Johnny Mathis continues to rank as one of the industry’s most consistent hot-selling artists. He made a potent debut under the Mercury banner with one of last year’s biggest Christmas LP’s, “Sounds of Christmas,” and in his latest LP “Tender Is The Night” could add another Gold LP to his huge collection. The album, which features a four-color reproduction of the dramatic Mathis portrait seen above, is climbing the charts at a torrid clip. The vocalist is also hot in the singles field with “Bye Bye Barbara.” Johnny will work the Terrazza Casino in Mexico City for two weeks beginning Feb. 20th. He goes into Philly’s Latin Casino in April. The Mathis portrait for the “Tender” LP exemplifies the attractive, costly and elaborate packaging the record industry offers the consumer.
Those "Ballad of Jed Clampett" Boys Have Another TV Theme Smash!

**PETTICOAT JUNCTION** 4-42982

(Theme from "Petticoat Junction" the CBS Television Network Series)

**FLATT & SCRUGGS**

COLUMBIA SINGLES SELL!
The day-to-day excitement of the singles field with its rapid overnight success stories frequently tends to cloud our minds to other important areas of the record world responsible for the discovery and development of new and important disk talent.

One such area which in the past year or so has been extremely productive in debuting important new stars is the LP world. Perhaps it is partly because of necessity and perhaps to an extent it is just coincidence, but it is a fact that a number of key new performers, with potential for long and lasting careers, have come front and center during the past year the hard way—that is via an LP and without the aid of a singles hit.

Names such as Barbra Streisand, Robert Goulet, Nancy Wilson, John Gary, Peter Nero — personalities which the record business refers to as “good music” acts — have become top names solely through the slow and steady growth of their albums. Although singles featuring these stars have been released in an effort to expedite their exposure, the fact that their singles never clicked has not stopped them from becoming some of the record industry’s most prominent performers.

Everyone is well aware of the tremendous gamble involved in attempting to bow new “good music” talent through albums. Not only does it require tremendous financial backing, but other prerequisites include a great deal of patience and the ability to live with the frustration of watching great talent go nowhere.

But there is no doubt that the attempt to break new “good music” talent via LP’s has become a business necessity.

Unfortunately, during recent years this area of the business had not been overly productive. And, no doubt a number of misses discouraged further attempts with other artists.

But with the fantastic success during 1963 of some of the names such as those mentioned above, there is every indication that more companies will make a concerted effort to develop gifted new acts through LP’s and as a result more class artists will receive the send-off they deserve.
<table>
<thead>
<tr>
<th>Position</th>
<th>Title</th>
<th>Artist/Producer</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>I WANT TO HOLD YOUR HAND</td>
<td>(Duchan-BMI)</td>
</tr>
<tr>
<td>2</td>
<td>YOU DON'T OWN ME</td>
<td>(Mercury-BMI)</td>
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<tr>
<td>3</td>
<td>SHE LOVES YOU</td>
<td>(Beale-Mercury-512)</td>
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<tr>
<td>4</td>
<td>UM, UM, UM, UM, UM, UM, UM, UM</td>
<td>(Major-Lance-Owen-718)</td>
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<td>5</td>
<td>HEY LITTLE COBRA</td>
<td>(Chordos-Columbia-4292)</td>
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<td>6</td>
<td>JAYA</td>
<td>(Tideland-BMI)</td>
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<tr>
<td>7</td>
<td>10 OUT OF 10</td>
<td>(Mark-Winter-Brother-5391)</td>
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<td>8</td>
<td>FOR YOU</td>
<td>(Glenn-Wiack-Sons-ASCAP)</td>
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<td>9</td>
<td>WHAT KIND OF FOOL (DO YOU THINK I AM)</td>
<td>(Cox-5BM)</td>
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<tr>
<td>10</td>
<td>COME ON SOUTHTOWN, SURFIN'</td>
<td>contri--BM)</td>
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<tr>
<td>11</td>
<td>I LOUIE, LOUIE</td>
<td>(Columbia-BMI)</td>
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<td>12</td>
<td>TALKING ABOUT MY BABY</td>
<td>(Columbia-BMI)</td>
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<td>13</td>
<td>CALIFORNIA SUN</td>
<td>(Barn &amp; Sullivan-Columbia-1401)</td>
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<td>14</td>
<td>HOOKA TOOKA</td>
<td>(Columbia-BMI)</td>
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<tr>
<td>15</td>
<td>STOP AND THINK IT OVER</td>
<td>(Crazy Cooz-Rich-Stick-BMI)</td>
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<tr>
<td>16</td>
<td>LOUIE, LOUIE</td>
<td>(Al &amp; Grace-Martin-922)</td>
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<tr>
<td>17</td>
<td>SURFIN' BIRD</td>
<td>(Long-BMI)</td>
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<tr>
<td>18</td>
<td>SOUTHUEN, D.S.A.</td>
<td>(Riviera-BMI)</td>
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<td>19</td>
<td>POPSCICLES AND ICICLES</td>
<td>(MCA-BMI)</td>
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<td>20</td>
<td>AS USLUGG</td>
<td>(Epic-BMI)</td>
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<td>21</td>
<td>I ONLY WANT TO BE WITH YOU</td>
<td>(Chappell-BMI)</td>
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<td>22</td>
<td>IT'S ALL IN THE GAME</td>
<td>(Columbia-BMI)</td>
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<td>23</td>
<td>FORGET HIM</td>
<td>(Gordy-BMI)</td>
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<td>24</td>
<td>SEE THE FUNNY LITTLE CLOWN</td>
<td>(United-2BM)</td>
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<td>25</td>
<td>COME ON</td>
<td>(Browne-Golden-United-Arist-672)</td>
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<td>26</td>
<td>THE SHELTER OF YOUR ARMS</td>
<td>(Post-ASCAP)</td>
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<td>27</td>
<td>HARLEM SHUFFLE</td>
<td>(Marc-Keen-Keymin-BMI)</td>
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<td>28</td>
<td>WHO DO YOU LOVE</td>
<td>(Bull &amp; Range-Palmin-BMI)</td>
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<td>29</td>
<td>I WISH YOU LYNNE</td>
<td>(Gloria-Lynne-Everest-2036)</td>
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<tr>
<td>30</td>
<td>AIGAIL BEECHER</td>
<td>(Freddy Cannon-Warner Bros-5409)</td>
</tr>
<tr>
<td>31</td>
<td>WOW, WANNA SEE</td>
<td>(Great Company-BMI)</td>
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<tr>
<td>32</td>
<td>YOU'LL NEVER WALK ALONE</td>
<td>(Willismon-ASCAP)</td>
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<tr>
<td>33</td>
<td>PLEASE PLEASE ME</td>
<td>(Concertine-ASCAP)</td>
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<tr>
<td>34</td>
<td>PENETRATION</td>
<td>(Alley-BMI)</td>
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<td>35</td>
<td>THE NITTY GRITTY</td>
<td>(Shirley-Ells- Convoy-203)</td>
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<td>36</td>
<td>IT'S NOT Jenkins</td>
<td>(Alden-BMI)</td>
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<td>37</td>
<td>SINCE I'LL FELL FOR YOU</td>
<td>(Advance-ASCAP)</td>
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<td>38</td>
<td>DRAG CITY</td>
<td>(Carmen-Columbia-BMI)</td>
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<tr>
<td>39</td>
<td>THAT GIRL BELONGS TO YESTERDAY</td>
<td>(Perla-BMI)</td>
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<tr>
<td>40</td>
<td>SOMEWHERE</td>
<td>(Tyrone-ASCAP)</td>
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<td>41</td>
<td>CAN YOUR MONKEY DO THE DOG</td>
<td>(Rusoph-Thom-Stax-114)</td>
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<td>42</td>
<td>YAYA CON DIOS</td>
<td>(Dear-Wax).</td>
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<td>43</td>
<td>422 GLEN DUNован AVENUE</td>
<td>(Marlowe-Columbia-7208)</td>
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<tr>
<td>44</td>
<td>BABY, I LOVE YOU</td>
<td>(Mother, Retha-Trio-BMI)</td>
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<tr>
<td>45</td>
<td>LIVE WIRE</td>
<td>(Jennettes-118)</td>
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<td>46</td>
<td>CAN'T I STOP TALKING ABOUT YOU</td>
<td>(Screen Gems, Columbia-BMI)</td>
</tr>
<tr>
<td>47</td>
<td>HE SAYS THE SAME THINGS TO ME</td>
<td>(Glas-Uss-ASCAP)</td>
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<tr>
<td>48</td>
<td>HI-HEEL SNEAKERS</td>
<td>(Tommy Tucker-Checker-1067)</td>
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<tr>
<td>49</td>
<td>CHARADE</td>
<td>(Donnie &amp; DeNae--Northern-43)</td>
</tr>
<tr>
<td>50</td>
<td>YOU'RE NO GOOD</td>
<td>(Ellie, H interpolated-BMI)</td>
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<tr>
<td>51</td>
<td>BYE BYE BARBARA</td>
<td>(Elm-Drink-Atlantic)</td>
</tr>
<tr>
<td>52</td>
<td>WHAT'S EASY FOR TWO</td>
<td>(Johnny Mathis-Mathis-566)</td>
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<tr>
<td>53</td>
<td>DOMINIQUE</td>
<td>(Glow Bug-ASCAP)</td>
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<tr>
<td>54</td>
<td>MILLER'S CAY</td>
<td>(Bare-Rica-8294)</td>
</tr>
<tr>
<td>55</td>
<td>PAIN IN MY HEART</td>
<td>(Golds-Licht-Holt-112)</td>
</tr>
<tr>
<td>56</td>
<td>SO FAR AWAY</td>
<td>(Saturn-Five Point-BMI)</td>
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<tr>
<td>57</td>
<td>SHIMMY SHIMMY</td>
<td>(Dee-Joan-BMI)</td>
</tr>
</tbody>
</table>

**Notes:**
- The Cash Box TOP 100 is a weekly chart that ranks the top songs on American radio in the United States.
- This chart is from February 15, 1964.
- The songs listed are from the Billboard Hot 100 chart for that week.
- The chart is compiled by Cash Box magazine and does not include airplay reports from the Billboard charts.

**Additional Information:**
- The chart includes songs from various genres and artists, reflecting the popular music of 1964.

**Source:**
- American Radio History

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**Readers Note:**
- This chart provides a snapshot of the music landscape in 1964, highlighting popular hits from that era.
- It serves as a reference for music lovers interested in the history of American popular music.

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**Share and Move:**
- This chart can be used for educational purposes, research, and historical analysis of 1960s music trends.

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**Website:**
- [American Radio History](http://www.americanradiohistory.com)
A 2-WAY SMASH...

1 a chart climbing hit single...

THE PYRAMIDS

PENETRATION!

BEST-13002

...and now...

2 a national breakout LP

THE PYRAMIDS PLAY

THE ORIGINAL

PENETRATION!

PENETRATION * ROAD RUNNAH * OUT OF LIMITS
EVERYBODY * DO THE SLAUSON * LONG TALL TEXAN
LOUIE LOUIE * HERE COMES MARSHA * KOKO JOE
* PYRAMID STOMP * PAUL * STICKS AND SKIN *

MONO BR 16501
Stereo BRS 36501

BEST RECORDS

ONE OF THE AMERICAN LONDON GROUP

See your Best distributor for SENSATIONAL DEAL

Cash Box—February 15, 1964
NARM Plans Invites To Non-Members For Its 1964 Convention In Fla.

PHILADELPHIA—The board of directors of the National Association of Record Merchandisers voted to extend invitations to non-members of the record industry to attend the 1964 NARM Convention, which will be held April 19 through April 23, at the Eden Roc Hotel, Miami Beach, Florida.

The convention, which was attended by Jules Malamud, the association’s executive director, pointed out the fact that NARM is now “a recognition body” that represents the rack jobbing segment of the record industry, rather than a rack jobbers’ association. Therefore, NARM decided to extend the invitation to a selected group of non-member rack jobbers and trade journals to attend the convention.

The non-member rack jobber who is invited to attend this convention as a guest will participate in all the business sessions of the convention, and have an opportunity for indoctrination into the NARM rack jobbers’ activity program, an announcement said. He will be able to come as a convention guest only once a year. In order to attend future conventions and other meetings, he must join as a regular member. This feature of the 1964 convention plans indicates that a number of rack jobbers in attendance, will be an added feature for the record merchants who wish to attend the convention to meet with their customers.

This method of recruiting new association members, it was stated, was borrowed from some of the most successful association activity programs, such as Supermarket Institute which recently received a new boost in growth because of the existence of its annual convention, has used this method most successfully for years.

At the NARM Board of Directors meet in New York recently, at which time the convention theme of non-member rack jobbers was reviewed and approved by the Board as an invitation recipient. Invitations will be issued through the office of the executive director, 121 Beverly Place, Philadelphia 51, Pennsylvania, and all reservation made by telephone. Further information on or about guest invitations may be secured by writing to Jules Malamud, at the above address.

Survey Says Teen Gals Buy 56.3% Of U.S. Annual Disk Volume

NEW YORK—56.3% of annual U.S. disk sales belong to teen gals. A detailed study on disk sales by Seventeen Magazine has revealed this statistic along with a host of other data.

Working on a 1,475 responses to a questionnaire, the publication has reported that 11,055,000 teenage girls spend $291 million a year on albums and 22.3 albums each; they spend $83 million on singles; $238 million on albums; they own 7,716,000 phones, listen to them 88.5 hours a week (or eight hours for each teen); eight out of 10 or 82% own singles, nine out of 10 own albums.

