Barbers have figured prominently in the music world. One from Seville is still world famous. Another named Como ranks with music history greats. A third whose name should be entered into the disk industry's Who's Who is the designer who styled the hair of the lads seen above. For, there is little doubt their wild hair style in combination with their refreshing sound and powerful teen material has made the quartet the hottest act to hit the teen public since Elvis Presley. If you haven't already guessed, the four British youngsters are the Beatles. Although the Beatles disks recorded on EMI in England were released on varied American labels during the past two years, it wasn't until Capitol Records in the U.S. got behind the group that their fabulous potential became a reality. In the short span of little more than a month, the Beatles have climbed to the #1 spots on both the singles and LP charts with "I Want To Hold Your Hand" and "Meet The Beatles." In addition, everything with the Beatles' name on it is on the best seller list. Their Swan disk of "She Loves You" is also in top ten. Two of their early dates on Vee Jay are Top 100, as is a Vee Jay LP "Introducing The Beatles." Even an early Beatles' single recently issued by MGM is now on the charts. The four Liverpool lads, including (l. to r. in top photo) John Lennon, Paul McCartney, Ringo Starr, and George Harrison, arrive in the U.S. this week for appearances on the Ed Sullivan TV'er this weekend as well as a big Carnegie Hall one-nighter February 12.
3 COUNTRY GENTLEMEN ARE TAKING THE POPULAR MARKET BY STORM WITH THESE SENSATIONAL SINGLES!

Johnny Cash
Understand Your Man
4-42964

Claude King
That's What Makes The World Go Around
4-42959

Marty Robbins
Girl From Spanish Town
4-42968

COLUMBIA SINGLES SELL
Crazes and manias come and go and in the interim win all the press coverage. But there are a number of solid areas of the disk industry which go un-noticed while attracting far more dollars than any passing fad.

One such area is Film Music. Although it seldom gets the bally-hoo it deserves, it is definitely one of the most profitable fields of recorded music in the entire industry . . . from the manufacturer right on through to the dealer.

Probably the most favorable factor of film track disks is their fantastic length of life once they hit big. We have seen tracks like "West Side Story" and "South Pacific" spend close to two years in the top ten of our LP charts. Good film LP's frequently require little promotion considering the length of their run. Discounting them is unnecessary. Returns are zero. Of course, if the track is a bomb, this doesn't apply. But when track LP's are big, they're beautiful.

And three of them are in the top ten. But the field has been growing rapidly in recent years.

With more film companies active on the disk scene through their own labels, more track LP's have been getting exposure, and as a result more have been hitting. Tracks that, a few years ago, would not have been given exposure, are now getting a better chance to be heard.

A few years ago tracks from foreign films or art films received limited coverage on American labels. But the world of art films has made drastic advances on the American public. As a result, tracks from art films have become very important properties and we are seeing more and more released every month.

In addition to the actual track LP's themselves, film music as interpreted by leading artists via lush strings, jazz combos, vocalists, etc., have also become staple disk items.

Although the film track field may lack the excitement of the Beatles, the Twist, Surf Music or the rest, in its own quiet way it is a major factor of the record industry.
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**Cash Box Top 100**

**February 8, 1964**

**Compiled by Cash Box from leading retail outlets—does not include airplay reports.**

**Sharp Upward Move**

**Best selling records; other versions strongly reported alphabetized, top 100 in each issue.**

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www.americanradiohistory.com
Any way you look at it...

JOHNNY TILLOTSON
has a new smash single!
WORRIED GUY
K 13193 .................................................. b/w ... Please Don't Go Away

and don't forget his big-selling album
TALK BACK TREMBLING LIPS
E/SE-4188
on MGM Records, of course!

A TANRIDGE PRODUCTION
MGM 'Verve' Sets Feb. Promo For Connie & Ella

NEW YORK—MGM's Verve Records' double celebration of Connie Francis and Ella Fitzgerald's birthday anniversary this year, including the release of their third albums, "Ella's Birthday Anniversary" and "Connie's Birthday Anniversary," were featured in a special announcement last week.

Clarence B竹, vice president and general manager of the label who noted that Buxton had signed his first contract with RCA more than 25 years ago, said the company, which was formed in 1939 after World War II, had erupted in a "royal" affair.

"Mr. Buxton's performances on recordings and in concert halls have given the world some of its finest musical moments," Mavis said. "We at RCA Victor are deeply gratified that the association between Buxton and this company will thus continue to the future in the house.

The pianist's vigor in recent years has been noted throughout the world, and his plans for the next year include the publication of his new book,

The week's agenda for recording plans will include a new album, "The Sound of Music," released to coincide with the release of the stage production of the same name.

Arturo de la Rosa, the company's director of promotion, said, "Arturo has always been a great supporter of the company and we are very pleased that he will be continuing his association with us.

CMA Sets 1st Meet Of '64 In Palm Springs

NASHVILLE—Officers and directors of the Country Music Association (CMA), the professional organization that represents the music industry in the U.S., will hold their annual convention next week in Palm Springs, Calif., and the following events will be held to commemorate the occasion:

January 13, 1964 to January 16, 1964

The convention will feature a variety of activities, including a concert, a dinner, and a golf tournament.

The dinner will be held at the Reynolds Beach Hotel, and the tournament will be held at the Palms Country Club.

The concert will feature a variety of performers, including an orchestra, a choir, and a variety of other musical groups.

The golf tournament will be held at the Palms Country Club, and will feature a variety of golfers, including professional golfers and amateur golfers.

The convention will also feature a variety of other activities, including a trade show, a variety of seminars, and a variety of other events.

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Public To Get Word Of ASCAP's 50th Annys Salute

NEW YORK—The general public will be well aware in the weeks ahead that ASCAP is celebrating its 50th anniversary this year.

The performance rights society has pinpointed Thurs., Feb. 13 as the formal date of its founding.

The following Sunday, the Golden Anniversary celebration will be kicked-off via a special section in the New York Times. The section will be devoted to a history of the society and how it operates. It will also explain how ASCAP serves its members, who wish to perform copyrighted music of the Society's members publicly, for profit. A number of top ASCAP members have written brief commentaries for the section.

On Sunday, March 8, Ed Sullivan will broadcast a special ASCAP show on his TV show. The program will be devoted to a special tribute to ASCAP's members.

The classical date is Tchaikovsky Symphony No. 6 performed by the London Symphony Orchestra.

The show will be broadcast live in the United States, and will be held at the London Symphony Orchestra.

St. John the Divine will host the group during the two-day conference.

San Remo Fest

Winners of the San Remo Song Festival will be announced today. For info on last minute preparations for the event see this week's column from Italy.

Jim Courtright
Decca's Feb. LP Product Spots
"Best Of " Series, Country LP's

NEW YORK—Decca Records is releasing 10 new product spots in March with two of its categories getting the bulk of the new LP's: four new additions to the label's Best of ... series and 11 country music dates.

All new entries fall under the label's current mid-winter dealer re-tracking program (details are available at local district offices).

The new "Best of ..." sets, each with 2 LP's, include performances by Count Basie, Jesse Crawford, The Weavers and Red Foley.

The new country entries are: "Bill Anderson Sings," "The Queen of Country," by Kelly Wolfe, "Highway to Heaven" by Jimmy Jobete Broadens Scope, V.I.P. Label Is Formed

NEW YORK—Jobete Music, the publishing arm of the Tamla Motown disk setup, is broadening its scope. After giving the Tamla Motown operation seven BMI award winners last year, the label will begin producing discs for other labels, seek-out new material and talent in areas of the pop music industry.

The new Going and Stanley "Mike" Osman, who operate Jobete, have already produced two discs for a new label under their aegis. Deiscoy is V.I.P., which is being handled for national distribution by Tamla- Motown. Deiscoy are "If Your Heart Says Yes" by The Benders and a "Drown Doodee" by Bobby Valentis. Jobete has offices in New York at 6169 Broadway and in Detroit at 2674 W. Grand Blvd.

Columbia Realigns Executive Functions
Of Townsend, Mersey & Karpaklif

NEW YORK—Columbia Records has made a major realignment of its executive functions. Most affected by new appointments is the label's pop A&R department.

Bob Mersey, according to Ken Glancy, A&R vp, has been named director of pop A&R. Label head Goddard, who has been officially announcing additional responsibilities for Irving Townsend, west coast vp, and the appointment of Dave Karpaklif as general manager of the label's publishing companies, April and Blackwood Music.

With the appointment of Mersey, previously pop musical director, Columbia for the first time will have all its A&R activities out of N. Y. City, a coordination heretofore coordinated by one individual.

Reporting to Glancy, Mersey will report to the newly appointed A&R vp of Epic Records, Columbia's pops, Bob Morgan, Epic's ex-executive, will report to Mersey. The label's pop A&R activities on the west coast were previously handled by Townsend, whose new duties, an announcement said, necessitated its being taken over by Mersey. Townsend's new responsibilities were not defined by the label.

It was also announced that Mersey would immediately record a limited number of artists.

In his new post, Karpaklif, formerly eastern pop A&R head, will direct all activities concerning checking or creating material suitable for disk efforts on Columbia or other labels. He also will be responsible for the promotion of all material in the April-Blackwood catalog.

Mersey, an arranger-conductor-composer, joined Columbia in 1961 as an A&R producer. In 1962, he was promoted to the post of musical director of pop A&R.

Karpaklif first joined Columbia in 1957. Townsend, who joined Columbia in 1946, was appointed west coast vp in January, 1962, and continues to report directly to Liberson.

In addition to Mersey, reporting to Glancy are Don Law, exec producer of Nashville A&R; and Leonard Burkat, executive director of Masterworks A&R. Glancy, in turn, reports directly to Liberson.

RIAA Petitions For Repeal Of Fed. Excise Tax On Disks, House Committee Plans Hearings

NEW YORK—The Record Industry Association of America has filed pro- pernunie statements with the House Ways and Means Committee and the Senate Finance Committee for repeal of the Federal Excise Tax on records.

Willard D. Mills, chairman of the committee, announced that the committee plans to hold public hearings on Federal excise taxes later this month. No date has yet been set for the hearings. It is thought to start. It has taken several years since the Committee on Ways and Means has held hearings on the matter, and the hearings are expected to extend in the bands of the Decca field force, which is already contacting dealers in the respective areas.

RCA Expects 1st Qtr. Earnings To Exceed '63

NEW YORK—The Radio Corporation of America's earnings for the first quarter of 1964 are expected to ex- ceed those of the same quarter in 1963. President David Sarnoff told a meeting of stockholders here last week.

The special meet approved a 5-for-1 common stock dividend, a full-color leaflet highlighting all the new product and the complete "Best of ..." series of discs in the hands of the Decca field force, which is already contacting dealers in the respective areas.

NARM AWARDS BALLOTS

PHILADELPHIA—The ballots for the 1963 NARM Awards, presented at the national NARM Convention, have been sent to the NARM rack jobber, for their votes.

The climax of the award voting will be the selection of the winners at the gala NARM Awards Banquet. The ballots were handled by Stanley Jaffe (Gordon Sales Co., Seattle, Washington). Tabulation of the ballots will be handled by an independent certifying firm. The ballots are sealed and will not be opened until the night of the Awards Banquet.

In addition to the thirteen categories listed, NARM members are asked to vote on the quarry committee for the Record Changer (Continued on page 35)

Lou Kretzef Heads Sue's Sales-Promo Dept.

NEW YORK—Vet music man Lou Kretzef has been named national sales and promotion manager for Sue Records, according to the label's topper, Robert W. Swanson.

Kretzef, who has been associated with the disk industry for the past 25 years, heads his own public relations and Headquartering at the label's New York office. He will begin the new position on April 1, 1964, having been associated with Sue's Sales-Promo Department since 1952. Prior to joining Sue, Kretzef most recent associations included stints with Decca, Liberty and Mercury and also ran a distib firm in Baltimore. He also manages The Hi-Brow, who had a number of disk successes.

C-P Declares 6th Straight Quarterly Dividend

PHILADELPHIA—The board of directors of Cameo-Parkway Records has declared a quarterly dividend of $1.34 per share payable to stockholders of record on February 15, 1964. This is the sixth consecutive quarterly dividend declared by the label.

Beetles Run Rampant On Charts, Arrive In U.S. This Week

NEW YORK—The Top 100 has a case of Beatlemania this week. For the first time in the history of the listing, one attraction—The Beatles, that is— is represented by six sides climbing the charts. Starting, too, is the site's series of releases of four different labels.

The group's multi-label showing on the Top 100 stomated one trade way to the Beatles' chart leader, with the flip side of the Capitol deck moving into the number 100 spot this week. Vee Jay also boasts two offerings by the English stars, with "Please, Please Me" holding down the number 55 spot, and a separate singles issue, "From Me To You," making its first appearance on the chart at number 74. A Columbia pressing of the Beatles' latest, "Swan's "She Loves You," moving up to 11. The MGM label is the fourth to score with the Beatles, with Mer- sry's initial Beatles chart rider is "My Bonnie" (session is shared with Tony Sheridan), whose position is numbered 87.

The LP chart is hot with Beatles product, too. Capitol's "Meet the Beatles," after just two weeks on the listing, is now up to number 19, and now, 100. It's the over from The Singing Nun's "Domin- nique," which had a very respectable 10-week run as the nation's top album.

Vee Jay's "Introducing The Beatles." (Continued on page 36)

Skaff Made Imperial VP
Other Execs Named

HOLLYWOOD—Bob Skaff has been appointed vice-president of Imperial Records, according to Al Bennett, president of Liberty Records, the parent company.

Skaff switched over to Imperial as general manager six months ago after serving as Liberty's national promo director for the west coast.

Along with Bennett's announce- ment, Skaff named Ken Revercomb, former Gospel Records manager of Liberty, to the post of national sales manager of Imperial; Imperial vet Eddie Ray as A&R coordinator; and Bennie Rakey, former B&R promo man for Liberty, as promo director.

Speaking for Liberty's board of directors, Bennett said Imperial had "prospered" under Skaff's direction over the past six months. Skatted Ben- nett of the new appointments which maintained the strong position Imperial has always held in the industry, but has gone on to make sure heights are maintained in the full potential of Imperial's catalog and by his addition of highly commercial artists to the ros- ter.

New CB Feature: Top 100 Labels

NEW YORK—Cash Box starts a new top 100 LP Charts this week, with 100 Labels, which lists all the labels on the chart and the position of each of their sides (See page 50).
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CASH BOX

LOOKING AHEAD

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

1  PINK DOMINOS
   Crescent (Epic 21714)
2  HIGH ON A HILL
   Scans English (Torkanne 4601)
3  THE LA-DEE-DA SONG
   Village Stompers ( Epic 9655)
4  DEEP IN THE HEART
   Of HARLEM
   Clyde McPhatter ( Mercury 71220)
5  LEAVING HERE
   Eddie Holland ( Motown 1055)
6  GLAD ALL OVER
   Dave Clark Five ( Epic 9656)
7  TELL HIM
   Dave Vella (Capitol 5065)
8  SAGINAW, MICHIGAN
   Martha & The Vandellas (Motown 42924)
9  YOUNG AND IN LOVE
   Chris Crosby ( MGM 12191)
10  SNEAKY SUE
    Patty Love & Petitsots (Kepp 583)
11  HERE'S A HEART
    Diplomats ( Arise 1904)
12  I'M WATCHING (EVERY LITTLE MOVE YOU MAKE)
    Little Peggy March (RCA Victor 82902)
13  DON'T CROSS OVER
    Linda Bramon ( Epic 9640)
14  I CAN'T STAND IT
    Soul Sitters (Son 799)
15  GREASY SPOON
    Hank Mann ( Federal 12008)
16  THROUGH THE EYES OF A FOOL
    Roy Clark (Capitol 5099)
17  WOMAN, LOVE AND A MAN
    Tony Clarke (Chess 1188)
18  WHO'S BEEN SLEEPING
    In my bed
    Linda Scott (Congress 204)
19  ON AND ON
    Jerry Valus (Columbia 42951)
20  SNOW MAN
    Diana Ray ( Mercury 72223)
21  SLIPPIN' & SLIDIN'
    Jim & Monnie (Betty 1077)
22  BIRD DANCE BEAT
    Touch & Go (Casswell 4003)
23  SCATTER SHIELD
    Surfists (Dot 31581)
24  OZI-OZI-DOM
    Charnettes (Kepp 570)
25  I'LL BE THERE (TO BRING YOU LOVE)
    Majors (Imperial 60009)

26  CUSTOM MACHINE
    Bruce & Terry (Columbia 42956)
27  STAY WITH ME
    Frank Sinatra (Reprise 20298)
    Nick Mallis (Chess 1879)
28  I CAN'T WAIT TO SEE MY BABY/WHO'S GOING TO TAKE CARE OF ME
    Baby Washington (Son 2979)
29  MOLLY
    Eddie Arnold (RCA 8296)
30  GOING BACK TO LOUISIANA
    Bruce Channel (LeCam 112)
31  WHAT NOW MY LOVE
    Ben E. King (Atco 6384)
32  UNDERSTAND YOUR MAN
    Johnny Cash (Columbia 42964)
33  MY HOME TOWN/A ROOM WITHOUT A WINDOW
    Jon Lawrence (Columbia 42952)
34  HOW MUCH CAN A LONELY HEART STAND
    Skeeter Davis (RCA Victor 8288)
35  NEVER LEAVE ME
    Streathams (O'Dell 100)
36  MO ONIONS
    Booker T. & MG's (Stax 142)
37  THE COW
    Bill Robinson (American 1023)
38  OUT OF THIS WORLD
    Gina Washington (Wind 147)
39  WORRIED GUY
    Johnny Tuleston (MGM 13193)
40  ALL MY TRIALS
    Dick & DeeDee (Warner Bros. 5477)
41  HE REALLY LOVES ME
    Debbie Nations (Atlantic 1148)
42  I ADORE YOU
    Patiss Page (Columbia 42963)
43  STRANGE THINGS ARE HAPPENING
    Little Jr. Parker (Duke 371)
44  STAY
    4 Seasons (Veejay 582)
45  CONVICTED
    Darroll (Sot 15151)
46  LONG TALL TEXAN
    Murray Kellum (M.O.C. 635)
47  MY TRUE CARRIE LOVE
    Nat Cate (Capitol 5125)
48  PEOPLE
    Barbra Streisand (Columbia 42967)
49  BLUE MOON
    Ray Conniff (Columbia 42967)

Cash Box—February 8, 1964

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A FINE TALENT AND A FINE SONG MAKE THIS A HIT RECORD!

PERMANENTLY LONELY

#55665

TIMI YURO

LIBERTY RECORDS

PERMANENTLY LONELY” IS PUBLISHED BY PAMPER MUSIC, INC. (BMI)
**Cash Box**

**Pick of the Week**

**"FUN, FUN, FUN" (2:18)**

"[Sea Of Tunes: BMI—Wilson]"

**"WHY DO FOOLS FALL IN LOVE" (2:10)**

"[Patricia BMI—Lyon, Santiago, Goldner]"

**THE BEACH BOYS (Capitol 5118)**

The Beach Boys' fantastic success with two-sided hits (they're coming off "Be True To Your School!" and "In My Room") is a cinch to continue with this new Capitol duo. One half's a contagious steady rock beat newcomer (from the 'hot rod' dept.) labeled "Fun, Fun, Fun" while the other's a terrific jump beat up-dating of Frankie Lymon's years back giant, "Why Do Fools Fall In Love." Great teen arrangements supplied by Brian Wilson on this take your pick pairing.

**"BLUE WINTER" (2:23)**

"[January BMI—Gluck, Raleigh]"

**"YOU KNOW ME DON'T WANT ME" (2:21)**

"[Zeller ASCAP—Mercer, Dolan]"

**CONNIE FRANCIS (MGM 13121)**

Connie's first release in the new year promises to be another one of her red-hot sales items. Tabbled "Blue Winter," it's a touching beat-ballad shuffler that Connie multi-tracks with telling effect. Side should be all over the airwaves in no time. The pretty, tender sentiment ballad, "You Know Me," is from the forthcoming Mercer-Dolan musical, "Foxy." Top flight' arranging-conducting credits on this potest due belong to Alan Lober on the former and Klaus Ogerman on the latter.

**"WORRIED GUY" (2:26)**

"[R. F. Wood ASCAP—Evans, Reardon]"

**"PLEASE DON'T GO AWAY" (2:08)**

"[Ridge BMI—Strik, Tiltoton, Conozza]"

**JOHNNY TILLOTSON (MGM 13193)**

Here's two powerful pieces of material from Tiltoton's new MGM LP: tag-teamed after the hits for the label, "Tell Back Tree-track Liza." Leadoff portion, labeled "Worried Guy," finds Johnny in a thumping rock-n-twist poke up. His follow-up will ever one companion piece, "Please Don't Go Away," is a soft, chasion beat-ballad love affair. Stellar choral and orch showcases supplied by Bill McKinney.

**"TELL ME BABY" (2:18)**

"[Sealark BMI—Spencer, Halley]"

**"ANYTIME YOU WANT ME" (3:00)**

"[Rittenhouse BMI—Moede, Mimm]"

**GARNET MIMMS (United Artists 654)**

Mimms, who along with the Encantadores now own three solid chart-riders in their debut giant, "Cry Baby," and the follow-up pairing, "Baby Don't You Want It" and "Pu Your Precious Love," can tie for in more of the same happy results with "Tell Me Baby." It's an infectious rock-a-shuffle blueser that Garnet wails with heartfelt emotion. On the soulful flip Garnett & Co. shift things down to a promising, "Cry Baby" beat-ballad pace. Outstanding arranging credits belong to Garry Sherman.

**"BE MY GIRL" (2:27)**

"[Kalmann-Wynette ASCAP—Mann, Straigis]"

**"DRAGSTER ON THE PROWL" (2:16)**

"[Cameo-Parkway BMI—Richards, Kellie]"

**THE DOVELLS (Parkway 901)**

The Dovells' latest contender for chartdom is a pounding, pulsating chopper with a 'Liverpool' sound. Tagged "Be My Girl," it's a handclapping delight that's check full of those hit-making vocal and instrumental ingredients. More of the same top teen sounds on the rockin' hot-rodd couple, "Dragster On The Prowl."

**"BIRD DANCE BEAT" (2:10)**

"[Willong BMI—Garrett]"

**"A-BONE" (2:00)**

"[Willong BMI—LaPole]"

**THE TRASHMEN (Garrett 1003)**

The Trashmen, who turned a hard-to-believe, tongue-in-cheek novelty rocker, "Surfin' Bird," into a top ten smasheroo, can do it again with this new stand on the Soma-distributed Garrett label. It's another frantic rocker, dubbed "Bird Dance Beat," that again features that catchy lead-voice and wild instrumental backing. The high-speed undercoats tailored for the hot-rodd enthusiasts.

**"TILL MAKE YOU MINE" (2:30)**

"[Sistema BMI—Velline]"

**"SHE'S SORRY" (2:03)**

"[Sistema BMI—Velline]"

**BOBBY VEE (Liberty 55670)**

Liberty has rushed out a new Bobby Vee single that follows hot on the heels of the chart's recently-released smash, "Stranger In Your Arms." tic chopper from the 'caught-in-middleman-Liverpool' category. Sensational vocal assist from the Eligibles with Ernie Freeman handing in a top notch arrangement. There's more of that red-hot teen sound on the harder-driving powerhouse, "She's Sorry."

**Cash Box—February 8, 1964**

**RECORD REVIEWS**

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

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

"THE PATRIOT GAME" (2:45) [Tiparp BMI—Rechen]

"LAST NIGHT I HAD THE STRANGEST DREAM" (2:08)

[Almanac ASCAP—McCurdy]

**KINGSTON TRIO (Capitol 5132)**

The Kingston Trio comes up with a potent follow-up stanza to last chart-rider of "Ally Ally Oxen Eye," with this new topfolk stanza called "The Patriot Game." The tune is a melodic, easy-going anti-bellum message song essayed by the crew with usual polish and verve. On it flip the group turns in a top-flight reading of Ed McCurdy's somewhat euphoric affair about universal peace.

