy Gilmer. This fact would seem to add Lappan, disk jockey from Station 31Z in Melbourne, to Cash Box of December 21. It must be an all-time low for American artists on our chart which has now returned to the United States follow the fact that some or five or more years back the whole Australian scene was dominated by American records. 

Pan Pacifc Promotions Pty., Ltd., the concert promotion organization conducted by Harry Miller, looks as though he means business in the New Year. Miller's first concert and promotion project, "A Christmas tour with a Side '64." The show is to be headed by Ray Orzioso, along with Paul & Paula, The Five Berries, The Beaux Arts and the Golden Echoes. Miller's idea is to cause all the artists have a strong disk following in this country—especially Orzioso who enjoys fantastic popularity throughout Australia. Party bookings are to be handled by the managers of the artists, and will be sold to exclusive clubs and theatres. Miller hopes that the demand for seats is at an all-time high. We wish Harry Miller and Pan Pacific Promotions the greatest of success with this show because it's success could depend the quality and quantity of future shows of this type being imported to Australia. At this stage, it is not known which Australian artist will be invited to this important show.

W & G Records reports great interest in its recording of "Waltzing Matilda" by the English band "The Little Bighorn." The record is now being distributed by the Polydor label in the U.S. It has been playing on its Saturday afternoon show it received better than 1,000 phone calls from listeners. Most of the callers were enthusiastic about the record and wanted to know when it will be available for purchase. The band "The Little Bighorn" consists of four members, three of them are the original "The Little Bighorn." The fourth member is the lead singer. He is eighteen years old and has been singing since he was six years old. He is a very talented young man and has received much attention from the music industry. His singing style is very similar to that of the original "The Little Bighorn." The band's recording of "Waltzing Matilda" is gaining a lot of popularity and is expected to become a hit record.

The December album release from Australian Record Company carries some material that is highly expected to be a success. Among the hits are "The West Side Story," a composition by Leonard Bernstein, which is said to have been written for the Broadway show of the same name. The album is available in a special edition which includes a program book with biographies of the artists and their work. "The West Side Story" is a musical with music and lyrics by Leonard Bernstein, with book and lyrics by Stephen Sondheim. The show has been a huge success and is considered one of the most important works in the American musical theatre.

The album also includes "The Sound of Music," a musical by Richard Rodgers and Oscar Hammerstein II, which has become a classic of the musical theatre. The album version includes all the songs from the original stage production, as well as some songs that were later added to the film version of the show.

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Cash Box - January 4, 1964 - International Section
**Japan's Best Sellers**

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2. Nomura Masakazu – Yonezawa (Sonic)
3. Kinoshita Michio – Yoshi (Sony)
4. Enna – Gekko (Kai)
5. Tanaka Setsuko – Hanamaki (Sansei)
6. Takenouchi Kaoru – Kage (Toshiba)
7. Nakamura Tatsuro – Hikari (Daiwara)
8. Mihara Hozumi – Kiku no Koe (Alfa)
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**JAPAN'S BEST SELLERS**

**INTERNATIONAL**

- 1. **Three Little Birds**
- 2. **Send in the Clowns**
- 3. **You Can't Do That**
- 4. **In the Still of the Night**
- 5. **My Rifle, My Pony, My Rifle**

**BELGIUM'S BEST SELLERS**

1. **D'Anvers**
2. **De Zandt**
3. **De Wit**
4. **De Hoog**
5. **De Baets**

**WALLIS**

1. **Jeanne**
2. **La Llorona**
3. **La Llorona**
4. **La Llorona**

**WALLOON**

1. **Gérard**
2. **Vincent**
3. **Mathieu**
4. **Laurelle**

**BELGIUM (Cont'd)**

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At the Martini Club in Brussels, CBS threw a party for the press in honor of André Kostelanetz. Carmela Corren, star of Arois, distributed by Discobol has done excellent work for Flemish TV in an entertainment program. Anvers Radio has produced two novelties for ABC-Paramount, which have a real chance of becoming a great success. One side features Fall Domino's "Baby, Bye, Bye, Bye" and "Forever, Forever." On the reverse side Ray Charles and "That Lucky Old Man" and "Ol' Man Time." Salvation Adamo, still top performer in Belgium, has made his debut in the US and a radio-program called "Vijf Seconen Van Woef." We were there to witness the definitive end of his career and watch his way as a hit among the others he has already over the stage. Sales figures of his records have been soaring in the home market and there is every reason to believe that he will be as popular with the Dutch as with the Belgians. At the start of his career, Adamo is on his way to becoming a star of European music, and will be seen at Netherlands TV January 8 and will sing five songs.

**News from Intervox-music:**

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**Cash Box**

- January 4, 1964

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Holland's most popular vocal duo The Blue Diamonds, proud owners of one Platinum and three Golden Records, were released from their military duties on Christmas Day. The full-sounding, top-notch sound of their first single — a grand style by their record-company Phonogram in the barracks on December 23 — was already topselling. The unexpected cooperation given to the Blue Diamonds during their period of military service, to enable them to leave the Netherlands for a record session during a short vacation in the States, has resulted in a big hit and a record contract with Philips, themselves among General de Ruig attended the dinner and the musical show later in the evening. Phonogram's Director J. Haslinghuis said in his table-talk: "We are pleased to see that war has not blunted the desire of any artist to sing. The Blue Diamonds have been successful both in the States and abroad. Latest hit by the Blue Diamonds is "Hey Bababub", sung with members of their fan-club. They also made a Spanish recording of their greatest hits. In the States the group is managed by Hans Swigert, the label's representative. The Blue Diamonds have on their 1964 schedule. In the course of the year these popular singers will have concert dates in the United States, Mexico, Canada, and Israel. The Blue Diamonds record exclusively for Decca in Holland. An important man behind their recording work is arranger-conductor Jack Bullerman. Jack Bullerman, besides his work as a bandleader and arranger, is also a popular, le-past-Duo of a syncophonic electronic organ. His latest recording is a demonstration-record of the "Philcorde"-organ, a new electronic instrument developed by Philips Nederland N. V. at Eindhoven. Bullerman plays on a special Decca-another "Primav" and "Paintin' Can't Buy Us That Attractive New Type of Organ-Instrument."