During the past six months, the survey also revealed that the median price paid for singles was $1.03, while albums averaged $2.70. Seventy-five percent of the group total 3 million, mono 4.5 million. This year, teen girls will buy 1,005,000 phones, with 844,000 equipped to play albums.

Teen girl tastes in music were listed in the following order: singles: rock ‘n roll, vocals, dance records, novelty disks, folk and jazz; albums: vocals, rock ‘n roll and classical.

DGG Bows 7 Feb. LP’s

NEW YORK—Decca Grammophon, distributed by MGM, has announced the release of four new classical packages and a stereo issue of an earlier Segovia set for its Feb. 5 release.

The new sets include a stereo version of Segovia’s “Concerto del Sur” and “Pilares” of Bar Har Gentilhombre,” “Handel’s Organ Concertos Volumes 3 & 4” by Marie Claire Alain, Soprano Judith Raskin and the Festival Orchestra conducted by Stephen Thomas; “Mozart’s Piano Concertos” by Bruno Walter conducted by the Berlin Philharmonic Orchestra under the direction of Paul Kuentz.

3 Classical Sets In Decca’s Feb. Release

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Columbia Cuts “Dylan”

NEW YORK—Columbia Records has announced that it will issue a long-playing record of three songs by the young British folk singer, known simply as Dylan, because the poet, with Kate Martin, has recently signed a contract with Columbia Records.

The album of Dylan is expected to be a three-album set and will feature his latest song, “Festival Prelude,” which was recorded in London during the summer of 1963 and is also being issued on Columbia Records.

Columbia’s “Western Region Ups Jan. Sales By 72%”

Hollywood—January sales were up 72% over Jan. 1963 for Columbia Records’ operation in western United States.

Gene Block, regional sales manager who announced the sales increase, said that he bases the report on figures received from four distribution managers of Columbia Records Distributors, Patrick Butler, vp of H. R. Basford Co., San Francisco, and of the Craig Corp., all who distribute the label’s products.

Columbia’s “Age of Reason” stabilization moves as an “immeasurable aid” to this showing, Butler of H. R. Basford stated that “we find that the overwhelming majority of our dealers sell their products much lower than they were for the comparable period in 1963” and that “it is even more clear that the year-round programs established by Columbia dealers are less inclined to overstock.”

Lauren Davies of Craig Corp, said that the program is also helping dealers to buy sensibly, with the result that there are less returns.

Cash Box—February 15, 1964

San Remo Winner

The winning song of the just-concluded San Remo Song Festival is “Ho Ho Lo’Etta Per Amarti” (“I’m Not Old Enough to Love You”). The song is sung by Angela Piazza and written by the team of Mimi & Colomello with lyrics by Panzer. For complete run-down of the contest, see International Section, pages 52 and 53.

ARMADA’s 6th Annual Confab Set For Miami Beach (June 24-7 July)

NEW YORK—ARMADA, the distro association, will hold its sixth annual convention in Miami Beach, Florida, at the Eden Roc Hotel from June 24-July 1, according to Al Heilicher, ARMADA’s president.

With the emphasis that the meeting will take not been formalized yet, an announcement pointed out that the meeting will be devoted to Trade Practices Rule proposals, a subject Armstrong is known for its trade rules proposals, a subject is known for its trade rules proposals, a subject is known for its trade rules proposals, a subject is known for its trade rules proposals, a subject.}

In addition to the activities at the FTE’s Trade Practices Conference for the disk industry (see separate story), the convention will probably be held under the general slogan of “Armada Days for Recordmen,” an announcement also stated.

The confab program will be divided in the following manner: Registration will take place on Wed. (24) and Thurs. (25); Sat. (26) will be devoted to the disk industry -convention, and have an opportunity for indoctrination into the NARM rack jobbers’ activity program, an announcement said. He will be able to come as a convention guest only once a year. In order to attend future conventions and other meetings, he must join as a regular member. This feature of the 1964 convention plans indicates that a number of rack jobbers in attendance, will be an added feature for the record merchants who wish to attend the convention to meet with their customers.

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ARMADA Maps Industry Rules For Look-See By FTC

NEW YORK—ARMADA, the distrib, organization, has prepared a set of trade practice rules for the disk industry. The rules were drawn up by ARMADA in view of the upcoming Federal Trade Commission-sponsored Trade Practices Conference, which has a tentative starting date of March 13.

Copies of the ARMADA-proposed rules have been mailed to the association's members. In an accompanying letter, Edgar Jones, sec.-treas. of ARMADA, asks each member to determine the merits of the rules, which present 24 guide-lines for the industry to follow. "If you want what you want," the letter states, "say so. If you think any rules at all are unde-sirable, say so. If there are particu-lar rules which you would want to see strengthened—or even to have them watered down!—tell us why." The ARMADA proposed rules are one of several which will be pre-sented to FTC officials on March 13. Other proposed rules will be submitted to the FTC before the conference opens. The FTC is expected to draw up its own rules with the aid of the ARMADA's recommendations.

As a result of a front-page story in last week's the Billboard Board, there was confusion as to the source of the rules that had been proposed by ARMADA. A memo from Managing Editor Ken Shulman last week stated, "FTC Proposed Rules Challenge Indus-try" and story copy led readers to believe that the FTC had drawn up the rules.

Billboard story prompted Jules Malamud, executive director of NARM, the record distributor organization, to mail a letter to its membership clarifying the matter. "They are rules which have been drawn up by ARMADA, the distributors' association, with the input of every facet of the industry," Malamud declares. "Although this is in line with the rules proposed, we in NARM do not feel they adequately cover enough area." Malamud points out that Albert Carretta, NARM's special legal coun-sel for 11 years, is currently working with the NARM board of directors on a set of proposed rules which are added to the NARM's regular members (rack-jobbers, retailers) for an opportunity to see and comment on these rules prior to the Conference. NARM will definitely not have any public presentation prior to their submission to the FTC.

The ARMADA rules, on the other hand, are available to various manufacturers and are a response to the rules publicized by the FTC. The rules are based on "FTC Proposed Rules Challenge Industry," and story copy led readers to believe that the FTC had drawn up the rules.

Atlantic & Atco Report Stronger Response To "Periods of Adjustment" Plan

NEW YORK—The Atlantic and Atco labels have reported an unqualified success of their "Period of Adjust-ment" album program, according to Chris Benner, vp of the label's merchandising department. Two major west coast distributors, R. A. Horizon and Creative, have joined the program which was launched by the label last week.

In addition to a regular LP discount incentive (12½%), the labels are giving a chance to cash in on a "Salesmen's Commission Fund," which the diskery feels will help solve the problem of maintaining a strong sales staff, while salesmen's incomes have been reduced because of the emergence of large dis-count stores, rack-jobber house ac-counts and fewer retailers.

Along with the program, four new albums were released, all of which, the label reports, are getting a good sales response. These include "Apollo Saturday Night," with various artists, Ben Cooper's "Play" EP, "The Sheriff" by The Modern Jazz Quartet, and "Tapestry" by Chuck Wayne on the Atlantic-handled Focus label.

The "Apollo" album is being sold out by the diskery for special promo attacks, along with a 100,000 mail shot by both trade and consumer pub-lications and store window displays with specially designed easel backs.

Most avenues of promo and merchandising are being used to pull up the new packages.

R. F. Cook Named To New Post At RCA Int'l

NEW YORK—R. F. Cook has a new post at RCA Victor, that of manager of merchandising and manufac-turing administration of subsid-aries.

Cook, formerly subsid firms' head of manufacturing and engineering, will, as part of his new duties, recog-nize objectives, policies, programs and budgets for improvement of foreign disk production facilities of Victor's affiliates overseas.

He will also coordinate with the international dept. of Victor in the de-velopment of special marketing efforts and sales projects to promote the sale of Victor disks abroad.

While maintaining close coordina-tion with the sales and merchandising organizations of each of the subsid-aries, Cook will keep them and the inter-divisional dept. informed of successful local market efforts and sales projects for possible adoption in other locations.

Cook, associated with Victor since 1945, was named to the post by Eugene Dailey, vp of the international division.

Talmadge Exits UA; Dave Picker Becomes Label's President; Other Execs Get New Responsibilities

NEW YORK—Following the an-nounced resignation of Art Talmadge as president of United Artists Records last week, the diskery has given added weight to another position.

Talmadge leaves UA as of March 1, at which time he will officially give up operation of his own diskery (see separate story). Head of the disk af-filiate of United Artists Pictures for the past four years, his resignation was accepted with regret by David V. Picker, vp of the UA Corp, who will become president of the label. "During the nearly four years that he has served as president of the rec-ord company," Picker said, "it has been the honor and pleasure of us all to have the best of him in his endeavors." In addition to Picker, several other managerial positions will be assumed by Mike Stewart, at present exec vp of UA's publishing firms, who has also been acting vp of the label.

Si Masi, currently UA vp, becomes general manager of the UA label, and as such will supervise day to day activities.

In the reorganization, key UA execs will add to their duties as dept. heads. Certain existing personnel, in charge of the publicity-ad departments, will direct the activities of the publicity-ad departments, serve as liaison to the parent film company and tie in with artists' relations and the creative talent on the label's roster.

National sales head Joe Beiger is assuming complete control of the sales of album product for UA and its subsid labels, while Andy Miele will be in complete charge of singles for all labels. A&R director Jack Gold will supervise singles product and musical director Leroy Holmes will continue as chief album producer for UA. Foreign and legal departments continue under the helm of Sid Shemel, while Ron Nackman continues in charge of all phases of pro-duction.

Commenting on the reorganization, Picker told the New York Times that the new Artist team is indeed a crack one—each of whom has proven his worth in the past and substantially contributed to the great growth of the com-pany. The talent, know-how and enthu-siasm of this staff as they resume their additional duties can only result in further improvements of the company. In the future, picker declared, ART will be an even more important role in the industry in the future."

Jay Jacobs Leaving UA For D.C. Distrib Post

NEW YORK—Jay Jacobs has left his post as director of sales merchandising for United Artists Records to become a vp and general manager of District Records Inc., a division of Schwartz Bros. of Washington, D.C., leading disk distribution firm. He will work closely with Eddie Tauber in furthering the expansion of the orga-nization as well as managing division of the Schwartz set-up. He assumes his new post on Feb. 15. Jacobs served UA for two years, starting as eastern sales manager in 1962. Last April, he was appointed director of sales mer-chandising. Before joining UA, he was eastern sales manager for Dot Records.

Set Flick Bio Of Singing Nun

NEW YORK—A film bio of The Singing Nun is being readied. Rights for such a feature effort have been obtained by John Beck and Hayes Goetz, who got clearances from the Belgian nun who made this a hit. The project will be produced by United Artists, whose record-ings of her material will be used in the film. An actress has yet to be hired for the lead role. Part of the film's income will be donated to the nun's Dominican Order.

Cash Box—February 15, 1964
**Cash Box**

**Pick of the Week**

"KISSIN' COUSINS" (2:12) [Gladys A$APC—Wise, Starr]

"IT HURTS ME" (2:27) [Elvis Presley BMI—Byers, Daniels]

ELVIS PRELEY (RCA Victor 5807)

Presley checks in with another dandy item that's sure to bust loose in no time flat. Top half's the title tune of Elvis' forthcoming flick, "Kissin' Cousins." It's a captivating romantic rock-a-rhythm that EP and the Jordonaires put out in spot tuning. There's a complete change of pace in the emotional boogie ballad companion piece, "It Hurts Me." Two-sided sales dynamite once again.

"I'M YOUR HOOCIE COOCE MAN" (2:39) [Arc BMI—Dixon]

"THE ROAD I'M ON (GLORIA)" (3:44) [Mobon BMI—DiMaci]

DION DI MUCI (Columbia 42977)

"I'm Your Hoocie Cooce Man," the years-back r&b success can soon be making the chart rounds once again—as a result of this follow up session to Dion's current smash, "Hey! Drivin' Dope." Dion puts the songster in a real down home blues light (vocally and on harmonica and guitar) that's sure to make his large following sit up and take notice. Reverse etching finds the songster in a soft and lovely folk mood.

"BABY, DON'T YOU CRY" (2:32) [Leeds ASCAP—Johnson]

"MY HEART CRIES FOR YOU" (2:36) [Rema, Jungniekell, Gladys, Manser-ASCAP—Sigman-Faith]

RAY CHARLES (ABC-Paramount 16530)

Charles can capture top-of-the-chart attention with both ends of this new offering. "Baby Don't You Cry" has the blueser taking a new turn on something called the "Swingover," a Latin-swing coupling that seems a natural for the chanter. The other cut, "My Heart Cries For You," the Guy Mitchell opus is a soul-lover's delight. Take your pick on this two-sided block-buster.

"STARDUST" (2:54) [Mills ASCAP—Carmichael, Parish]

"1-45" (1:45+1:00) [Leigh ASCAP—Tempo]

NINO TEMPO & APRIL STEVENS (Ato 6268)

The brother-sister act, which has made a happy habit out of reviving the oldies in smash style, a la "Deep Purple" and "Whispering," are cinchin to do it again with a 'natural' for them—"Stardust." The fantastic Carmichael-Parish standard opens with April nimbly maxin the tune's verse-against-a-fine tenor sax solo by Nino, and then breaking into the duo's now famous vocal blending. Side can go all the way. The slender western-styled slippery thumper on the other half revolves around the tag, "1-45."

"I WONDER WHO'S KISSING HER NOW" (2:35) [Jerry Vogel ASCAP—Howard, Houch, Adams]

"AS LONG AS I'M SINGING" (1:36) [T.M. BMI—Darin]

BOBBY DARIN (Capitol 5126)

Darin's back in the Nashville-styled ballad grove and it looks like more money-in-the-bank for all concerned. It's the lovely sentimental oldie, "I Wonder Who's Kissing Her Now," that Bobby and his arranger companionship deliver in a schmaltzy, easy-goin' fashion. Backin, "As Long As I'm Singing," has the chanter slickly carving out a class-swing affair.