"TO THE AISLE" (2:36) [Warner BMI—Wiener, Smith]

"LONELY, LONELY NIGHT" (2:08) [Low-Twi BMI—Rod]

**JIMMY VELVET [ABC-Paramount 10529]**

Velvet, who finally got his chart break with the dual-mart teen oldie, "We Belong Together," can make it a back-to-back clik with another one from the same category. This time it's the 5 Satins' while-back hit, "To The Aisle," that's gonna take a hip-swinging beat-ballad route. Hitwise. Also keep a close watch on the tearful balladh-with-a-heat pairing, "Lonely, Lonely Night." Backings by Bill Justis are top drawer.

"FROM ROCKING HORSE TO ROCKING CHAIR" ([U.S. Songs ASCAP—David, Bacharach]

"CHEER UP" [Spanku BMI—Anka]

**PAUL ANKA [RCA Victor 5311]**

The international favorite's a good bet to get back on a big hit scene in the U.S. via his latest Victor stanza. On one end, a lovely easy go situation, the other a pretender's true love. "From Rocking Horse To Rocking Chair." A warm, multi track effort that sports a first rate Bacharach orch-choral arrangement. Don Costa grabs the top notch chas twist arranging credits on the catchy, Anka-penned undercut, "Cheer Up."

"OUT OF SIGHT—OUT OF MIND" (2:43) [Nomi BMI—Hunter, Ock]

"NO ONE ELSE WILL DO" (2:40) [Crazy Cajun BMI—Vallet]

**SUNNY & THE SUNLINERS (Tear Drop 3027)**

Sunny & The Sunliners, who opened with a big one in "Talk To Me" and followed nicely with "Raps To Riches," can have their third 'hit-making' release here. This time it's the 5 keys, years-back stanza, "Out Of Sight—Out Of Mind," that Sunny and his crew serve up in the irresistible shuffle-beat-ballad style. The tantalizing twister's, "No One Else Will Do," can make a strong chart showing. Potent arrangement handled by Glenn Spreen.

"I RISE, I FALL" (2:14) [Tud ASCAP—Hampton]

**"HOW SWEET IT IS" (2:30)** [Picturetone BMI—Robinson, Meeder]

**JAY (Coral 6293)**

Jay, formerly of Jay & The Americans, who are also out with a United Artists release this week, goes it alone on this strong Decca bow. Side a tempting Latin beat romancer, labeled "I Rise, I Fall!" that the albums wraps up in exo-teasing fashion. Ditto for the lovely, soft beat chas companion piece, "How Sweet It Is." Dick Jacobs is responsible for the most attractive choral and ork backdrops.

"GIRL FROM SPANISH TOWN" (2:53) [Marty's Music BMI—Robbins]

"KINGSTON GIRL" (2:01) [Marionna BMI—Winter]

**MARTY ROBBINS (Columbia 42963)**

Marty Robbins scored in dual-market fashion last time out with "Girl, Give To You" and this new release labeled "Girl From Spanish Town" gives every indication of developing into a similar hit. The tune is a rhythmic, infectious romancer with a catchy south-of-the-border flavor. Plenty of potential here. "Kingston Girl" is a lovely folk-styled melody affair essayed with voice and authority by Robbins.

"TO WAIT FOR LOVE" (2:14) [U.S. Songs ASCAP—Bacharach, Doris]

"FRIDAY" (3:00) [Trio BMI—Powers, Greenwich]

**JAY & THE AMERICANS (United Artists 603)**

This new UA offering has what it takes to send Jay & The Apollo on the way as one of the very prettiest shuffle-beat ballads, fully, tabbed "To Wait For Love," that the outfit picks up in ear-crass manner. From the one side, that is, a pop flip to the other popular payday. Slick backup credits belong to Garry Sary.
"WHAT'S EASY FOR TWO IS SO HARD FOR ONE"
MARY WELLS
Motown 1048

LEADING OFF
Cash Box Pick of the Week
EDDIE HOLLAND "LEAVING HERE" Motown 1052
Though the time entry, teeners sit a hush of set-up, pace Both ends "MOTHER" (1:54) [Beeechwood BMI - Usher, Christian] Usher, a successful teen writer, heads up a discmanese suite to the remarkable rock sound from England, The Beatles. Exciting attack tie to "the Beatles," the artiste serves up another tasty instrumental recipe for soul cookin' music. A swinging blues-jazz date to chase closely—especially on the op level. More tempting cool blue sounds on the flip.

"MOTHER NATURE" (2:14) "TO THE AISLE" (2:37) [Big Bopper, Jack BMI - Rush] [Wemar BMI - Smith, Wiener] DON'T QEE LEE (Smash 1871)

Both ends of Dickey Lee's new Smash outing are sure to make the teeners sit up and take notice. One half's a captivating rock-a-shuffle entry, labeled "Mother Nature," that sports a rock-social rock and instrumental showcase for Lee's delivery of some very catchy lyrics. The other's a winning, soft shuffle beat revival of the 5 Satins' teen classic, "To The AISLE." Like 'em both.

**Newcomer Picks**

"OUT OF THIS WORLD" (2:10) [Zam BMI - Washington] "COME MONKEY WITH IT" (2:19) [Zam BMI - Washington]

GINO WASHINGTON (Wand 147)

Newcomer Gino Washington could take a quick trip to chartville aboard this debut on Wand. It's labeled "Out Of This World" and it's a jet-speed rocker that Gino, along with the Rochelles and the Atlantics belt out with soul and authority. Lyrics are delivered in a hard-to-understand "Louise, Louise" and Co. It love it. Cooper's a dandy teen hop invitation tickled "Come Monkey With Me."

"I SAW BM STANDING THERE" (2:36) [EGI BMI - Lennon, McCartney]

"DUST STORM" (2:30) [Interval BMI - Lorber]

BONNIE & THE BUTTERFLIES (Smash 1878)

The phenomenon known as Beatlemania can help carry Bonnie & the Butterflies to their first wox triumph. For their smash how the gain turns in a delightful, pixie-voiced female 'answer' to one of the many Beatles classics; this is labeled "I Saw Him Standing There." Soo instrumental support rounds out the contender. The high-flying, hard-hitting all-out air of the flip's shiny Tagged "Dust Storm."

"THE BOY WITH THE BEATLE HAIR" (2:28) [Bill & Range, Shelrose BMI - Garfunkel, Benetiti, Jackson]

"PLEASE HURRY HOME" (2:18) [Wynote ASCAP - Jackson]

THE SWANS (Camco 302)

The Swans to chase in big with their entry in the 'Beatle Hair' sweepstakes. Femmes carve out a charming, quick beat bona-nova-like jumper, tabbed "The Boy With The Beatle Hair," that has the sound platter spinners and teensters cotton to. Backing's a complete change-of-place beat-ballad pleader. Top half can be the gala initial chart break.

"TUG OF WAR" (2:29) [Valley BMI - Giant, Baum, Kaje]

"1 WONT WE SUMMER" (2:37) [Aberesch BMI - Giant, Baum, Kaje]

"THE CORDIALS" (Bicipation 513)

This Bighet release, it first one under the ABC-Paramount distrib set-up, can give the Cordial a real push up. It's a stomp-a-tweet tale of a romance "Tug Of War," that the artiste and their ork-choral back-up, carve out in effective teen-appealing manner. Also keep a close on the pretty chia bea sentimental coupler.

BOBBY COMSTOCK (Lawn 229)

(B+) "THE BEATLE Bounce" (2:18) [Penton & Palmine BMI - Cella, Dicita, Constock, Perillass] Beatlemania has produced this work rock salute to the world rhythm of the English sensations. Aftly, the goingle are here and the flip is a hasty sound refences to the Beatles approach.

(B) "SINCE YOU BEEN GONE" (1:42) [Poonam & Palmine BMI - Usher, Christian] A name-calling with plenty of teen-beat vitality.

THE TITANS (Sonna 1111)

(B+) "THE NOPLACE SPECIAL" (2:10) [Celann BMI - Allen, Colburn, Arr. Sound-wise, this instru mental is generally something special in this pro reggae nature. Guitars and percussions do the heavy-duty rock work. One of those dates that can catch you by surprise.

(B) "REVIVE ROCK" (2:40) [Vicki BMI - Arr. Colborn] This was my once a teen-market success.

NEIL BRIAN (Parkway 895)

(B+) "LILAC & SPANISH MOSI" (2:23) [Wynote ASCAP - Burke] The songster nicely handles a folkish teen-romantic with a delicate air. A pretty soft-spoken outing.

(B) "I MADE HER FORGET" (2:22) [Woodcrest BMI - Goldberg, Arr. Wesell] A bright rhythm-rock flip. The songster is very good that flip's catchy.

RUSS WAYNE (Santer 215)

(B) "MY LITTLE DARLIN" (2:10) [Samcetra - Bonvillain, Soma BMI] That's a touch of the cajun sound in this upbeat flip, stand the songster and his band backing. A good-feel outing for the kids from the Louisiana-based label.

(B) "I GET SO BLUE" (2:28) [Samcetra - Bonvillain, Vida-cochin] A minor-key ballad.

ACE ST. CLAIR (Stacy 972)

(B+) "CRAYZY FLU" (2:24) [Janice BMI - Talty] This is a yearback, snappy blues novelty outing with a well-behaved theme. Latest of the glo's sick in love. Good tried-and-true rock'inn spirit here.

(B) "DOIN' THE UNCLE WILL" (2:07) [Janie BMI - Talty, Johnson] A one-beat dance-floor outing with a snazzy-narrative chore by the artist.

JIMMY INTERVAL (World Artists 1018)

(B+) "DADDY'S LITTLE GIRL" (2:06) [Chero BMI - ASCAP] Burke, Gerach. The old sentimental is dawdling with the infectious this lively blues-flavored approach by the warhiner and his co-skinner. There's a touch of a Frank ifield sound to the session. Might move.

(B) "ONE SIDED LOVE" (2:22) [Smalt BMI - Spilios] Easy beat ballad for teen ears.

JOHNNY CYMBAL (Kapp 576)

(B+) "REFRESHMENT T" (1:53) [Jacekcki BMI - ball] The warhiner, a part rhythm, "Mr. Basman" and "Dum-Dum" back on a solid rock, rhythmic tabbed rhythmy-rocker showing. Along with morse's spatially-well, there's arr. of cute chant bits.

(B) "THERE GOES A" (2:15) [T.M. & Darin BMI - Cooper] Shows up and quickly with good-sounding slants.

BIG BO & THE ARROWS (Checker 1968)

(B+) "THOUSAND WAYS" (2:30) [Khal BMI Miller] Et Her, a stinging, a featuring Fred Lowery, on one of the most well-heeled charts of the year. Remember the original version by Heartbeats, this rendition is a soul sound weight.

(D) "I DONE GOT OVER" (1:55) [Venice BMI A blues attack for the blues.

CATHY CARROLL (Cher 100)

(B+) "THERE MUST BE A" (2:16) [Laure ASCAP, Bonvillain] Songster, who's been a well-behaved theme, tracked on the fine old timer. Song effort is the one of the most well-behaved theme count from the combo. A pose for evergreen that could make good rounds. Davkery is a New York fit.

(B) "I'LL BE HURT" (1:55) [Janjo BMI] former is heard under similar conditions, but in a slower-paced livery.

DON DELL (Roman 2693)

(B) "I WANT YOU I LOVE YOU" [Elvis Presley BMI - Myers, Lach.] The one of the old Elvis Presley numbers, air ed in softie rock fashion by songster and his easy-goc combing, a new for a long time. Interesting song is that Dell is a junior hit in the New York area and the songster is by some of his former stuff.

(B) "MAKE BELIEVE" (Amari BMI) Seni, Seni) Dell and his company take to a semi-belt format.

LAZY LESTER (Excell 2243)

(B+) "A WORD ABOUT YOU" (2:40) [Excellent] Johnson, West The vet blues unleashes his potent, wide-range delivery, more of the same style, traditional lament with an effective-radiantly-changing beat.

(B) "COULD HAPPEN TO YOU" (Excellent) Johnson, West More fine sounds. This one's a medley of the beat with the bluesman with poise and authority.

LONELY FIDDLER (Crescendo 249)

(B+) "HOE DOWN HOOT NY" (1:56) [Little BMI - Cooper] The one of the old Elvis Presley numbers, teams up with the Hillside Boys a well-behaved theme with a contagious, hand-clapping Nicole change of pace program.

(B) "STRANGER HILL" (Checker 229) Darin BMI - Cooper] Shows up and quickly with good-sounding slants.

Cash Box — February
FOR $$$$ MINDED PEOPLE

DEL SHANNON
"MARY JANE"
An Embie Production
AMY 897

LOU JOHNSON
"IT AIN'T NO USE"
Produced By Burt Bacharach
HILLTOP 551

ED TOWSEND
"I LOVE YOU"
Produced By Larry Maxwell
MAXX 325

TRACY DEY
"HERE COMES THE BOY"
Produced By Bob Crewe
AMY 894

"MIDNIGHT MARY"
Joey Powers
AMY 8001 Mono & Stereo
WATCH FOR JOEY POWERS' NEW SINGLE FEBRUARY 6th.

TRACEY DEY • BROOKS O'DELL • DEL SHANNON • JOEY POWERS • DON & JUAN • LOU JOHNSON • ED TOWSEND
• ADAM FAITH • DAVID THORNE • THE RAYS • THE SATINS • THE HURRICANES • DEL SATINS • THE BOUQUETS

AMY- mala
RECORDS
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1776 BROADWAY, N.Y.C., N.Y.
**RECORD REVIEWS**

- **Best Bet B** very good B good C fair mediocre

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

**TEMPLATIONS (Gordy 7628)**

**THE TOOKS (RCA Victor 5306)**
- **"LET'S GO TO THE DEAD SIDES"** (2:50) [Elvis Presley - Memphis, Tennessee] The Toooks, who now-and-then come around with a strong chart entry, could make the grade once more as they hop on a hot-rod-harmony, Side is an exciting rock swinger, particularly effective mix of instrumental and vocals from a boys' pop group. Could go over big.

**THE REVERES (Valiant 6041)**
- **"BIG T"** (2:17) [Sherman, De Voron BMi - Chicago, Illinois] The group's new release, title refers to a hot-rod machine. Also teen rock fans will recognize a solid "Drug City"-like sound in the current hot-rod genre from the songsters, their tight combo support. Could go over big.

**ME & MY SPIDER** (2:19) [Elvis Presley - Memphis, Tennessee] A package deal with "Elvis's" newer, it's a steady hit cruise in his "spider." Tune is very effective. Date should be watched, too.

**COZY COLE (Coral 62356)**
- **"OL'MAN MOSE"** (2:43) [Joyo ASCAP - Raleigh, North Carolina] The intriguing deep, deep voice of Cole (he was heard briefly on his "Toppy" smash) is in the spotlight here. It's the years-back classic that Cosby, delightfully backed by Harry Jerome's ork & chorus, re-creates in that husky, deep down manner. Can be a big 'fielder.'

**HONEYMOON** (2:17) [Artistic ASCAP - Nashville, Tennessee] "Crazy's" in his most familiar, facile drum role on this thumping, swinging up-tempo job.

**RAY CONNIFF (Columbia 42967)**
- **"BLUE MOON"** (2:19) [Robby ASCAP - Harrow, Rodgers] Ray Conniff, with band, croon and wordless singers come up with a sparkling arrangement of this old standard. If charmers and Barst standard that is geared for concert airplay on the "good" music stations, this one is sure to give plenty of attention.

**BING CROSBY & DOROTHY MERRILL (1937) [Joy ASCAP] and his singers revive the old Jimmy Rodgers standard with a jazzy touch in an upright steel. Using the same lilting arrangement, the tune is sure to get plenty of spins.

**MARY JONHSON (United Artists 691)**
- **"UNBREAKABLE LOVE"** (2:31) [Julie Barnes - John- son] The song could win back chart spots with this one. The story of a fella who is unshaken about talk that he has his gal will end on the paired sound. Ray in the ork makes the big backdrop sounds. Should be effective.

**THE MAN WHO DON'T BELIEVE IN LOVE** (2:34) [Theo Johnson - Detroit, Michigan] The artist could also make the chart rounds with this more serious-minded pose.

**JAMES BROWN (King 5853)**
- **"PLEASE, PLEASE, PLEASE"** (2:41) [Arms BMI - Brown, Terry] James Brown, who is presently striking paydirt with "Oh, Mary Don't You Weep," is a catch to create some sales excitement with this new recording of his whiff-short chart triumph. Tune, which utilizes the "cut live" technique, is a slow-moving, shuffle-based, croon- backed traditional blues weeper.

**IN THE WE WILL HEARS THE NITE" (2:08) [Lois BMI - Brown] On this end the songster is in a more playful, low-key ramble, rhythm with an interesting, melodic and leadlince.

**THE OVATIONS (Josie 516)**
- **"WHO NEEDS LOVE"** (1:59) [Young Star BMI - Leven- son, Duffle] Here's a Token's-styled offering from the Ovation's that could strike paydirt. It's a polished performance by the group and the band. Aces in the 'L.a.' show make the side have sure-fire teen appeal. Easy to hear.

**"REMEMBERING"** (2:27) [Arms BMI - Levenson, Duffle] The crew continues in the same fashion here. A good one. The tune has been changed. A pleasant backup ent-

**THE SNEAKERS (Delta 166)**
- **"YOU BELONG TO ME"** (2:17) [Count BMi - San Francisco, California] The Sneakers could very well creep up on some heavy sales with this ear- assorting romantic ballad entry on Delta. The group displays a strong harmony technique that proves a potent showcase for this engaging melody. The group should come on it very quickly.

**"MARY LOU" (2:33) [Count- BMI - Georgia] An easy listen- ing, smooth offering by this charming group. The group is sure to get some feeling vocalizing from the crew.

**THE NOVAS (Teiger 40002)**
- **"SLAUSON SHUFFLE"** (2:08) [House of Joseph BMI - Blanchen, Holders] The slau- son, a West Coast dance band, gets some smooth backing from the Novas on this rhythm cut from Teiger. It's a happy-sounding hand-clapper recorded by the group, with some strong backing from combo instruments.

**"TRASH CAN" (2:08) [Briar- child BMI - Stryker] This side has a solid dance feel, and the group could get split play and sales. Both ends are commercial.

**ZEKE SHEPPARD (President 631)**
- **"WHAT DOES THE YOUNG MAN WANT"** (2:39) [Bert Barlow - Rain] Songster could grab some at- tention with this smooth, ballad style of an appealing waltz. Backing is soft and strong, with a bow to the Nashville sound. Salesman handles the label's distribution.

**"SNOO SURF"** (2:22) [Ametrop BMI - Hoffman, Klein] Complete rock turnabout here, but the title works well.

**BILL DEAN (Coral 62394)**
- **"I'M A ROUND"** (2:10) [Ben ASCAP - White, Kramer, Sam] Pair-take on a catchy, moving rock. Backing is a hell- flavored affair.

**THE JAY WALKERS (Cameo 390)**
- **"RESTLESS PEOPLE"** (2:30) [Wan-Dell BMI - Sola, Dachraud] Folk team offers a warm-sounding message to chart, number with a tune that's a reminder of the aforesaid hit, "Michael Could come up with some timeless stuff.

**THE BLACKWELLS (Hickey 125)**
- **"PLAYIN' HEAD SPINS"** (2:22) [Rosal BMI - Blackwell] There's nothing wrong with doo-wop feel (the teen-trade) to this plaintivekee 5 group. Lead team is strong. Sound is simple, but the ork makes it sound well, and the tune has some feeling. And the listener.

**B IRGAL BALL** (2:45) [Petit BMI - Goffin, Keller] Gals blend with bouncy beat. Tune is agreeable.

**ARTY PRUSKOW (Old Town 1155)**
- **"ARE YOU READY FOR LAUGH?!"** (2:46) [Music Integrity ASCAP - Bowser, Pyroack, a singer's singer, doo-wop record best on a pretty affecting chart. Ork support is strictly spare. Sound quickly grows on the listener.

**THE RANGERS (Challenge 228)**
- **"SNOW SKIING"** (2:25) [Bill Bowser BMI - Barlow] The Rangers take on this on- winter favorite with style. Fowley, O' Brieley, Hixer, DiGiovanni, quasi) This side lays on the intense background for youngsters. Sound, both vocal and instrumental, is done with explosive rock authority. Could be a claim chart song.

**THE BUCKS (2:05) [4-Start BMi - O'Briley, DiGiovanni, McDeclo, Murdock, a solo in this wild one.}

Cash Box - February 8, 1966
14 WAYS TO MAKE WINTER GREEN!

TOGETHER AGAIN!
The BENNY GOODMAN Quartet

DUANE EDDY
lonely guitar

The original Goodman Quartet is back re-doing the great hits that made them famous.

THE CASCADING VOICES
HUGO & LUIGI CHORUS
WITH BRASS

Lovely voices sing "Autumn Leaves," "All Alone," "Seventeen," etc., accented with brass. LPM/LSP-2789

FLOYD CRAMER

A lush string-along played to "Heartless Heart," "You Don't Know Me," and 10 more. LPM/LSP-2800

DICK SCHORY on TOUR

The Percussion King caught "live": "Orinoco," "Charade," and "St. Louis Blues." 9 more. LPM/LSP-2806

THE NEW MUSIC OF THE PHILIPPINES

A voice with the true "folk" sound sings "Four Strong Winds," "Angel Cake and Wine," etc. LPM/LSP-2836

A rib-tickling collection of original tunes that make you laugh... (correction) roar! LPM/LSP-2831

IRISH SONGS, COUNTRY STYLE

Irish songs like "Danny Boy," "Kevin Barry" and "My Wild Irish Rose" with a country twist. LPM/LSP-2801

PARADISE REGAINED
THE EXOTIC MUSIC OF THE PACIFIC

Erotic music of Hawaii like "Beyond the Reef," "Lovely Hula Hands" and "Ka Lu-A." LPM-2414

RCA VICTOR (The most trusted name in sound)

THE ASTRONAUTS
COMPETITION FLYER

Heart-stoppin' songs for the hot-rodder like "Devil Driver" and "GSO Scrambler." LPM/LSP-2858

An unforgettable session in jazz. Includes "Blues Tonight" and "Hello, Young Lovers." LPM/LSP-2725

IRISH SONGS, COUNTRY STYLE

Irish songs like "Danny Boy," "Kevin Barry" and "My Wild Irish Rose" with a country twist. LPM/LSP-2801

A rib-tickling collection of original tunes that make you laugh... (correction) roar! LPM/LSP-2831

HAUNTING!
THE AUTHENTIC
ARGENTINE TANGO

Memorable tangos from Argentina like "La Cumparsita," "Nostalgico" and "Tieiriia." FPM/FSP-118

RCA VICTOR (The most trusted name in sound)

THE ASTRONAUTS
COMPETITION FLYER

Heart-stoppin' songs for the hot-rodder like "Devil Driver" and "GSO Scrambler." LPM/LSP-2858

An unforgettable session in jazz. Includes "Blues Tonight" and "Hello, Young Lovers." LPM/LSP-2725

Toasted in the Philippines

Glenn Yarbrough
TIME TO MOVE ON

A voice with the true "folk" sound sings "Four Strong Winds," "Angel Cake and Wine," etc. LPM/LSP-2836

A rib-tickling collection of original tunes that make you laugh... (correction) roar! LPM/LSP-2831
**MARK THATCHER**

(Columbia 24580)

"I HAVE A GOOD SOUL" for McMurry's Radio M.A.R.S. (BMI-Dee - Conners, Marsters) has a combination of ballad and pop rhythms with a strong rhythm section.