In the mean time, this label plans to release Imca Marina's latest single, recorded in the States, the release plans that Cor Steyn Magic Organ LP is now reaching the best-sellers level.

Tom Herrons, Holland's top comedian, is now presenting his 4th March series of "The Amsterdam Carre Theatre to picked houses. In this respect, HMV-artist Herrons is going to break a new record. In the States, the Columbia-bobula-label released the English smash, "You Were Made For Me" by Freddy and the Dreamers. Also on the charts for Xmas is Xmas by Lionel Hampton. This LP features four numbers by Dutch natives, and a new Linda Scott record, "Let's Fall In Love."

The new success this month.

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Strong new Jimmy Gilmour outing on Barry "Daize Petal Pickin" seems destined for "Sugar Shank". Incidentally, "Shank" is still selling well in several Canadian markets and represents one of the more important pieces of new material under consideration. Barry has launched his second single by The Singing Nun. Two sides cutlery from the blockbuster LP by Stewi Fortier are doing very well in several Canadian markets. The group has landed on the Golden Treasure series which permits dealers the privilege of 100% return. At this writing, it seems that the young lady from Regina represented on Barry with a pair of good sides, dealing with such items as "Ciy For Citi, and sales from coast to coast. Stan Darlow at Quality's Toronto H.Q. confirms Loreen's message, while Quality's Lee Farley indicates that there is considerable interest in "Give Me Back My Baby" and "Stand Up On The Mountain" seems to be the monie side of Loreen's first pair. Ted Belford reports that Loreen has strongly developed at this writing on the Chubby Checker outing. "Lobby Lo" continues to be the biggie, but many Canadian deejays are boosting sales action on the release with the latest side leading the way. "Toot, Toot. Good 1964 start to a young four ounce son of his. He's her second youngest.

Leeds music man Al Alflett is just as excited as he can be with the rights to The Sue Dee Of The Years Who, according to his friend, has managed to get his first eastern Canadian release. "Betty Lou", a P.A. in Ottawa, Toronto and other Ontario points are carrying the release by April and Knell is one of the fastest rising hits sides in the history of the company. This break in the market is quite timely and the group were both getting a full share of air time. Peter and Paul have begun to work on the current "Crows in Montreal (2:11). It has been a great year for the talented troopers between the mics. Other new sides by Mary McLean featuring, General James Gandy, a hot hokeloo, indicates that the group's market is expanding rapidly and with even better and bigger Warner Bros. hit records in the immediate offing. Not to be outdone, the group has rolled out a new single, the second of two, and just about the best selling album in the country. This year's "waltz" outing, "A Boatin'" is among the best of the season, while "Steve's Square" is also strong.

Blockbusters a plenty from the London family of late, including "Pretty Peggy" and "Sunny June" and the group's first eastern Canadian release. "You're A Lover In My Life" is being strongly sold in P.A.s in Ottawa, Toronto and other Ontario points of late by Stewi Fortier and the group are now one of the most talked about groups in Canada. Those familiar with the group are both getting a full share of air time. Peter and Paul have begun to work on the current "Crows in Montreal (2:11). It has been a great year for the talented troopers between the mics. Other new sides by Mary McLean featuring, General James Gandy, a hot hokeloo, indicates that the group's market is expanding rapidly and with even better and bigger Warner Bros. hit records in the immediate offing. Not to be outdone, the group has rolled out a new single, the second of two, and just about the best selling album in the country. This year's "waltz" outing, "A Boatin'" is among the best of the season, while "Steve's Square" is also strong.

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Finland's Best Sellers

1. Twist And Shout (The Beatles/Parlophone) Belinda (Scandinaavia) AB
2. Rakastamia (Raikkönen/Kallio/Syynä) Fazer Music
3. (You're The) Devil In Disguise (Elvis Presley/RCA Victor) Belinda (Scandinaavia) Music
4. Number One (Jerry Williams/Sonet) Scandia Music
5. Don't The Jenka (Jan Roos/The Adventurers/Sonet) Scandia Music
6. Kohhotin Tango (Eno/Scandia) Scandia Music
7. Tango merellä (Taisto Tammak/Decca) X-Sável
8. The Walls Have Ears (Elvis Presley/RCA Victor) Belinda (Scandinaavia) AB
9. Lettkajenkka (The Adventurers/Saari) Or Findisc AB
10. Resteria (Umberto Marcatto/Philips) X-Sável

Sweden's Best Sellers

This Last Weeks
Week On Chart
1 1 12 She Loves You (The Beatles/Parlophone) Sonora Musikforlag AB
2 1 10 Diggity Doggy (The Strangers/Odeon) Edition Odeon AB
3 2 10 Detroit City (Booby Bare/RCA Victor) Belinda (Scandinaavia)
4 3 10 Bossa Nova Baby (Elvis Presley/RCA Victor) Belinda (Scandinaavia)
5 4 10 Be My Baby (The Ronettes/London) Belinda (Scandinaavia) AB
6 5 10 Don't Talk To Him (Cliff Richard/Columbia) Belinda (Scandinaavia) AB
7 6 10 Stabil (Scandinaavia) AB
8 7 10 You'll Never Walk Alone (Gerry & The Pacemakers/Coventry)
9 8 10 My Boyfriend's Back (Cliff Bennett/His Orchestra) X-Sável
10 9 10 Skräddarevän (Sten-Ingvar/Philips) X-Sável AB

Norway's Best Sellers

This Last Weeks
Week On Chart
1 1 10 Don't Talk To Him (Cliff Richard/Columbia) Belinda (Scandinaavia) AB
2 2 10 Detroit City (Booby Bare/RCA Victor) Belinda (Scandinaavia)
3 3 10 Baby I Love You (Earl Haynes/Philips) X-Sável AB
4 4 10 Bossa Nova Baby (Elvis Presley/RCA Victor) Belinda (Scandinaavia)
5 5 10 If I Had A Hammer (Trini Lopez/Reprise) Musikforlag AB
6 6 10 I've Got A Lovely Bunch Of Coconuts (The Sunbeams/Flanger) Belinda (Scandinaavia)
7 7 10 Oh一体 You're (The Beatles/Parlophone) Edition Lychee
8 8 10 5 Miles Away From Home (Booby Bare/RCA Victor)
9 9 10 Mama (Scandinaavia) AB
10 10 10 Jul i Falkhemmet (Ragnhild Michelsen-Rolf Just Nielsen/RCA Victor)