"HE'S A GOOD GUY (YES HE IS)" (2:18) [Jobette BMI—Robinson]

"GODDESS OF LOVE" (2:39) [Jobette BMI—Holland, Dozier, Gorman]

THE MARVELETTES (Tamla 54991)

The Tamba hit-makers are moved up another plateau that has what it takes for chartdom. Side to watch is "He's A Good Guy (Yes He Is)," a bright, happy-go-lucky romantic pounder that the femmes wax in top teen manner. It's chock full of those ultra-commercial vocal and instrumental sounds. Get it. Backin's a soft, subdued chick that she best opus that falls pleasantly on the ear.

"(THAT'S) WHAT THE NITTY GRITTY IS" (2:31) [Al Gallico BMI—Chase]

"GET OUT" (2:22) [Al Gallico BMI—Chase]

SHIRLEY ELLIS (Congress 208)

"Billy Old Buddy" (2:26) [Arch ASCAP—Ballard, Jr., Tobías]

"IN THE MORNING GLORIA" (2:38) [Boston Records BMI—Kane, Kelpe, Kane]

JOEY POWERS (Amy 888)

Joey Powers, who hit the big time in a big way with "Midnight Mary," can have another top tenner on his hands in this new Amy stand. It's a tearful, teen-folk chick a cha affair on which he finds out that his "Billy Old Buddy" has stolen his sweetheart. The very pretty folk-styled litter, "In The Morning Gloria," is called from Joey's "Midnight Mary." LP. Watch it, too! Al Gorgen's arrangements are most attractive.

"PERMANENTLY LONELY" (1:06) [Jumper BMI—Nelson]

"CALL ME" (2:47) [Vogue BMI—Hendricks, Otto]

TIMI YURO (Liberty 55665)

The potent tune, "Permanently Lonely" (penned by hit country artist-tunsmith Willie Nelson), is a good bet to give Timi Yuro her next big chart berth. It's an emotion-packed, crying towel ballad that the lark delivers with touching sincerity. Fine choral-ark backing from Marty Paich & Co. Timi also does a superb job on the Belfast Hendricks-arranged soul-potent beauty-ballad underlay, "Call Me."

"ALWAYS IN MY HEART" (2:30) [Southern ASCAP—Leecons]

"MOONLIGHT AND SHADOWS" (2:47) [Paramount ASCAP—Hollander, Robin]

LOS INDIOS TABAJARAS (RCA Victor 5813)

The two guitar playing Indians from Brazil, Los Indios Tabajaras, who created a sales and airplay chart sensation with their soft, charming reading of "Maria Elena," can be in for more of the same with their latest Victor pressing. One half's the beautiful Ernesto Lecuona melody, "Always In My Heart," and the other is "Moonlight And Shadows." Two 'must programming' items.

"ONE ON THE MOVE" (2:05) [Carlson, Edwood BMI—Mack]

"SAY SOMETHING NICE TO ME" (2:37) [Dyche BMI—Pennington]

LONNIE MACK (Fraftery 929)

The versatile vocalist-instrumentalist can get back in the chart swing-of-things with his newest for Fraternity. It's a Frankie, hard-driving all-instrumental affair, titled "Lonnie On The Move," that can go the Memphis-K WHAM smash route. The easy-on-the-ears beat-ballad romantic shuffler, "Say Something Nice To Me," displays Lonnie's winning vocal way.

"HEY, BIG BOY" (2:16) [Merjoda BMI—Madera, White]

"THE OTHER SIDE OF TOWN" (2:15) [Merjoda BMI—Carlacci, Torres, Madera, White]

THE SKELETONS (Philips 41172)

The Secrets, who made their presence felt with their chart-making bop, "The Boy Next Door," should continue to do likewise with their new beat mercury effort. It's a romping twist handclapper, titled "Hey, Big Boy," that four femmes carve out in spirited teen style. Sock-rack arrange-ment by Madera, White & Lee. On the flip the gois chick over to "The Other Side Of Town"—where it's no so nice.

"TELL OLD BILL" (2:36) [Teena ASCAP—Mitchell]

"THE TARRIERS SONG" (1:55) [Teena ASCAP—Frazier, Kobuk, Mitchell]

CHAD MITCHELL TRIO (Mercury 72234)

The Chad Mitchell Trio, who hit last time out with "The Marvelous Toy," are a chip to repeat that success with this potent follow-up stanza tagged "Tell Old Bill." This is a medium-paced plaintive folk-blueser about a guy who has some major problems. Deejays should really dig it. The flip, "The Tarriers Song," is a lively updating of the folk-lore about a bunch of driller.

"NADINE" (2:38) [Arc BMI—Berry]

"O RANGUTANG" (2:15) [Arc BMI—Berry]

CHUCK BERRY (Chess 1883)

Chuck Berry has had Top 100 hits in the past and he can do it again with this up-dated version of "Nadine," the years-back chart maker. The tune, which is already getting regional action, is a hard-driving, rhythmic pop-blues tear-jerker essayed with authority and feeling by the chanter. The couple, the rhythm section, are most instrumental with some interesting rapidly-changing melodic constructions.

David Houston's "Passing Through" on Epic is loaded with dual-mort, pop-country chart potential. See Country Reviews.

**Pick of the Week**

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Cash Box—February 15, 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
PHILIPS MEANS
Singles BUSINESS

2 GIANT SMASH HITS!

“DAWN (GO AWAY)"
The 4 Seasons 40165
Their first hit single for Philips! Today's top new group with a fresh new sound that's really unique!

“I ONLY WANT TO BE WITH YOU"
Dusty Springfield 40162
The first solo hit by the gorgeous English gal! An exciting, driving release that's headed for the top!

★ The Big Talent
★ The Big Sales
★ The Big Excitement
★ All on the Big Philips Label

2 GIANT SINGLES JUST RELEASED

“CROOKED LITTLE MAN"
The Serendipity Singers 40175
From the fast selling LP by the sensational new pop-folk group that's hitting big all over!

“HEY BIG BOY"
The Secrets 40173
Hit No. 2 for this top new act.

AND MORE GREAT NEW SINGLES RELEASES!

A RHYTHM & BLUES HIT
"FUNNY WHAT TIME WILL DO"
Sylvia Shemwell 40149
One of the most exciting R&B releases in years by a gal with more sound and soul than anyone in the business today!

"I'M STILL LOVING YOU"
The Frontiers 40148
Fresh, unusual blending of voices for a real fine tune. This one is very alive and could hit the top across the board!

"THERE'S ANOTHER MAN"
Johnny Sea 40164
Great new talent... great new voice... and a unique backing that could make push to the top of Pop and Country charts everywhere!

"NE SOIS PAS SI BÊTE"
("Don't be so stupid")
France Gall 40172
The teen-age rage from France makes her first Philips single. Should be another big Philips hit from Europe.

PHILIPS RECORDS ONE WORLD OF MUSIC ON ONE GREAT LABEL!
THE CATERPILLAR SONG” (2:45) [Hennel BMI---Robinson, Karmen]  
“HELLO HAPPY HAPPY GOODBYE” (1:54)  
[Bennell, Elsmere BMI---Karmen]  
THE CATERPILLARS (Port 70635)  

Look for the Caterpillars to cash in on the craze created by fellow-fan-'tastic vocalists of the Beatles. It's a real catchy jump-a-thump-a-thumber. There's an "Aller-Cop", background flavor to this delight that has the Persona blade of cool sound blunting out the Beatles under.  

A cut high-speed novelty.

"AFTER THE SHOWERS COME FLOWERS" (2:22)  
[Jobete BMI---Henrie, Stynor]  
"DON'T BE A CRY BABY" (2:29) [Rickland BMI---Motola, Page]  
JOANNE & THE TRIANGLES (Y.I.P. 25003)  

The brain child of Y.I.P. label, nationally distributed by the Tamla Motown set-up can get off to a flying start with an interesting harmony on the beat-or-chord sound. Chorus employs a "raking" (going over the word "gone.") Could happen with a touch of humor.  

(B) "UP AMONG THE STARS" (Entre Les Etalons) (2:52) [General ASCAP---Regerey, Seegers]  
The Singing Nun wrote this haunting inspirational number, which is tastefully performed with English lyrics.

THE MCGUIRE SISTERS (Repise 2656)  
"NOW & FOREVER" (2:30) [Warner BMI---Karmen, Garber]  
"ICE COOLER" (Port 70412) [Hollis BMI---Herbert, Lewis] A better-than-a-good-market, even has been around before. It's done in the top half.

JOHNNY CRAWFORD (Del-Fi 2222)  
"SANDY" (2:13) [American BMI---Will]  
The young rock star hits upon a group of beatniks, gets a big chop-combo chord riff, the group's (very good) rhythm section adds a second hit for the disk, which has the big item, "Popsicles & Icicles." Nice change-up from the Beatles.

UNDERSTAND (2:14) [Hollis BMI---Herbert, Lewis] A sentimental narrative about a boy-pet dog.
EXCITING NEW PHILIPS LP'S BREAKING OUT!

★ The Big Talent
★ The Big Sales
★ The Big Excitement
★ All on the Big Philips Label

Philips Connoisseur Collection Proudly Presents:

Kennedy in Germany
Narrated by ABC Newscaster Howard K. Smith

A stirring momento of President Kennedy's history-making tour of Germany. Complete with illustrated brochure with photographs of the dramatic highlights of the tour and complete texts of all the speeches and comments.

**THE SERENDIPITY SINGERS**
The Serendipity Singers
PHM 200-115/PHS 600-115

The great new folk-pop group that everyone's talking about! Terrific hit on ABC-TV's "Hootenanny" Show.

**BORN TO WANDER**
The Seasons
PHM 200-129/PHS 600-129

The #1 group in the country with a sound all their own! Unique renditions of old and new folk material that will conquer both the folk and pop fields!

**WOODY HERMAN: 1964**
Woody Herman
PHM 200-118/PHS 600-118

Selling faster than Woody's two previous Philips albums. A driving, swinging hit that shows why Woody's the talk of the big band world!

**MORE SALES HISTORY MAKING LP'S**

**DIZZY GILLESPIE AND THE DOUBLE SIX OF PARIS**
Dizzy Gillespie and The Double Six of Paris
PHM 200-106/PHS 600-106

The fabulous Diz and the unique Double Six of Paris—two of today's top jazz acts! A sure-fire hit if ever there was one!

**MOMENTS TO REMEMBER**
Teresa Brewer
PHM 200-119/PHS 600-119

Teresa's new sound with more warmth and feeling than ever before. Large, lush orchestral backing!

**ADIEU—EDITH PIAF (THE SPARROW)**

Edith Piaf
PCC 208

The original recordings transferred to LP without gimmicks or doctoring up! A Philips Connoisseur Collection release with line-by-line translations and sketches of Piaf's life story.

**STILL GOING STRONG... STILL AT THE TOP OF THE CHARTS**

**THE SINGING NUN**

Sweet Sounds

PCC 203/PHS 603

A legend in the industry. Will continue to be one of the biggest selling LP's in recording history!

**BACH'S GREATEST HITS**
The Swingle Singers

PHM 200-097/PHS 600-097

A unique jazz classic. A witty, catchy jazz treatment of the classics that is still climbing the charts!

PHILIPS RECORDS ONE WORLD OF MUSIC ON ONE GREAT LABEL!
THE DISCERNING listener will find much to enjoy in this issue of **Cash Box**. A rich variety of columns brings you the latest news and reviews from the music world. Be sure to check out the **Best Bets** section for recommendations on the finest recordings, and the **REVIEWS** for in-depth analysis of current releases. The **RECORDS** feature offers exclusive interviews and insights from artists and industry experts. This issue also includes a special section on the legendary **The Beatles**, along with reviews of their most recent work. Whether you're a dedicated music lover or simply curious about the latest in the music world, **Cash Box** has something for everyone.
GOLDEN NEWIES FROM SCEPTER WAND

ALREADY ON THE TRADE CHARTS

scott english
HIGH ON A HILL

WILL BE AS BIG AS "LOUIE, LOUIE"

gino washington
OUT OF THIS WORLD

SIMPLY GREAT!
ed bruce
WORKING MAN'S PRAYER

BIG DETROIT HIT!
j. j. barnes
JUST ONE MORE TIME

OUT TODAY, HIS LATEST SMASH!

chuck jackson
HAND IT OVER AND
LOOK OVER YOUR SHOULDER
THE PLAYMATES

(ABC-Paramount 10522)

(B-1) "THE ONLY ONLY LEFT CORNER" (2:35) [April ASCAP—White, Snyder, Kittik Sink] A tune that serves as a teen answer to any big female R&B hit. Lightweight lyrics and basic melody make this a Top 40 tune for this season.

CARL HOLMES & COMMANDERS (Parkway 900)

(B-1) "I WANT MY YA YA" (2:08) [Olive ASCAP—Peters, Fernandez, Rarojpol, Wilson] This is effective hot-rod rockin' from the Jacobs' ensemble, the chant section of which could be used with a solid Beat group for some quick airplay. It's a fast-rific vocal-instrumental offering that should see sales and spins.

(B-2) "I'M AT MY BEST" (2:20) [Jenote—BML, Holmes, Drayton] The song manages things a bit for this rhythmic item about a guy who's at his best when he's down.