**NEIL ARMSTRONG**

(Kapp 573)

"HELLO, DOLLY" has a humorous, light-hearted feel with a catchy melody.

**LOUIS ARMSTRONG**

(Signet 152)

"HELLO, DOLLY" is a lively ditty with Armstrong's smooth Vocals.

**LOUIS ARMSTRONG**

(Epic/Decca 12-3906) (Not B - Burn - Dees, Conners, Marsters) has a fast-paced, hard-driving rhythm that complements the melody.

**LOUIS ARMSTRONG**

(Decca 12-3909) (Not B - Burn - Dees, Conners, Marsters) features Armstrong's smooth Vocals and a strong rhythm section.

**MARK THATCHER**

(Columbia 42580)

"I HAVE A GOOD SOUL" is a powerful, soulful performance with a strong rhythm section.

**LUCY ARMSTRONG**

(Epic/Decca 12-3909) (Not B - Burn - Dees, Conners, Marsters) has a catchy melody with Armstrong's smooth Vocals.

**LOUIS ARMSTRONG**

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THE TOKENS: GEARED FOR ACTION!

POWER-PACKED ALBUM!

“WHEELS”
LPM/LSP-2886

SUPER-CHARGED SINGLE!

“LET'S GO TO THE DRAG STRIP”
c/w “TWO CARS”
# 8309

RCA VICTOR

The most trusted name in sound
## 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 titles from left plus the percentage title received in prior week or weeks.

(SURVEY COMPLETED TO JAN 27TH)

<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>40%</td>
<td>She Loves You—Beatles—Swan</td>
<td>90%</td>
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<tr>
<td>30%</td>
<td>Live Wire—Martha &amp; Vandellas—Gordy</td>
<td>30%</td>
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<td>28%</td>
<td>Dawn—Four Seasons—Philips</td>
<td>68%</td>
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<tr>
<td>25%</td>
<td>Good News—Sam Cooke—RCA Victor</td>
<td>49%</td>
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<tr>
<td>24%</td>
<td>See The Funny Little Clown—Bobby Goldsboro—United Artists</td>
<td>24%</td>
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<tr>
<td>24%</td>
<td>Oh Baby Don’t You Weep—James Brown—King</td>
<td>45%</td>
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<tr>
<td>24%</td>
<td>A Letter From Sherry—Dale Ward—Dot</td>
<td>43%</td>
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<td>23%</td>
<td>It’s No Sin—Duprees—Coed</td>
<td>88%</td>
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<td>23%</td>
<td>Shelter Of Your Arms—Sammy Davis, Jr.—Reprise</td>
<td>68%</td>
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<td>22%</td>
<td>Rip Van Winkle—Devoition—Roulette</td>
<td>28%</td>
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<tr>
<td>21%</td>
<td>All My Trials—Dick &amp; Dee Dee—Warner Bros.</td>
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<tr>
<td>21%</td>
<td>California Sun—Riviera—Riviera</td>
<td>51%</td>
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<tr>
<td>20%</td>
<td>What Kind Of Fool (Do You Think I Am)—Tams—ABC Paramount</td>
<td>79%</td>
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<tr>
<td>19%</td>
<td>I Wish You Love—Gloria Lynne—Everest</td>
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<td>18%</td>
<td>Miller’s Cave—Bobby Bare—RCA Victor</td>
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<tr>
<td>17%</td>
<td>Come On—Tommy Roe—ABC Paramount</td>
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<tr>
<td>17%</td>
<td>I Saw Her Standing There—Beatles—Capitol</td>
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<tr>
<td>17%</td>
<td>Abigail Beecher—Freddy Cannon—Warner Bros.</td>
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<td>16%</td>
<td>Navy Blue—Diane Renay—20th Fox</td>
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<tr>
<td>16%</td>
<td>I Only Want To Be With You—Dusty Springfield—Philips</td>
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<td>15%</td>
<td>What Now My Love—Ben E. King—Atco</td>
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<tr>
<td>15%</td>
<td>I Love You More And More Every Day—Al Martino—Capitol</td>
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<td>14%</td>
<td>Have You Ever Been Lonely—Caravelles—Smash</td>
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<td>13%</td>
<td>Love With The Proper Stranger—Jack Jones—Kapp</td>
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<td>12%</td>
<td>In The Still Of The Night—Santo &amp; Johnny—Canadian American</td>
<td>49%</td>
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<tr>
<td>11%</td>
<td>I’m Not Going To Work Today—Boot Hog Peflay—Soundstage 7</td>
<td>11%</td>
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<tr>
<td>11%</td>
<td>Stop &amp; Think It Over—Dale &amp; Grace—Montel</td>
<td>68%</td>
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<tr>
<td>10%</td>
<td>Java—Al Hirt—RCA Victor</td>
<td>52%</td>
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</tbody>
</table>

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

- **Shimmy Shimmy Angels** (Cameo) | 36% | Total % To Date: Where Did I Go Wrong—Donna Lynn (Capitol) | 33% | Total % To Date: Comin' On But Black (Hi) |
- **I’ll Be There** (Imperial) | 19% | Total % To Date: My Boyfriend Got A Beatles Haircut—Donna Lynn (Capitol) | 8% | Total % To Date: Here’s A Heart Diplomats (Arec) |
- **Hello Dolly** (Kapp) | 9% | Total % To Date: Going, Going, Gone—Brook Benton (Mercury) | 71% | Total % To Date: I Adore You Patti Page (Columbia) |
- **Wow Wow Wee Angels** (Smash) | 90% | Total % To Date: I’m Travelin’ On—Jackie Wilson (Brunswick) | 7% | Total % To Date: Young & In Love Chris Crosby (MGM) |

Cash Box—February 8, 1964
I like Barbara Chandler's new single
"A Lonely New Year"
(Kapp K575)
ARRANGED AND CONDUCTED
BY ALAN LORBER

BUY A POUND!

BLACKWOOD MUSIC INC.
1650 BROADWAY
Twentieth Century Fox Records puts out the selling-est albums, consistently!
### Top 100 Albums

**February 8, 1964**

<table>
<thead>
<tr>
<th>No.</th>
<th>Album Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><em>Mondo Cane</em></td>
<td>Various Artists (United Artists UAL 4101)</td>
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<tr>
<td>2</td>
<td><em>Yesterday's Love Songs—Today's Blues</em></td>
<td>Various Artists (Capitol T 1902)</td>
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<tr>
<td>3</td>
<td><em>Surfing</em></td>
<td>Various Artists (Capitol LPM 2746)</td>
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<td>4</td>
<td><em>The Ventures in Space</em></td>
<td>Various Artists (Vanguard VRS 1074)</td>
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<tr>
<td>5</td>
<td><em>The Second Barbra Streisand Album</em></td>
<td>Barbra Streisand (Columbia CL 1854)</td>
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<tr>
<td>6</td>
<td><em>Candy</em></td>
<td>Larry Williams (Columbia CL 1845)</td>
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<tr>
<td>7</td>
<td><em>Casino</em></td>
<td>Various Artists (Vanguard VRS 2043)</td>
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<tr>
<td>8</td>
<td><em>Barbra Streisand in Concert Vol II</em></td>
<td>Barbra Streisand (Capitol CL 2047)</td>
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<td>9</td>
<td><em>Goldfinger</em></td>
<td>Various Artists (Capitol CL 2048)</td>
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<td>10</td>
<td><em>Paul Anka</em></td>
<td>Various Artists (Capitol CL 1874)</td>
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<td><em>I'll Be Home for Christmas</em></td>
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<td>12</td>
<td><em>The Beatles</em></td>
<td>The Beatles (Epic LSP 2070)</td>
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<td>13</td>
<td><em>The Four Seasons</em></td>
<td>The Four Seasons (Epic LSP 2071)</td>
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<td>14</td>
<td><em>The Rolling Stones</em></td>
<td>The Rolling Stones (Decca LSP 2072)</td>
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<td>15</td>
<td><em>The Everly Brothers</em></td>
<td>The Everly Brothers (Columbia CL 1876)</td>
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<td>16</td>
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<td>17</td>
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<td>19</td>
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<td>Various Artists (Vanguard VRS 2062)</td>
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**Compiled by Cash Box from leading retail outlets. Indicates strong upward move.**
**Cash Box**

**ALBUM REVIEWS**

**POP PICKS**

- **"HELLO, DOLLY!"**—Original Cast—RCA Victor LSO 1087
  "Hello, Dolly!" a show that'll be around the next season, is a big fat hit, which can be translated into a solid cast LP seller. The tuneful pen of Jerry Herman, whose last offering was "Milk & Honey," is most fruitful on such entries as the title song, "Put On Your Sunday Clothes" and "It Only Takes A Moment." Carol Channing hasn't the verve of Lorrelie ("Gentleman Prefer Blondes"), but she's a standout act. Make this LP the show-cast shelf.

- **"LESLEY GORE SINGS OF MIXED-UP HEARTS"**—MGM SE 4188
  Lesley Gore, currently riding the top five of the singles chart with her "You Don't Own Me" blockbuster, comes up with a potent album of teen-angled ballad romances. Already an LP chart item, the set is sure to climb as rapidly as the teen set flock to the counters for her smooth readings of "Run Baby Run," "I Struck Match" and "Fools Rush In" plus the big single.

- **"TALK BACK TREMBLING LIPS"**—Johnny Tillotson—MGM SE 4188
  Johnny Tillotson kicks off his MGM LP career with an extensive program of standards, country tunes, folk items and easy-going teen ballads. The chanter's wide-range voice and feelingful delivery carries him in good stead on "Blue Velvet," "I Can't Stop Loving You" and his recent hit item of "Talk Back Trembling Lips." Eye the set for quick reaction.

- **"EFFECTING"**—Chad Mitchell Trio—Mercury MG 20891
  The Chad Mitchell trio has had a sensational sales track record with their past few albums and this new Mercury set of varied pop-folk items gives every indication of developing into a similar blockbuster. The boys are in top-witch form as they offer such varied items as "The Virgin Mary," "What Did You Learn In School Today?" and "If The Summer Of His Years." Superior listening enjoyment throughout.

- **"AMERICA SINGS"**—Eric Rogers Chorale—London SP 44035
  A nation's patriotic songs, hymns and anthems are detailed dramatics of that country's history. Eric Rogers, his Chorale and orch., pay a moving musical tribute to the songs that tell the story of America on this new release from London. The group turns in superlative performances on such all-time favorites as "Dixie," "Battle Hymn Of The Republic" and "Over There." LP has enough built-in sales acceptance to reach the charts in no time flat.

- **"RUGANTINO"**—Original Cast—Warner Bros. 1528
  The hit Italian musical has come to the U.S. as it was seen and heard in Italy (performed in its native tongue, sub-titles above the stage translate the action). One of its tunes, "Cucamchilla," is already an off-cut ballad here. Latter ballad and other songs, ranging from pop airs to aria-like numbers, are performed by excellent voices. who are supported by some of the richest orchestration to be heard over Broadway since "South Pacific." Aside from the LP's show-cast potential, the Italian trade can be expected to show interest. LP includes a handsome booklet about the show.

- **"SNAP YOUR FINGERS"**—Barbara Lewis—Atlantic 8990
  Barbara Lewis offers proof positive of her vocal maturity on this new Atlantic set tabbed after her recent hit of "Snap Your Fingers" in which she renders a moving program of funky soul songs. The young lady evidences amazing control and poise as she dishes it up--"I Don't Want To Cry," "What'd I Say" and "Shame, Shame, Shame." All of the artist's teen fans should come out in droves for the package.

**THE ORIGINAL PENETRATION**—The Pyramids—Best BR 1690
  The Pyramids tag this session on Best (London) as their past. After their keen-angled treatments of the tag tune, "Long Tall Texan," "Road Runner," "Out Of Limits" and "Do The Shusson." Loads of chart potential here.

- **"SURFIN' BIRD"**—Trashmen—Soma LPGA 201
  The Trashmen tag this their initial Soma LP after their huge single hit of "Surfin' Bird" and dish-up eleven other high-powered, teen-angled danceable rockin' items. The group's distinctive, rhythmic instrumental style carries them in the front on top-flight renditions of "Misirlou," "It's My Life" and "The Sleeper." Deck seems destined to meet with immediate sales response.

- **"I LIVE ALONE"**—Gordon Jenkins—Kapp KL 1081
  Gordon Jenkins, his chorus and orchestra come up with a moodful package of easy-listening ballads on Kapp. The tunes here are sentimental, wistful and luscious with liltly and meaningful lyrics, and the conductor-arranger-composer makes them up in his usual fashion. Typical hits here are "I Live Alone," "Careless Love," "That's All There Is" and "Mood Indigo." Super programming fare loaded with sales potential.

- **"HIT CITY 64"**—The Surfari—Decca DL7447
  The Surfari, who rode the wave to victory a few months ago with their best-selling "Wipe Out" deck, could capture similar honors with this lively and sparkling album of Decca hits. The boys come up with a well-rounded package of recent hits and surfer-oriented tunes delivered in their distinctive instrumental vocal manner. Bet sets here are "Be True To Your School," "My Island Drums" and "Sugar Shack." Could happen big.

- **"THE GOOD TIME SINGERS"**—Capitol ST 1071
  The Good Time Singers, who have already built up an impressive reputation via their highly touted appearances on "Sandy," "William Tell," "Spiderman," etc., unleash their potent vocal and instrumental flair on this their over-sized Capitol LP. The ten-strong crew utilizes a warm harmonizing Christy Minstrel's approach on both of their favorites including "Gum, Freedom Calling" and "Last Night I Had The Strongest Dream." A group to watch.

**POP BEST BETS**

- **"THE SOUND OF SIGHT"**—Ray Martin—London SP 44040
  Here's an unusual album from London on phase one stereo spotlighting the many talents of composer-conductor Ray Martin. The arranger's purpose here is to create vision for the inner eye as well as music for the ear. Martin's techniques as a orchestrator and arranger effectively fused with a life-like sound effects has resulted in a dynamic musical extravaganza. The episodes here include "Westorama," "Destination Space," "Teutonic's" and "Land Of The Brave." Stereo and stereoLPs have never heard and accomplished with good taste. Stereophiles will find it a delight. The set has enough success ingredients to go a long way.

- **"COUNTRY MEETS FOLK"**—Brian Hyland—ABC-Paramount ABC 463
  Two of the biggest influences in pop music in the past few years have been the country and folk trends. Young talent-changer Brian Hyland cashes in on these developments with this tasteful collision blending both the country and folk approaches into common cohesive matrix. The set shines on "Act Naturally," "If I Had The Hammer" and "Greenback Dollar." The best albums that the artist has cut in quite a while.
IS GREAT!

"FROM ROCKING HORSE TO ROCKING CHAIR"

C/W "CHEER UP"  #8311

RCA VICTOR

The most trusted name in sound
"HERE'S LENA NOW!"—Lena Horne—20th Century-Fox TFS 4115

Lena Horne tags this her premiere 20th Century-Fox LP outing after her recent pop-xl click of "Now" and offers a tasteful program of Ray Ellis-backed evergreens. The vet performer displays her expected wide-range voice and sensual delivery on "One In A Lifetime," "Lost In The Stars" and "Wouldn't It Be Loverly." Strong sales potential here.

"MOMENTS TO REMEMBER"—Teresa Brewer

-Philips 600-119

Teresa Brewer does some powerful vocalizing on this new issue from Philips directed to romantic and blues ballads, all of which provide a top-notch showcase for her winning vocal charms. With a chorus and orch conducted by Alan Lomber, the Nashville backing becomes the perfect compliment to these feelingful readings. The track serves up lyrical readings of such goodies as "A Cottage For Sale, "Far Away Places" and "I Left My Heart In San Francisco." Set could pull plenty of loot.

"LOVE HIM"—Doris Day—Columbia CL 2513

Doris Day directs her attention at a tender, sentimental program of romantic standards and newies on this new release from Columbia. While superbly backed by Tommy Oliver's orch and chorus, the lark turns in outstanding reading of "Can't Help Falling In Love, "Softly, As I Leave You" and "As Long As He Needs Me." Deejays should find loads of programmable material here.

"BEATLE MANIA! IN THE U.S.A."—The Liverpools—Wynote W5001

The Liverpools join the rest of the country and succumb to Beatles' mania of this country. The immolation is first-rate as they lash out with "She Loves You," "I Want To Hold Your Hand" and "Please, Please Me." Issued on Wynote, a high-priced Cameo-Parkway subsid, the LP is sure to get brisk sales activity.

"DANCE ALONG R/WAY"—Jack Hansen—Dance Along Bain 1117

Here's a dozen blockbuster melodies from as many Broadway shows played in a variety of tempos by Jack Hansen and his orchestra. Greeted especially for the dance buffs, this set ranks as a top-flight dance package and should see plenty of activity at the marketplace. Dance delights included here are "Hello Dolly," "The Friendliest Thing" and "I Believe In You."

"COUNTRY MUSIC HOOTENANNY"—Various Artists—Capitol ST 2009

Here is a new country offering from Capitol that boasts a host of the biggest names in country music singing together in a melodic and fun-filled hootenanny. Recorded live at the Civic Auditorium in Bakersfield, Calif., the good spirits are contagious throughout. Included are "Act Naturally" (Buck Owens), "Down To The River" (Rose Maddox), and "Midnight Special" (Merle Travis). Lots of country coin to be pilled here.

"SHIRLEY HORN WITH HORN"—Shirley Horn—Mercury MG 20635

Here's delightful LP showcasing the vocal talents of newcomer Shirley Horn in an easy-going ensemble of evergreens and newer material. The lark, who is backed throughout by a swingin' Quincy Jones-helmed jazz group, displays a lyrical wide-range style and polished delivery, as she complements top-drawer readings of "On The Street Where You Live" and "Woo Small Hours." Loads of potential.

"TANZE MIT MIR VOL. 1"—Various Artists—N.A.M. NLP 100

Here is volume one of a three-volume set of dance music from Germany on the NAM label from North American Music. The orchestras of Teddy Todd and Ernst Jager, with soloists and chorus groups, play a dozen danceable tunes that have been popular on both sides of the Atlantic. The vocals are pleasingly offered in German and in a variety of tempos for dancing pleasure.

"THE SHERIFF"—The Modern Jazz Quartet

Here is a powerful-packed session of jazz by the Modern Jazz Quartet geared to the delight of jazzophiles everywhere. Launching the outing with a swinging uptempo item tagged after the title, the group continues with vibrant melody-laden tunes such as "In A Crowd," "Novelty Affection" and "Cincinnati." The disc features standout solo flights by John Lewis on piano, Milt Jackson on vibes, Percy Heath on bass and Connie Kay on drums. Jazzophiles are guaranteed to get plenty of action from the jazz spinners.

"THESE ARE THE BLUES"—Ella Fitzgerald—Verve V 4062

One of the amazing evenings of Ella Fitzgerald's recording career is the fact that she has rarely cut the blues. This "mistake" is corrected with this impressive soulful set from Verve. The outcome is in her usual superb form as she offers such top-notch funky items as "Bluesicle," "See See Rider" and "How Long, How Long Blues." A standout achievement.

"MINGUS MINGUS MINGUS MINGUS MINGUS"—Impulse A-44

Charlie Mingus continues his far-out jazz ways in this new swingin' set from ABC/Paninghorse. The vet bassist-89'er is backed by a accomplished crew of jazzmen including Walter Perkins, Ed Dolphy, Booker Ervin and Dick Haer as he turns superb performances on "I X Love," "Theme For Lester Young" and "Mood Indigo." Jazzophiles should really dig it.

"MY LITTLE CELLO"—Oscar Pettiford—Fantasy 6010

Although Oscar Pettiford has been dead for nearly 20 years, his memory is preserved for his cahsless fans via excellent recordings like this Fantasy outing. On this session he displays from his usual insatiable desire to stretch the cell to a fine program of originals and standards. Among the best listening bets here are "Soulful Sweetnin'," "Low And Beheld" and "Sweat And Temptation."

"CLASSICAL PICKS"

MOZART: Concerto No. 20; Arthur Rubinstein pianist—RCA Victor LM 2633

Mozart's most famous concertos is given a masterful, individualistic reading by Robert Rubinstein on this superb classical offering from RCA Victor. The pianist, who just celebrated his 65th birthday, demonstrates that he still has polished powerful, lyrical form as he treads through the work's most intricate passages with assurance and poise. The disc also includes Haydn's "Andante And Variation" in F Minor

TCHAIKOVSKY: Symphony No. 4 in F minor Pittsburgh Symphony/Sternheim—Command 11622

Tchaikovsky's somewhat unconventional 4th Symphony is performed brilliantly by the Pittsburgh Symphony Orchestra with maestro William Steinberg at the helm. This work sweats melody, and builds to a crushing finale of symphonic excitement. The conductor's interpretation coupled with Command's excellent reproduction makes for potent classical entertainment. The set should be a best-seller.
3 Exciting New Records!

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NEW YORK:

Shirley Bassey, one of England's top larks and an all too infrequent visitor to this country, will make her American concert debut at Carnegie Hall on Feb. 15. United Artists is rushing out a new single to add momentum to the event. America's First Lady of Song, Ella Fitzgerald, opens at the Royal Box of the Americans this week (4). A reception will be given for the lark at the City Square Ten on the 5th. . . . Enzo Stur- arti, who sold out Carnegie Hall a few months ago, begins a three-week engagement at the Empire Room of the Waldorf on Feb. 3. Enzo's con- cert debut, recorded in entirety by Jubilee, is a choice item up and down the East coast. . . . Herb Zane, who waves for 20th Century Fox, opens with his band at the swank Golden Triangle Motel in Norfolk for three weeks beginning Mar. 23rd. . . . The Smothers Brothers will be two of the busiest guys in TV this month. On Feb. 4 they will appear on the Garry Moore Show, tape the Judy Garland Show from the 10th thru the 14th, and act as hosts for the CBS "Ma- rineland Carnival." The boys are also riding at the top ten of the LP charts with their new Mercury set, "Curb Your Tongue Knave." . . . Steve Karmen notes he's just completed his first producing chores with "The Cat- erpillar Song" by the Caterpillars, a Beatle take-off for Jubilee. Steve's also formed his own Geneva Music, Inc. . . . Martin Walker, the Scotch Laddie Singer, opens at the Rat Fink Room on the 14th. He's also cut "Scotch On The Popa" for ABC-Paramount. . . . Jack McDuff, a top-seller for Prestige, is set to open at the ben Hur in L.A. for an 18-day stand. Jack's newest LP is "Live At The Jazz Workshop." . . . Doug Mooty, traveling A&R man-salesman for Smash, is currently on a promo tour with the Angels (this is nice work) and will visit Detroit, Cleveland, Cin- cinnati and other Midwestern cities on behalf of their new chart-rising opus, "Wow Wow Wow." . . . Joe Moom- ney has moved into the Crystal Room for an extended engagement. . . .

Roy Castle, recently pacted to Re- prise Records and a frequent guest on the Garry Moore Show on CBS, dropped by the CB offices last week with label promo rep Marvin Deane. Roy's got a debut LP on Reprise tagged, "Garry Moore Presents Roy Castle." . . . 16 year old Cheryll Ann bows on the Parasy label with a tearful offering dubbed, "Here Comes Another Teardrop." . . . Scott Eng- land, making rapid progress on the Spokane label with a new titled "High On A Hill," just back from Detroit where he played 16 record hops in two days. . . . In our recent review of "Stay" by the Four Seasons, the publisher should have been Cheraz Music. . . . In our recent story re- cording London Records acquisition of the soundtrack rights for "To Bed Or Not To Bed," the publisher should have been Warner/Beard-Beardley Music Corp., an affiliate of Frank Music. . . . Jimmy Carroll has just celebrated his second anniversary as Gaslight Club enter- tainer. The trophies have waxed more than a dozen LPs for RCA Victor. . . . When Senator Margaret Chase Smith announced her candidacy for the Presi- dency, she also announced that her campaign song would be "Leave It To

The Girls," a Gladys Shelley com- position written more than a year ago. George Picus pens from Miami Beach that the sun there is "Going Going Gone." There must be a hidden meaning in that remark. . . . Charlie Calello and his wife Joan have just welcomed a son named Charlie. Charlie's the arranger on all the 4 Seconds sessions. . . . Richie Cav- thorne of Rich and the Reknows on Streele Records was injured in an auto accident in Boston last week. . . . Victor's Peter Nero has been pacted to a personal appearance tour of the Far, East where he will do a series of TV and theater shows this summer. . . . Indie promo rep Morty Wax-

infos that Allan Burns, Island Records pa- cten, visited deejay Billy Wally of KFAT Bangtang for an entire LP session on behalf of his disk, "Parking Meters." . . . Last week's Best Bet review of "Tears Were Diamonds," failed to include Edna Lewis as the co-cleffer on the tune. Touched to Merv Griffin who's much pleased with the initial reaction to his Cameo-Parkway debut album, "My Favorite Songs." . . . Regina artista Sylvia DeSylva much in demand since her successful Basin Street East en- gagement with Duke Ellington.