Denmark's Best Sellers

This Last Weeks
Week On Chart
1 1 10 Johnny Loves Me (Sune/Sonet) Sonet Musik
2 2 10 Booka (Marc x, Liv) (Jorgen Ingmann/Metronome) Stockholms Musikproduktion
3 3 10 Bossa Nova Baby (Elvis Presley/RCA Victor) Belinda (Scandinaavia)
4 4 10 Don't Talk To Him (Cliff Richard/Columbia) Belinda (Scandinaavia)
5 5 10 She Loves You (The Beatles/Parlophone) Multitone A/S
6 6 10 Elvira Mustang (Down Yonder) (The Scarlets/Philips) Multitone A/S
7 7 10 If I Had A Hammer (Trini Lopez/Reprise) Musikforlag AB
8 8 10 I Don't Love You (Brian Poole & The Tremeloes/Decca)
9 9 10 Dominic (The Singing Nun/Philips) Wilhelm Hansen, Musikforlag
10 10 10 Når jeg brænder dine hæve (Rita Strom/Sonet) Winckler-Produktion

"South Pacific" Hits Million Mark In G.B.

LONDON—Decca Record Company Ltd recently hosted a reception here to mark the million sales of the RCA Victor soundtrack album of "South Pacific" in Great Britain. Featured at the ceremony (left to right) are Peter Barlow, vice-president of RCA International; composer Richard Rodgers; Decca chairman Sir Edward Lewis; and Louis Levyfan, chairman of Chappell & Co. Ltd.

Cash Box—January 4, 1964

Mexico's Best Sellers

1. Magia Blanca (Devil Woman)—Hnos. Carrion (CBS). Trio Vietnamita (Velvet) (Sanyo). (The other side is the song "Izquierda," label in Orfeon Records.)
2. Bebidas De Ipacka—Neil Sedaka (RCA). Mona Bell (Gamma).
4. Algo Que Creo En—Santeria (CBS).
5. Se Tequila Con Limon—Arturo y los Jovenes (Peerless).

Israel's Best Sellers

This Last Weeks
Week On Chart
1 1 10 Deep Purple—Nino Tempo & April Stevens (Atco/"Hats Off!")
2 2 10 7 It's All In The Game—Cliff Richard (Columbia)
3 3 10 I (Who Have Nothing)—Ben E. King (Atco/"Hats Off!")
4 4 10 Bossa Nova Baby—Elvis Presley (RCA)
5 5 10 Fool's Rush In—Ricki Nelson (Atco/"Hats Off!")
6 6 10 I'll Take You Home—The Drifters (Atlantic/"Hats Off!")
7 7 10 Johnnie Tillotson—Johnny Tillotson (Columbia/"Hats Off!")
8 8 10 Your Other Love—Connie Francis (MGM)
9 9 10 First Day Back In School—Paul & Paula (Philips)
10 10 10 I Could Have Danced With You—Elvis Presley (RCA)

Need To Belong—Jerry Butler (Epic)
Only Seeburg has built-in income protection

Seeburg's Income Totalizer is safely built in—not merely plugged in. It is unplugable and unalterable. It provides operator protection that is thoroughly location-tested and location-proved.

Operators enjoy three proved benefits from Seeburg LP Consoles and Stereo Consolettes equipped with built-in income totalizing:

First, collection costs are cut to the minimum. Collectors do not have to waste their time counting coins in locations.

Second, collectors gain extra time to invest in profitable location programming. They can keep phonographs programmed at the peak of their earning power.

Third, your relations with locations are automatically put on a more businesslike basis. You deal only with undisputable facts.

A free booklet explains in detail how the operator benefits from the Income Totalizer. Ask your Seeburg Distributor for it.
THE YEAR AHEAD

As this issue goes to press the eve of the New Year looms less than a week away and with the arrival of 1964 of course will come another twelve months in which the coin machine and vending industry can try to solve its problems. The years come and go but the problems remain. They change form but they remain. Solutions to many problems which directly affect the income of operators came about during this past year and as a result the industry tallied greater income than would have been otherwise possible had it not been for the diligent work of our industry leaders and the associations they represent. Let's hope that this progress continues during 1964. It was a good year judging from our conversations with the individuals who comprise the business. The reason it was a profitable year is because certain rulings permitted the operation of equipment not otherwise recognized in some areas. Taxation in various parts of the nation was overruled in favor of operator license fees. Per machine taxation was defeated in areas where organized forces presented the industry's side of the story to the legislators.

There will no doubt be proposals to outlaw cigarette machines again this year. Judging from what is expected in the Surgeon General's Report on smoking we should expect a greater amount of effort on the part of the anti-smoking groups. NAMA has certainly prepared the industry for this onslaught. It is now up to the individual operator.

MOA performed its duties with excellence when we take into consideration the structure of the Convention, the increase in membership, and the formation of locals around the nation. The big problem here is to fill the void left by the resignation of the General Manager. President Lou Casola is quite able in his present post as are the MOA Directors but there is no question that the daily routine of serving the Association membership must be carried out by a professional Manager. Let's hope that the interviews in January will bring about a man capable of filling this important industry post.

The solution to loans resulting in losses has been solved in some areas via a location contract with a mortgage clause which ties the location owner to his obligations with the operator. Perhaps this will enable more operators to function solvently during 1964 without losing a location because of the demands, and without losing the money necessary to meet these demands.

Juke box programming will receive more attention than ever but it is doubtful if the nation's music operators will give this vital facet of their business the attention it really deserves. The LP music now available has helped to spotlight the subject of programming but the distributor—in many instances the individual behind better programming—just doesn't have the time to devote to this educational program. Perhaps the progress made along these lines during the last twelve months will serve as an indication to the reluctant operators of what can be done to improve collections on location.

The price of equipment may increase slightly due to the increase in manufacturing costs, this is to be expected. Therefore, the need for greater income from the existing location becomes more important than ever. Operators today are better business men because of the thin line of profit we have learned to live with. It appears as though greater effort at the location level insofar as bringing about a larger share of income is the most important project the operator will have in 1964. Contracts with more liberal commissions come about only with greater liberalization of what we can do to improve profit at the location.