PAUL HRYANT (Fantasy 376)

(B-1) "WHY ME?" (2:57) [Cereq ASCAP—Peters, Fernandez, Rarojpol, Wilson] A fine crew of jazzmen offer an extremely interesting low-key instrument item that's top-notch on the banjo. Side boasts effective sound for processed presentation.

(B-2) "SISTER LOVIN'" (2:21) [Cereq BMI—Kirkwood, Allen] Hard-driving, up-tempo jazz instrument with a warm happy-go-lucky sound.

FONTELLA BASS (Sonja 2006)

(B-1) "THAT WOULD MAKE ME HAPPY" [Placec-Olsa BMI—Sain] Fantastic bass line, moving, shuffling-plea for things to work out better on this top-notch, funny blues-style, white-back sound. A natural for airplay.

FONTELLA BASS (Sonja 2006)

(B-1) "POOR LITTLE FOOL" [Placec-Olsa BMI—Sain] Medium-paced, rockin' up-tempo affair in which the lark proclaims some of her past mistakes in the romance dept.

CHARLES KING (King 5852)

(B-1+) "BLow OUT ALL THE CANDLES" (2:10) [Lou BMI—Summer] A fine crew of jazzmen deliver a punch line of an engaging pop hillbilly item complete with corny cowbell along the same name. A sound that should be getting all-around radio station airtime.

BILLY STRANGE & HIS COMMANDERS (Parkway 900)

(B-2) "CALL OF JED CLAM-PETTY" (2:30) [Garollette BMI—Hening] The TV'er cut theme song.

HOLLYWOOD HURRICANES (Simo 1009) [Simo 3086]

(B-2) "HAVE LOVE, WILL TRAVEL" (2:35) [Louis BMI—Berry] The Louis Prima label could receive good sales airplay with this typical rock and roll form that is in the same format as most of their releases. A fine tune of a guy who envies his friend's love life. More well-defined verses might set this apart.

JIMMY JORDAN (20th Century 436)

(B-1+) "THE SAME KIND OF LIL" (2:17) [January BMI—Field] This is one of the few rock formats in the strong format of this output that lacks the clutter of too many syllables and croons. It's a Top 40 tune for the season.

REEDY (2:35) [Hollywood Hurricaines] An all-instrumental attack of pro teen merit.

RICKY TURNER (Sonja 2005)

(B-1+) "YOU CAN'T MISS NOTHING THAT YOU NEVER HAVE" (2:04) [Placec BMI—Turner] The vet R&B singers could create a sound of this top-flight medium-paced tour-pear jerker with a commercial rhythm, teen-angled beat. Eye it.

(B-2) "GOD GAVE ME YOU" (2:30) [JAC BMI—Johnson, Bernard] Slow-moving, tradition-oriented shuffle-beat lament, read by the duo with their usual poise and artistry.

THE RELATIVES (Atlantic 306)

(B-1+) "NEVER WILL I LOVE AGAIN" (2:26) [Footlight & Eileen BMI—Fleming, Edwards] There's a tule song of this type, but this version, built with just a few chords, achieves something similar. Teen sound will stand up very well at commercial dance-time segs.

(B-2) "I'M JUST HERE FOR LOVE" (2:11) [Footlight & Wellmade BMI—Fleming, Edwards] This same theme of a girl wooing a guy with her romance style hits high the rhythm blues style stood by the gals.

DICK JACOBS CHORUS-ORCH. (Brunswick 55261)

(B-1) "DRAG RACE" (2:04) [Mercury BMI—Newman, Tarnopol, Wilson] This is effective hot-rod rockin' from the Jacobs' ensemble, the chant section of which could be used with a solid Beat group for some quick airplay. It's a fast-rific vocal-instrumental offering that should see sales and spins.

(B-2) "BLUEBERRY HILL" (2:31) [Chappell ASCAP—Lewen, Stock, Rose] The old standard receives a revised down-nashville-way rending.

THE LAURIE JOHNSON ORCHESTRA (Colpix 723)

(B-1) "THE THEME FROM DR. STRANGELOVE" [Screen Gems-Columbia BMI—Joh- nson] Top theme from the flick satire-reel, backed with a Byrd-style sound. When Johnny Comes Marching Home, done with a lusty martial air by the Johnson orchestra.

(B-2) "LOVE THAT BOMB" (1:41) [RPM Records Inc.] Very natural vocal with a good feel that could replace the hit title song. Your mind's eye will surely create a picture of the bomb.

THE KIDS FROM OLIVER (Sasch 1373)

(B-1) "POOP THE BUTTONS" (2:20) [Arch & Features ASCAP—Green, Tripp] The voice of "Popeye" is heard in another cheerful cut for kiddies.

PETE DRAKE (Sasch 1873)

(B-1+) "BEST TO PLAY IT COOL" [Chick Finn—BMI—Finney] More blues on this end but the joint is larky by Jimmy Atkins on the vocals.

PETE DRAKE (Sasch 1873)

(B-1+) "FOREVER" (2:37) [Tree BMI—Killen] One of the prettiest tunes of the olden N.C. (2:17) The theme song of the recent French flick "Pop Go the Buttons." Tempo should delight mops ears.

THE APEF (2:30) [BMI—Rafael, Bryant] More well-defined teen-minded expression.

PRINCE JEFFERIES (Towel 5896)

(B-1) "SO GOOD" (2:05) [Maurer BMI—Height, Bailey] This duet also features a crackerjack D.J. combo song.

DAVID ROSE ORG. (MGM 13211)

(B-2) "THE GRASSHOPPER (I'll Catchem)" (2:26) [Hill & Range BMI—Blanco] Charming southern-the-border melody revives an engaging merengue sound from the vet Manor's ers. Puts fun programmin' to a T. Could move.

(B-2) "BIRD BRAIN" (2:05) [Maurer BMI—Height, Bailey] This is a tricky Henry Mannen creation for the slick, "Soldier in the Rain."

VICKI BELMONT (Fedex 8860)

(B-1) "THE KING OF CONCERT" (1:59) [Beatitude ASCAP—Drummon (16) 

(B-2) "THE ROSE IS BLOOMING" (2:11) [Kelle BMI—Santo] This opens this nice readable of the sturdy
FROM ANY PERSPECTIVE
BUD & TRAVIS' FINEST ALBUM YET*

LRP-3341/LST-7341

Maria Cristina; Abilene, Fiesta In Guadalajara; I Never Will Marry; Ay! Jalisco; Tomorrow Is A Long Time; Goin' To California; So Long, Stay Well; Take Off Your Old Coat; Two Brothers, Sabras Que Te Quiero; A Long Time Back; Ay, Maria.

*QUITE A STATEMENT, CONSIDERING THESE OUTSTANDING BUD & TRAVIS LP'S:

BUD & TRAVIS IN CONCERT
LP-13051/LST-13051

BUD & TRAVIS - NATURALLY
LRP-3355/LST-7355

SPOTLIGHT ON BUD & TRAVIS
LRP-3138/LST-7138

BUD & TRAVIS
LRP-3139/LST-7139

LIBERTY RECORDS
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 KISSIN' COUSINS
   Chris Persley (RCA Victor 3807)
2 I'LL MAKE YOU MINE
   Bobby Vee (Liberty 55670)
3 TELL ME BABY
   Garnet Mimms (United Artists 694)
4 HELLO DOLLY
   Louis Armstrong (Rapp 573)
5 THE LA-DEE-DA SONG
   Village Stompers (Epic 9655)
6 SNEAKY SUE
   Potty Loo & Petticoats (Rapp 563)
7 I CAN'T STAND IT
   Soul Sisters (Sue 799)
8 TELL HIM
   Drew Yohn (Capital 5505)
9 SAGINAW, MICHIGAN
   Lefty Frizell (Columbia 42924)
10 HERE'S A HEART
    Diplomats (Arich 1004)
11 DON'T CROSS OVER
   Linda Brannon (Epic 9640)
12 HADINE
   Chuck Berry (Chess 1883)

13 GREASY SPOON
   Hank Marvin (Federal 12508)
14 TOUS LES CHEMINS
   Eddy Vorn (Philips 40165)
15 I'M WATCHING EVERY LITTLE MOVE YOU MAKE!
   Little Peggy March (RCA Victor 8302)
16 HE WALKS LIKE A MAN
   Jilly Miller (Capitol 5490)
17 DEEP IN THE HEART OF HARLEM
   Clyde McPhatter (Mercury 72220)
18 OUT OF THIS WORLD
   Gino Washington (Wand 147)
19 STRANGE THINGS ARE HAPPENING
   Little Jr. Parker (Duke 371)
20 SCATTER SHIELD
   Sarafist (Deca 31581)
21 I'M TRAVELIN' ON
   Jackie Wilson (RCA Victor 35260)
22 PLEASE DON'T GO AWAY
   Johnny Tillotson (MGM 13163)
23 ALL MY TRIALS
   Dick & Dee Dee (Warner Bros. 5411)
24 BE MY GIRL
   Dorells (Parkway 901)
25 TRUE LOVE GOES ON AND ON
   Burt Harris (Doxco 31577)

26 IT AIN'T NO USE
   Lou Johnson (Miltown 557)
27 MOLLY
   Eddy Arnold (RCA 4296)
28 I CAN'T WAIT TO SEE MY BABY WHO'S GOING TO TAKE CARE OF ME
   Baby Washington (Sue 797)
29 THROUGH THE EYES OF A POOL
   Roy Clark (Capitol 5099)
30 THINK NOTHING ABOUT IT
   Gene Chandler (Constellation 112)
31 ON AND ON
   Jerry Vale (Columbia 42951)
32 NEVER LEAVE ME
   Streettards (O'Dell 100)
33 GOING BACK TO LOUISIANA
   Bruce Channel (LeCam 122)
34 LOOK HOMeward ANGEL
   Manorh (Sound Stage 7 2516)
35 CUSTOM MACHINE
   Bruce & Terry (Columbia 4916)
36 HE REALLY LOVES ME
   Debbieروفه (Aceit 3148)
37 WHAT NOW MY LOVE
   Ben E. King (Alto 6284)
38 MO ONIONS
   Booker & MG's (Stax 142)
39 I ADORE YOU
   Patti Page (Columbia 42963)
40 BLUE MOON
   Ray Conniff (Columbia 42967)
41 I'M LEAVING
   Johnny Nash (Groove 550030)
42 I AM WOMAN
   Barbra Streisand (Columbia 42965)
43 BLUE TRAIN
   John Lauterman (RCA Victor 8308)
44 BEYOND THE SEA
   Reeves (Jubilee 3485)
45 DARK AS A DUNGEON
   Johnny Cash (Columbia 42964)
46 WHITE ON WHITE
   Dotty Williams (United Artists 685)
47 BLUE SKIES
   Jack Scott (Sunset 0001)
48 HEY JEAN, HEY DEAN
   Dean & Jean (Rust 5075)
49 GO NOW
   Beaze Banks (Tiger 102)
50 SWEET VIOLETS
   Bobby Brown (Fraternity 919)

SUNNY SHINES AGAIN
WITH A NEW CHART BREAKING SINGLE
"OUT OF SIGHT...OUT OF MIND"
B/W "NO ONE ELSE WILL DO!"

TEARDROP #3027

SUNNY and the Sunliners

#1 IN HOUSTON — HEADED FOR #1 IN THE NATION

"GOING BACK TO LOUISIANA" LECAM #122
BRUCE CHANNEL

JAMIE GUYDEN WELCOMES...
MAJOR BILL SMITH AND HIS LECAM RECORD LABEL

JAMIE/GUYDEN DISTRIBUTING CORP. PHILADELPHIA 21 PENNSYLVANIA

Cash Box—February 15, 1964
While everybody was fighting over who owns the Beatles, the Searchers passed them on the English charts, old boy!

THE SEARCHERS

"NEEDLES AND PINS"

No. 1 in Britain according to The Record Retailer and Music Industry News, January 30, 1964.
WNJR-Newark recently concluded a "Mystery Voices" contest and drew the heaviest deluge of mail in many years according to operations manager Leonard. Listeners were asked to identify five well-known personalities and their voices were played numerous times throughout the broadcast day. Mail poured into the outlet from all over the New York-New Jersey area as listeners tried to identify the five voices and walk off with the first prize...a brand new TV-Radio-Phone combination valued at $510.00. Ten runners-up conspired themselves with transistor radios. The five "Mystery Voices" turned out to be: Diannah Carol, Roy Wilkins, Nancy Wilson, Jackie Robinson and Archie Moore. Clues were added as the contest progressed which helped listeners match the voices with the correct personality.

The Jane Addams Memorial Fund is the subject for an intensive spot campaign currently running on WLS-Chicago. Public affairs director, Don Stewart, has custom-produced a series of spot announcements using the voices of community leaders urging contributions to restore Hull House. The spots will run eight or more times daily through Feb. 22, and will be incorporated also into some twenty newscasts per day through Feb. 7.

KCOPTV-Los Angeles has given $101,000 to Community TV of Southern California to help set up the first ETV station in this area—slated to go on the air in September called KCET. Last month KCET, which will operate on channel 25, was awarded a $388,000 grant from the Dept. of Health, Education and Welfare; earlier, CBS-TV, NBC-TV, and Metro—Goldwyn—Mayer put up $250,000 for the ETV. Last week the FTC gave KCET the go-ahead to build a transmitter on Mount Lee, where all Los Angeles TV stations have their antennas.

A 39-mile hike from downtown Cleveland to Cleveland's public square in 29-degree weather by KKY-Chicago's Jim Stagg recently enriched the Cleveland chapter of the March of Dimes at the rate of almost $23 per mile. Final tabulations released by the station showed listeners had pledged $7,262.34 and Stagg has personally collected $842.24 during his 14-hour, four-minute and 15-second walk for a total of $9,114.58.