DICK DOESN'T WITH THE SALES & PROMO MEN: Smiling Roy Ba- tachio of Capitol said Nat Cole's opening was one of the best ever and that Nat's new single, "My True Car- rie Love" is a real stinker. Roy also mentioned that the first Beatles nov-

city disk likely to make it big is "Boyfriend Got A Beatles Haircut," by Donna Lynn. . . . Indie proms to Bud Hellwell is a busy man these days what with all the action in the Beatles, the Fourmost and Billy Kramer plus top action on "Bud- petal Pickin'" by Jimmy Gilmer and the Fireballs and the new Los- Lanas Lasa LP on Epic, among others. . . . Phil Wessen, a giant in the biz, info's the orders are piling in for the new "Heath V8, Ross" label set, "Footprints" by Joan Sutherland and the new "S15" overture, "Grand Canyon Suite" by the London Festival Orchestra, Milt Freeman in London branch set. "The Nazi

LOUIS ARMSTRONG
HELLO, DOLLY!

Louis Armstrong, on his first Kapp single, sings the title song from the new smash Broadway show.

KAPPL
With 8 new singles moving briskly. Heading the list at the label is "Blue Winter" by Connie Francis, "Worried Guy" by Johnny Tillotson, and "Young And In Love" by Chris Crosby... Rob Kornheiser at Atlantic says he can't keep up with the orders for "He'll Have To Go" by Solomon Burke, and Jack Fine's just back from Chicago where the airplay is heavy for "Baby Come On Home" by Boogy Land. "Gotta Find A Way" by Darrell Lindsey on Correct-Tone, distributed by Atlantic, is also enjoying top sales activity.

Paul Robinson, IPG exec, predicts early top 40 action for the new Jay Wiggin's release, "Forgive and Forget," which is breaking in Baltimore. The new Liverpool release, "Poison Ivy" by the Paramounts, "Beautiful Dreamer" by John Leyton, and "Please Mr. Pushman" by Mike Sheridan and the Nightbirds is creating plenty of interest according to Paul.

CHICAGO:

ROA-Victor hosted a cocktail-buffet party at the Lake Tower Motel to introduce Ethel Essays and her LP "This Is Ethel Essays." Peter Morse, who has a folk album on Philips, was squired around town last week by m.m. Larry Leverett, who arranged guest shots on the Big Sakuwa (WGN), Jack Ewen (WFLA), Bob Eison (WCFL) and Vince Garrey (WAFF) shows. Paul's dad, by the way, is Chippewa Art Motte. Don Talty, manager of songstress Jan Bradley, was up for a CB visit during which he gave us the word that Jan's new single is due out short-}

ly... In the Limelight spotlight, according to diskey's Gordon Prince, is single "Hey Boy" by Paul London... Jan Scooby, widow of Dixieland great Bob Scooby, opened at the Paris Show Lounge 1/20 for a month.

Among the singles Larry Labiner of M. D. Stout is touting this week are Tracey Dey's "Here Comes The Boy" (Any), "Be My Gal" by The Dowells (Forkway) and "Shiny Shiny" by The Orlons (Cameo)... Stu Glassman has moved his Radio Doctors operation in Milwaukee to new and much larger quarters at 240 W. Wells St. King's Ralph Oex is rumin' with the new James Brown LP, "Pure Dynamite" which was cut live during a performance at the Royal Theater in Baltimore. Also in the fore at King are Brown's single "Baby Don't You Weep" and "Greasy Spoon" by Hank Marr (Federal). Send get-well cards to R.A. Dist'.'s gracious Gertrude Mix who faces surgery this week. She's in Christ Community Hospital in Oak Lawn, Ill... A buzz from United Record Dist. reporting much progress with Phil Ora's "Come On Everybody" (Lucky) "Jump For Joy" by Charlie Lucas Combo (Enjoy) and "High On A Hill" by Scott English (Spokane)... Er- win Harg has himself a real big one in Patti Page's "I Wonder I Wonder I Wonder" (Rambling). He is the deck's already a jive box favorite hereabouts!... Sergio Franchi, whose "Women In My Life" ( RCA), opened in the Empire Room 2/1... Harvey Goldstein's making the promo rounds with Bobby Vee's "You'll Make Me Mine," the latest Timi Yuro offering "Permanently Lonely" and "I'll Be There" by The Majors (Paramount)... Nice meeting Richie Dee, publicist director Lush & The Musical Stars who have a single scorer on Duys tagged "Young Years Polly." Rich info'd that the group is heavily committed for 64, hoping to top their record of 71,400 road miles covered last year!... RCA-Victor Dist.'s Iris Brause is exposing new releases "From Rocking Horse To Rocking Chair" by Paul Anka, "Blue Train" by John D. Loudermilk and "Let's Go To The Drag Strip" by The Tokens... Diane Mul-

and "Unbreakable Love" by Mary Johnson (UA), "White On White" by Danny Williams (UA), "Heimat Dein Sterne" by The Bluebirds (Universe), "Doo Doo" by Teddy Randazzo (DOP) and "Suspicion" by Terry Stafford (Cruiser)... John Wenzlaff takes over promo chores at Midwest Mercury Dist. effective next week when Fred Ellis departs for Miami to serve as regional sales mgr for Philips. The distro's been enjoying consistent action with "Big By Bari" by Johnny Mathis, "Going Going Gone" by Brook Benton and "Deep In The Heart Of Harlem" by Clyde McPhat-

ter.

Summit's 26th specialist Carl Proc-
}

made the promo rounds with Dee Edwards' newest side "Too Carrying With My Love" (D Town) and "I'll Be True To Your Dog" by Sonny Knight on Jerry Moss' A&M label. Louis Prima and company, featuring Gia Maione with Sam Butera and The Witnesses, wrapped up a sensational engagement in the Empire Room (2/1), complete with standing ovations and the unanimous praise of local critics. Prima recently debuted his own label, Prima Magnagroove, which is based in Nevada.

HOLLYWOOD:

Larry Uttal, of Amy-Mala Records in town and making the rounds with Mike Shepherd and Harvey Geller (Continued on page 25)
NEW YORK—"Hello, Dolly!" star Carol Channing and George R. Marek, RCA Victor Records vice pres and general manager, embrace during intermission at the label's original cast LP recording session of Broadway's new smash hit musical. Marek supervised the booking of the show which was acclaimed as the brightest musical hit in years.

Detroit Outlet Is Decca Tops For '63

NEW YORK—Sydney N. Goldberg, vice president and general manager of Decca Distributing Corp., announced last week that the Detroit branch has won the company's "Branch of the Year" award for the most outstanding sales achievement for the year 1963.

Mario DeFilippo, a veteran of ten years with the Decca organization, is sales manager of the Detroit branch. In addition to DeFilippo, individual awards were presented to the sales and promotion team, consisting of Joe Simmers, Robert Van Oss, Kevin Cummings and Peter Gideon.

Runners up for top honors for the year were the Baltimore, Minneapolis, San Francisco and Hartford branches, in that order.

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JAMES BROWN

"VAYA CON DIOS"
DRIFTERS

"CAN YOUR MONKEY DO THE DOG"
RUFUS THOMAS

"ABAGAIL BEECHER"
FREDDY CANNON

"LIVE WIRE"
MARSHA & VANDELLAS

"FROM ME TO YOU"
BEATLES

"SO FAR AWAY"
HANK JACOBS

"MILLER'S CAVE"
BOBBY BARE

"SHIMMY SHIMMY"
ORLONS

"HIGH HEEL SNEAKERS"
TOMMY TUCKER

"MY BONNIE"
BEATLES WITH TONY SHERIDAN

Sure Shots

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

"OH, BABY DON'T YOU WEEP"
JAMES BROWN

"VAYA CON DIOS"
DRIFTERS

"CAN YOUR MONKEY DO THE DOG"
RUFUS THOMAS

"ABAGAIL BEECHER"
FREDDY CANNON

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BOBBY BARE

"SHIMMY SHIMMY"
ORLONS

"HIGH HEEL SNEAKERS"
TOMMY TUCKER

"MY BONNIE"
BEATLES WITH TONY SHERIDAN

Tar Heel Spectacular

CHARLOTTE—Proof-positive of the tremendous popularity of country music is the above-pictured crowd shot taken during a recent country package show held at the Coliseum here. The show, which featured Ferlin Husky, Ernest Tubb, Roy Drusky, the Carter Family and Wilburn Bros. and Don Reno, was booked by Paul Buek through the Hubert Long Talent Agency in Nashville.

Metro Stockholders To Meet On Feb. 27

NEW YORK—Stockholders of New Goldwyn-Mayer will have their annual meeting on Feb. 27 at the Astor hotel, this city. Top order of business will be to elect 13 directors and to consider an amendment to the by-laws of the corporation indemnifying officers, directors and employees against certain litigation expenses.

Cash Box—February 8, 1964
(Continued from page 27) New arrivals: Bobbie Darin music firms took in Hollywood in addition to the Artists and Joy Music companies. - Herb Newman, Eru Records prez, is the composer of "Mother Earth and Father Time," first wax by Tel Walton on the label.

Al Miller, national sales manager for King Records in town to spend some time with Bob Singer, local branch manager for King.

Tony Newley whisked into town to mail some TV deals and launch promotion on his London disk, "Young Only Yesterday." LeRoy Van Dyke, Mercury recording artist, appeared on the NBC-TV show "First Impressions." Van Dyke is also in Hollywood to promote his Mercury release, "Night People." Nat King Cole was the official representative of the recording industry in Washington, D.C. at the dedication of the Hollywood Museum.

Trini Lopez, whose diction of "Sinner, Not A Saint" is gaining attention on the United Modern label, has signed a Warner Bros. movie pact. Liberty recording sessions of Gene McDaniels currently appearing at the Lancers night in Hollywood.

Jimmie Haskell conducted a recent selling session with Wink Martindale for Dot. This album to follow through with the company's recent hit single, "Our Love Affair." Law Rave is currently featuring his new blues-styled review at "Purple Onion" on Sunset Boulevard Strip. Review is entitled "A Night in Tobacco Road."... Sam Fletcher applied to open for return to "The Lancers" February 21 for three weeks.

Bobby Paris, a dance instructor in Los Angeles, is making a step up the vocal ladder as the artist on "Who Needs You," on the Chattahoochee label. - Radio KLAC-FM honored Jo Stafford on Jan. 17. Several of Miss Stafford's gold records were featured throughout the musical portions of the broadcast. - Al Hirt has completed the "John Styker" pilot with Richard Egan and will also be seen Feb. 5th on the Bell Telephone Hour. Paul Petersen to record Rog Christian's latest songwriting excursion, "The Ballad of Old Betty." June Foray is recording a series of albums based on the Bible for producer John Steele at Radio Recorders.

TV actor, Ronnie Jackson, in town to plug his first 20th Fox record, "Every Night, Josephine," inspired by best selling book of same name. The LeRoy Van Dyke Show, first package produced by the recently formed Bandshell Productions, has been sold to L.T.O. Broadcasting network of Canada. Show will have a variety format based on country & western music.

Actress Stefanie Powers being squeezed around town by Skip Federbergh of the Irvin Zuckier office as part of promotion of music from "McLintock," currently up for Academy Award consideration. May and Gina Miano set to appear in the Safari Room in San Jose, Calif. from February 7th. - New Challenge diskar, Don Brandon, a San Jose student, Calif. with "It's Wonderful Being Young."... Lynn Bryson has moved to KNX, San Bernardino. - Monte Proser's presentation of "Music That Anything Goes" and "High Button Shoes," now doing land-slide business at the Thunderbird Hotel, to be recorded next week by 20th Century Fox Records. - Kathy Page, Northbridge Music, records with a re-creased play on Sammy Kaye's Decca slice of theme "Chardash." HERE AND THERE: PHILADELPHIA—Matty "The Hum-dinger" Sinner buzzed CB last week for Mick Jagger, who ABC Paramount has a trio of sleepers that could come from left field to score in a big way: "Leans My A Heavy Right" by Danny White, "Sad Little Boy" by the Concepts and "Believe Me" by Billy Champ. An- other potential blockbuster for Matty is "The Greatest" by the Perecils. Another Singer heard from was Ron- ney's get some action sessions with "I Taught Him" by Gloria Scott (WB), "Agnial Bowcher" by Freddy Cannon (WB), "All My Trials" by Dick & Dee Dee (WB), "Stay With Me" by Frank Sinatra (RCA), "The Shelter Of Your Arms" by Sammy Miller Jr., (Reprise) and "Dance To Little Girl" by Tharston Harris (Re- prise). Columbia promo manager Ted Kellenberger gets a reading in heavy orders for "My Home Town" by Steve Lawrence. "The Friendliest Thing" by Eydie Gorme, "A Fool Never Learns" by Andy Williams, "Custom Machine" by Bruce and Terry, and "Little Boxes" by Pete Seeger. Ted also mentioned that the reviews for Steve Lawrence in "What Makes Sammy Run" are rave all the way. - Saul Lampert writes the answer to the Baltimores. BALTIMORE: Dave Carriere of Mangold Distributing has announced that the firm has moved to 4005 Nelson Avenue, Baltimore 15, Md. The move was accomplished during the recent holidays and prosperity is already in- dikated as a result of some strong sales in the Baltus-Wash area. - Girls Grow Up Faster Than Boys" by the Cookies (Dimension), "Here Comes The Sun" by Tracy Day, (Amy), and "Watch Your Step" by Brooks O'Dell (Gold). One of the hottest at Mangold is the new Gloria Lynne discing of "I Wish You Love" on Everest. EAST HARTFORD—The Trinity Record Distributing (Corp. Inf's) that "Henry's In (Part II)" on the Tef label by Sam Kinno has broken onto every major station in the New England-New York area and zooms as the hottest disk in the area.

HOT ALBUMS IN THE NEW ATLANTIC & ATCO SALES PROGRAM

THE COMPLETE ATLANTIC & ATCO LP CATALOGUES ARE AVAILABLE IN A GREAT NEW SALES PROGRAM.

- CONTACT YOUR DISTRIBUTOR IMMEDIATELY FOR FULL DETAILS!

NEW RELEASES

APOLLO SATURDAY NIGHT Ben E. King - Coasters - Davis Tray - Rubus Thomas - Otis Redding - Faison ATCO 33-159

SNAP YOUR FINGERS Barbara Lewis ATLANTIC 8950

THE SHERIFF The Modern Jazz Quartet ATLANTIC 1414

TAPESTRY Chuck Wayne FOCUS FM33

FOCUS FM33 (Distributed by Atlantic)

SELLING BIG

RECORD RAMBLINGS

MARTIN WALKER

TThornTON SISTERS

HERB ZANE

1984 Broadway, New York 23, New York

www.americanradiohistory.com
**Cash Box**

### Top 50 in R&B Locations

<table>
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<tr>
<th>Pos.</th>
<th>Last Week</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
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<tr>
<td>1</td>
<td>UM, UM, UM, UM, UM, UM</td>
<td>Louise Montrose</td>
<td>Love for Sale</td>
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<td>Louise Montrose</td>
<td>Mean Old Woman</td>
<td>Roulette (40031)</td>
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<td>Louise Montrose</td>
<td>Turn Off Your Woman</td>
<td>Roulette (40031)</td>
</tr>
<tr>
<td>5</td>
<td>UM, UM, UM, UM, UM, UM</td>
<td>Louise Montrose</td>
<td>You're Mean</td>
<td>Roulette (40031)</td>
</tr>
</tbody>
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**Coming Soon!**

**R&D Locations**

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<tr>
<th>Artist</th>
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<tr>
<td>Bobby Bland</td>
<td>I'll Never Let You Go</td>
<td>Roulette (40031)</td>
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<td>Bobby Bland</td>
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<td>I'll Never Let You Go</td>
<td>Roulette (40031)</td>
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**Juke Box Ops’ Record Guide**

**Active with OPS**

- **Here’s a Heart**
- **Harem**
- **He’ll Have to Go**
- **Can Heat, Matilda, Matilda**
- **My True Carrie Love**
- **Staying With Me**
- **The Best Biggest Raising Temperatures All Over**
- **Frank Slay’s 1st Bobby & Chicago-Selling Groovy Sound Hits**
- **Bergenfield, Dl’s Predict Beatles (Epic 45-313)**
- **Gene Ammons' N.J. for Elijah Prestige**
- **Detroit, Records on Prestige**
- **Chicago, Top Prestige Releases**
- **His Master’s Voice (Vee Jay 567)**
- **Send You Back to Georgia**
- **Since I Found a New Love**
- **Shake Your Fingers**
- **High Heel Sneakers**
- **My Bonnie**
- **Black Coffee**

**New Additions to Top 100**

- **Live Wire**
- **From Me to You**
- **So Far Away**
- **Shimmy Shimmy**
- **High Heel Sneakers**
- **My Bonnie**
- **I’m Leaving**
- **Bird Dance Beat**
- **I’ll Be There**
- **Theme From ‘Cradle’**
- **Sneaky Sue**
- **Young and in Love**
- **Never Leave Me**
- **Stay With Me**
- **Long All Over**
- **Hello Young Loves**

**Good Guys Meet Vinton**

- **New York**—Epic chanter Bobby Vinton (3rd from left) is shown with Good Guys of WMCA at a recent label-hosted bash. For the singer—first to his right—Jack Specter, Dan Daniels, Epic promo manager Sal Rahabinowitz, Joe O’Brien, Frank Costa and in front of the chimney, Ross of Portem Distributing.
THAT'S FOR CHESS CHESS CHESS A CLARKE (Part GEMS 1 SMASH! 16, Hite Ave. (gborhood his Vocational High his ambition was ordering contract. The club show in she is In 15 Baltimore and... 20th... 100) (www.americanradiohistory.com)

De radio music personalities have the right to let their personal views dictate what recording artists they will or will not play? WJRW-New-

ark's Jerry White, who hosts a night folk music program, firmly believes he has that right—the result is the controversial show he ran with a request by a listener for a Paul Robeson folk song. All politics aside, Jerry acknowledged Robeson's

Deejays

Freddy Cannon, who is currently cruising with his initial Warner Bros. release of "Abigail Beecher" (#6 on this week's Top 100) hails from Revere, Massachusetts, where he lives with his parents and his 13 year old sister.

Freddie set his sights on a musical career as a toddler. At seven years of age, his ambition was to have a comic like his truck driver dad. By the time he was 15 and a student at Lynn (Mass.) Vocational High School, he realized his first ambition; he'd teamed up with a few buddies to form a little band. Freddie, who had already mastered the guitar, was the lead singer. The younger and his band were soon on the "most wanted" list for neighborhood teenage parties.

When he was 16, he played his first record hop. Swen Record heard of him and inked the chanter to a rec- ording contract. The result: "Tallahassee Lassie," his first Top 40 chart-rider, which was followed by a string of other hits.

Deejay's great talent and artistry as an actor and singer, but he felt his folk-sing- ing talents were below his standards. He refused to play any recordings by the Deejays in asking for listener opin- ion on his stand that an air person- nel can take the right to play the artis- t, which merit played by talent, he received overwhelming support. A petition signed by 500 people was received by White supporting him completely.

Feb. is Heart Month. Deejays wishing a copy of the official recording of the February Pioneer American Heart As- sociation song, "The Loving Heart" (a non-profit publication), need only to write to Musi- mumincown Inc., 249 E. 48th St., New York City.

A salute to the Windy City Junior Association of Commerce and Industry honoring their 44th anniversary is currently being aired on WLS-Chi- cago. For the occasion, public affairs director, Don Stewart, has custom- produced a series of spot announce- ments using the voices of the presi- dent of the Jaycees, along with voices of other officers from the organiza- tion. Each discusses some phase of Jaycees activities such as working with Chicago youth, civic work, etc. The spot are running daily through the broadcast schedule for two weeks.

Dusty Rhodes, WSAI-Cincinnati deejay, has first proof of the tremen- dous American impact of the famed English singing group, The Beatles. Just after the first of the year, along with playing the group's Capitol deck of "Good Golly Miss Molly," Dusty made a spur-of-the-moment comment that it might be fun to start the first North American Beatles Fan Club. That was all that was needed to launch an immediate spontaneous mail reaction, with letters coming in from as far away as Georgia and Ontario. A call to Bill Dawson, the Cincinnati Capitol Records station re- presentative, got an "OK" to go ahead with the idea. So, under the dual sponsorship of WSAI and the label, Dusty has gone to work on the "Beatles Boosters," North America's first "Beatle" fan club. Cards are being printed for all club members and a number of special projects are being readied for all club members. Information on these will be broad- cast on Dusty's show. According to Dusty, the "Beatles Boosters" will be an active and swinging organization, hard at work at promotion of North American "Beatlemania."

WXYZ-Detroit recently helped the

Godfellowds over the top in their push to raise $200,000 for needy children. Started by two young, energetic souls, Sebastian and Dave Prince create a benefit concert at WXYZ, which raised $1,150, for the Old Ne- boys who annually provide new shoes for needy children. The concert, which raised $1,150, for the Old Ne- boys who annually provide new shoes for needy children.

Because of the tremendous response to WJRW-Washington's "Newsboys nammy" the show will move into a new location.

FRANK MALONE KBOX-Dallas

Diane Renay

Diane Renay, who is presently scor- ing with "Navy Blues" on 20th Cen- tury-Fox, was born in Philadelphia where she was educated at the North- east Senior High School. Diane's primary career objective for as long as she can remember has been a desire to enter Broadway musical comedy. In order to prepare herself, the am- bitious youngster has been studying various types of dance and voice les- sons for the past ten years. Currently she is studying drama at the Phila- delphia Theater of acting.

In the past year Diane has ap- peared on several TV shows inclu- ding "Summertime On The Pier," Club 16 in Detroit, the Buddy Dean Show in Baltimore and the Tex Morgan show in Philly. She has appeared at countless hops and has made many club appearances throughout the Quaker City area.

In the immediate future the artist is moving to New York where she will study at the American Academy of Dramatic Arts. 20th Century-Fox is making plans to release the lady's first LP shortly.

VITAL STATISTICS:

Ed Giller has been given the light as program director of WBRN. Joining personality Sam Holman, program director of CKLW. Giller previously was Jay Lawrence associate on WGM-West, Similar duties on KYW-Cleveland. Frank Malone, formerly with WLOU, is now the morning personality on KBOX-Dallas.

Cash Box—February
Atco Goes To Market With England's Fourmost, A Beatles-Inspired Crew

NEW YORK—Atco Records' answer to The Beatles is in the form of another hot English group, The Fourmost, who have a lot in common with their fellow rockstars. The crew, whose first Atco date is "I'm In Love," a current best-seller in England, is managed by Brian Epstein, who also handles The Beatles. The boys hail from Liverpool, as do The Beatles, and their hit side was written by Beatles ten John Lennon and Paul McCartney. Two Fourmost singers also sport Beatle-type haircuts.