Diversification which permits a single operator to service music, amusement and vending equipment in the same location strengthens the operator's position and enables him to operate with more versatility.

On the one hand we have the broad picture, the one which affects the industry proper. Only through association support can the operator help himself. As for the individual, we need look no further than the location. The times have changed. 1964 will present even greater change. The operator who has the foresight to prepare for this change by remaining aware of the location, his investment, and the outside forces which threaten to either take this location or reduce its income earning potential, is the operator who at the close of the new year will have chalked up another good business year.
Expect Blackpool Coin Machine Show
Will Bring About $1.5 Million Business
After 3200 Visitors View 90 Exhibits

BLACKPOOL, ENGLAND — Blackpool, one of Britain's leading holiday resorts, was again the venue for the third Annual Coin-Operated Machine Exhibition early in December. The show was, as on the previous two occasions, organized by Jack D. Rose and presented in the vast Olympia Hall.

On the surface, the show was a carbon copy of the previous exhibitions informally and with some 50 firms exhibiting a widely varying range of games and machines on static stands.

However, after only one tour, it was quite obvious that the show was bang-up-to-date with quite new equipment allied with much better weather than in previous years.

VIEW FROM THE TOP at British trade show.
resulted in an attendance record of three 3,200 visitors.

Amusement concessionaires, operators and buyers who had travelled from all over Great Britain were placing orders worth thousands of pounds immediately after the official opening of the show by the Mayor of Blackpool (Alderman John Smythe).

In his address of welcome, the Mayor praised the high standard of design and craftsmanship apparent in the games and recalled that things have changed a lot since the days of what the butler saw.

Equipment on show at the fair was worth well over £200,000 and garnered, Jack Rose estimated that the exhibition, held by many buyers as the best yet, would bring in international business worth at least £500,000 (about 1,500,000 dollars).

HAL'S HOLIDAY: Approximately tagged slot machine by Mills has Hal Eldridge trying his luck.

GAMES DOMINATED EXHIBITS: Above left, G. H. Grange of Mar-Matic Sales Ltd., demonstrates Kenney's "Col- ora" ripper game. Right, Mr. and Mrs. Derek Kraft of Kraft Automatics, with new "Circus" upright game.

SERENADING THE LADY: Lowen Automatic's R. W. Mosinger explaining workings of 100 selection "Serenade" juke box to visitor.

Columbia Records Adds 10
To Juke Box Ops Hall Of Fame Catalog

Andy Williams, Mathis, Ellington Hits Backed Up

NEW YORK — Columbia Records has announced the release of 10 additions to the label's Hall of Fame Catalog. The catalog lists old favorites, top-sellers of recent months, and similar successful material, re-released primarily for the juke box operator. Among the additions, Andy Williams' "Moon River" and "Days of Wine and Roses," two smash sellers are backed on the same disk. Woody Herman's "Four Brothers" and "Apple Honey," two all-time big band sellers, are also on the same disk.

The 40 rpm singles are as follows:
- "Moon River"/"Days of Wine and Roses," Andy Williams; "Blue Skirt Waltz"/"Just Because," Frankie Yankovic; "Big Bad John"/"Little Black Book," Jimmy Dean; "Hey Joe"/"Loose Talk," Carl Smith; "Peg O' My Heart"/"Cherry Pink and

The Seeburg Story Year By Year

<table>
<thead>
<tr>
<th>Year Ended October 31</th>
<th>1962</th>
<th>1963</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>$15,588,360</td>
<td>$16,987,360</td>
</tr>
<tr>
<td>Profit before taxes</td>
<td>$2,425,481</td>
<td>$2,245,481</td>
</tr>
<tr>
<td>Taxes</td>
<td>1,506,000</td>
<td>1,670,000</td>
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<tr>
<td>Net profit</td>
<td>2,919,481</td>
<td>$1,071,481</td>
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<tr>
<td>Net profit per share</td>
<td>$1.31</td>
<td>$.24</td>
</tr>
<tr>
<td>Common shares outstanding</td>
<td>1,892,154</td>
<td>1,900,544</td>
</tr>
</tbody>
</table>
| "Tax credits of $150,000, or $0.88 per share, in 1962 and $400,000, or $2.44 per share, in 1961 are not included."

"Small World?"/"Certain Smile"
Johnny Mathis; "Wabash Cannon Ball"
"Great Speckle Bird"
Peter, Paul and Mary; "This Must Be the Place"
Andrew Lloyd Webber and Tim Rice

"Big Bad John"/"Apple Honey"
Woody Herman Orch; "Serenade"
Lou Christie; "I Only Have Eyes for You"
Judy Garland; "I Love You So Much It Hurts"/"Slipping Around"
F. Tulman.

From 81c To $1.31 Per Share

Seeburg $2.4 Million
Net On $54.5 Million
Sales Sets Record

Delbert W. Coleman
"Twelve consecutive quarters of profit.

CHICAGO — Seeburg Corporation earnings for the fiscal year ended October 31 increased by 61% to set a dramatic new company record, Delbert W. Coleman, chairman and president, reported last week.

Net income for the year was $2,484,483, equal to $1.31 per share, based on 1,892,154 shares outstanding. This compared with profits in 1962 of $544,310, equal to $0.88 per share, based on the 1,900,544 shares then outstanding. Additionally, there was a tax credit in 1962 of $150,000, equal to $0.88 a share.

Seeburg sales in 1963 rose to $54,813,906 from the previous year's total of $35,051,415.

The results reported do not include sales and earnings of the Cavalier Corporation, Chattanooga based manufacturer of vending machines for Coca Cola bottlers, merged into Seeburg earlier this month, Cavalier is now operating as a division of Seeburg (December 14 issue of Cash Box).

Coleman stated that the company has achieved twelve consecutive quarters of profit improvement over the comparable quarter of the previous year.

"With demand continuing strong, and with a broadened product line and increased manufacturing capacity," he stated, "there is reason for confidence that this trend will continue."

Recently, Seeburg began operations at a newly constructed 26,000 square foot plant outside Lawrence, Kansas, where cold drink and milk vending machines are produced, and, at its Qualitone plant in Minneapolis, where the company manufactures its hearing aids.