Stagg walked only when pledges were coming in on the phone. Plans are on at least one of the 11 telephone lines set up for the March of Dimes headquarters. When no pledges were coming in, Stagg stopped walking and a horn went off in the KKY studio, informing listeners that more pledges were needed. Pledges were received from such far-flung points as Ponce de Leon, Florida and Huntsville, Alabama, during the day. Stagg, accompanied by some 150 persons, including 100 students from nearby Penn College, who had marched the final two miles with him, was greeted by a delegation of nearly 200 frozen fans when he reached public square at approximately 8:45 PM. Three of the police cars assigned to escort him didn't fare as well. They broke down along the way and had to be replaced.

Plans are now under way for the formation of a Canada Centennial Network, to operate during Canada's Centennial year of 1967. One station in each of the ten provinces will be selected to prepare a weekly five minute program on that province's Centennial activities. This program will be fed to the other nine stations across Canada, and in return, each member will receive similar reports from all other provinces. Plans are also in the works for sale of this series of interested stations outside Canada. At the moment, affiliations are being set up in six of the ten provinces, with the Western provinces—New Brunswick, Nova Scotia, Prince Edward Island and Newfoundland—on which are not yet represented Plans call for the release of a special record album across Canada at the end of 1967, containing the actual voices of those who made a new Canadian hit song during that year. CKY-Winnipeg, the founding station of this Centennial Network, feels that this venture will help make Canada more aware of activities in the community, and will help to make 1967, that biggest year for tourism in Canada's history. The prime feature of a bonnetanza is singing along. So WJZ-Newark's folk music buff, Jerry White is trying to satisfy everyone singing along. He's begun a "Sing A Song" contest, based around the new Kingston Trio Capitol LP on which the trio plays the accompaniment to many of their favorite songs. The idea is that listeners write in and say which song they'd like to "Sing A Song" along with the Kingston Trio. Jerry will pick twenty five winners who will then come to the WJZ studios in Newark and tape their "Sing A Song" with the group. Response to the idea has been overwhelming. Then seem to be quite a number of unsuspected folksingers in Northern New Jersey just waiting for the chance to be heard.

KSYN Syndicated Radio, for fourteen years one of the leading producers of taped show programming, is expanding its operations and moving to Las Vegas. News effective Feb. 15, 1964 it was announced last week, by stimulus of one of KSYN's top platter spinners. With the move to Las Vegas, KSYN is planning four new shows in addition to the eight already enjoying top ratings, which are country, thirty-eight markets. The last ten years has shown great gains in taped shows for program managers who expects to handle some of the production of more stations in the months to come.

KJFZ-Fort Worth has proclaimed Feb. 6th as "National Sneakers Day." To celebrate, the station will give away a pair of Sneakers to the first person needing them in the area. In addition, the station will hide the Sneakers and give clues as to where they might be found. Listeners are encouraged to guess where the Golden Sneaker is hidden. The first listener to reach the station's front desk with the correct return address will be awarded a bonus of 125,000 trading stamps. And if the shoe fits they will be awarded a bonus of 125,000 trading stamps.

A recent ABC-New York contest offered a $75,000 prize to the draft or institution that could present 77 or less the most valid test of the lottery's need. The two thousand entries were received from schools, churches and other groups all over the East. The winning organization was the Cerebral Palsy School serving New England. The $75,000 for the 33-foot bus, formerly used by WABE, is fully carpeted and air-conditioned and one side is devoted to reporting children confined to wheelchairs.

TOTAL STATISTICS: Robin Walker exits his air spot on WJO-Tribune to assume similar duties on WJBE-Without! Dan McNamee, formerly with WJLB in Richmond, is now with the chain...Merlin Simunondoci greets the green light at station WABE in Minneapolis...
The Jones to keep up with is

JACK

LOVE WITH THE PROPER STRANGER

Already on the charts and going!
### RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of the 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 to from left plus the percentage title received in prior week or weeks.

(SURVEY COMPLETED TO FEB. 5)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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<tr>
<td>58%</td>
<td>Blue Winter—Connie Francis—MGM</td>
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<td>50%</td>
<td>Fun, Fun, Fun—Beach Boys—Capitol</td>
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<td>49%</td>
<td>My True Carrie Love—Not Cole—Capitol</td>
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<td>33%</td>
<td>Please, Please Me—Beatles—Vee Jay</td>
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<td>30%</td>
<td>Hey Jean, Hey Dean—Dean &amp; Jean—Rust</td>
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<td>29%</td>
<td>Bird Dance Beat—Trashmen—Garrett</td>
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<td>My Boyfriend Got A Beatles Haircut—Donna Lynn—Capitol</td>
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<td>Willyam, Willyam—Dee Dee Sharp—Cameo</td>
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<td>27%</td>
<td>See The Funny Little Clown—Bobby Goldsboro—United Artists</td>
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<td>26%</td>
<td>Worried Guy—Johnny Tillotson—MGM</td>
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<td>California Sun—Rivieras—Riviera</td>
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<td>Stay—Four Seasons—Vee Jay</td>
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<td>Don't Cross Over—Linda Brannon—Epic</td>
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<td>Winter's Here—Robin Ward—Dot</td>
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<td>Live Wire—Martha &amp; Vandellas—Gordy</td>
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<td>Be My Girl—Dovell—Parkway</td>
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<td>Forever—Peter Drake—Smash</td>
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<td>21%</td>
<td>Hello Dolly—Louis Armstrong—Kapp</td>
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<td>The Boy With The Beatles Hair—Swans—Cameo</td>
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<td>Tell Me Baby—Garnett Mimms—United Artists</td>
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<td>La Bomba—Les Brown—Columbia</td>
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<td>Rented Tuxedo—H. B. Barnum—Imperial</td>
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<td>17%</td>
<td>I Wish You Love—Gloria Lynne—Everest</td>
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<td>16%</td>
<td>I'm Looking Over A Four Leaf Clover—Wayne Newton—Capitol</td>
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<td>15%</td>
<td>I'm Travelin' On—Jackie Wilson—Brunswick</td>
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<td>14%</td>
<td>Oh Baby Don't You Weep—James Brown—King</td>
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<td>14%</td>
<td>Midnight—David Rockingham Trio—Josie</td>
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<td>All My Trials—Dick &amp; Dee Dee—Warner Bros.</td>
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<td>Dawn—Four Seasons—Phillips</td>
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<td>12%</td>
<td>Permanently Lonely—Timi Yuro—Liberty</td>
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<td>11%</td>
<td>Glad All Over—Dave Clark Five—Epic</td>
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<td>10%</td>
<td>That Girl From Spanish Town—Marty Robbins—Columbia</td>
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**LESS THAN 10% BUT MORE THAN 5%**

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<tr>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
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<tr>
<td>A Letter From Sherry—Dale Ward (Dot)</td>
<td>52%</td>
<td>Rip Van Winkle—Devotions (Roulette)</td>
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<tr>
<td>Johnny Cash—Columbia</td>
<td>9%</td>
<td>Leaving Here—Eddie Holland (Motelton)</td>
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<td>Going, Going, Gone—Sense &amp; Sensibility—(Mercury)</td>
<td>80%</td>
<td>I Only Want To Be With You—Dusty Springfield (Phillips)</td>
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<td>He Really Loves Me—Debbie Ralins (Ascot)</td>
<td>8%</td>
<td>I'll Make You Mine—Bobby Vee (Liberty)</td>
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<td>Miller's Cove—Bobby Bare (RCA Victor)</td>
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<td>Who Do You Love—Sapphires (Swan)</td>
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<td>navy Blue—Diane Renay (20th Fox)</td>
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<td></td>
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<td>Abigail Boucher—Freddy Cannon (Warner Bros)</td>
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</tbody>
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Cash Box—February 15, 1964
Let's face it.
Not every one of these new Kapp releases will earn a Gold Record.
But they're all good.

Sales Program on New Releases and Catalog.
Ten per cent discount.
Dating.
Program ends March 15, 1964.
Contact your Kapp distributor for details.
Kapp's Roger Williams Promo Sends "Steinway" LP Off To Fast Sales Start

NEW YORK—Kapp Records' promo tie-in with the 10th anniversary of its association with pianist Roger Williams is making the sales grade.

The drive, according to Al Cahn, the label's sales head, has put over Williams' new LP, "A Solid Gold Steinway," with enough force to indicate to the label that it is the fastest breaking LP in the label's history. The album makes its initial appearance on the album best-sellers chart this week in the number 80 spot.

The album was released, along with another LP, "10th Anniversary/Limited Edition," a 3-LP affair, on Jan. 12 to coincide with the start of the drive. That day was the scene of the label's big sales meet in New York, which relayed to distributors the outline of the promo and word of additional new LP product.

From this point of departure, the label set in motion a series of personal appearances by Williams, including a "riot" at New York's Macy's Department Store. In addition, the label offered a number of strong dealer aids, including a special browser, a "silent salesman," for the "Solid Gold Steinway" issue, display cards, cut-outs, streamers. Also, the label extended its do-it-yourself ad kit to the "Steinway" set. Under this system, a dealer is supplied with various photos of the artist so that they can make-up ads to suit their own taste and, possibly, local conditions.

Roger On The Road

NEW YORK—Shortly following the formal kick-off of Kapp Records' new promo for him, pianist Roger Williams started a series of city-by-city promo treks to help sell the program along.

One of the highlights of Roger's roadwork was a "riot" at New York's famed department store, Macy's. Photo on the top left shows Roger behind the counter (carrying his Kapp LP's) signing his autograph on LP's purchased by the crowd of customers. Top right is a scene back-stage at Macy's, where Jack Jones (second from left), another Kapp star, tries to best Mickey Kapp, label vp, at hand-wrestling. Looking on is Dave Kapp (left), president of the diskery, and Roger.

In Boston, Roger was greeted at the Mayors' office in City Hall by Acting Mayor Thomas Curly (pic, bottom left), who is Traffic Commissioner for the City of Boston. Also in Boston, the artist was host at a reception in his honor at the Sheraton-Plaza Hotel. Shown in the photo (bottom right) are (left to right): Bob Levin, Boston Record One-Stop, Mrs. Jerry Flatto, wife of the president of Boston Record One-Stop (standing next to Roger). Dick Mitchell, Dick's Record One-Stop, and John Dunn, of Boston Record One-Stop.

Following his Boston p.s., the performer moved on to Cleveland, Detroit and Chicago, the last city on the trek. Besides deit dept. stores, the artist visits in each city, Roger visited top downtown stores and细则holed receptions at leading hotels. Distributors prepared for each visit by taking space in local newspapers to coincide with Roger's stay and by making sure display pieces were in the hands of dealers.

New Talent Gets Big Push Via New Albums From Kapp

NEW YORK—Kapp Records is giving new talent a chance to gain a place in the sun with its new LP product. In bringing newcomers on the disk scene, the label has taken note of flowering of the folk idiom by spotlighting folk talent. One of Kapp's new albums is "Joan Toliver," a fresh talent who the company expects to be an important factor in folk-market sales.

Married and the mother of four children (three sons, one daughter), the performer first made an impression on folk fans through various appearances on the west coast. Last summer, she was able to spread the word of her art to a greater extent by touring with Harry Belafonte, at whom she auditioned and who gave her the opportunity to tour with him. A native of Berea, Kentucky, she now lives in New York. Her husband is actor Josef Sommer.

The artist is also heard in another new Kapp LP, "Midnight Hoot," which also features Miriam Makeba, The Tarriers, Billy Edd Wheeler, Jo Ann and The Simon Sisters. Latter attraction is also new to the folk disk trade. The gals' offering is also named after the performers, who have the endorsement of such a folk expert as Harry Belafonte, who auditioned her and gave her the opportunity to tour with him. A native of Berea, Kentucky, she now lives in New York. Her husband is actor Josef Sommer.

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Kapp Dresses-Up Its Long-Hair Best-Seller

NEW YORK—Kapp Records, which has made sporadic bids for the long-hair market acceptance, has brought out its best-selling long-hair international attraction in new dresses.

Diskery has released five packs in its "Opera Without Words" series and a similar number of others.

Former series, boosting sleeves, includes orchestral suites and the scores of such opera standbys as "Cavalleria Rusticana," "Madame Butterfly," (seen below) "Aida" (also shown below), "Carmen," "Tosca." All five sets feature performances of the Rome Symphony Orchestra under the direction of Ennio Savino.

Voiss's "Music For Trumpet Orchestras" series (bottom) includes performances of works by Fauré, Vivaldi, Haydn, etc. Biber, Bach, Monteverdi and others.

On three of the albums in this set, the label's big releases, Kapp Records' promo kit, includes "Four Boys from Illinois—The Lincoln's." The label is also playing up its international attractions in the new product. Italy's Claudio Villa is represented with "Bravo!" Germany's Lotte has an LP bearing her name. She came through in the U.S. awhile back with "Sailor, Sailor." From Mexico, the diskery is releasing "Vi-via! Vera Cruz" by Juan Davida and His Banda Mexicana.

The Claudio Villa and Lotte sets, by the way, represent additions to the label's new series of releases from abroad. They are marketed under the tag of "A Corners of the World—A Kapp Record.

The straight pop area is also well-represented in Kapp's new LP dates.

Kapp Tags Joan Toliver For Folk Stardom

NEW YORK—The young lady whose portrait adorns the cover of her first album for Kapp Records will be the label's big folk-market push in the months ahead.