Atco is giving "I'm In Love" a heavy promo, including a special mailing piece devised by Jack Fine, national promo director.

Capitol Offers Vol. 2 Of Background Music Series

HOLLYWOOD—Capitol Library Services has released Volume II of its recently created Production Music Series for background music.

The new volume consists of more than 100 variations of lively modern jazz for background commercials. It is pre-cut to standard commercial timing of 10, 20, 30 and 60 second spots. Lead-outs are provided to prevent tangency to scripts without diminishing dramatic effects. It is recorded in Hi-Fi on 12 inch disks. The volume also contains many programmatic ideas.

According to the company, this is the only series specially written, arranged, and organized for the broadcasting industry. It is designed to eliminate time consuming music searches, multiple recording and the problems of selecting, cutting and splicing for commercials. Each time segment is pre-oriented for accent and continuity. All the user has to do is drop the needle on the music selected and read the copy.

The Production Music Series was first introduced by Capitol Library Services in mid '63 as a special background music service for the broadcast and advertising industries. Features original music organized by mood classification and cut to time segments.

Volume II of the series is co-related to Volume I of the series and is being offered to those users of the primary PMS service at reduced subscriber rates. However, individual use of either volume can be obtained separately at the regular rate of $3.50. The series includes periodic supplements to the series to keep it timely and functional.

London Releasing Vera Lynn's "Meet Again," Ties-In With "Strangleove"

NEW YORK—London Records is releasing a singles date that features Vera Lynn's warbling of her old World War II favorite, "We'll Meet Again." More stems from the performer's reading of the tune in the new flick, "Dr. Strangelove." Stint is done at the pic's finale as an ironic counterpart to the screen's display of the world being blown to bits by a series of H-Bomb explosions. Flipside of the deck is the theme from "Meet Again," performed by the Eric Rogers Orch.

No. 1 Singer in Holland ANNEKE GRONLOH SOON DEBUTING IN U.S.A. ON LONDON

SINGING "GRAPEVINE" b/w "CRYSTAL BALL" ABC 10520

STRICTLY FROM HITSVILLE THE WILLIS SISTERS

NEW YORK—Tony De has left his post at E.B. Markas to join indie producer Claus Ogerman in his contact man. Dee's first project is to help put over Johnny Hodges' "Monkey Shuck" on the Verve label.

Ties-In With "Strangleove"

London Releasing Vera Lynn's "Meet Again," Ties-In With "Strangleove"
UA Market Soundtrack LP
Of "Making Of The President"

NEW YORK—The original soundtrack to the widely-acclaimed TV program, "Making of The President 1960," has been released by United Artists Records Label said it represents "a highly- demanded LP version of the video program. Originally presented in tape format on the ABC Network on Dec. 29, the documentary was adapted for TV by Theodore H. White, from his book which won him the coveted Pulitzer Prize. "President," which is sponsored on television by David L. Winker Productions, and produced and directed by Mel Stuart, will be broadcast by the talented Broadway, Hollywood, and Washington, D.C., director-producer. The LP is set with exclusive photos by Jacques Lowe. Mono tag is $4.98, stereo is $5.86. "President" spotlights the long and lonely trail that every candidate must walk between the first step in the early primaries, the nominating conventions and the electoral campaign to the White House, via actual speeches, news broadcasts, and a variety of rare tapes available only to the White House organization. In addition to closely following the entire campaign of the late President, John F. Kennedy, the album also features his competitors, first for the Democratic nomination, then the actual campaign between Kennedy and Richard M. Nixon. In addition the fight for the Republican nomination was also highlighted. Added to a variety of speeches by John F. Kennedy are the responses of such prominent Americans as Richard M. Nixon, Barry Goldwater, Nelson Rockefeller, Lyndon B. Johnson, Hubert Humphrey, Stuart Symington and Adlai Stevenson, among others.

Victor Skeds Big Feb. Push For Eddy Arnold's 20th Ann At Label

NEW YORK—RCA Victor Records has announced plans for a strong Eddy Arnold merchandising program this month. Based around the theme "February Is Eddy Arnold Month on RCA Victor," the program includes a full-scale national ad, promo and publicity campaign, with special attention to the album of his new album, "Folk Song Ballad," released in January. In addition to a brand new Eddy Arnold album, "Folk Song Ballad," Arnold is scheduled to make a personal appearance at the label's award dinner this month.

RIAA Petitions For Repeal Of Excise Tax
(Continued from page 7)

manufacturers of collecting and accounting for the tax almost equals the sum collected by the Government. If the excise tax is repealed, RIAA contends, the Government should make a substantial recovery through increased record sales resulting in increased income tax payments.

Tracing the history of excise tax on recordings, the RIAA contends, the tax that was originally imposed in 1917 to help support the cost of World War I and repealed in 1921, was reimposed during the depression years and repealed in 1938, levied again in 1941 and continued until today. It cites a statement by the House Ways and Means Committee in 1938 recommending the repeal of the excise tax on records which said: "Its revenue is small and, since the product is used to a considerable extent for educational and cultural purposes, its continuation is deemed undesirable."

Pointing to the many areas in which records are used for cultural and educational purposes, the RIAA's statement declares that "a random perusal of the catalogues of record manufacturers will disclose that the content of records is as broad and varied as that found in books and certainly more so than that offered by sheet music or piano rolls" on which there is no excise tax today. It refers to the longstanding and continuea position taken by the Congress and the Supreme Court in favor of a free and untrammeled flow of communications and in opposition to undue burdens being imposed on educational and cultural material. The continuance of the excise tax on recordings is a negation of this intelligent, progressive and liberal attitude, the statement declared.

The Beatles Making A Flick, Release Is Through UA

NEW YORK—The Beatles are going to make a feature film. The English stars will be starred in a film that will be shot in England sometime in March or April. Set for release in the U.S. this summer, it will be distributed by United Artists Pictures. The soundtrack album that will result will probably be in the hands of the flick company's disk affiliate, United Artists Records, although it could not be confirmed by the label when it reached late last week. Walter Shen- son is producing, and Richar Lester will direct from a screenplay by Alan Owen.

New Friars Honor Cole

NEW YORK—The Friars gave Nat "the going-over last week at a roasted luncheon tendered in his honor at the N.Y. Hilton Hotel's huge grand ballroom. Well in excess of 100 friends assembled, and among them was to hear Nat roused by such top comies as George Jessel, Nipsey Russell, Henry Young- man, Eddie Shaffer, Al Jolson, Jack Koenig, and Buddy Arnold's tour. 500-line advertisement placements in major newspapers along the routes.

Public To Get Word Of ASCAP's 50th Ann.
(Continued from page 6)

time, we in ASCAP, with our growing membership, represent young people, face the challenge of the future with eagerness and confidence."

Stimulated by the organization of performing rights societies abroad, a group of American composers, led by Victor Herbert, formally estab- lished ASCAP in 1914. As Oliver W. Norton, noted on television, "This is the story of the first time provided an appropriate bargain and licensing agency that represented the different types of performances the copyright material of members."

The Friars gave Nat a set of golf clubs including their famous gold putter.

Cash Box—February 8, 1964
NEW YORK—Jay, the lead singer of the chart group Jay & The Americans (UA), has moved over to the Coral label as a solo act. The exclusive, long-term deal was announced last week by Leonard W. Schneider, exec veep of Decca Records, the parent company of Coral. He was signed by Dick Jacobs, Coral’s A&R staffer.

Rushed into Coral’s studio, Jay debuts this week on the disc with “How Sweet It Is” and “One I Rise.” Jay’s big hits with his former groups include “She Died” and “Only In America.”

Thorn Buys Master For His Teiger Label

Hollywood—Don Thorn, president of Hotter Productions and manager of Cleassenoff, the Mercury label’s best-selling maestro, has purchased a “hot” master from Stude Wailer, a west coast deejay. Sides, “Blasson Shuff’fie” and “Trash Can” by the Novas, will be released on the Teiger Production label. Thorn just left on a three month tour with Cleassenoff.

Drayson Forms Hope Records To Offer Merchandising Services

NEW YORK—Vet music man Harold Drayson last week announced his resignation as VP of L. P. Sales Corp. to form his own firm, Hope Records, this city. Drayson, who has been in the industry for 30 years, was also associated with Caedmon and MGM in sales executive capacities before his affiliation with L. P. Sales Corp.

According to Drayson, his new company will concentrate on offering a wide range of special merchandising services and custom-tailored record promotion to the record industry at large. The exec, who has already contracted distributors in several key areas, will offer national distribution to indie labels on an across-the-board basis. In addition to arranging for the distribution of entire lines, he will also market individual masters via his appointed distributors. Drayson pointed out that once a distrib is set (as part of his national network) in a particular territory he will deal exclusively with that distributer. As another manufacturer-oriented service Drayson will, upon request, develop sales and merchandising plans.

The firm will not be limited to labels as perspective clients. Drayson will function as a management consultant to distribute. For his appointed distributors he will acquire labels and offer discontinued merchandise which he will bundle in a job lot. Drayson’s office will also be a resident buying office for his out of town clients who can utilize his office for secretarial services, conferences, etc.

PP&M’s “Movin’”

NEW YORK—In last week’s LP chart, Peter, Paul & Mary’s “Movin’” album was erroneously omitted from the listing. It should have been in the number 12 spot.

WMCA Teen Show Drops Ads For Cigarettes

NEW YORK—As a follow-up to the Surgeon General’s anti-cigarette report, New York radio station WMCA, one of the country’s leading indie Top 40 stations, has decided to drop cigarette commercials from its four hour daily show devoted to the teen-market.

As of last Fri. (13), The Mitch Reed Shorn board Monday thru Sat. from 7 to 11 FM, will not accept cigarette commercials, the station said. No other programs on the outlet, many of which deliver teen sounds, are affected.

It has long been stressed by those who believe in a relationship between cigarette smoking and lung cancer that it is of the utmost importance that the advertising habit be developed in the teen years.

R. Peter Strauss, president of the station, said last week that the feed time-slot was the “only program we deliberately address to teen-agers.”

Thus, in a letter to advertisers, Straus stated that the station designed cigarette ads on the show as inappropriately.

LeRoy Collins, president of the National Association of Broadcasters, termed the WMCA decision as “explo- dural.” The NAB itself is working over plans to amend its code to forbid commercials that tend to encourage youngsters to start smoking.

It was also noted that about six radio stations around the country have made moves resembling that of WMCA. Latter station said it would continue to accept pipe and cigarette ads but would evade those of tobacco products and tobacco substitutes as they come along.

The cigarette industry spent about $124 million on radio commercials last year. TV expenditure was $134.6 million.

Philips Names Ellis New Field Manager

CHICAGO—Philips Records has announced the appointment of Fred Ellis as field manager for the label. He will be in charge of the South and Southeast territories, according to Lon Simpson, the label’s national sales chief.

Ellis, who will make his headquarters in Miami, will return to the South where he spent two and one-half years in retail disk merchandising as disk manager of three CMA stations in Miami.

In recent months he has done record promotion for Leonard Gar- minas in Chicago.

Miami, Atlanta, Charlotte, New Orleans, Houston and the Dallas markets will be covered by Ellis in his new capacity.

“Era Of Profit” Is Epic Theme

NEW YORK—Leonard S. Levy (standing), general manager of Epic Records, and William P. Gallagher, marketing vice president for Colum- bia Records, are pictured at the meet- ing held Monday to announce Epic’s “Era Of Profit.” The label has an- nounced soaring sales for the month of June. (See story on page 6).

Columbia Pacts Robert Horton

NEW YORK—Kenneth Glancy (left), A&R vice president for Columbia Rec- ords, Robert Horton (center), and Norman Rosemont, Horton’s manager, are pictured at the signing of a new pact on Fri., Feb. 6. Horton’s TV’s “Wagon Train,” is currently appear- ing in the Broadway musical “110 In The Shade.”

Beattles Go Wild On Charts, Come To U.S.

(Continued from page 7)

With this remarkable sales showing to back them up, The Beatles arrive in the U.S. on Feb. 7, for what will undoubtedly be 17 days of tremendous excitement.

BEATLES’ U.S. ITINERARY

The group’s American trek, as out- lined by Capitol Records last week, starts with its arrival this Friday afternoon (7) at Kennedy Interna- tional Airport. There will be a party of nine, including the four members of the crew, Paul McCartney, George Harrison, John Lennon, and Ringo Starr; their personal manager, Brian Epstein; Biran Summerville, press rep; and two road managers.

Capitol will officially greet The Beatles and transport them from the airport to The Plaza Hotel here following an arrival press conference.

The group will spend the next day (Sat., Feb. 8) preparing for its guest shot on the Ed Sullivan Show next Sunday (9) (A second Ed Sullivan ap- pearance takes place Feb. 16). On Monday (10), they will face the press and rehearsals for an entire day of interviews (by appointment) at The Plaza (Fred Martin, the label’s public relations director, will handle press activities).

On Tues. (11), The Beatles move to Washington, D.C. for the first American concert at The Coliseum.

They return to New York on Wed (12) for two concerts (7 pm and 9:30 pm) at Carnegie Hall, where Capitol will record for an LP release.

On Thurs. (13), the group flies to Miami, Fla., where they will prepare (rehearsal day is Sat., Feb. 15) in their second Sullivan Show appear- ance on Feb. 16. Plans are as definite for Fri., Feb. 14.

On Monday, Feb. 17, they return to New York en route to London. As for the group’s Carnegie Hall date, the producer of the engagements Three Productions, has reported sell-out for both performances Feb. 12. The firm also said is was mak- ing attempts to bring The Beatles into The Forum in L.A. (a new $15 million seat sport arena, Madison Square Garden). According to Walter Hyman, the head of the firm, Brian Epstein, the group’s personal manager, had decided not to use the Forum for The Beatles (30). However, Hyman indicated he would pursue the matter further with Epstein.

Cash Box—February 8, 1964
NEW YORK—Sammy Davis Jr. recently paid a backstage visit to congratulately another Sammy—that is, Steve Lawrence, who portrays Sammy Gluck in "What Makes Sammy Run?" This took place the other day at the Ehringer Theatre. Davis was filling an engagement at nearby Latin Casino.

Weston Plans New Series Of "Jonathan & Darlene" LP's

HOLLYWOOD—Paul Weston is preparing material to reactivate the "Jonathan and Darlene" routine he recorded several years ago with his wife, singer Jo Stafford.


The veteran music-composer said he wants to make a deal with a recording firm that would be interested in reissuing the "Jonathan and Darlene" albums series. Jo Stafford has a non-exclusive pact with Capitol for religious records—this is also available for a disk deal. She just returned from a cross-country tour where she plugged her syndicated series, "The Jo Stafford Show."

15-Year Man

NEW YORK—Walter Alshuk, who joined the RCA Victor Record Division in 1948 as an order service employee in the Custom Records department, is "pinned" by Carl Reinisch, manager of the general Custom Sales department. Gold pin signifies years for Alshuk, now a sales rep for RCA Victor Custom Records.

Columbia Product Goes To Craig In Denver, Personnel Changes At L.A.

HOLLYWOOD—Products from Columbia Records, Epic Records and Masterworks Audio are now being distributed in six western states by Craig Corp. in Denver. Move ends a six year relationship with Standard Distributors of Los Angeles, which previously handled part of the territory.

Craig will be the outlet for the labels' and promo firm in Colorado, Utah, Wyoming, New Mexico and parts of Texas, Idaho and Nebraska.

In line with the shift. Bob Murphy has resigned his post as regional promo manager for Columbia Records in Los Angeles to join Craig as sales manager.

Gene Block, regional sales manager for Columbia, said that Murphy's post would not be filled. However, Tom Virzi has joined Columbia Records Distributors in L.A., according to Ted Rosenberg, branch manager. This move covers the branch two promo managers. While Virzi will promote Columbia singles in Southern Calif. and Arizona, Robert Moneing, also a promotion manager, will now be responsible for the promotion and merchandising of LP product only. Virzi joins Columbia after serving as promo manager in L.A. for MGM/Verve Records. Before that, he was music director for KNX, the CBS radio station in L.A.

Marian Distler, Folkways Head, Is Dead At 45

NEW YORK—Marian H. Distler, a founder of Folkways Records, which cuts folk material at the grass-roots level, died here on Sat., Jan. 25 of pneumonia.

Miss Distler, who was 45, moved into the disk business shortly before World War II as a secretary at Asch Records, another folk-market label owned by Moses Asch. The Asch label merged with Dick Records during the war years and when the new company went bankrupt in 1947, Miss Distler bought the assets for $6,000. She then formed Folkways Music and Service Corp. with Asch, with Miss Distler president and Asch the firm's director.

Woodrow Gathe, Grace Hutton and Huddle Ledbetter are among the great folk names cut by the label over the years. Folkways also deals in kiddie disks, spoken-word offerings, sound-effects and science records and, on occasion, has released a pop entry.

ABOVE: MARJAN DIVA, a leading model from Switzerland, sits on the runway during a fashion show in New York City. (AP Photo)

ALBUM PLANS

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

ABC-PARAMOUNT

10% discount on all albums, including ABC-Param and Impulse! Expires: March 31.

ATLANTIC

Period of Adjustment: 15% discount on all LP's. 10-40-90 billing. Expires: March 31.

CAMEO-PARKWAY

100% discount on all albums. Expires: Feb. 15.

CARIB

Buy 10-get-1-free on entire LP catalog. 100% exchangeable. 10-40-90 billing. No expiration date.

DECCA-CORAL-BRUNSWICK

Buy 10-get-1-free with DECCA-CORAL-BRUNSWICK special incentive on LP product. See local district for details.

LIBERTY-IMPERIAL-DOUBLE L

Discount program on all album product. See local district for details. Expires: Feb. 15.

LONDON

Complete catalog available at discounts, dated billing, ad allowances, etc. Contact local district for full details. Expires: Mar. 31.

MERCURY

"Parade of Stars" 10% discount on all albums (except "Storyteller"). Dating is available to qualified dealers. Expires: Feb. 29.

MERCURY-WING

"Five Plus Four Plan." Part I: 10 LP's under normal pricing program; Part II: classics LP's on the basis of one free with four. Expires: March 1.

NASHBORO

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

ORIGINAL SOUND

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

PHILIPS


PRESTIGE

All labels on a 10% discount until further notice. John Coltrane albums (Prestige 7000 series) are available on a buy 12 get 4 basis until March 31.

REQUEST

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

ROULETTE

"Profit More in '64." 15% discount on all albums. No termination date announced.

SIMS

16 new LP's on a buy-10-get-3-free basis. 100% exchange privilege. No expiration date announced.

SMAsh

"New 316 -- A Smash of a Leap Year!" 15% discount on all Smash and Fontana albums.

STARDAY

"The Wonderful World of Country Music Sales Plan." 15% discount on all regularly-priced LP's. 100% discount on Starday's economy line of seven LP's. LP's listing at $3.50. 100% exchange privilege, dated billing and coop ad's available from distributor. Distributed as a winter plan.

TAMLA-MOTOWN-GORDY

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

VEE JAY

100% discount on LP's.

SAR Prexy Hits Promo Trail

Trini Trips To Europe

NEW YORK—Trini Lopez, (left) one of Reprise Records top disk sellers during the past year, is seen entering in to John F. Kennedy International Airport with his manager and David Shriver for a six-weeks' European trek that took them to Austria, Belgium and Holland.

Cash Box—February 9, 1964

www.americanradiohistory.com
FOR THE 2nd YEAR IN A ROW!

MORE PAGES OF ADVERTISING APPEAR IN

Cash Box

THAN ANY OTHER MUSIC TRADE PUBLICATION

CASH BOX IS #1 IN PAGE ADVERTISING IN THERecorded Music, Juke Box AND AMUSEMENT GAME FIELDS IN THE WORLD.

1963 TOTAL:

CASH BOX ... 1880 3/4 pages
BILLBOARD ... 1767 pages

**In the endeavor to be as impartial as possible this survey credits all of Billboard's small books as full pages when in reality they are 1/2 price of the regular edition.

FOR THE BEST ADVERTISING BUY . . .
BUY CASH BOX
The #1 Record weekly in every important market in the world.
### Country Top 50

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>1</td>
<td>Begging To You</td>
<td>Marty Robbins (Columbia 42831)</td>
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<tr>
<td>2</td>
<td>D. J. or a Day</td>
<td>Jimmy Newman (Decca 31553)</td>
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<tr>
<td>3</td>
<td>Last Day in the Mines</td>
<td>Dave Dudley (Mercury 72213)</td>
</tr>
<tr>
<td>4</td>
<td>Feel Me a Manner</td>
<td>Roy Drusky (Mercury 72204)</td>
</tr>
<tr>
<td>5</td>
<td>Old Records</td>
<td>Margie Singleton (Mercury 72203)</td>
</tr>
</tbody>
</table>

### Country Round Up

- "Jim McCoy Show" now in syndication.
- "Dixie's Hit Parade" is sponsored by Kimberly-Clark Corporation.
- Johnny Cash has changed his image and now features Country Westernprogramming.

- "The Morning Paper" by Billy Walker (Columbia 42897).
- "Maple on the Hill" by Joe & Rose Lee Maphis (Capital 52077).
- "Who's Been Cheatin'" by Johnny & June Kirby (Columbia 42542).
- "Welcome to My World" by Jim Reeves (Columbia 42839).
- "The Matador" by Johnny Cash (Columbia 42880).
- "All Right" by George Morgan (Columbia 42882).

### Cash Box—February 8, 1964

- "Molly" by Eddy Arnold (Columbia 42914).
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### Last 5 Weeks

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Great Britain's Best Sellers

This Week's
Week On Chart
1 9 Glad All Over—Dave Clark Five (Columbia) Ivy
2 2 Hippy Hippy Shake—Swinging Blue Jeans (HMV) Amado & Beechwood
3 8 I Want To Hold Your Hand—The Beatles (Parlophone) Springfield
4 10 Non-Stop To Be With You—Dusty Springfield (Philips) Springfield
5 11 Needles And Pins—The Searchers (Pye) Metro
6 16 Swinging On A Star—Big Dee Irwin (Colpix) Chappell
7 7 Stay—The Hollies (Columbia) Lorna
8 20 The Years Love You—The Beatles (Parlophone) Northern Songs
9 11 I'm Yours—Billy Fury (Decca) Shapero
10 13 We Love You, The Beatles (Parlophone) Northern Songs
11 11 I Wanna Be Your Man—The Rolling Stones (Decca) Northern Songs
12 13 I'm In Love—The Fourmost (Parlophone) Northern Songs
13 12 Secret Love—Kathy Kirby (Decca) Philips-Witmark

Great Britain Top Ten LP's

1 1 With The Beatles—The Beatles (Parlophone)
2 2 Please Please Me—The Beatles (Parlophone)
3 3 How Do You Like It—The Pacemakers (Columbia)
4 4 West Side Story—Sondheim (CBS)
5 5 Born Free—Frank Field (Decca)
6 6 The Searchers—The Searchers (Pye)
7 7 Freddie And The Dreamers—Freddie And The Dreamers (Columbia)
8 8 The Shadows—Great Hits—The Shadows (Columbia)
9 9 In Dreams—Roy Orbinson (Columbia)
10 10 On Tour With George Mitchell Minstrels—HMV

Great Britain Top Ten EP's

1 1 Twist And Shout—The Beatles (Parlophone)
2 2 The Beatles Hits—The Beatles (Parlophone)
3 3 You Really Love Me Too—Billy Fury (Decca)
4 4 The Dave Clark Five—Dave Clark Five (Parlophone)
5 5 The Beatles—The Beatles (Parlophone)
6 6 Freddie And The Dreamers—Freddie And The Dreamers (Columbia)
7 7 I Want More—The Beatles (Parlophone)
8 8 How Do You Do It—The Pacemakers (Columbia)
9 9 The Big Three At The Coral—The Coral (Mercury)
10 10 The Wages Of Sin—Hank E. Orolut, Wilfred Brumlie (Pye)

The Joe Orlecks Tour South America

Cash Box publisher Joe Orleck and his wife Patricia, currently visiting CB and disk industry representatives in South America, has shown at two informal gatherings with representatives of CBS and RCA.