In addition, negotiations with Chicago municipal authorities were recently concluded (Cash Box, November 23 issue), enabling the firm to proceed with plans to enlarge its main plant located in midtown Chicago. Other Seeburg factories are in Linwood, New Hampshire, and Niles, Illinois.

CASH BOX — January 4, 1964

www.americanradiohistory.com
WASHINGTON, D.C. - A new company called Music-Vend Company has been formed by two major Washington dealers in an effort to increase competition among the field. The new company is comprised of Louis Dunis, owner of the Dunis Recording Company, and John Michael, owner of the Michael Recording Company, who have been operating in the same line of business for many years.

The new company, Music-Vend, will use a similar business model to Dunis and Michael's companies, providing music and vending machines to bars, clubs, and other venues. The company will focus on providing a variety of music options to customers, including live music, recorded music, and streaming services.

Music-Vend Company has already begun developing partnerships with local businesses, and has plans to expand its reach in the coming months. The company is committed to providing quality music and vending services to its customers, and has already received positive feedback from its clients.

In addition to its music and vending services, Music-Vend Company is also committed to sustainability. The company uses environmentally friendly materials in its products, and is dedicated to reducing its carbon footprint.

Music-Vend Company is proud to offer a diverse range of music options, including classical, jazz, rock, and pop. The company is dedicated to providing a unique and exciting music experience for its customers.

For more information, please visit the Music-Vend Company website or contact the company directly. Music-Vend Company is committed to bringing quality music and vending services to the community, and is excited to serve its customers in the years to come.
Cash Box

VENDING NEWS
The Vending Machine Industry's Only Newsweekly

Georgia Governor Assures Industry
Per Machine Tax Proposal Has Been Dropped

CHICAGO—Because of joint action by National Automatic Merchandising Association (NAMA) and its affiliated Georgia Automatic Merchandising Council (GAMC), a tax on vending will not be included in the Georgia administration's 1964 revenue request to finance a proposed program of aid to education.

Assurances that all previous considerations for a tax on every vending machine in the state (along with a one-cent tax on soft drinks) would be discarded came last Wednesday (Dec. 18) from Georgia Governor Carl E. Sanders during a meeting with GAMC officials.

The governor agreed with the Vending Industry position that a tax on vending would be discriminatory; "possibly" unconstitutional; would not produce additional revenue, and would be a serious burden to future Vending Industry expansion in Georgia, according to Richard W. Funk, NAMA legislative counsel.

Thomas B. Hungerford, NAMA executive director, praised the governor and his assistants for their statesmanship and for using "true foresight" in first contacting NAMA to learn the facts before taking action.

"This approach," Hungerford pointed out, "contrasts sharply with action usually taken by governmental bodies when locating the Vending Industry, as a source of additional revenue."

"Because of his foresight, Governor Sanders acted in the public interest as well as in the interests of the Vending Industry," Hungerford added.

He also credited GAMC members with keeping their government officials informed about the nature and importance of vending—a fact which helped prompt state action and seek information direct from NAMA.

Order of Events

Funk told the following chronology of events which led to the elimination of the vending tax consideration in Georgia:

On December 10, Governor Sanders announced to the industry that he had to find new sources of revenue to initiate a comprehensive program of educational improvement throughout the state.

Vending and soft drink taxes were among sources to be considered.

Following this announcement, the State Budget Bureau began to study the feasibility of a vending tax. It was made to immediate recommendations to the governor.

In the course of its investigation, the Budget Bureau conferred by phone (Dec. 11) with NAMA headquarters in Chicago and was advised of the Vending Industry viewpoint on the tax proposal. Additional contact was made with GAMC officials.

Last Wednesday, NAMA met with Governor Sanders, December 18. At the meeting the Governor announced that he had studied and accepted his Budget Bureau report recommending that the administration drop any further consideration for the vending and soft drink taxes.

CHICAGO—Members of National Automatic Merchandising Association (NAMA) have purchased some $2.7 million worth of accident insurance through the Association's new "Key Man Accident Plan," reports W. M. Jansen, Jr., Rudd-Melinkin, Inc., chairman of the NAMA Group Insurance Committee.

NAMA began the low cost accident plan last October 1 as a new service to members.

The plan gives complete accident coverage up to $100,000 against accidental death, dismemberment and loss of sight. It also includes permanent total and partial disability coverage.

Only full time executives and employees of NAMA member firms and their spouses are eligible for the plan.

Cost is 78 cents a year for each $10,000 of coverage. (Coverage pays $72,000 in accident costs.)

NAMA members pointed out that members need not participate in the Association's regular Group Insurance Policy in order to subscribe to the "Key Man Accident Plan." The former group policy has been available for NAMA members since 1951.

Latest NAMA insurance plan is underwritten by the St. Paul Insurance Companies, headquartered in St. Paul, Minn.

Inquiries should be sent directly to NAMA, 7 South Dearborn Street, Chicago, Illinois 60603.

$250,000 Stacy Commissary Hearing Completion

MILWAUKEE—Construction is nearing completion on a $250,000 special-purpose commissary headquarters to house expanding operations of Stacy Vending, Milwaukee area subsidiary of Automatic, Incorporated, according to Arthur D. Stevens of Kansas City, founder and president of the national food-service company.

Expected to be completed by January, the building will be situated on a two-acre industrial site on North Port Washington Road in Glendale, Wis.

A long time Milwaukee firm, Stacy Vending was acquired in May by Automatic, Incorporated, of Kansas City, Missouri, as a wholly-owned subsidiary. The new quarters here will be similar in floor plan and larger than the present unit recently completed in Kansas City.

Last year, sales of the publicly-held firm totaled more than $36 million. In Stacy Vending, Automatic acquired a well-established, highly-profitable business worth of approximately $3 million.

InAutomatic's president, said the one-story, 20,000-square-foot structure would be leased under a long-term arrangement from Bennett Land Company of Kansas City.

The structure is being constructed by the firm of P. Jansen Company of Milwaukee.

Geo. Terris Elected Wisconsin Head

CHICAGO—George Terris, vice president and brothers, Axis, Wis., has been elected president of the Wisconsin Automatic Merchandising Council (WAMC) as announced by Gilbert H. Tansey, NAMA state council chairman.