The folk singer's LP, named after her, is one of the label's new album offerings, many of which give other new talent their first LP performances. In addition to her own package, Joan is joined by a bevy of big folk names on "Midnight Hoot," also a new Kapp release.
The Many Moons of Tony — Tony Bennett, Columbia CL 2141

Tony Bennett, with four consecutive chart-rising albums to his credit, is sure to make it five with this new session on Columbia that spotlights the singer in a variety of moods and tempos. Launching the set with his current click single, "The Little Boy," the chipset follows with polished surveys of such goodies as "I'll Be Around," "Spring In Manhattan" and a new Harold Arlen tune "So Long, Big Time."

Kismet — Mantovani, Robert Merrill, London SP 44483

London comes up with a Broadway revival that promises to be a blockbuster seller for the label. Robert Wright and George Forrest's delightful "Kismet" is beautifully recreated by a stellar cast that includes Robert Merrill, Regina Resnik, Kenneth McKellar, Adele Leigh, Ian Wallace, the Mills Brothers and a 55-piece orchestra conducted by Mantovani. It's a lustrous performance that glows from beginning to end. Waxed in phase 4 stereo, this disk is a masterful production.

Frank Fontaine Sings "How Sweet It Is" — ABC-Paramount ABC-470

Frank "Crazy Gugenheim" Fontaine skycricketed to the crest of the LP charts with his first two issues on ABC-Par, and this third chapter up in the same way has to go to the hitville path. With arrangements by Sid Feller and Bill Stegmeyer and an orchestra conducted by Hugo Winterhalter, the songs smoothly the set "Let The Rest Of The World Go By," "All I Do Is Dream Of You" and "It's The Talk Of The Town."

John Gary Encore — RCA Victor LSP 2904

John Gary, who came from left field to zoom to the top 20 of the LP charts with his debut disk on RCA Victor, comes up with a powerful second stanza that should go the same successful route. The chaster's amazing breath control, wide range and lyrical approach to a melody is much in evidence here as he gives potent readings of "Tender Is The Night," "And This Is My Beloved" and "Stranger In Paradise." Eye it for top-drawer sales.

The Times They Are A-Changin' — Bob Dylan, Columbia CL 2165

Bob Dylan, who emerged from semi-obscurity to national fame with his last best-selling "Free-wheelin'" LP, "C. And A. Shadow," "Why?" and an evocative song of Broadway, folk and pop tunes that include "Love Me Or Leave Me," "Out Of This World" and "West Side Story Medley," the package could do a blockbuster for the lark.

Johnny Winter — Cameo C 1077

Johnny Winter's slide guitar, which has been a major selling point on his recent albums, captures the listener with a vengeance on "Out Of Limits," "Brother John," "Johnny B. Goode," "Mean Mistreater" and "Peace In My Heart." And the package could do a blockbuster for the lark.

The Marketts — GMM E 4215

"Out Of Limits." — Marketts — Warner Bros. 1107

The Marketts, who are currently riding high on the charts with "Out Of Limits," tag this new Warner Bros. LP outing after the single and include eleven other teen-angled swingin' instrumental tracks. The group's distinctive blend of harmony and rhythm now sounds a bit dated. "Twilight City" and "Limits Beyond." Disk seems sure to reach the charts in no time flat.

Apollo Saturday Night — Various Artists, MGM V 55

Here's a power-packed session cut live at Gotham's famed Apollo Theatre featuring such well-known pop/R&B names as Delroy Wilson, Rufus Thomas, Otis Redding, the Coasters, Ben E. King, etc. All the excitement heard in the theatre is captured on this swingin' danceable disk. Best listening bets here include "I've Got So Much Stuff Goin' On," "I'm Leavin' Home," "Don't Play That Song" by Ben E. King.

Hey Little Cobra — Rip Cords, Columbia CL 2151

The Rip Cords tag this power-packed Columbia album after the giant single of "Hey Little Cobra" and include eleven other hard-driving hot rod items. The duets with guitar, vocals and drums carry them in good stead in top-flight, rhythmic renditions of "Here I Stand," "Little Deuce Coupe," "Drag City." Album has enough built-in success ingredients to score heavily.

Songs I've Sung On The Perry Como Show — Caterina Valente

Caterina Valente, who vocally one of the most versatile on either side of the Atlantic, uses her wide-range vocal charm and power-packed delivery to best advantage on this set of romantic and up-tempo rhythm ballads. The lark's phrasing is superb and every track is a winner. Sick hands here are "I Hate Someone," "More Than Likely" and "Stella By Starlight." The album is her most powerful to date and could happen big.

Walking With Carol Lawrence — Cameo C 1077

Carol Lawrence, who skyrocketed to national prominence in a variety of entertainment media, makes strong bid for similar success on wax with this issue. Her previous album on Cameo The songstress' delivery is vibrant and feelingful here as she dispenses warmth and vitality on a program of Broadway, folk and pop tunes that include "Love Me Or Leave Me," "Out Of This World" and "West Side Story Medley." The package could do a blockbuster for the lark.

Jonathan Winters' MAD, MAD, MAD, WORLD — Verve 15041

There is a plethora of Jonathan Winters albums on the market, most of which duplicate content, but this new issue on Philips' Comedy Series takes a different approach. The late President's historic trip to Germany in the summer of '53 is recaptured by the label with Howard K. Smith narrating the major talks by Adenauer, Brandt and the President. Included along with these words are the printed texts and pictures in an attractive jacket. The set should stir up interest.
3M IS PLEASED TO ANNOUNCE
MORE AND MORE MUSIC FOR
THE REVERE TAPE CARTRIDGE SYSTEM

Now you can choose from an ever-expanding library of superb music-on-tape for the new Revere Stereo Tape Cartridge System! Hundreds of new popular, jazz and classical selections...from many of the nation's finest recording companies...and more and more are being added every day. Contact your Revere representative for the new, growing catalog of Revere Stereo Tape Cartridges.

Revere-Wollensak Division
3M COMPANY
ST. PAUL, MINNESOTA 55119

Cash Box—February 15, 1964
HAVE A PARTY
WITH EDDY ARNOLD
WIN BIG PRIZES!

Put Eddy Arnold on display in your window and you'll enter
the big RCA Victor window display contest for February.
You'll be eligible to win beautiful Dansk salad bowls
or candelabra sets. Get ready for big profits.

RCA VICTOR

PARTY TIME FUN FOR EVERYONE
BY EDDY ARNOLD ON RCA VICTOR

STANDING 4 COLOR WINDOW DISPLAY 46" X 33"

CONTACT YOUR RCA VICTOR DISTRIBUTOR FOR COMPLETE CONTEST DETAILS TODAY!
Have a sales spree for Eddy Arnold's 20th Anniversary on RCA Victor

America's best-known songs of faith like "He Lives Next Door" and "I Love to Tell the Story." LPM/LSP-2329

A great tribute to 12 familiar Southern songs. Includes "The Battle of New Orleans" and "Moody River." LPM/LSP-2594

The best tunes of the American West like "The Streets of Laredo" and "A Cowboy's Dream." LPM/LSP-2579


Christmas with Eddy Arnold

Holiday favorites, sung in the Arnold tradition, like "Winter Wonderland" and "White Christmas." LPM/LSP-2554

Eddy Arnold Sings Them Again

Eddy's greatest performances on one record. Includes "I Walk Alone" and "Tennessee Waltz." LPM/LSP-2185

A Dozen Hits with Eddy Arnold

All-time perennial hits like "Don't Fence Me In," "Tennessee Waltz," "Sixteen Tons," and "I Don't Hurt Anymore." LPM-1293

Wanderin' with Eddy Arnold

The lonesome traveler sings a dozen mellow and tender tunes like "Down in the Valley" and "The River's Gambler." LPM-1111

Praise Him Praise Him

Eddy Arnold

The most requested and heart-warming hymns like "Near the Cross" and "Safe in the Arms of Jesus." LPM-1733

Tunes Eddy's fans never tire of hearing like "Moonlight and Roses" and "I'm Gonna Lock My Heart." LPM-1223

Outstanding selection of true American folk tunes like "Tom Dooley," "Jesse James," and "Riders in the Sky." LPM/LSP-5036

Eddy travels and sings through twelve states. Includes "Stars Fell on Alabama" and "Georgia on My Mind." LPM/LSP-1928

Eddy gives the best of advice with 12 beautiful love songs. Includes "Love and Marriage," "Love Me." LPM/LSP-2268

Popular, inspirational hymn ballads like "Crying in the Chapel," "His Hands" and "I Called on the Master." LPM-1225

A great collection of country songs! "It's a Sin," "Bouquet of Roses," "Anytime," "Molly Dazzling." LPM-1224

The Chapel on the Hill Eddy Arnold and His Guitar

All-Time Favorites Eddy Arnold

All-time perennial hits like "Don't Fence Me In," "Tennessee Waltz," "Sixteen Tons," and "I Don't Hurt Anymore." LPM-1293

Cheerful country songs like "It's a Sin," "Bouquet of Roses," "Anytime," "Molly Dazzling." LPM-1224

Tunes Eddy's fans never tire of hearing like "Moonlight and Roses" and "I'm Gonna Lock My Heart." LPM-1223

Wanderin' with Eddy Arnold

The lonesome traveler sings a dozen mellow and tender tunes like "Down in the Valley" and "The River's Gambler." LPM-1111

Christian Favorites with Eddy Arnold

Eddy Arnold

All-time perennial hits like "Don't Fence Me In," "Tennessee Waltz," "Sixteen Tons," and "I Don't Hurt Anymore." LPM-1293

Wanderin' with Eddy Arnold

The lonesome traveler sings a dozen mellow and tender tunes like "Down in the Valley" and "The River's Gambler." LPM-1111
ALBUM REVIEWS

**FABULOUS**—Dick Hyman—Command RS 8642-ND

Dick Hyman's track record of previous organ disks is mighty impressive but this new Command session of teen favorites and evergreens played on the big Lowery organs ranks as one of his best efforts to date. Hyman is in superlative form as he dishes-up some imaginative renditions of "Washington Square," "I'll Be Around," and "The Best Is Yet To Come." DeeJayas should find plenty of programmable material here.

**THE SERENDIPITY SINGERS**—Philips PHS 690-112

Originality and freshness of style are becoming increasingly rare in folk music these days. However, the Serendipities are a delightful exception to the rule. This nine-strong group of folkies and instrumentalists display a distinctive brand of harmony and imaginative, exciting form as they offer "Waggoner Lad," "Sunshine Special," and "Freedelman's Star." A group to watch.

**MERRY GRIFFIN—MY FAVORITE SONGS**—Merry Griffin—Camco 1650

Merry Griffin, who collected several gold disks a few years back, returns to the wax scene on Camco with this package of classic folk and ballroom ballads. The songwriter's deep, rich voice and warm style is natural for these lifting, melodic tunes, and he delivers them with sincerity and polish. His legion of fans will find plenty of first-rate listening material here as he reaps, "I Have Told You Lately That I Love You," "Rambing Rose" and "Marching To Pretoria."

**HONEY TONK HOOTENANNY**—Big Tiny Little—oral CRL 78741

Tiny Little, who has earned many laurels in the past for his distinct, nostalgic honky tonk musical stylings, jumps on the folk bandwagon via this top-notch, swingin' hootenanny set. While backed by a full orchestra and chorus the style is effectively spotlighted of delightful rhythmic arrangements by Tom Dooley, Tom Cat! and "Good Old Mountain Dew." Loads of potential here.

**HEINRICH NACH ST. PAUL**—Freddy—MGM E 4193

Freddy, an international favorite with more than 10 million disks sold in recent years, makes a powerful bid for acceptance on this side of the Atlantic with this album of songs of the sea sung in German and English. The songwriter uses his rich bass voice to best advantage here as he feelingly reflects the nostalgia of "In Hamburg On The Waterfront," "Son, Won't You Come Back?" and the white-back favorite "Sailor, O Sailor." The chanteur could make plenty of new friends here with the set.

**NIGHT LIFE**—The Mary Kaye Trio—29th Century Fox 4117

Here is a potent issue from 29th Century Fox spotlighting the many talents of the Mary Kaye Trio that has that money-in-the-bank sound. Some stellar vocal performances are turned in by Mary and Norman Kaye and the Trio in union. The lark serves up feelingful readings of "What's Yours," "Charade" and the group is pulsating on "Stay" and "Spring Is Here." Eke the set for some sure-fire sales activity and airtime spins.

**LOLITA SINGS IN GERMANY**—Kapp FCL 4202

Lolita, who scored an international hit a few years back with her "Sailor, Sailor" single, serves up a dozen melody laden tunes in German on this Kapp 4 Corners issue. The lark's warm voice is quite delightful and broad universal appeal and the tunes here are a top showcase for her winning style. Best bets are "Where Have All The Flowers Gone," "Dream Music" and "When We Shall Meet Again."

**THE WORLD'S GREATEST LOVE SONGS**—Harve Pressen—MGM E 1914

Harve Pressen, who won wide acclaim for his leading-man part in the Broadway musical, "Unbreakable Molly Brown," displays a big voice with a wide range and lyrical purity on this gram of evergreen romantic ballads on MGM's glow in the dark label. "If I Loved You" and "This Is My Beloved. The answer is sure to gain a big following in the set.

**PERSPECTIVE ON BUD & TRAVIS**—Liberty LP 270A

Although folk fads come and go Bud and Travis continue with their distinctive stylings unmoored by the fickle determinations of the public. The two folkies boast an authentic, moving a prose as they go through their musical paces with intense feeling for their material. The two are superb on "Maria Christina," "Never W'marry" and "Se Long, Stay Well."

**FOLK-DIYE JAMBOREE**—Living Guitars RCA Camden CAS 5581

Here's a swinging session of folk tunes with touch of Dixie added for flavor on RCA Camden Living Guitars. Most of the tunes here have been around a long time but these sparkling updates treatments make for first-rate listening pleasure. More recent items included here are "Blowin' In The Wind," "Washington Square" and "Statue's Night." A good item for the dance buffs.