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Buenos Aires: Cash Box publisher Joe Orleck and his wife Patricia, currently visiting CB and disk industry representatives in South America, has shown at two informal gatherings with representatives of CBS and RCA.
Mr. and Mrs. Joe Orleck visited Argentina, as part of a Latin American trip started by Cash Box' president and publisher, which also includes Mexico and Brazil.

During his stay in Buenos Aires, Orleck got in touch with the top executives of local record and publishing companies. Special meetings were held with Mauricio Brenner of Fermata Publishers, Cano Federich of RCA, Philip Brodie of CBS (his representative), Douglas Taylor, Juan Trudell and Manuel Villareal of CBS, Max Wyngaard of Philips, Luis Calvo of Siccaram, Attilio Sera di Sorco, Ian Morris of Famous, Lila Nuñez of Tonodisc, Hugo Celano of SOCAN, Mauricio of Microfon and others. On January 25 he flew to Sao Paulo, Brazil, and afterwards went to Rio de Janeiro to visit the Brazilian industry. He held interesting points regarding the services offered by Cash Box to world record businessmen were talked about, and Orleck emphasized the interest of the magazine in becoming every day more and more the link between the companies and publishers of all parts of the world.

Also in Buenos Aires is Manuel Villareal, Mexican CBS' vice president and senior manager for Latin American operations. Villareal plans to stay about two weeks in Buenos Aires, discussing new plans with Argentine CBS' top manager and foreign. Ester Kenneth Davis, International A&R of the local branch of the company, is in Brazil, spending several days at the Rio offices of CBS.

Still more people travelling: Jorge Cesar Esperon of Tonodisc has been in the United States, visiting the labels he represents in Argentina and arranging contract renewals. Esperon is also intending to get some new lines, especially in the tropical music field, where his label is preparing expansion plans for later.

Mario Kaminsky of Microfon is also prepared to fly soon to the States. Kaminsky will go to New York to talk with the diskers. In a couple of weeks we'll give complete details about these trips.

Top teen star Leo Dan had exciting performances at the city of Cordoba, according to reports. The police and fire dept had to protect him from hundreds of enthusiastic fans that wanted to greet him personally, thus causing a commotion at the airport and the theater were he had to appear. Dan is currently working on his hit songs this month, something very unusual for CBS, as it is releasing a fourth one, called from the record company's first LP: "Te Fido que me Gusta.

Brian Hyland will be visiting Buenos Aires soon. Ian Morris of Famous (ABC Paramount representative) is preparing a special promotion campaign, and it has been a major record in the market. The chart has recently changed his affiliation to MGM.

Bobby Rydell is also expected in town in a few days. The Parkway star will perform on TV Channel 15, in the Escale Musical program, and also make personal appearances at dance parties.

Odorn is increasing the promotion of The Beatles' recordings, to see if the Argentine market receives them as well as the American and English ones. He has decided that this is the perfect time in this country, and "Please Please Me," and the diskery is preparing a "Beatle party" for the press and deejays.

Demi Orbeck is to perform on the Night Has a Thousand Eyes," the Bobby Vee smash, and "Abrandatessina," the Vianello hit. Spanish lyrics have been prepared already, and the first one is now being recorded by Dutty (CBS). Other importantish hit for the New Year is "El Maridgeros," in Spanish by Juan Ramon. The Niro Fidenco version is also available on RCA.

RCA is releasing the recording made in German by Italian star Rita Pavone. The disk is also due in Buenos Aires soon, and her first recordings are still selling well.

Another important release is "Estar Enamorado" by local star Palito Ortega, who's enjoying tremendous success these days.

Ricardo Castellanos of Edami is working on a new French album that will receive strong promotion in this market, according to him: "Te Fido que me Gusta." The new hit is "Estar Enamorado" by Los Nocturnos (Music Hall), with special arrangement by Lito Escarale. Argentine group Los Teen Tocs have recorded "Tomoso Miminada," another Edami product.

Penelope's about to release the diskery's other album with the biggest Edith Piaf hits including of course "Non, Je Ne Regrette Rien" and "Hymno Al Amor." There is also a stereo album by Werner Muller, under the London label.

American Saverrini of Phonogram informs that his label is releasing "Deci Pueque No Queres" by his group and "Te Veo Los Usables" by Vasito and his Bops, a new group. There is also a new single by Los Quilla Hasi: "Trasnochados Espinolas.

## Argentina's Best Sellers

<table>
<thead>
<tr>
<th>Last Week</th>
<th>Week</th>
<th>Cash Box</th>
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</table>
| 1. Deci Porque No Queres (Korn) Palito Ortega (RCA) | Leo Dan (CBS)  
Tito Alberti, Gasparín (Philips)  
Los Dupla (Music Hall)  
Los Formenteros (Polydor)  
Casino del Mundo Musical Leo Dan (CBS)  
Dany Montano (Music Hall)  
2. Palito Ortega (Music Hall)  
Dino Luke (Capitol)  
Ricardo Ricardo (CBS)  
Dany Montano (Music Hall)  
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THE SONGS AND THE PUBLISHERS

**che me ne importa a me**
EDIZIONI CURCI

**come potrei dimenticarti**
EDIZIONI MUSICALI FLAMINIA

**così’ felice**
GRUPPO RICORDI MUSICA LEGGERA

**e se domani . . .**
C. A. ROSSI EDITORE

**ieri ho incontrato mia madre**
EDIZIONI MUSICALI RCA ITALIANA

**i sorrisi di sera**
GRUPPO RICORDI MUSICA LEGGERA

**la prima che incontro**
EDIZIONI KRAMER

**l’inverno cosa fai?**
EDIZIONI SUVINI ZERBONI

**l’ultimo tram**
EDIZIONI MUSICALI MASCOTTE

**mezzanotte**
EDIZIONI MUSICALI RCA ITALIANA

**motivo d’amore**
ACCORDO EDIZIONI MUSICALI

**non ho l’eta’ per amarti**
EDIZIONI SUVINI ZERBONI

**ogni volta**
EDIZIONI MUSICALI RCA ITALIANA

**passo su passo**
EDIZIONI MUSICALI RCA ITALIANA

**piccolo piccolo**
ACCORDO EDIZIONI MUSICALI/D’ANZI EDITORE

**quando vedrai la mia ragazza**
EDIZIONI MUSICALI DURIUM

**sabato sera**
EDIZIONI SOUTHERN MUSIC

**sole pizza e amore**
GRUPPO EDITORIALE ARISTON

**sole sole**
EDIZIONI MUSICALI PEER ITALIANA/ALFIERE

**stasera no no no**
GRUPPO EDITORIALE LEONARDI

**tu pianti per niente**
APPLAUSO EDIZIONI MUSICALI

**una lacrima sul viso**
GRUPPO RICORDI MUSICA LEGGERA

**un bacio piccolissimo**
EDIZIONI CURCI

**20 km. al giorno**
GRUPPO EDITORIALE ARISTON
FESTIVAL 1964

event

THE ARTISTS AND THE RECORD COMPANIES

Frankie Avalon
BLUEBELL

Robertino
CEMED

Frankie Laine
DISCHI CBS

Frida Boccara
Patricia Carli
Fraternity Bros.
Richard Moser
Gene Pitney
Bobby Rydell

CGD INTERNAZIONALE

Piero Focaccia
Gigliola Cinquetti
COMPAGNIA GENERALE DEL DISCO

Little Tony
DISCHI DURIUM

Tony Renis
Pino Donaggio
Nicola Arigliano

EMI ITALIANA

Milva
Domenico Modugno
Marina Moran
Claudio Villa

FONIT-CETRA

Fausto Cigliano
DISCHI JUKE BOX

Lily Bonato
EDIZIONI DISCOGRAFICHE MEAZZI

Bruno Filippini
MRC

Aurelio Fierro
Peter Kraus
Laura Villa

PHONOGRAM

Paul Anka
Roby Ferrante
Peggy March
Gino Paoli
Antonio Prieto
Los Hermanos
Rigual

RCA ITALIANA

Giorgio Gaber
Emilio Pericoli
Bobby Solo

DISCHI RICORDI

Fabrizio Ferretti
Cocky Mazzetti

RI.FI. RECORD

Tony Dallara
Remo Germani
Ben E. King
Nino Tempo &

April Stevens

SAAR
Cash Box has received the first recordings of San Remo tunes. We have heard them, but since at this writing, the Festival has not yet been held, we cannot, of course, express our opinion about them. We will confine our observations to the fact that RCA has released an acetate containing three of the four numbers it is presenting to the Festival. The acetate, which was performed by Los Hermanos Rigual, and "Passo Su Passo," a tune from RCA's publicity, is sung by Fonti-Cetra's top artist, Claudio Villa. Also Fonti-Cetra's "For You and Me" (based on the song "Tango Fuori" by German hit "Tango Fuori Esmiame Herze," visited Gramophonehouse to tape the Dutch version. He also had an interview with Imma Marina, taped for Radio Veronica. Imma is flying high with her latest release, "Ueber Den Wolken Ist Sonnen- schein." She had a busy radio-and TV- weekend, in which she was a featured guest in the "Bamblers Show" and VARA's popular "Top of Flip" program.

"Oriole" heldi Meruhi will make an extensive tour in Holland from March 9th up till the second week of April next. There will be concerts in The Hague, Den Bosch, Amsterdam and Arnhem, all being a perfect blow-up for HMV.

RCA has also announced, a lot of new releases from "King Of The Blues-Trombone" albums, featuring "Me, Louis." RCA's latest release is a kind of musical rage, based on autoctones. Warner Bros is now high on the charts with its German release of "The Wind." The Wind is entitled "Die Antwort Weins Ganze Allein Der Wind."

Dureco Records reports that it is selling very big a lot of singles of the International Festival. The "Drina-Mar" by her Esmir Ergmen (Metronome), the original "Drina-Mars" by the Yugoslavian Urosevic Ensemble (Metronome), "Rondre e Mors, Boris" (Metronome), "La Mamma" by Anvarno (Barclay), "Serafino Campanaro" by Adriano Cefante (Jolly), "Maria Elena" by Alfio Porcelli (Del Mundo), "Le Pi de Gin" (Winds of Europe), and "Hopeless" under the label of "Bach." Some interesting copyrights were contracted with Albono amongst them "Lipstick Paint A Smile On Your Face." It should be said that the release of "Dureco" in Holland was in Ted and he told us that he enjoyed his visit very much.

"Sture Borghs" Dahl from Sonoro-Stockholm met publisher Wim van Vugt on the International Festival at San Remo. Unfortunately, there has been disagreement, and the renewed contact might be in mutual profit of these publishers. EMI, too, has released a new series with the beautiful song "Dominique." The original recording of "Sour-Sour" is already in the charts. Specialolland-versions were made with the famous Dutch Swing College and the Bees Street Seven on RCA-records.

Cash Box—February 8, 1964—International Section

Italy

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RCA has also announced, a lot of new releases from "King Of The Blues-Trombone" albums, featuring "Me, Louis." RCA's latest release is a kind of musical rage, based on autoctones. Warner Bros is now high on the charts with its German release of "The Wind." The Wind is entitled "Die Antwort Weins Ganze Allein Der Wind."

Dureco Records reports that it is selling very big a lot of singles of the International Festival. The "Drina-Mar" by her Esmir Ergmen (Metronome), the original "Drina-Mars" by the Yugoslavian Urosevic Ensemble (Metronome), "Rondre e Mors, Boris" (Metronome), "La Mamma" by Anvarno (Barclay), "Serafino Campanaro" by Adriano Cefante (Jolly), "Maria Elena" by Alfio Porcelli (Del Mundo), "Le Pi de Gin" (Winds of Europe), and "Hopeless" under the label of "Bach." Some interesting copyrights were contracted with Albono amongst them "Lipstick Paint A Smile On Your Face." It should be said that the release of "Dureco" in Holland was in Ted and he told us that he enjoyed his visit very much.

"Sture Borghs" Dahl from Sonoro-Stockholm met publisher Wim van Vugt on the International Festival at San Remo. Unfortunately, there has been disagreement, and the renewed contact might be in mutual profit of these publishers. EMI, too, has released a new series with the beautiful song "Dominique." The original recording of "Sour-Sour" is already in the charts. Specialolland-versions were made with the famous Dutch Swing College and the Bees Street Seven on RCA-records.
We are being overtaken by The Beatles! It is difficult to recall any occasion outside Elvis Presley) when such mass acceptance has been instigated in any of the arts who have never visited these shores. The airwaves of radio and TV are full of The Beatles, television is running all sorts of shots of The Beatles, the press is loaded with stories and pictures of The Beatles... we are deep in the grip of The Beatles! Radio stations right across the nation are running 'The Beatles' programmes and there was a packed audience at Station 3AK in Melbourne which is setting up its personalities on weekends in special Beatles clothes and wigs to present their pop sessions. Henry Gay has been a 'front man' for the past few years, but yesterday he played the little-known Cash Box of the special projects that 3AK has planned with the help of Australia's first Beatles fan club.

One of the finest acts from Europe, Nina & Frederik is now appearing in Australia for a season with a leading hotel chain. These artists haven't had a hit record in Australia to date but as a result of their personal appearances they should leave a hit or so behind them. Nina & Frederik are a great pair and thoroughly deserve the success of their Australian season, we hope to see them back again soon.

W&G Records has a high degree of contact with the new single release by American folk group The Brandywine Singers, which carries "Two Little Guys" c/w "Here's To The Girls." The top side is catching a good airplay and if present action continues it should get into the groove.

Things are moving on schedule with the development of the new television stations coming to the major cities of Australia. The new commercial license for Sydney is expected to begin operating about twelve months from now; the new license for Melbourne is said to be granted for transmission later this year. Henry Miller, of Pan Pac telecasts, has informed Cash Box that the next concert tour with Roy Orbison & Co., has already been booked by a popular Australian businessman. The concert is due to be held in April in the New South Wales. More details will be available later and will appear in this column.

Popular: Australian Country and Western star Kevin Sheehy has been booked to tour New Zealand with Marty Robbins—the tour begins in Feb. It will be Kevin's first visit to New Zealand where his disks have become best-sellers.

For what's a good reason there seems to be a long delay in the publishing of hit sheets this week. Many weeks go by between the time when a record is hit and the sheet music reaches the market. For instance, at the time of press last week, we were still counting the hits on "Pretty Paper," "As Usual," "Memphis Tennessee" and "Glad All Over" each of which is a popular title right across the nation. It seems reasonable to expect that most publishers would want their sheets out before the songs are at their peak.

To get some idea of the tremendous interest in English artists in Australia at the moment, just take a look at our best-seller list this week! Eight of the ten records featured are by English stars—one is from Europe and one is American. (What's happening to the locals?) EMi has no less than nine of the top ten records across Australia as of this issue, Philips has the other. The one American disk is "Glad All Over" by Dave Barry-Dave DeDay-Arlene Allman Music group controls the copyright of the top three titles. The one American title in our best-seller list is the ever popular Roy Orbison, who has just completed one of the most successful concert tours ever conducted in Australia.

Australia's Best Sellers

1 I Want To Hold Your Hand (The Beatles—Parlophone) Leifs Music
2 Do You Love Me (Brian Poole—Decca) Dominion Music
3 Baby Girl (Bobby Orr—Columbia) Dave Barry Music
4 Memphis Tennessee (Dave Barry—Decca) Jewel Music
5 So Long I'm Leaving (The Beatles—Parlophone) Leifs Music
6 Glad All Over (Dave Clark Five—Columbia) Roy Connolly Music
7 Pretty Paper (Roy Orbison—London) Alan Music
8 Please (Frank Ifield—Columbia) Chappell & Co.
9 Dominique (The Singing Nun—Philips) Belinda Music

The Beach Boys Down Under

BRISBANE—The Beach Boys, Capitol Records vocal group voted the top group for 1963 in the Cash Box poll, are currently touring New Zealand and Australia. While Down Under, the boys played pop music on ABC, Channel 11 (2d from left) and his fiancée Gloria Munro. Left to right are Brian Wilson, Al Jardine, Carl Wilson, Dennis Wilson and Mike Love.

It was a very great evening at the Olympia Music Hall recently especially for the spectators and for Trini Lopez who was a revelation for everyone. Just before Trini's appearance we saw Pierre Vassiliou who is on the Decca label of France and was a little strange at first. He does not sing so well and his songs are quite good but it seems that the songs of Pierre Perret reaches the public more effectively. We mention in particular "Tord Boyau," which is actually one of the best-sellers in France and is quite rare here over for a fantasy song. Lopez appeared on the stage and was accompanied only by a guitar and drums. However, the French are very fond of rhythm and at the end of his spot we could say without a doubt that it was a complete triumph. Trini could have sung twenty-five songs in the same manner, because he had the spectators eating out of his hand and even those of the audience who normally do not watch TV had the number one song that made him famous in France. We must mention that precy Cabat did so well, as usual, on the publicity planning. The second music of the program was composed of Sylvie Vartan and the Beatles. Let's say straight away that the Beatles, who are very popular in England, obtained a good success here. They are young and dynamic and their songs are very successful in France. Their numbers are very relaxed and perfectly timed. In the case of the Beatles, it is a little too soon to say whether they will obtain the same success as in England.

Novelty songs continue to arrive in our office but we start off on this subject let's mention the fact that turner sales of the record companies during the month of December was very much below what was expected by these companies.

The Beach Boys have been in Australia for some time now, but I doubt that they can expect the success that they have. Due to their talent, they have a lot of works in the office and we expect their sales will rise very quickly. 

Cash Box—February 8, 1964

France's Best Sellers

1 La Mama (Charles Aznavour) Charles Aznavour-French Music
2 La Marie Jaconde (Alain Barriere) Alain Barriere-Tuttif
3 If I Had A Hammer (Harry (Singer) Seger) French Tropicales
4 Si J’Avais Un Mateau (Lee Hay, Seeger, Claude Francois) Claude François—Tropicales
5 Stillef Des (Copaier Sheila—Pathe Marconi
6 Jaurius Voulu (Francine Hardy) Francine Hardy—LPA

Spain's Best Sellers

1 Coore (Heart)—Rita Pavarone (RCA Victor)
2 Spanish Lace (Manalla Espinoia—Henrique Guzman) (CBS)
3 Diablo Disfrazado (Debut In Disguise)—Elvis Presley (RCA Victor)
4 La Vida Es Bonita (Benson-Artists)—Luis Aguele (Odeon)
5 Lucky Lips—Cliff Richard (HMV)
6 Rito De Lluvia (Rhythm Of The Rain)—Cascades (Warner Bros.)
7 Con Me En El Sol (Love You) (Columbia)
8 Twist And Shout (Bee Gees)
9 If I Had A Hammer—Rhythm Manias (Belter)
10 Remember Diana—Paul Anka (RCA)

Cash Box—February 8, 1964

International Section

The first pressing plant for Middle East

SOCIETE LIBANAISE DU DISQUE

has been established in Beyrouth (Lebanon)

with the best and up-to-date pressing machinery
Cash Box—February 8, 1964

**GERMANY's Best Sellers**

<table>
<thead>
<tr>
<th>This Last Week</th>
<th>Week On Chart</th>
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<tr>
<td>1</td>
<td>Das Kannst Du Mir Nicht Verleihen (You Can Never Stop Me Loving You)—Gördi Spier—CBS—Edition Auerbach</td>
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<td>3</td>
<td>Wenn Ich Ein Junges Wasser (If I Was A Boy)—Rita Pavone—RCA Victor—Rolf Budde Music</td>
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<td>3</td>
<td>Kote Lippen Roll Man Kneuen (Lucky Lips)—Cliff Richard—Columbia—Hans Gerig Music</td>
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<td>4</td>
<td>Drei Musikerei (Three Musicians)—Connny Freeborn—Electra Matronico—Freddy Budde</td>
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<td>5</td>
<td>Es Gibt Kein Bier Auf Hawaii (There's No Beer In Hawaii)—Paul Kuhl—Columbia—Paul C. R. Arcadi—Music</td>
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<td>6</td>
<td>America—Trini Lopez—Arilsa—Reprise—Schirmer Comp</td>
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<td>9</td>
<td>If I Had A Hammer—Trini Lopez—Arilsa—Reprise—Lodi</td>
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**Israel's Best Sellers**

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<th>This Last Week</th>
<th>Week On Chart</th>
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<tr>
<td>1</td>
<td>You'll Never Walk Alone—Gerry &amp; Pacemakers (Columbia)</td>
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<td>3</td>
<td>Don't Talk To Him—Cliff Richard (Columbia)</td>
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<td>5</td>
<td>Sweet Impossible You—Brenda Lee (Arton/&quot;Red Aria&quot;)</td>
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<td>4</td>
<td>Deep Purple—Nino Tempo &amp; April Stevens (Atlantic—&quot;Hataké&quot;)</td>
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<td>5</td>
<td>It's All In The Game—Cliff Richard (Columbia)</td>
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<tr>
<td>7</td>
<td>The Impossible Happening—Little Peggy March (RCA)</td>
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<td>9</td>
<td>The Village Stompers (Epic)</td>
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<td>10</td>
<td>Mack &amp; Alaska—The Drifters (Atlantic—&quot;Hataké&quot;)</td>
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<tr>
<td>11</td>
<td>I'll Take You Home—The Drifters (Atlantic—&quot;Hataké&quot;)</td>
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<td>12</td>
<td>I've Got Nothing (right)—Ben E. King (Atlantic—&quot;Hataké&quot;)</td>
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<td>19</td>
<td>Needles And Pins—The Searchers (Top Hits—&quot;Hataké&quot;)</td>
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<tr>
<td>20</td>
<td>Lonely Lonely Me—Brenda Lee (Arton/&quot;Red Aria&quot;)</td>
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**Clancys & Makem Visit Ireland**

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**Vogue Fetes Trini Lopez**

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**IRELAND**—The Clancy Brothers and Tommy Makem visited President De Valera of Ireland recently during the group's European tour. Featured presenting the President with a copy of their "In Person At Carnegie Hall" LP on Columbia are (left to right) Makem, President DeValera, Tom, Liam and Pat Clancy.

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**PARIS**—Reprise chanter plastique Trini Lopez (left) is shown holding his 1964 award of "Académie Charles Cros" presented to him by Hans Reise (right) at a press party hosted by the label at the hip Paris nightclub, Le Hilar. Bruno Coquatrix, director of the Olympia Theater is in the middle.
Cash Box—February 8, 1964

Cash Box—February 8, 1964

Canada

Lewis Roskin, manager of the CKLG Division of Moffat Broadcasting, Ltd., announced the appointment of Sam Holman as Program Director of CKLG. Vancouver's CKLG is one of the newest stations in the rapidly expanding West Coast American Broadcasting circles. He most recently served as programming consultant for local station WKNR in Detroit. Prior to his association with the Detroit outlet, he was with the KDKA network in Pittsburgh, Pa., and in Toronto as Chief Engineer of CKLW. Earlier, he headed a reception for tradestars at Montreal's plush El Morocco, (27/1) in honour of Al Martino. The great Capitol hit maker was appearing in that city.