He succeeds Carl Millman, Automatic, Incorporated, Watertown, and his Wisconsin staff members, who voluntarily stepped down through the WAMC helm in order to fully concentrate on their new, long job as NAMA president which ends Dec. 31, 1964.

Terris was named to head the state vending group at a "special" meeting of the council, December 11 in Milwaukee.

Other officers elected are: vice president—Mike Rizzo, W.Kife Co., Kenosha, and treasurer—B. Biezon, Dane County Automatic Sales, Madison. Bert Veldhuizen, Veldhuizen Vending Machine Service, Watertown, was retained as recording secretary.

All of the newly-elected officers will serve one-year terms until the WAMC Annual Meeting in Milwaukee next February 3 and 4.

The incoming program included reports by NAMA staff members on<a href="https://www.americanradiohistory.com/"
Maxwell, publisher, and Walter R. Red, public relations director.

They briefed delegates on new developments in the tobacco-health controversy and on the Vending Industry's Self-Regulation Program.

Terris noted that the group's progress in setting up standards and vending sanitation regulation followed last July of a state-of-the-art session with the Wisconsin and WAMC worked jointly to obtain the new Wisconsin law.

Terris said the regulations, which were adopted by the state and endorsed by the U.S. Public Health Service, Sanitation Code which NAMA worked on, is one of 18 states already have adopted "uniform" sanitation codes for vending.

Some 25 vending executives attended.


WAMC is one of the 10 state vending associations affiliated with NAMA.

Not This Week, Anyway

PHILADELPHIA—The Delaware Valley Industrial Editors held their billed as "The World's First All Automatic Christmas Party" at the headquarters of ARA Service, a national food-service and vending company here.

The entire menu was served through hot and cold vending machines and included a variety of national foods, vegetables, salads, beverages and hot milk pie. The sausages and hams were dispensed with through a vending machine which was reputed to be the "first." An ARA vice president said this is not part of the company's regular service.

Cash Box—January 4, 1965
It's time to merchandise music

that is if you like

the sound of money

What pays the most profit in most locations?
If you said the music customers buy through the Rowe AMI Tropicana phonograph, you're one hundred percent right.
In the new Tropicana Rowe has created an unbeatable music-maker — and an unexcelled money-maker.
But The Tropicana will make more profit for the location if the music is merchandised.
Now you can see the reason for the clock shown here. It has terrific attention-getting, point-of-sale value. Everyone's eye is drawn to a clock, what better time to encourage play—to merchandise music—than by reminding customers it's music time?
When you merchandise music, you help your locations make more money, more profit. And when you merchandise music, you help yourself make more money by opening up more profitable locations.
See your Rowe AMI distributor today for his deal.

ROWE AC MANUFACTURING
The Merchandise Mart, Chicago 54, Illinois

Rowe sets the standards in vending equipment, bill changers, music systems
Chicago Coin's

FIRE CRACKER
2-PLAYER PIN GAME

New "Firecracker Zone" EXPLODES with Scoring Action!

NOW! AVAILABLE IN 2 PLAYER ADDED BALL MODEL!

AT YOUR CHICAGO COIN DISTRIBUTOR!

Chicago Dynamic Industries, Inc.

Seeburg's "Encore" Taking Forward Steps

HOLLYWOOD—Steve Allen, taking time off from taping his nightly television "Steve Allen Show," is presented with a Seeburg "Encore" Foreground Music unit by representatives of Amco Music & Vending Inc., Los Angeles—Jim Vese (left), Amco service manager for background music, and Mort Droset, sales manager. "Seeburg has long been a great name in the commercial music industry," Allen said on the occasion. "I believe that their new 'Encore' is a great step forward." The Seeburg Foreground Music system, playing only special arrangements of instrumental music, is designed for locations where "listenable" music is desired.

Eastern Flashes

"Twas a good year for our coin machine friends in the east as it undoubtedly was for the nation's outlets with record numbers of machines being sold to operators in every section of the country.

Probably the single most important event of the year 1963 in the New York territory was the approval of the operation of 6-pocket tables. The pool table business prospered because of this ruling, much to the delight of operators hereabouts.

There is little valid excuse for any complaints from where we sit. Each distributor evidently did well. Some far better than others. Among the operators, it appears as though the pool table saved the day. Mine held its own. Games aside from the 6-pocket, held their own.

The Weiner Brothers broke with the Smoke shop machine and set to work installing the "Startles" model. The larger operators placed the machine, and this is half the battle. 1961 sales are expected to certainly increase over the initial year, with the Weiners highly optimistic.

Mike Munves always has news and this coming year the good news is that the NY World's Fair will buy and rent many different type amusement machines from the vendors, outside. Top distributors have increased the number of machines for the springtime opening which will attract possibly 50 million people before the doors close in about two years.

Irving Holzman is banking on United for another good year. The "Bank Pool" game was an indication of what United has on the drawing boards. In addition to a steady diet of shuffles, look for novelty games to stimulate the action from this area.

A Simon couldn't ask for more, what with US Billiards clicking off 6-pocket table sales, and the distribution end enjoying peak Rock-Ola phone business. 1963 was probably one of the firm's best years.

Runyon Sales Company promises big things for 1964. The Rowe AC phone has already gained the stature of a top choice by ops and with the factory reporting a 25% increase in sales from over the previous year, Runyon can expect to share in a good portion of this increased business.

Harry Berger, on the scene as an operator for many years, is also exec with the US Billiards firm and has therefore shared in the '63 success. Berger sees another good year in store for '64.

Aspet Vartes and Suren Feslian and Mondial to one of its finest years in new equipment export sales. The demand for pins has never been greater overseas. Since Gottlieb and Williams, plus Chicago Coin are all in the world table, so to speak, the exporting common can see a good year ahead.

Vic Holm and Morris Nahum, R. H. Belam's guiding lights, will more than likely double the previous volume overseas this year. This is the year for the more diligent pavement-pounding by the export experts. Nothing ever comes easy. It just looks that way.