**GEORGE JONES SINGS MORE NEW FAVORITES**—United Artists US 6335

Over the years George Jones has managed to come up with an amazing batch of country hits. On this new UA disk the vet chart offers varied selection of ballads and novelties, all of which are recent vintage Jones chart triumphs. The artist is in fine form as he renders feelingly rich-toned backings of "Wrong Number," "I'm Sorry," "Killed Her Heart," "Hello" and other hits. One of the best albums that George has cut in quite a while.

**DEUCES, TS, ROADSTERS & DRUMS**—RCA Victor LSP 2240

Hal Blaine and the Cougars unleash their instrumental talents on this package of hot r'n'b from RCA Victor. Powerful rhythm becomes the dominant element as they inject light and exciting rhythms of dozen instrumentals tagged after their wheel. Fast-paced and rhythmic bands here are "Blues 'n' Boogie II," "Green Monster" and "Nashville Gepe." The kids'll dig these sounds.

**THE MOODS AND THE MUSIC OF LARRY DOUGLAS**—Kapp KL 6190

Larry Douglas conducts his 35-piece orchestra on this eight-voice choral group on this program original compositions that musically depict city of Paris. The composer-conductor is a realist of melody and the top-drawer Pierre Derivencourt-Jean Pierre Lacroix arrangements lush and full. Loads of first-rate listening material to be had here as the ord and wordless choral render "You'll Know When You See Her," "A New Tomorrow" and "Seabreeze."
THE MONSTER INSTRUMENTAL HIT OF '64...
It's On Canadian American

Selling Like Their Million Seller "SLEEPWALK"...
Santo & Johnny Are Back As The Top Instrumentalists Of The New Year!

"I'LL REMEMBER IN THE STILL OF THE NIGHT"
CA-164

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SanTo & JohnNy
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IN THE STILL OF THE NIGHT
CALP 1014 SCALP 1014

SHERRY • LOCOMOTION • SLEEP WALK • SAVE THE LAST DANCE FOR ME
TEAR DROP • ROAD BLOCK • I'LL REMEMBER IN THE STILL OF THE NIGHT
DREAM LOVER • TIKIQUILA • SIMOUIETTES • SHAKE, RATTLE & ROLL
CRYING IN THE CHAPEL

or SHERRY
LOCOMOTION
SLEEP WALK
SAVE THE LAST DANCE FOR ME
TEAR DROP • ROAD BLOCK • I'LL REMEMBER IN THE STILL OF THE NIGHT
DREAM LOVER • TIKIQUILA • SIMOUIETTES • SHAKE, RATTLE & ROLL
CRYING IN THE CHAPEL

Personal Management
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Santo & Johnny
CALP 1001 SCALP 1001
COME ON IN CALP 1006 SCALP 1006
ENCORE SANTO & JOHNNY CALP 1002 SCALP 1002
AROUND THE WORLD CALP 1009 SCALP 1009
HAWAII CALP 1004 SCALP 1004
OFF SHORE CALP 1011 SCALP 1011

United States Lines

Cash Box—February 15, 1964
Columbia Presents Awards In Dealer Contest

CHICAGO—The above photos show the first place winner and the inscribed plaques awarded to all winners in the Columbia Records Dealer Merchandising Contest. In the upper pic (left to right) Paul Smith, local branch manager of Columbia's distributor, Berries Best of the Best Record Shop also received a set of golf award, and Dick Van Gorp, regional sales manager for the label are shown at the presentation ceremony. In the lower pic the plaques given to Lombard TV, North Shore Talking Machine, Hollender Music and Bunch TV and Records are shown. The Best Record Shop also received a set of golf clubs, with a stereo phone going to the second place winner, and transistor clock radios for the 3rd, 4th and 5th place winners.

ALBUM REVIEWS

JAZZ PICKS

"BOBBY HACKETT PLAYS THE MUSIC OF BERT KEMPFFERT"—Epic LN 24889

Bobby Hackett offers a musical tribute to Bert Kaempfert on this melodic set of tunes made popular by the vet orchestra. The trumpeter gives each selection his individual, distinctive attention as he goes through his paces with all of his expected point and verve. Hackett shines on "Wonderland By Night," "Now And Forever" and "Sunday In Saigon." Fine fare for either dancing or listening pleasure.

"BROTHER JACK AT THE JAZZ WORKSHOP LIVE!"—Jack McDuff—Prestige 2786

Jack McDuff's LP on Prestige "Live" pulled plenty of coin for the organist and this new session cut live at the Jazz Workshop a sure to meet with the same wide acceptance. McDuff is modern without being extreme and传统 without seeming square and the new bands here are geared for universal appeal. Brigadiers in "Blues I & II." "Grease Monkey," "Vas Peris" and "Jive Samba." Heavy sales an indicated.

JAZZ BEST BETS

"TOBACCO ROAD"—Lou Rawls—Capitol ST 2401

With each new album Lou Rawls significantly gains in stature and poise. On this new set the blues songster displays an emotional power and conviction never evidenced on his previous recordings. While backed by a full band, Rawls follows a similar path in singing his own "Tobacco Road," "Cotton Fields" and "Blue For A Four String Guitar." LP should create plenty of excitement.

"A NEW PERSPECTIVE"—Donald Byrd—Blue Note 4124

Here's an off-beat, interesting set coupling the midstream jazz artistry of trumpeter Donald Byrd with an eight-piece chorus and band. Byrd does not attempt to blend in with the band and chorus instead, he makes his highly personal musical statements which, in a lyrical sense, compliments the other happenings on the disk. Standout cuts are "The Black Disc." "Pleasant late-hours mood companion.

"COMIN' IN THE BACK DOOR"—Wynton Kelly—Vee-Jay 5576

Ace jazz saxes Wynton Kelly teams up with a accomplished group of musicians including Kenny Burrell (guitar), Paul Chambers (bass) and Jimmy Heath (drums) on a delightful session for flying Victor outing. Kelly does not resort to gimmicks but renders each item in an amusing, honest fashion. Among the most enjoyable tracks are "Don't Wait Too Long," "The Bitter End," "To Kill A Mockingbird," "Superior listener throughout.

CLASSICAL PICKS

PROKOFIEV: Classical Symphony, Op. 25, Eugene Ormandy conducting the Philadelphia Orchestra—Columbia ML 5945

Prokofiev's Forty-seven year old "Classical Symphony, Op. 25" is given a superb reading by Eugene Ormandy and the Philadelphia Orchestra of the new classic offered from Columbia. Conductor captures all of the work's buoyant, soaring constructions in his straight-forward interpretation. The disk also contains other Prokofiev selections including his famous "Suite For Two Pianos, Love For Three Oranges." A standout achievement.

GROFE: Grand Canyon Suite, London Festival Orchestra/Stanley Black—London SP 21602

London Records debuts a new concept in stereo phase 4 with this performance of Ferde Grofe's Grand Canyon Suite by the London Festival Orchestra conducted by Stanley Black. Here's a pc standard with classical proportions and this version is sure to bring the traffic into the store. The stereo is crisp and brilliant and completely without gimmicks and the conductor's presentation as fresh and satisfying as it was when it was first performed three decades ago. Strong potential here.

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

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Cash Box—February 15, 1964
TOP 50
IN R&B LOCATIONS

Cash Box

HERE'S A HEART
Diplomats (Alrock 1004)

HAREM
Ashok Bak (Astra 4188)

CAN HEAT/MATILDA, MATILDA
Johnny Smith (Blue Note 1905)

I'M TRAVELIN' ON
Jockie Wilson (Brooklyn 3526)

STAY WITH ME
Nick Noble (Chess 1879)

AND ON
Jerry Vale (Columbia 4925)

I ADORE YOU
Patti Page (Columbia 4296)

WHO'S BEEN SLEEPING IN MY BED
Linda Scott (Congress 204)

SCATTER SHIELD
Singers (Starr 1879)

THE LA-DE-DA SONG
Village Spangers (Epic 9655)

I'M LEAVING
Johnny Hargrove (Garnet 4058)

IT Ain'T NO USE
Low Johnson (Hilltop 351)

HELLO DOLLY
Louis Armstrong (Kapp 573)

THEME FROM 'CARDINAL'
Roger Williams (Kapp 569)

SNEAKY SUE
Paul Love & Pettitmons (Kapp 563)

GIVING BACK TO LOUISIANA
Brace Channel (LexCom 122)

I'M MAKING YOU
Bobby V. Liberty (Son 506)

NEVER LEAVE ME
Strattons (G'Dell 106)

BE MY GIRL
Donovans (Pankow 901)

FROM ROCKING HORSE TO ROCKING CHAIR
Paul Addis (RCA Victor 8311)

KISSIN' COUSINS
Evie Shull (RCA Victor 8307)

STAY WITH ME
Frank Sinatra (Reprise 20248)

STRANGER ON EARTH
Dinah Washington (Boulette 4334)

I'M WATCHING EVERY LITTLE MOVE THAT YOU MAKE
Little Piggy March (RCA Victor 8302)

MOLLY
Evie Arnold (RCA Victor 8394)

TELL ME MARY
Garnet Mimms (RCA 641)

OUT OF THIS WORLD
Gene Washington (Wand 147)

ALL MY TRIALS
Dick & Dee Dee (New Era Bros. 5417)

HELLO YOUNG LOVERS
Jimmy Durant (Warner Bros. 5148)

NEW ADDITIONS to TOP 100

71—GLAD ALL OVER
Dave Clark Five (Epic 9565)

72—FUN, FUN, FUN
Bee Gees (Capitol 5186)

73—BLUE WATER
Connie Francis (RCA 1224)

74—PINK DOMINIQUE
Crescent (One 2117)

75—WHAT'S EASY FOR TWO
Mary Wells (Motown 1048)

76—GREAT SPOON
Mark Hope (Federal 12508)

77—PAINT IN MY HEART
Carl Riddick (Vee Jay 172)

78—LITTLE BOY
Crisell & Styles (Capitol 312)

79—THE NITTY, GRITTY
Shelley Ellis (Columbia 302)

80—SO FAR AWAY
Caryn Jovita (Sue 960)

81—IT'S ALL RIGHT
Impressions (ABC Paramount 10487)

82—WHERE DO I GO WRONG
Decide Short (Cameo 296)

83—LEAVING HERE
Edie Holland (Motown 1052)

84—MY TRUE CARRIE LOVE
Hot Cats (Capitol 5126)

85—YOU'RE NO GOOD
Bette Everett (Vee Jay 564)

86—DON'T STOP SINGING
Ruby Brand (Duke 119)

87—I'LL BE THERE
Linda Clinton (Epic 1001)

88—BIRD DANCE BEAT
Tappin' (Gordy 4002)

89—YOUNG AND IN LOVE
Chris Conley (RCA 12114)

90—BIG CROWD
Connie Francis (Mercury 1057)

91—YOU CAN'T DO IT AGAIN
Herman's Hermits (Columbia 3916)

92—THE RIGHT THING IS HAPPENING
Little Jr. Parker (Duke 377)

93—CHUBBY CHECKER
Chubby Checker (Parkway 896)

94—YOU CAN'T DO IT AGAIN
Herman's Hermits (Columbia 3916)

95—I CAN'T STOP SINGING
Ruby Brand (Duke 119)

96—I'LL BE THERE (To Bring You Love)
Bobby V. Liberty (Son 506)

97—UPPER OAKLEY GROOVE
Tina Turner (London 1034)

98—HE WILL HAVE TO GO
Sunny Burke (Atlantic 2278)

99—WHAT WOMAN, LOVE AND A MAN
Tony Clarke (Chess 1880)

100—HIGH ON A HILL
Scott English (Spokane 4003)

AIMED at OPS

AT LONG LAST LOVE/MY KIND OF MAN
Murray Arnold & Trio—Decca 25628

NEW Veep - NEW Staff

LOS ANGELES—Al Bennett, president of Liberty Records, parent company of Imperial Records, last week announced the appointment of Bob Skaff as a vice-president of Imperial. In line with the Skaff move, other key executive appointments were made in the Imperial organization. Shown (left to right in the left picture are Eddie Ray, A&R coordinator, Ken Reverbich, national sales manager, Skaff and Bennett. Pictured in the right picture is Bennie Roker, Gotham-based promo director.

Cash Box—February 15, 1964
FEBRUARY IS TWO GREAT MONTHS!

CONNIE FRANCIS MONTH ON

Special merchandising on Connie's entire catalog on MGM, including these big best-sellers:

- In the Summer of His Years (E/E 470)
- The Very Best of Connie Francis (E/E 4187)
- Greatest American Waltzes (E/E 4145)
- Modern Italian Hits (E/E 4103)

ELLAT FITZGERALD MONTH ON

Month-long promotion of Ella's complete Verve catalog, including these big best-sellers:

- The George & Ira Gershwin Song Books (5 LPs) (E/E 4103)
- These Are the Blues (E/E 4107)
- Ella & Basie (E/E 4101)
- Ella Sings Broadway (E/E 4102)

MGM RECORDS AND VERVE RECORDS ARE DIVISIONS OF METRO-GOLDWYN-MAYER, INC.

Special point-of-sale material, window streamers, decorations, posters, flyers, etc. make every store a Connie & Ella festival!
NEW YORK—Hans Williams, Jr. (left), who is currently clicking in both the pop and country departments with his initial MGM single release of "Long Gone Lonesome Blues," a year-back hit of his famous late father, is pictured above at his MGM inking ceremonies with his mother-manager, Audrey Williams, and Arnold Maxim, president of the label.