Cash Box—February 8, 1964

Cash Box—February 8, 1964

Canada

Ring Records held its first meeting of the year on Jan. 13 and at its main office, with all of the general managers of the branches. They discussed (1) the sale in the year end and new year works, and (2) the promotions for this year. According to the content of the discussion, the sale in the first half of the year was quite poor, getting 45 percent of the target, while in the second half the sale campaign for the 10th anniversary of the London label was successful, increasing the sale of LP's. The sale of singles increased a great deal both in imported and local songs. This success completely covered the dullness in the first part. The execs confirmed that it was possible that they will reach the target by March, when the company ends its '63 fiscal year. Also, from market research, the label will push "priority of programming." As one of the measures for this policy, the firm is issuing a new type of London records soon. Nippon Victor is releasing its new "Shires Gift Strings," the first issue of which is the following eight stereo LP's to meet the early spring season; "Gift For Marriage"—including My Happiness, Fascination, etc., by Eddy Wacker Orch.; "Gift For Mama"—Santa Lucia, etc. by Lawrence Wrek Orch.; "Gift For Papa"—Oh, My Papa, St. Louis Blues, etc. by The Lelanders; "Gift For Lovers"—Orchids In The Moonlight, Love-Letter In The Sand, etc. by 20th Century Strings; "Gift For Children"—Military March, Turkish March (Sabellet) by George Wile Orch., and Michael Boys Chorus; "Gift For Girl Students"—"String Of Pears," etc. by 20th Century Strings; "Gift For Teenagers"—"The Longest Day," "Great Exodus," etc. by Bill Ramal Orch.

Cash Box—February 8, 1964

Cash Box—February 8, 1964

JAPAN

Japan's Best Sellers

INTERNATIONAL

This Last

Week

1 Washington Square—Village Stompers (Epic); Spike Jones (Lib- eral) - in stock.
2 Be My Baby—Ronettes (Philips); Johnny Deedferf (Columbia); Mikeiro Hirota (Toshiba); Yukari Itoh (King);—Sub-Publisher/ Shinko
3 Domination—The Singing Nun (Philips)
4 Let's Make A Memory—Cliff Richard (Odene);—Sub-Publisher/ Shinko
5 Lana—The Velvets (London);—Sub-Publisher/To- bacco
6 Drowning My Sorrows—Connie Francis (MGM);—Sub-Publisher/ Shinko
7 fossa Nova Baby—Elsy Fressley (RCA);—Sub-Publisher/Aber- bach
8 Left My Heart In San Francisco—Brenda Lee (Decca);—Sub- Publisher/To- bacco
9 Memories—Joanney Sommers (W.B.);—Sub-Publisher/ Shinko
10 Live Young—Troy Donahue (W.B.);—Sub-Publisher/IMP

JAPAN'S BEST SELLERS

This Last

Week

1 Yumeo sodate—Yo-Kyu Sakamoto (Toshiba)
2 Kon-Nichiwa—Michiyu Amura (King)
3 Utsokushii Kon-Nichiwa—Michiyu Amura (King);—Sub-Publisher/ Shinko
4 Waki Ashita—Kenji Kittahara (Toshiba)
5 Waki Utagoe—Y. Hasegawa (Victor)
6 Sodate-yo—Kyu (Phills);—Sub-Publisher/ Shinko
7 Itoh Asu ka Kitto Kuru—Kiyohiko Matsunaga (Toshiba)
8 Gakuen Hira—Kazu Funda (columbia)
9 Jyakuzan—Yunaki Kanako (columbia)
10 Delai Komonue—Michiyu Mihashi (King)
15 Shirai Seikaku—Yukie Hashi (Victor)

JP BEST SELLERS

Week

1 I Left My Heart In San Francisco—Julie London (Liberty)
2 Mitch Miller Screen Mood—(Columbia)
3 Best Of Mitch Miller—(Columbia)
4 Blue On Blue—Bobby Vinton (Epic)
5 My Fair Lady—(Columbia)

La première fabrique de disques pour le Moyen Orient

SOCIETE LIBANAISE DU DISQUE

a été créé à Beyrouth (Liban) par l'initiative des Maisons:

Haddad Record Co.
Fi-Ri Record Co.
Wattar Record Co.
In answer to numerous requests for a "hard copy" Cash Box will put out the Top 100 Labels feature on a weekly basis. It has been designed primarily as an aid to our international readers desiring a capsule report ofwhat's happening in their respective markets. A handy order guide for districts, racks, dealers and one-stop ordering by labels.

**Danmark's Best Sellers**

**Norway's Best Sellers**

**Sweden's Best Sellers**
BELGIUM

Helen Shapiro, Mike Sarne and John Leyton have come to Belgium to appear in a filmed show for Flemish TV. Shooting took place at Antwerp. The feature to be telecast is called "Street Scene On Piccadilly" and the show was directed by Richard Anthony Colby. The British celebrities, who were accompanied by their managers, were Paramount and Stigwood, were very pleased with the show. The film also stars a young national Shapiro was interviewed for the record program "Good Records, Good Friends." This was followed by yet another reception, with many more guests attending, at the Marie Celeste. He was one of the first to make a special recording for the return. Villareal will coordinate CBS Records in Mexico, Argentina, Brazil, Central America, Venezuela, Colombia, Peru, Chile and Ecuador. Villareal will also keep his post as vice-president of Mexican CBS.

Angelica Maria, one young female Mexican singer, recorded at Mexico City and her single is one of the world smash hit "Dominique." The same number was done at Peerless with Queta Garay, at Cine with Luis Perez and at RCA Victor with Hermana Alegría, after the first one made by Mexican group Los Dominico at Orfeon Records.

Another big Mexican idol, Enrique Guzmán, who is now performing in Buenos Aires, Argentina, released at CBS has the same record as the American version with Chuck Anderson's arrangement and orchestra and "Withcraft" with Los Salvajes rock and roll group. When Enrique releases his version it will definitely do movies, TV, theater and as soon as possible will fly to Spain to perform in that country where he is the number one singer.

She thinks I Still Love Her" and "The Stutterer Saxophone" are the names of the two new recordings made by Bill Haley at Orfeon Records. Bill, has a lot of fans in Mexico. He recently married a Mexican woman.

Fabricio and his sister Corinna are back in town and ready to begin a hard season of work. Both are recording new songs at RCA.

Panamerican de Discos (Musart Records) gave a cocktail party to all its artists. At this event were both vice-presidents Juan Campo and Eduardo Bañuelos and among the artists we saw were Manolo Muñoz, Lena and Lola and Tony Aguilar, Gloria Lasso, Lacho Gatica, Angelica Maria, Martha Santillán, Carlos Campos, Amelia Miller, Pepe Castillo, Malo Reyes and many others.

"La Gallinita" (The Little Chicken) were recorded at Musart Records with Manolo Muñoz and at CBS with Johnny Dynamo.

From Peerless Records we received the newest long play recorded by Queta Garay, on which she includes songs like "Ya Nocia De Popeye," "No Me Dejes Señor," "La Mara," "Las Caracaturas Me Hacen Llorar," "En Maria," "Dominique," "Mr. Batman," "Poema" "La Mermanográfica" and "Tiru Liru." Masuero Aquin in recorded at RCA, in danceable arrangements, with two of his most beautiful songs: "Aquel Amor" (That Love) and "Ven Aca-Y Me Voy.

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Rock and roll group Los Díegas recorded at Peerless Records the songs "La Nena del Jilguero" and "El Pirata," that have not yet been released. From the same label we received Los Amapo Boys "Lobby Lo" and "Oo-Kook-A-Roo." For the first time record including "La Columbina" with comics Los Polivoces. On the other side they do "Recuerdos De Irapapaliz" (imitating the voices of Neil Sedaka, Monna Belle, Juan Mendiz, Bienvido Granda and Olga Guello.

CASH BOX

MEXICO

For the first time in its history, Columbia Records named a Mexican as co-ordinator of the CBS companies in Latin America. This man is J. Manuel Villareal, vice-president and general director of Mexican CBS (Mexico). Good Records, Peerless and Mexican and American are the selection. Villareal will coordinate CBS Records in Mexico, Argentina, Brazil, Central America, Venezuela, Colombia, Peru, Chile and Ecuador. Villareal will also keep his post as vice-president of Mexican CBS.

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Mexico's Best Sellers

1. Dominicte-Los Dominico (Orfeon) (Sen Soriana) (Philips) (Angelica Maria (Musart)) (Queta Garay (Peerless)) (Hermana Alegría (CBS))
2. Maria Blanca-Hnos-Carrion (CBS) (Trio Venezuela (Velvet)) (Bram-...
The coin machine business may not be the most creative business in the world but if all it took to draw income from automatic equipment was the simple placement of the machine on location then a robot could perform the task. Judging from the performance of some individuals, they are acting like robots.

A good example of what we are talking about can be found in the operation of some amusement machines which do not necessarily draw the income the operator expects when he makes the installation. Oftentimes the machine is left for a second week and is then pulled, where it eventually finds its way back to the distributor showroom, the original source of supply for this particular machine. The operator invariably blames the distributor and the manufacturer, and while not always without just cause, many times without having given the machine a fair exposure.

When a manufacturer goes into the production of a machine he does so because that particular machine gives every evidence of being capable of drawing a certain amount of income for the operator. If this was not the case, there wouldn’t be a factory in Chicago. Since much time and money is spent researching the machine before production it is conceivable that when a machine does not pay off with reasonable collections, perhaps another factor may be to blame, other than the machine itself. Most operators can tell from a two-week period whether a machine will earn its keep or not. We submit here that perhaps a particular location may not be suited to a specific machine. Maybe an entire neighborhood will react differently to a machine. Why not? The people from the various neighborhoods are as different as can be in most instances. It figures that reaction to a product will differ. Ask the bread delivery man or the appliance salesman how his sales are broken down by neighborhood. It is fantastic that so many different tastes can exist in a twenty-square block area.

We know of an operator who watched collections fall off on a novelty machine which was produced by a major manufacturer during 1963. The machine originally called for two dimes for competitive play. Today that machine is bringing in about $12 weekly in dozens of honky-totns after having garnered the largest collections at the two-dime price, then dropping to a 5¢ play level, and eventually to the two-cent per player price which brings in the $12 each week.

Talk about adapting to a situation! This same operator can’t understand why this machine isn’t moved around on location by other operators throughout the nation. He said that judging from the distributor trade paper ads on this machine, it is obvious that operators have quit on the game. In his estimation, the game hasn’t been given a chance.

We have mentioned from time to time the almost unbelievable story of the juke boxes which are returned in trade after a one-year location service, bearing the same records originally programmed. This is obviously not the work of an operator who adapts to a situation, to say the least.

Coin machine operators can take a tip from the vending ops who are forever filling the sandwich machine with packages that must sell. Tastes vary from day to day. Even the weather effects sales. It’s a constant battle with patrons who will make a machine earn its ultimate play potential. It is up to the operator to find the location and then tailor the machine to fit the players.
Record Attendance At Illinois Operators Meet, Revenue Dept. Sends Rep, Complaints Registered

Montooth Overwhelmed By Op Turnout; MOA's Granger Addresses Group

CHICAGO — Any doubt that officers and directors of the Illinois Coin Machine Operators' Association had regarding previously projected attendance at their meeting in Springfield during the last weekend, January 25-26, was easily dispelled on Saturday when operators from every part of the state converged on the Leland Hotel where the session was held.

were Lou Casola, president of Music Operators of America; Fred Granger, MOA's new managing director, and Eugene Corrigan, an official of the Illinois Dept. of Revenue, who discussed the recently passed statute which is a "bone of contention" to all Illinois operators of coin-operated equipment.

Officers of ICMOA are: Montooth, president, Bill Pass, vice president, and M. H. Gillette, secretary-treasurer. Directors are: Earl Kies, Bob Lindeloff, Harry Shaffner, Bud Hashman, Bonnie Meline, and Orma Johnson. Mrs. Johnson substituted for Mrs. Gillette as secretary-treasurer, because of sudden illness.

When he discussed the Illinois tax bill Corrigan explained that there was an awareness in the State Revenue Dept. that certain problems and inequities may exist in the area of the coin machine industry in this state since passage of this legislation. He admitted that this recognition was not sufficient, and that the tax situation is being studied for modification.

Regarding this, he will meet with members of the newly formed Legislative Committee of ICMOA, appointed by Pres. Montooth. The committee consists of Bud Hashman (chairman), Springfield; Frank LaMacchia, Wewahitchka, Fla.; and Bill Pess, Bloomington. Also invited to sit in on such sessions are Les Montooth and Bill Pass.

Another committee, to accelerate the ICMOA membership drive, was formed by Montooth during this session. Chairman is Don McDonald, Otego, New York; new members of the committee are: Harry Shaffner, Alton; Vince Angeleri, Chicago; and Bud Hausman, Centralia.

Fred Granger, recently appointed managing director of MOA, addressed the group. He frankly admitted that he is trying to absorb as much of "obnixious savvy" as he can at this stage of his office tenure. Which, he added, modes getting his "first test." He will be more positive when he has acquired a fuller concept of the coin machine industry, and its myriad problems.

"My initial impression," he stated, "is that this industry is blessed with a multitude of vigorous, imaginative businessmen and women, who are greatly misunderstood and misjudged. This is a public relations challenge.

"We all know there are no 'magic solutions,' only hard work and an acceptance of the challenge handed over to me by my predecessor, Bob Blundied."

Granger further explained that he will work very closely with the MOA's Public Relations Committee, headed by Henry Leyser. And staffed by Millie McCarty; Harry Sandgrass, Jack Bess, and Willie Blatt. They are presently studying prospects in this (public relations) area of endeavor.

He expressed an opinion that the present staff and headquarters of MOA will have, to be expanded to handle all of the heavy PR work (press releases to all media of communications, etc) and other vital business.

Granger in staunchly promoting a "grass roots" PR approach which will give music operators the opportunity to better their image of record in their own communities. He said the present MOA is "certainly manageable and affordable."

He discussed other MOA problems, such as the lower sales, and urged the strongest support of the association by all members.

"We have a great missionary task, and in order to reach as many operators as possible we will have to spend many months in the field talking to them," he asserted.

The meeting included representatives of all regional and local associations, and was chaired by Ted Nichols, of Omaha. Thus, we can ultimately expect the most significant and best results during our next national convention this year.

As an aside, Granger advised, in conclusion, that Leukemia had delivered 39 new members from the Pennsylvania area, and that most of them paid up in advance.

Lou Casola, president of MOA, discussed the pending ASCAP bill in the Congress in general terms. He explained that a definite feeling of cooperation exists between the executives of major recording companies and operators of radio, as a result of the meeting in New York on November 1. The desire is to arrange it so that the nation's music operators do not lose their exemption springs, and ASCAP is agreed to hold the bill in committee temporarily while the MOA Legislative Committee tries to agree on a workable amendment.

Granger concluded: "We want to arrange it so that, if necessary, we will agree (in conjunction with record manufacturers) to pay a small stipend to maintain our exemption privileges."

"Now," he added, "we are faced with the situation that a new bill is being introduced in the Senate. This is a confrontation frankly worries us. And to compound our diverse problems, we have only been able to accommodate a small portion of the unlimited fund ASCAP has to work with."

"Remember," he exclaimed, "we cannot cry poverty! Help support (continued on page 58)."

Redd Launches Sales Programs From New Plant

• Offers Ops New Machines, Modern Loading, Parking Space, 15,000 Sq. Ft.

WATERTOWN, MASS. — St. redd, President of Reid Distributing Company, Inc. moved his warehouse and showrooms which were located in Brighton, near Boston, to Watertown after the first of this year, where he remodeled 15,000 square feet of the lower level of a building completely equipped with loading and shipping facilities in addition to large-scale parking facilities. "We've used every last inch of experience picked up over thirty-five years in this business," stated Red during a conversation last week, "and we intend to really go full steam ahead with some new ideas."

One of Redd's new ideas is the Wurlitzer phonograph line, a distributorship that he had before taking on the Seeburg line several years ago. "We're back in the Wurlitzer stable and this '2800' is the first model we're getting behind since signing the papers," continued the coincent. Redd had an open house session on Wurlitzer last month, along with other Wurlitzer distributors and he was highly satisfied with the turnout. "We're setting up a giveaway-prize program which will be tied in with the new Model '2800'. Sales Manager Bob Jones heads our publicity program for Redd.

The Redd organization is also behind a special price deal on the popular Giespen Coin, a new instant-mix machine which uses coffee, soup, and tea packets. The machine, which is one of the most popular units used throughout the Montreal, Canadian area, was introduced by Redd two years ago and with much success.

Situated just five minutes from Boston, Redd's new plant houses equipment manufactured by Sally, Fischer, Wurlitzer, Coin, Giespen, and Universal Vendors. Located at 70-80 Coolidge Hill Road, Watertown, the coin machine outlet will house a one-stop record division in the near future.

At the moment, one of the largest and most complete departments is a being installed via an extensive series of shelves categorizing every part for the vast number of machines, new and used annoues.

Redd also has a sales program which includes the national distribution of its "new look" 1400 line of the instant-shoe-shine "Coin Vender," a new mechanical machine with a 125 capacity; and a "Comic Book Vender" which holds 1400 and has a 32% profit. This division is headed by Frank LeBlanc, a salesmen with Redd for three years and is an "inside" look at the world of vending and coin-operated hardware (continued on page 59).
Cash Box

VENDING NEWS
The Vending Machine Industry's Only Newsweekly

Announce New 'Cinch', 'Comic Book' Units
'Cinch' Now Holds 125 Packs; Book Unit 140

DuGrenier Execs Remain After Acquisition

Chicago—Jack Gordon, Executive VP, The Seeburg Corp., discussing the acquisition of the Arthur H. DuGrenier Inc. firm (CB Feb 1) said that the company will continue to manufacture in Haverhill, Mass. and that Frank DuGrenier, Jr., will remain with the company as Vice President in charge of manufacturing and Francis DuGrenier Sr., will act as a senior consultant in the area of engineering, research and development. Gary DuGrenier will continue his activities in the company's engineering department.

"This acquisition," said Gordon, "unquestionably establishes Seeburg as the world's largest manufacturer of vending, as well as co-operated phonograph equipment, it also rounds out our product line by giving us nuts, candy, and snack venders which have the added capability of vending laundry washers and dryers. A fitness for a store is a valuable addition to our best-selling Seeburg-Bally line." Gordon also announced that the new venders will be merchandised and sold through Seeburg's worldwide distributing organization. Seeburg distributors were reported to be jubilant over the company's latest acquisition.

SALES EXEC'S: Cantem's Pat O'Malley addressed the Sales Executives on the topic of "The Magic Pre-Sell" while Al Morgran, (White Rock), a packed audience gave O'Malley's address a standing ovation.

Wurlitzer Distributor To Open In Buffalo Area

North Tonawanda, N.Y.—In a letter addressed to the trade in upper New York state, Wurlitzer's Manager, The Wurlitzer Company, announced the opening of a new distributorship which will open next month.

"We pleased to announce that a new company who will represent Wurlitzer in the sale of phonographs, parts, and equipment in western New York, is in the process of formation," read the letter.

"The group which will constitute the management of this organization is a group of men with a knowledge of the music phase of the business. We will find them to be with us in the years to come, serving you, and because of experience they will be in a position to show you how you can obtain increased profits from your business. It is our pleasure to announce that the address and the opening date of the new Wurlitzer distributorship will be in Buffalo.

"We feel certain that from the trade press, you are aware of the fine reception which the new Wurlitzer will receive when it is introduced during Wurlitzer Week, January 13th through the 18th. Operators across the country have been writing and telling us of many profit-increasing features which this new phonograph offers," continued the letter.

"The 'Model 2800' is the only currently produced phonograph which will play the Ten Top Tunes, the top 25 permanent records and 'Pick A Pac'

UM AT N.Y. WORLD'S FAIR: As part of its 'first in air, first in space' theme, Missouri Building exhibits at the 1964-65 New York World's Fair will include a reproduction of the moon's surface sponsored by Universal Match Corporation. The exhibit features a large "souvenir" on which the moon's land contours, are reproduced, as well as the company's latest electrical merchandisers which will vend World's Fair souvenir match books. UMC officials (from left) are Robert R. Kelley, vice president—vending and commercial products, John L. Lisbon, chairman of the board, and Thomas B. Donahue, president.

Chicago—The 1964 program and activities of National Automatic Merchandising Association will be developed next month at a two-day meeting of the Association's Board of Directors. Carl Millman, National president, announced.

The meeting will take place February 20-21 at the Royal Orleans Hotel, New Orleans, La.

Millman said discussion will range over all aspects of NAMA present and future activities.

New Products

SEEBURG PICK-A-PAC

Seeburg has unveiled its newly re-designed "Pick-A-Pac" all-purpose merchandising vendor, Model 1501, a unit known prior to its restyling as "Pick-A-Fax." Seeburg last year pur- chased the multiple-unit vendor firm Vend-o-matic Sales Inc. of Miamis-

Cash Box—February 8, 1964
Buy Now! Pre-Spring Specials At Our Lowest Prices! Huge Selection Of New & Used Machines From Our New Building!

NEW! CINCH INSTANT SHOE SHINE PACKET VENDER

MODEL 125
- Compact 6½" x 4" x 19½"
- Adheres to wall in seconds with 3M Girder Pad (any surface)
- Vends packet for 10¢
- Mechanical
Holds 125 Packets! 100% Profit! Samples Free! WRITE

ATM, Now England Operators!

NEW! Vend-A-Book COMIC BOOK VENDER

No Capital Outlay! One Sq. Ft. Space! Mechanical!
Holds 140 Books!

25¢/4½¢ per week, VENDS FOR 15¢ COPY, Make 3 Times Your Cost!
THE SUPER MARKETS LOVE IT!

PRICES DRASTICALLY REDUCED ON NEW MACHINES!

Southland Engineering's
SPEEDWAY (Great Money-Maker) $395.00
Like New SPEEDWAYS Only $245.00
Chicago Coin SUN VALLEY Write or Call
Bally MONTICELLO Write or Call
USED BALL BOWLERS
Bally Deluxe Bowlers $775.00
Bally Challenge $715.00
Cook-Duchess $715.00

MISCELLANEOUS
Williams Home Baseball $395.00
Williams Deluxe Rambler $715.00
All-Test: Earth Whirls (100 New) $20.00
Capital Prize-Factory Auto-Test $25.00

MUSIC
Seeburg C (As Is) $25.00
Seeburg B (As Is) $25.00

EXTRA DEALS AVAILABLE — WRITE COMPLETE SELECTION MUSIC, GAMES, VENDING, POOL TABLE SUPPLIES

15,000 SQ. FT. OF MACHINES NOT SHOWN HERE — WRITE!

TELEPHONE #926-2250 FOR IMMEDIATE DELIVERY OR INFORMATION!

SPECIAL PRICE ON NEW GIEPEN COFFEE VENDERS!

MODEL U-MIX "100"
- 3 columns — 30-38 pkg. — each col. holds up to 114 pkg.
- positive push-pull dispensing mechanism
- trouble-free cup dispenser
- reliable coin mechanism, slug rejector
- full length door permits easy servicing
- faucet features Tomlinson stay-cool non-drip nylon
- same water heater and control features as Model "400" (above)

Make the Swing To Higher Earnings with the WURLITZER 2800

23 CIG VENDORS

Make up TO $450.00 PER WEEK!

$750 Special Price On NATIONAL CIGARETTE VENDERS

Late Model Guaranteed Perfect PHONE TODAY!

$300 TO $1000 PER WEEK!

$$$ WANT TO BUY $$$$ — Will pay cash $55.00 or accept in trade — Used Pool Tables — Wurlitzer 1400 - 1600 - 1700 - 1800 - 1900 as is — NOT shopped.

REDD DISTRIBUTING CO., INC.
NEW ADDRESS: 80 COOLIDGE HILL RD.
WATERTOWN, MASSACHUSETTS

Cash Box—February 8, 1964

SERVING NEW ENGLAND OPERATORS WITH THE FINEST
- UNLIMITED PARKING • MODERN LOADING • 5 MIN. FROM BOSTON!
Now! A 2-Player Add-A-Ball

GOTTLIEB'S BIG ★ TOP

CIRCUS THRILLS! ★ CIRCUS FUN!
The Greatest Show on Earth Keeps 'Em Laughing & Playing!