Abe Lipsky, who bounced back after his recent illness, looks for a good year in spite of the fact that he'll have to go on part time. Lipsky has garnered some good accounts in the overseas export market, and has a good following in the metro sales area. '64 should shape up as a good year for the veteran coinman who must try to do the same good job with a little less effort and in a shorter number of hours.

Harold Kaufman expects Wurlitzer to hit a peak sales mark in '64. He has brought the line back to the point where it normally should be, combating the harrowing wake of mishap, which came about before he took over, but came through in spite of the obstacles. Wurlitzer has regained its position in the territories thanks to Musical Distributors, and '64 promises pleasant surprises.

Murray Kaye and Meyer Parkoff, Atlantic New York Corp., may have to go into '64 with some late 'Consolette' installations, it's been that kind of year. Seeburg has met with success in many areas. The distributors reflect this and naturally look for continued good business during the year.

Sol Lipkin, on the road right up to the final weeks, sends wishes for good cheer from himself and Sol Lipkin, both of whom have managed to sell 6-pocket tables and have also made inroads in the shuffleboard areas where more territories have taken to the 2-player competitive sport.

Eastern's Bert Betti, a diversified coinman to say the least, experienced his best year for pool table supplies, sold up a storm on the Piusier line, moved further into the vending picture, recorded a good Rock-Ola sub-distributor sales record, and reports a good year for the operation as well.

The Irving Kaye plant has probably never been as busy as it was during the last twelve months, 1964 will see new models come off the line ready for distrib demands. New styles, some new features, are all part of the Kaye plans for the coming year. Howard Kaye will have a firm with two well-rounded men standing by ready to fill any void which may come about. Home table sales are expected to pick up as they did in '63, and so the Kaye Family looks for a bright year.

Carl Pavesi and his Westchester ops all look for another good business year. Mike Polge and the upstate coinmen enjoyed a prosperous '63. Millie McCarthy made progress with her operation in the area, she did with his legislative association activities.

Bucky Van Wyck, a coinman we don't see enough of, had a good year in '63. He's doing a good business.

At Denver's MONY has increased membership and top area location contract to list along with other accomplishments, and so many other individuals and firms, we haven't mentioned, all in good shape now that the storm is over. Pauline and Joe Orieck see nothing but happiness ahead. Grandson Gary is home and the joysy grandparents are resolving not to spoil him (wanna bet?).

As for Cash Box, we carried 82% more coin machine advertising than our nearest competitor during 1963. We do have a word of thanks for our subscribers and advertisers, all of whom make this the success we are. WE WISH EVERYONE OF YOU A HAPPY AND A HEALTHY NEW YEAR.
Chicago Chatter

HAPPY NEW YEAR! A bit of the edge has been lost during this usually frivolous holiday season by the tragic occurrence in Dallas last November 22. However, hope for continued healthy business activity in the coin machine and vending industries, based on opinions we've been receiving from executives in both industries.

One area of concern in this midwestern vicinity is the St. Joseph Valley area, in which the center of prominence is South Bend. The pending shutdown of Studebaker Motor Corp., huge plants creating a crippling blow, will certainly be felt considerably by the coin machine and vending operations in that area. There is, however, a strong feeling that there will be a resurgence in South Bend again, notwithstanding Studebaker's departure. South Bend's loss is Hamilton, Ontario's gain, since Studebaker will concentrate its automotive manufacturing heavily in Canada. In all other areas in the midwest there are high hopes for 1964.

The exodus to sunny, warmer climes is taking its toll in Chi. Many of our local coinmen are already basking in the sun in Florida, Acapulco, California and other southern spots. Notable names who have left are Dave and Dorothy Gottlieb, who departed for Miami Beach earlier in December. Alvin Gottlieb and his lovely Evelyn recently reunited with their kiddies for Puerto Rico, from where they will go to Miami Beach to visit with Dave and Dorothy. Meanwhile, Nate Gottlieb and Judd Weissberg arekeeping the production and shipping rolling at full blast on the new Gottlieb "Gigi" pinball amusement game.

Another coinman basking in Florida is J. H. Keene & Co. chairman Roy McGinnis. Roy jetted south recently with his lovely wife. The new year looks very bright at Chicago Dynamic Industries, where Sam Seibert and Sam Grasbush have high hopes for operator acceptance in the world markets for CoinChin amusement games in '64. Present popular Chicago coin models are the big hit with operator's choice, "Strike Back" 2-player pin-game, "Classic Cracker" 2-player pin-bowling, and "Official Spare-Life" big ball bowling alley. Mort Secore is very optimistic about next year's sales report.

There's scarcely time at First Coin for holiday elation. Joe Klime, Sam Robb and Bob Klime, and the rest of the First Coin gang are just too busy shipping equipment out. ... Row. AC proxy Jack Harper's statement for the business outlook at Row. AC during the new year is very gratifying. He and various Fred Pollak are thrilled over the acceptance of Row. AMI's "Tropicana" stereo phono, and Row. AC's vending machines.

Among the local coinmen expressing their most optimistic views for '64 in all areas of the coin machine business are prominent people as: Dave T. Tuma, Edward G. Doris, Frank and George Hunker, all of Rock-Oh Mfg. Corp. Sales all over the world have been terrific at Rock-Ola, and they are not only a continuous trend, but a continuing increase in sales of Rock-Ola's coin-operated and vending machines.

They decked the halls with boughs and holly at United last week, and Herb Frantz & Bill Ovitz are looking forward happily to 1964, thanks (they say) to United's "Bankpool." The showrooms at Empire Coiners were festively fest in last week. Most festive of all Empire Coiners were Gil Kitt and Joe Robbins. They wish one and all coinmen a very prosperous New Year.

Last Tuesday (Christmas Eve) Proxy Sam Stern hosted a gala party for his entire crew at Williams Electronic Mfg. Corp. Sam and sales manager Don Congdon celebrated terrific 1963 sales effort with Williams Ripper amusement game machines, and they look forward to more of the same in '64.

News emanating from DeWitt Coleman's office at the Seaburg Corp. revealed plans for tremendous growth commencing in '64 in plant expansion and other areas. General consensus of opinions garnered from Jack Gordon, Bill Adair, Tom Hirsch and Stanley Jarocki bear out Coleman's optimistic predictions for all divisions of the Seaburg Corporation.

Naturally, Rocky Ross, "Izzy" Wolverton, Bob Jones and Ruth Sheffield expect a big "Winner" in '64. How can Midwest Mfg. miss with a "Winner" in the production line amusement game! Over in snow-banked Omaha Hymie and Eddie Zorinsky tell us they'll be back in the '64 game results that they enjoyed in '63. It was a great year at H. Z. Vending & Sales... J. H. Keene & Co. is doing well at year-end with the new "Colorama" 2-player, according to pretty Art Wennand and sales manager Clayton Nemeroff.

One of the nicest Christmas cards was received from old buddy Bob Portale of Los Wolcher's Automatic Music in San Francisco. We extend heartfelt Season's Greetings to Bob, his lovely Lotte, and young Tom and Robert Portale.

Among the 1964 predictions for success in coinbox notable were reports from Bill Wekel and Ewald Fischer, of Fischer & Mfg. Co., and Mitt Wiener, Ed Ruben and Morris Wiener, of Wico Corp.

Also, Ted Frantz and Bill Ovitz, of Marvel Mfg. Co. A very optimistic report was garnered from our old steam bath buddy Johnny Frantz, of Johnny Frants, Co. Johnny and sales chief Don Cooperx expect a bannering of a new year with Frants counter amusement games.

Gottlieb's new "Gigi" pinball amusement game is already a "hit" at the National Coin Machine Exchange, according to Joe Schwartz and Max Levinson, of Gottlieb's Chicago office; Season's Greetings to Bob, his lovely Dotty, and Arlie, to Joe Schwartz and Max Levinson, of Gottlieb's Chicago office; Season's Greetings to Bob, his lovely Dotty, and Arlie, to Joe Schwartz and Max Levinson, of Gottlieb's Chicago office; Season's Greetings to Bob, his lovely Dotty, and Arlie, to Joe Schwartz and Max Levinson, of Gottlieb's Chicago office; Season's Greetings to Bob, his lovely Dotty, and Arlie, to Joe Schwartz and Max Levinson, of Gottlieb's Chicago office; Season's Greetings to Bob, his lovely Dotty, and Arlie, to Joe Schwartz and Max Levinson.

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Peach State Skeds

CHICAGO—Jack Mittel, sales manager for Williams Electronic Manufacturing Corporation, this city, advised this past week that there will be a service school seminar Tuesday, January 15, at Peach State Trading Company, Columbia, South Carolina, featuring the entire line of Williams amusement flipper games.

Norm Clark, Williams Electronic's field service engineer, will conduct the classes, and conclude the sessions with a question and answer period.

Jim Falk, general manager of Peach State Trading's Columbus, S. C., distributorship, stated that advance returns indicate there will be a large turnout of area-wide operators and their servicemen in attendance.

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If you have any questions or comments about this image, feel free to ask!
SEASON’S GREETINGS

SALESMAN WANTED

Due to the death of one of our key men, we have a unique opportunity for an experienced, aggressive salesman. We have represented leading manufacturers of music, games, and related lines for many years. Territory is well-established with excellent following. Good salary and substantial benefits for properly qualified man, able and willing to travel. Apply by mail with full details of background and where and when we can call you. Will visit you or pay expenses to come to us. All replies strictly confidential. For a position of progress and prominence write: Mr. Irvin F. Blumenfeld—

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THROUGH THE MARCH OF DIMES!

Cash Box—January 4, 1964

Trimount Plans 40th Anniversary Program

BOSTON—Forty years ago, come August of the current New Year, Trimount Automatic Sales Company started in business. The coin machine and vending distributing firm, still headed by its founder, Dave Bond, will celebrate this event on August 3rd with a day-long celebration and clambake at a New England Country Club with just about every operator in the 6-state territory attending.

Irvin Margold, Trimount’s General Manager, told Cash Box last week that the wheels of planning this giant anniversary celebration have already started turning. Trimount has institutionalized a plan whereby operators will receive points based on amount of purchases during the January-June period.

"In order to qualify as a guest at our party," stated Margold, "all any operator need do is to buy at least $1,000 in equipment during the first six months of this year which includes just about every, operator in the New England area."

A golf tournament, a project in itself, is being organized. The Blue Hills Country Club has reserved the entire day and the only guests will be guests of Trimount. Swimming will be a major attraction of the day with three swimming pools available for guests. A New England shore dinner will be served. Everyone will receive prizes.

"We expect to build our 40th Anniversary into a major celebration culminating on the August 3rd date when the industry in our territory will spend an entire day together at one festive clambake," said Margold. He added that details on the 6-state event will be released as they become available.
The Aristocrat of All Games

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It's New! It's Original! No Competition! Terrific Appeal! Terrific Profits!

SUPERBLY STYLED
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Skill Shot on Break Can Score 30-20-10
FIRST LEAVE AFTER BREAK
15 Balls Automatically Drop in Pattern

Player gets up to 4 additional shots
To pick up all 15 balls

Unlimited Variation of Bank Shots
Fewer Shots Register Higher Scores

1 2 3 or 4 Can Play

Perfect Score
720

Get BANK POOL from your
UNITED DISTRIBUTOR Today

6 Racks
Per Game
Maximum of
5 Shots Per Rack

Standard 10x Play
SIZED RIGHT
3 FT. WIDE, 7 FT. 9 IN. LONG
Shipping Weight (Crated) 365 lbs.

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The Greatest Innovation Since United Created Coin-Operated Bowling Alleys and Shuffle Alleys

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www.americanradiohistory.com
Some "common" things about our highly uncommon phonographs

We like to chant and rave about our "new and different" features as much as anybody. But we also know that it pays to have some common things in our phonographs, too, "Common" in terms of interchangeability from one unit to the next.

For example, this year, instead of making two separate receiver units for our four new phonographs, we're making only one easy-to-interchange receiver ... which means simplified servicing, and less inventory costs for everyone concerned.

The same thing goes for the full-dimensional speaker system, Mech-O-Matic changer, "money-counter," tone arm assembly ... in fact, virtually every component is interchangeable. How about that for top versatility!

It is this kind of design and engineering which has made it common knowledge that Rock-Ola is the big name for top profits!

See the new Rhapsody II and Capri II now at your Rock-Ola Distributor's.