- Hitting targets 1 thru 4 adds one ball to play
- A-B-C top rollover lights corresponding center rollover
- Hitting lighted center rollover adds one ball
- Additional balls given for high score

★ Double-size cash box ★ Playboard Auto-Clamp
★ Stainless cabinet trim ★ Front moulding clamp

Ask your distributor for a feature demonstration!

D. GOTTLIEB & Co.
1140-50 N. Kostner Avenue • Chicago, Illinois 60651
That Extra Touch of Quality

LIKE CLIPPING

Coupons!

That's the way one operator describes the soft life he leads making profits with Tape-Athon Background Music. His investment is low ($300.00 per system). His return is High (like 120% per year). His installation is easy (one man in one hour—no trucks, no special wiring). His collections are simple (no coin pick ups—he works on a contract basis). His service is minimal (the Tape-Athon unit is simple and dependable). His potential is unlimited (he's got more locations now than he ever had). This could be you! Contact your local juke distributor or fill in this ad and mail it to Tape-Athon right now!

Name
Address
City State

Tape-Athon Corp.
311 South Henry • Springfield, Illinois

Diamond Intros Mobile Parts Truck

NORFOLK, VA. — Chris Christensen, President of Diamond Coin Machine Exchange Inc., launched what is probably the industry's first Mobile Parts Truck last week. The truck will tour the entire State of Virginia serving operators who would otherwise be unable to do business with Diamond plus those who will now be able to buy direct from the truck. Prices are the same as at the Norfolk parts dept. and the cost of freight is done away with. Diamond distributes Wurlitzer phonos, complete parts for which are available from the truck, plus parts for games and pool tables including all billiard supplies. The truck remains on the road for days at a time with the driver staying at local motels.

REAR VIEW of parts truck shows drawer arrangement and space which provides for larger supplies.

Cash Box—February 8, 1964
American's
"IMPERIAL"

Pays . . .

The exciting IMPERIAL attracts more players and more coins because it is designed to work for you, the operator.

Handsome and sturdily constructed, its many new features include Horse-Collar Play Control, Pin Gate Control (even when electricity is off), beautiful, cantilevered scoreboard, brilliant lighting.

For a game that will consistently earn high profits for you, year after year, you owe it to yourself to see the IMPERIAL at your distributor's or write for free color brochure.

Wurlitzer 9-Mos.
Sales Increase

CHICAGO—R. C. Rolfing, President, The Wurlitzer Company, reported last week that sales for the first nine months of the current fiscal year were only slightly better than for the same period last year; however, net earnings increased 60%.

For the nine months, sales of all major civilian products manufactured by the company were greater than last year, while sales of defense items were less.

Sales for the third quarter (October, November, December) were $11,986,099, compared with $12,134,204 a year ago. Net earnings for the quarter amounted to $357,350, equal to 60¢ per share on 897,390 shares of common stock, compared with $405,120 or 64¢ per share on 892,291 shares last year.

Sales for the first nine months ended December 31, 1963, were $38,898,520. Last year, the figure was $27,752,123.

During the first nine months, gains were made in the sale of all major civilian products, particularly electronic products, where the increase was 20% compared with last year. Sales of defense items continue to dwindle.

Sales during the fourth quarter (January, February and March) should be good since we have a substantial backlog of orders for civilian products.

It would appear that consolidated net earnings for the current fiscal year would be very good.

Gottlieb Ships "Big Top" 2-Ply.

CHICAGO—Alvin Gottlieb, of D. Gottlieb & Company, in this city, announced the introduction of a new product last week of a new two-player pinball amusement game, which is designed for "added thrills, suspense, excitement, and a greater money making potential, because of its circus flavor." It is called "Big Top."

He said: "This bright, colorful new greatest show on earth type of game constantly keeps the players laughing and playing. And, this we learned from experience—the experience in the Gottlieb "Big Top" machines, we have placed in random locations for several weeks prior to release to the general coin machine trade, where excellent collection returns indicate we have a big Gottlieb winner."

He advised that "Big Top" has the "Add-A-Ball" induction, and is loaded with a multitude of money making features.

For Export

Red Arrows

Bingo Machines

$135.00 each

Available for immediate delivery. WRITE

BOX 607

Cash Box, 1780 Broadway, New York 19, N.Y.

KEENLEY'S
All-New
COLORAMA

the DIFFERENT
2-PLAYER
FLIPPER GAME!

See your Distributor or contact
J. H. KEENLY & CO., Inc.
3600 W. 50th St., Chicago 33, Ill.
Phones: WAhlick 4-2900

FOR TOP EARNINGS
IN EVERY TYPE OF LOCATION
EVERYWHERE

Bally

Bally

FOR TOP EARNINGS
IN EVERY TYPE OF LOCATION
EVERYWHERE

57
**Illinois Ops Meet**

(Continued from page 53)

MOA, and by all means, write to your congressmen and senators.

In conclusion, Casola said: "We will certainly strive to try to keep the bill (the original bill) in the House Rules Committee!"

Clint Pierce, who is head of the Wisconsin State Coin Machine Operators' Assn., and is a member of the ICOMA, expressed his delight over the turnout at this meeting. He predicted that this association now has the membership and strength (of numbers) to accomplish many things. He urged the organization to give its support to MOA, of which he is an officer and founder.

Before adjournment a lengthy and very emotional question and answer period was moderated by Les Montooth. Most of the questions were leveled at Eugene Corrigan. However, since he was in no position to make any decisions, he assured the members all of these problems will be taken up in his meetings with the ICOMA Legislative Committee.

The next meeting will be held in approximately three months. However, there was no decision on the exact date or the site of that meeting. The Board of Directors will decide this in the near future and notify the members by mail in sufficient time.

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**Atlas Music Fetes Illini Ops In Springfield**

EDDIE GINGSBURG

SPRINGFIELD—A highlight of the Illinois Music Machine Operators Association meeting in the Leland Hotel, this city, last weekend was a heavily attended buffet dinner hosted by Atlas Music Company, of Chicago, in the Caribbean Room, Sunday, January 25. Among those representing Atlas Music were: Eddie Ginsburg, president; Sam Gersh, vice pres.; Stan Levin, sales manager of the music division; Mort Jacobs, head of the parts dept.; regional sales representatives Bill Phillips and Chuck Harper; and Ray Grier, manager of the music service dept.

At the conclusion of this soirée the guests departed for their homes.

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**Eastern Flashes**

Si Redd appears to be on a steamroller sales track with so many new machines and promotions going now that he’s settled in the firm’s new, expanded, and beautifully appointed office in the 26th Street Building. Bob Jones who heads up Redd’s sales dept., took a vacation down in the Virgin Islands before buckling down to a program which will include the newly acquired Wurlitzer phonograph line, a new Cinch Instant Shinee Packet Vender, a Comic Book Vender, and the Giepen Coffee Vender, not to mention the staple ChicoInn, Bally, Fischer lines.

Mickey Greenman, former Cinobox exec VP, is working with Bert Lane on an idea at the newly formed firm’s Westbury, Long Island shop. The name of the new company is Automatic Video Machines, Inc. and the boys haven’t really decided whether or not the new machine now in the works will be coin-operated or not. We’ll have to wait and see.

John W. Boyle, Richmond, Virginia banker, was promoted to the Presidency of the Mountain Trust Bank and the cheers can be heard all the way up here. Boyle is a vice-president and director of Jack Bess’ Rosnoke Vending Exchange, Inc.

Chris Christensen, head man down at Diamond Coin, another Virginia outlet, announced what may very well be the first mobile fruit machine in the history of the industry. The truck will service ops in the State Of Virginia.

February is Heart Month, the month we try to do everything possible to raise funds for the much needed research in the field of heart disease. The “Loving Heart” on every machine you have. Write for copies, the receipts of which go to The American Heart Association, by addressing your card to: Music-Muni-Music, Inc., 249 East 46th Street, New York. Don’t forget about public relations, do something, now.

Irv Holzman will chair the first UJA-Coin Div meet of the year on Wednesday, February 7th, at the MONY offices. The 1964 campaign plans will be launched then. Meeting starts at 6:00 PM.

Dennis Day’s “Shillie laugh and Shamrocks,” available in ‘Artist of the Week’ at, Seeborg outlets. Its on Reprise and is a natural for taverns not only on St. Patrick’s Day but all year long. We heard it and its great.

Wurlitzer’s sales for the last 9 months showed another increase and the figure does not reflect the increase in military but rather domestic products meaning musical instruments and juke boxes.

Gottlieb shipped the ‘Big Top’ 2-plyr last week, and distrists like Irv Morris and Ash Joe think its great. Game has a circus flavor.

George Anthony, Tape-Athon’s head man, called to say that operators who place enough Tape-Athon background music units out on location, wind up clipping coupons, “just like the successful inventor.”

Universal Match will show vendors at the NY World’s Fair. Looks for something new from Harry Williams’ Southland Engineering Corp., according to Sales Mgr. Bud Lurie. NYS Ops (guild) to meet Feb. 19 at Hotel Washington in Newburgh. Wurlitzer is going into Buffalo, via a new district to be announced shortly.

Frank LeBlanc, just back from Federal Vending, Montreal, Canada, where he had a good job on Frank’s Gideon Coffee Venders, told us that the Canadian territory has two seasons—“winter and July.” Frank will embark on a road trip as soon as Si Redd gives him the go-ahead on the “Comic Book Vender.”

Looks like Seeburg is the world’s largest vending machine manufacturer now that the DuGrenier deal is closed. The line will be sold through Seeburg’s distributors.

An economy order from Armand D’Angelo’s Office of Water Supply, Gas and Electricity, resulted in a cutback in electricity at the police stations throughout NYC. Believe it or not, they’re asking ops to take out on the devices. Commissioner Murphy said the machines could save the ops paid the electric bills, which were estimated at between $2 and $8 per month, per machine. Next stop, other city offices.

Scoptphone, the French movie-music machine, is expected to break in American locations before too many weeks go by. The French firm Camaret is already moving in Europe with success and success and here is expected to give the okay on US licensing soon.

Cash Box—February 8, 1964
Common here are buzz-a-plenty over the heavily attended Illinois Coin Machine Operators' Assn. meeting in the Leland Hotel, in Springfield, last Sunday, Jan. 26. A significant accomplishment was having Eugene Corrigan, an official of the Illinois Revenue Dept., on the dais to talk to the members.

Also present was Fred Granger, MOA's new managing director, on hand as a speaker. A huge accolade is due such prominent Illinois coinmen as Les Montooth, Bill Poso, Mary Gillette, Lou Casola, Orma Johnson, Earl Kies, Bud Bhakman, Ed Gilbert, Bob Lindelof and Ronnie Malone for the great success of this meeting. Everyone agrees that this organization appears to be headed in the right direction.

Another accolade is well deserved by Eddie Ginburg, and his fine staff at Atlas Music Co., for hosting a buffet dinner after the meeting, which was attended by the free guests. Co-hosts with Eddie were Atlas Music's Sam Melrose (the bookworm!), another avid reader, Mort Jacobs; Stan Levin, Bill Phillips, Chuck Harper and Ray Grier.

Representing other Chicago based distributors were Nate and Eve Feinstein, of World Wide Distrib.; and Mr. & Mrs. Bill Milser, of Empire Coin Machine Exchange. We were sorry to hear that Mary Gillette came down with a bad 'flu attack when she arrived in Springfield. Mary was unable to attend the meeting, and Orma Johnson handled her secretary-treasurer chores.

Clint and Mary Pierce came in from Brodhead, Wisconsin to attend the session. Clint is a founder-officer of MOA, and the head of the Wisconsin State Coin Assn. . . . With Lou Casola was his lovely wife, Olivia Casola . . . Just to name a few on hand: Rudy Kit, Dick Gienko, Mr. & Mrs. Clyde Shafer, Harry Shafer, C. A. Mark, Zeke George, Bob Hallgren, Don McDonald, Laura Lonnoss, Walter and Beverly Poulsbrogers, Chuck Boyd, Bill Keller, August Heimer, Charles Bentler, and Eddie Crain.

There were big doings at Rowe AC Mfg's. Whippany, N.J. plant recently. Fred Pollak, vice prexy, had the firm's regional sales managers and the Chicago staff in for a tour through the factory and a series of sales meetings. Last week Paul Huebach and Phil Glover jetted to Buffalo on business. Also, Don Lunday headed for a romp thru Texas. Dean McMurdie made the long trip to Japan.

After chatting with Marvel presy Ted Rubey and Estelle Bye we learned that Marvel's "Slugger" is a slugger in the sales column as well. Heavy production these days is also on electrical scoreboards for shuffleboards at Wells Mfg. Of course, Bally Mfg.'s, Bill O'Donnell, is in London greeting visitors at the big Bally exhibit during the ATE Convention. Meanwhile, Herb Jones is minding the store, and keeping an eagle-eye on production of Bally's "Star Jet" amusement game.

While out at the Rock-Ola plant we chatted with Edward G. Doris, executive vice president; Dave Howle, Dr. Dave Rockola, Donald Rockola, Art Ehbert, Les Rieck and Hugh Gorman. Herb Gienger was out of town on business.

We can easily see why Chicago Coin's brand new "Champion" rifle range amusement game looms as a big hit at the ATE Conclave. Sam Wolberg, Sam Ginsburg, Jerry Kuci and Mort Secore are all thrilled over its potential in all markets . . . Big news at D. Gottlieb & Co. this week, according to Alvin Gottlieb, Nate Gottlieb, and Judd Weinsberg is the firm's new 2-player "Big Top" machine. The first "Big Top" is "Texas Hold Em," full of curious fun playing and scoring features.

First Coin's Joe Kline tells us of his big promotion on the new Wurlitzer model "2900" coin-operated phono is still raking up hefty sales figures. Also, Sam Kether and Fred Kline are kept plenty busy on this, as well as export sales.

While Sam Stern, president of Williams Electronic Mfg., is in London for the ATE Convention Jack Mittel is holding the fort.

Midway Mfg. Co. is maintaining its most consistent selling pace on the "Winner" amusement game. This keeps Hank Ross, "Iggy" Wolvertan and Bob Jenki on their toes day and night at the plant in Franklin Park . . . We don't think two of the busiest coinmen in this area will shortly be Joe Schwartz and Mort Levinson, of National Coin Machine Exchange. The reason being, release of Gottlieb's new 2-player "Big Top" pin game.

Art Weinand, prez of J. H. Keeney & Co., and his Ray will not return to Chi right after the ATE Conclave in London. They will first cover the European Continent on business. Clayton Nemeroff is minding the store. Seeburg is enjoying a terrific season in sales of the "LP Console" and Seeburg's vending machines, according to Stanley Jarocki . . . Another Chicago based manufacturer having a banner season is the old steam room buddy, Johnny Frankel. The fast Frankly Mfg. Co. Johnny and Don Condon are pushing the production of the firm's counter amusement games to the hilt these days.

Fred Granger, managing director of MOA, made a big hit with the Illinois coin machine operators during the big meeting in Springfield last weekend. He was there with his very pretty wife. He further impressed them mightily when he addressed the group on Sunday.

Herb Oettinger was a happy coinman, out at the busy United Mfg. plant last week. He returned from Washington, D. C. with a juicy govt. contract. Bill DeSelm is happier for many reasons. One being the success of "Bankpool," and the other being the two "Skippy" shuffle alley and "Puttara" big ball bowler. While at the United plant we chatted with Johnny Casola and Al Thoeke. Al was chipper again after his recent illness . . . Herb (Parveyor Distrib.) Perkins returned every other day from one of his usual jaunts to the west coast, and expressed happy words over business conditions . . . Another recent returnee was Ed Ruber, of Wico Corp. Ed was on an extended tour of the country calling on Wico customers with the firm's roadman.

Cash Box—February 8, 1964

Pace Setter! Profit Maker!

from Williams

BEAT THE LOCK

3 or 5 BALL SINGLE PLAYER GAME

with

2 BALLS ON THE PLAYFIELD AT THE SAME TIME!

and exclusive williams features

• New Drum Units—Fast Acting—More Positive

• New Coin Switch (Footproof)

• New Fingertip Controlled Latch-Lock Playfield

• New Larger Gasbox

Here's how—Williams doubles up the enjoyment—Ball in the Clashbox is ejected by a ball in the Roll-over OR in either side eject pocket. Starting clock which runs until 1 BALL LEAVES PLAYFIELD—Clock reaching 2 LITES 2 SIDE EJECT Pockets to score special and lites 6" in Clock. Clock reaching 6" when lit, scores special.

• A-B-C-D Lights Top Rollover for special.

• 2 Special when lit KICKOUT POCKETS.

• 3 Jet Bumpers—4 Jet Bumpers

Score 10 POINTS, when lit

• 4 Fast Acting Flippers for complete ball control.

• Plastikote finished playfield.

• Locked Coin Box—Slug rejectors.

• Twin Chutes—Optional—Number Match

Williams Electronic Manufacturing Corp
4242 W. Fillmore St. • CHICAGO 24 ILLINOIS

Cable Address: 'WILCOIN, CHICAGO NEVADA 2-4900

BUY THE BEST—BUY WILLIAMS

59
California Clippings

Distributors and wholesalers reporting business good this week with sales of pool tables, games, bowling, and phonographs, all holding up extremely well. Based on the tremendous success experienced with "Raceway," everyone at C. A. Robinson & Co. expects a repeat on Midway's new "Winner." On the showroom floor at Robinson's, United Manufacturing Co. is represented by a formidable array of games, including "Future" Bowling Alley, "Bumpus" Shuffle Targete, and the sensational new "Bank Pool," which Hank Busch says is living up to the high expectations that everyone held for it. Jack Gutshall, veteran comedian from Corona visiting with Charlie Robinson, was walking over old times. Carl Hathaway operator from San Luis Obispo, visiting on Pico this week and wending his way back up the Pacific Coast with a truckload of equipment. At the Walrusette Factory, Clayton Ballard reported business in General very good at the branch. Clayton also reported that the showing of the new Walrusette "2800" in General was very successful with 100% attendance by the operators in that area. At California Music Joe Perry from Decca telling all he's getting ready for the annual golf tournament held by the House of Sight and Sound. Harry Robinson proudly displaying his new Chevrolet Impala. Gabe Orland busy seeing that all the orders for records by The Beatles which are pouring in were being filled. Larry Uttil of Amy-Nails Records was in visiting Sammy Ricklin with local promotion man Mike Shepard.

Frank Mancini at Simon Distributing Co., taking many orders for the "Harry and Johnny Gale in Minneapolis" sample up on the showroom floor. George Munsak reported sales of Valley pool tables going very well. At Leechburgaha Record Bar, Capitol recording star Al Martino stopped by to see his 'favorite girl friends,' The Solle sisters. Al was accompanied by Buck Appleton, Capitol's Western Promotion Manager, who said that the new Al Martino record, "I Love You More And More Every Day" is going to be his fourth hit in a row. Also in visiting this week was Irwin Ehrick promoting a new Challenge Records disk, Don Brando, hitting with "It's Wonderful Being Young." At R. F. Jones Co., Chuck Klein spending a few days in San Francisco at meetings in the company's home offices. Also attending the meetings were Bud Carlson from Denver, Ralph Cragan, Seattle, Johnny Detwiler, Honolulu, and Tommy Thompson from Salt Lake. Jack Heyward, from the Jones Co. Los Angeles office, spending a few weeks working out the main San Francisco office. Chuck reported a carload of the new Tropicana phonograph was on the way to get out there. In visiting Chuck and the other Jones Boys was Mr. Jack Harper, president of Rowe AC Service. Everyone at Jones anxiously awaiting the shipment of the new Bally Deluxe Bowler for 1964. Mr. and Mrs. Ed Wilkes entertaining their daughter-in-law and granddaughter for a short visit. Arnie Silverman of Amco Services, Inc., 1975 business trip stops at Phoenix this week, Marshall A. Ames, manager of Amco's Pico Branch sporting goods, reports sandwiches as a result of a fake accident, which tore the cartilage in his right knee when he got up from a chair while watching TV. Charlie Korski, operator from Long Beach spending a few days at his muncie. The Rightwood area. Bill Levy of American Coin Machine Co. reports that with the advent of new model games and phonograph operators are taking this time to get their used equipment in shape, with the result that the repair shop is full speed.

Visiting operators seen on Pico this week included: S. L. Griffin, Pamona; Don Busch, Santa Ana, and Art Barness, Rowena.

DELMERG 6-POCKET

- NEW Play-Stimulating DESIGN
- NEW Type Leg ADJUSTER
- GUARDIAN SLATE PLAYFIELD
- COMBINATION RECEIVERS, BALL VIEWER, BALL TRAP, BALL RETURN DRAWER
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Sizes: 87.5"x45", 88"x50", 95"x57" WALNUT FINISH

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New SPOTLIGHT PUCK BOWLER

SPARE-LITE Feature! First Time Ever on a Puck Bowler! Directional Arrow on Playfield "LIGHTS-UP"—Showing Player Where to Aim to Pick-up Every Spare!

Happy Birthday This Week To:

C. V. Bitchcock, Nashville, Tenn. Dick McCann, Century, Buffalo, N.Y...
Walter L. Putnam, Knoxville, Tenn. . Harold Schwartz, Chgo, Ill...
Roy Torr, Lansdowne, Pa... Chas. H. Alloway, Orange, Tex... Barry Maxx, Del... Jimmy Bonds, Mexia, Texas... Joseph P. Connors, L.I.C., N.Y...
Guy B. W. Calhoun, 1L.A. Branch, Cosmopolis, Wash... Robert L. Okkison, New London, Mo... Russell C. Bragg, Danville, Va... Bernet Sugarman, N.Y... Lyn Brown, L.A. Calif... Howie Feirer, Chgo, Ill...
Darren Neucastle, Jackson, Conn... Philip James Ato, Cleveland, Ohio... James Greens, Effingham, Ill... Robert A. Gilbert, Sacramento, Calif...
Chas. A. Anderson, Waynewood, Mo... M. G. Thomson, San Francisco, Calif... J. Gregorowics, Bloomington, Pa... Lee Green, Cleveland, Ohio...
Harry Byrd, Chgo, Ill... Glen C. Gridle, So. Minneapolis, Wis... Cy Glickman, Phila, Pa... Robert J. Norman, Miami, Fla... Arthur C. Sturgis, Jamaica Plain, Mass... Harry B. Aker, Norfolk, Va... Edw. W. Roedvoet, Grand Rapids, Mich.

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- NEW Type LEG ADJUSTER
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UPPER MID-WEST MUSINGS

Fred Grohs, St. Paul, at the University Hospital, recovering from a prostate operation. Heard that he was feeling fine and will be leaving soon and returning to Florida for a vacation. J.C. Weber, Blue Earth, Minn., in town for the first time since his accident last October. Joe is using a cane and is doing just fine. Not doing any driving yet, he was accompanied by his son Darrell. Congratulations to Mr. & Mrs. Robert LeClerc on the birth of their first baby on Christmas Eve. Meanwhile, Robert LeClerc is the baby's name.

The new electric bicycle in his shop which he uses daily for therapy. Since his stroke last Summer he has been coming around nicely and the exercises do him a world of good. Harry has gone on a semi-retire basis and Johnny is now taking over the entire operation of the route.

The St. Paul Winter Carnival began Friday, Feb. 4th and will run through the entire week. & hold the thousand of people into the Twin Cities for the festivities... Harold Lieberman will be leaving the end of the month for a three month vacation visiting New Zealand and Australia.

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Deluxe Electronics 8-Track Series
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L-1500 Stereo LP Console, 160 Selection Photos (40 rpm)
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2710 Stereo Jukebox, 105 Selection Photos (20 rpm)
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It isn't a new Rock-Ola feature. It isn't even the kind of feature most people would shout about...with so many other big features we could talk about. But it illustrates a very important point: that no matter how "insignificant" a single operative feature may seem, we've given it the same consideration we'd give, for example, to rebuilding the entire phonograph. If we can eliminate "nuts and bolts," we do it. If we can eliminate "spaghetti wiring" and improve a component by making it entirely mechanical, we do that, too.

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