Capitol Disk Club Makes Exec Appointments

HOLLYWOOD—Daniel C. Bonbright, president of Capitol Record Club, Inc., has announced that Ron Beyl, who has been appointed administrator of special merchandising. Beyl, who is formerly administrator of the Record Club, will be responsible for the merchandising of products, other than those manufactured by Capitol Records, which will be marketed through the Club. Temporarily, Beyl will also cover the work that was performed by John Phillips, who has resigned.

Bonbright also announced that William A. Scheck has been employed as the administrator of operations. In this position, Scheck will be responsible for the fulfillment, credit and the general administrative functions of the Record Club. Scheck has most recently been the assistant director of operations for the Columbia Record Club. Prior to that time, he was with Hallmark Cards, Inc. and Montgomery Ward and Company. Both men will report directly to Bonbright.

New Vinton Single . . . It's An Evergreen Again

NEW YORK—Bobby Vinton's follow-up single to "There! I've Said It Again," a Top 10 offering, is being reissued by Epic Records.

The tune, "My Heart Belongs To Only You" (backed by "Warm & Tender"), is the third straight evergreen cut by the artist for singles release. Prior to "There!," he cut "Blue Velvet," another big success. Both ends of the new deck were arranged and conducted by Stan Appelbaum, who performed a similar stunt on "There!" with Bob Morgan. Epic's exec pop A&R produced, in on the production end.

**ALBUM PLANS**

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

**ABC-PARAMOUNT**

12 1/2% discount on all albums, including ABC-Pax and Impulse! Expires: March 31.

**ATLANTIC**

Regret Adjustment:** 12½% discount on all L.P.'s. 10-08-69 billing. Expires: March 31.

**CAMEO-PARKWAY**

10% discount on all albums. Expires: Feb. 15.

**CARIB**

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

**DECCA-CORAL-BRUNSWICK**

"Up Front Country More 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 in qualified dealers. Expires: Feb. 28.

**MERCURY-WING**


**NASHBORO**

Buy-7-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.

**PHILIPS**


**PRESTIGE**

All labels on a 10% discount until further notice. John Coteene albums (Prestige 700 Series) are available on a buy 15 get 4 basis until March 31.

**REQUEST**

LP catalog available on a buy-10-get-5-free basis. Described as a limited-time offer.

**ROULETTE**

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

**SIMS**

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

**SMASH**

"You'll Be a Smash of a Leap Year:" 12 1/2% discount on all Smash and Fontana albums.

**STARDAY**

"The Wonderful World of Country Music Sales Plans:" 15% discount on all regular-priced merchandise. 10% discount on Starday's economy line of over 100 L.P.'s dating at $1.98. 100% exchange privilege, dated billing and coop ads available from distrib. Described as a winter plan.

**TAMLA-MOTOWN-GORDY**

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

**VEE JAY**

10% discount on LP's.

**Ethel Ennis Feted By RCA Victor In Chicago**

CHICAGO—Ethel Ennis, (right pic), a recent RCA Victor product, was recently feted by the label's distributor here in the Lake Tower Hotel. The lady entertained the guests with excerpts from her debut LP, "This Is Ethel Ennis." Shown in the left photo are (left to right) Cash Box correspondent Left Brooks, Pat Kelleher of RCA Victor, Bob (Coffeehead) Larsen of Wind and Marty Hirsch of RCA Victor Distributors.
Brand NEW Albums on DECCA

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BILL ANDERSON SINGS

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THE RED FOLEY STORY

GOLDEN GOSPEL FAVORITES

BILL ANDERSON

HIGHWAY TO HEAVEN

JIMMIE DAVIS

THE RED FOLEY STORY

DXB 177

GOLDEN GOSPEL FAVORITES

BILLY GRAMMER

Gospel Guitar

COUNTRY HIT PARADE, GOLDIE HILL

WEBB PIERCE

SANDS OF GOLD

ERNEST TUBB

Just Call Me Lonesome

COUNTRY HIT PARADE

GOLDIE HILL

WEBB PIERCE

SANDS OF GOLD

ERNEST TUBB PRESENTS

THE TEXAS TROUBADOURS

COUNTRY HIT PARADE

GOLDIE HILL

WEBB PIERCE

SANDS OF GOLD

ERNEST TUBB PRESENTS

THE TEXAS TROUBADOURS

ON STAGE AT THE GRAND OLE OPRY

RED SOVINE

KATY WELLS

ESPECIALLY FOR YOU

KATY WELLS

TAKING THY CROSS

TAKING THY CROSS

ON STAGE AT THE GRAND OLE OPRY

VARIOUS ARTISTS

NOW AVAILABLE AT ALL DECCA BRANCHES

Cash Box—February 15, 1964
NEW YORK: At Martino, scoring on all the charts with his "Living A Lie" single & LP on Capitol, the boy from Montreal that the temp hits 20 below and he could use a pair of long hankies. "Right Now," things are humming for Al. "Let Them Talk," lighting a fire under a new singing group named Rick, Tinker & Scotty. One of the comic curios around town is Bill Cosby who's just finished a stint at Basin Street East, another appearance is due at the Parlor Show and is now heading for the Diplomat in Miami. The last man is packed to Warner Bros. The Honeymooners and Atom Valley keep things hummin' at the Red Onion on Gotham's East side. Jim Crowley Jr., son of the famous Notre Dame gridiron star, has been signed to an unlimited engagement at the Sign Of The Dove. The young pianist has never toured the piggies. Joe Lan- sing made her New York debut last week at the Living Room. The dark will also star in a new TV series next season with Mickey Shawneeney called "The Jones Boy." "Tinker Bell" by Max Brown, who put words to a string of hits during the past year, is doing the lyrics for a new "To Market To Market." With book and music by Dr. Maurice Tav- lor & Art Gordon. The show had its first auditions in Philadelphia recently with another scheduled for New York in the near future. Tom O'Neill, the creator and producer of the two "Strange Truths" LP's on the Petal label, has announced plans for trips into the interiors of Mexico and South America to find more material.

London's assistant branch man,ager, Frank LaRocca, signed a new group called The Runarounds last week to a performance at St. Mi-chael's Church in Brooklyn where the kids were well received. The group also has a new single, "Let Them Talk" on the Tattie label. Eydie Gorme to guest on the Jimmy Dean Show this week (13) and do two numbers from her new Columbia LP, "Gorme Country Style." Peggy Staftt Coulidge, pianist-composer who scored in a series of concerts behind the iron curtain last year, is producing a show. Channel 9's Marty Guney has been signed by Mer- cury to cut an LP on the amusing songs made by the kids he views on his show. Marla Randall, 3-D wax artist, will cut an LP tagged, "A Trick That's For The Kids." With which she will feature songs of seven young artists working in the lan-guage of the country. British songstress Kathy Keegan has been signed by Don Costa Pro-

The Bolson label tagged "Watch Your Step" backed with "Big City Boy," and have played a host of college campuses, and been signed by Murray The K for a ten-day stint at the Brooklyn Fox Theater. In last week's single reviews the tune "You Know You Don't Want Me" by Con- nie Francis (MGM) was credited to the musical "Foxy."—We hasten to advise that it is not. Dave Edel- man, producer and A&R man for Cameo-Parkway, has left the label and is looking for a new producing assignment. Dave can be reached at 437 Rice's Mill Road, Yonemote, Pa. He was the producer on the Mervyn Ferguson, Merr Griffin and Carol Lawrence albums recently released.

Robby Vinton & Vaughn Monroe will receive annual Mike Awards from KDKA Pittsburgh this week (10). Anita Bryant on Girl Talk Feb. 17th, is in town to cut some sides with Bob Mones producing. Dick Dangles With The Sales & Pro-

Beattle Hair" by the Swans (Cameo) looks like a winner, along with the debut LP, "An Evening With Lawrence," Johnny Lind of Su- vey Music books "The Greatest" by Perrells (ABC-Par) as the greatest Atlantic's Bob Kornheiser signed with the rolling sales on Ben- king's "What Now My Love" (At- co) and the two-sided hit potential for "Tiek Tack Toe" and "Mo Oinson" by Booker T & the MG's, with the "Tiek Tack Toe" side beginning to show a slight edge. Jack Fine just smiles over the airplane building for "Gotta Find A Way" by Terres Lindsay (Correc-Tone) and "Tie Harem" by Acker Bilk (Atco). The Amy-Mia hat trick with "Man of Man" by Gen. Doug. & the Amy-Mia ball trick things buzzing for two newies tagged "I Ain't No Use" by Lou Johnson (Hill- top) and "I Love You" by Ed Louis (Surf). Mike Kelly of R.georgia dropped by to tell us that the new "Jazz Portrait Of Roger Kellie- way" is getting plenty of spins.

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Cash Box

Joe DeAngelis items that his female group Lorraine & the Socialites (Mere) will soon have a Madara & White-produced deck and that the girls will go on a promo tour. Tom Shannon of WGR in Buffalo notes that "Rock City" and "Red River Rock" by a new group called Kathy Lynn & the Playboys (Lawn) show plenty of potential. According to Motty Wax, Jack LaFor's new single, "My Funny Valentine" backed with "My Nemesis" is meeting with huge success in the Met area—that area will also have a new LP in the near future dubbed, "You Fascinate Me So." Elliot Blaine of Jubilee info that "Ezto Stuart Arrives At Carnegie Hall" and "The Funny Side of Old Bailey" have both passed the 20,000 mark. . . . John Record's David Greenman sez he's got his possible in some Of These Days" by Andy Ditto and "Midnight Joe" by Lorna Doe. . . . Liberty's Jim Brown says Bobby Vee's "I'll Make You Mine" is a solid smash in Gotham.

CHICAGO:

As predicted by Chess' sales topper Max Cooperstein, the Tommy Tucker version of "If He Had Speakers" (Checker) is making its mark on the national scene after proving a click in Chi. Also gaining ground rapidly, according to Max, is Tony Clarke's "A Man's a Man" (Chess). Congrats to Jim Golden, co-founder of USA Records, who tied the matrimonial knot with lovely Virginia Greenwood last Sunday. They're now expecting a "bit of "California Sun")! Before departing Jim info'd he has a promising new single on the Ray Goodman label called "Roo-Buh-Doo-Buh-Doo" by The State men. Last week's news item credited Nick Mass as writer of "A Chance To Live," the theme for the Leukemia Society's fund drive. Actually, the writer is Tom DeCillis (Victor Frondo) who was in town last week issuing a strong plea to the industry for aid in the unceasing battle against Leukemia. It's always nice to hear from Columbia's Granville (Granny) White who made it a point to buzz us about the current Artha Franklin offering "Won't Be Long" (Columbia). Granny sez it's a whopper. . . . Center of excitement at Apollo Record Dist., is a Riverside single by Johnny Lyle titled "Village Alley... . . . Doc Siegel, an engineer at ABC-TV and Boulevard Recording Studios for many years, has left his local post to join Gold Star Recording (Chattanooga) in Hollywood. Smash topper Charlie Faye raves about an LP sleeper on Fontana titled "Melodies Of Japan," which contains updated readings of Japanese children's songs, rendered by Johnny Gregory. Label's clipping a single from it, "Growing Up," for release shortly. . . . Freelancer Paul Gallis is running with the new Louis Prima-Gia Maione offering "The Best Is Yet To Come." Starring Mason Slagel's group, which the pair performed on Johnny Carson's TV show (2/5) "The King Pin" by Vicki Belmonte (Felsted) and its opposite side by Bobby Christian (Mai). . . . Stacy Records' sales head John Dolan is exceptionally pleased with Chi response to a new side by Renee Roberts titled "I Don't Miss You Anymore." (Stacy), which was written by Sonny Schuler whose hit credits include "Don't Wait Too Long" by Larry Lerrer arranged a block of radio TV shots, during their local nitty gritty dates, for Kai Winding who's appearing at the Celebrity Lounge and Joe Williams, current attraction at Al Williams' (of the dancing Steve Bros.) Sutherland Club. Bill Bullinger, midwest promo man at newly opened B & W Dist. Corp. tells us the firm's off and running with some promising material in "What'a'cha Wanna Do" by Johnny Talbot (Red Fire), "Harper's Ferry" by Walt Harper (Gateway) and jazz LP "Harold Bitters Even Better" (Gateway). . . . Larry Mell of Maxx Records was in town last week promoting the new Ed Townsend deck "I Love You... . . . A couple of A&M's upcoming on screen: Jim Casady, handling Warner Bros-Reprise, currently working on "It's In His Kiss" by Ramona King (WB), "All My Trials" by Dick & DeeDee (WB) and "I Thought Him" by Gloria Scott & The Tonettes; and John Wentzil, covering this area for Midwest-Mercury and reporting action on Johnny Mathis "Eye Bye Barbara," Elly McPhatter's "Here In The Heart Of Harlem" and "Tell Old Bill" by the Chad Mitchell Trio. . . . Order of the day at Garms Dist. is the potent new Ray Charles single "Baby Don't You Cry" (ABC). Bobby Garms adds some praise for The Cordiale "I'm A War Whore" (Big Top) and "Loan Me A Handkerchief" by Danny White (ABC). Annette Funicello was a Chi visitor last week heralding her current Walt Disney movie "The Misadventures Of Merlin Jones." . . . Promo men in motion: Frank Scardino, boasting red hot cargo in "Haunted House" b/w "I'm Traveling On" by Jackie Wilson (Brunswick); label bow "How Sweet It Is" b/w "I Rise I Fall" by Jay (formerly of Jay & The Americans), "A Little White Gardenia" by The Dimensions (Coral) and "Ol' Man Music" by Christopher (Columbia) by Cozy Cole (Coral). . . . Jim Snell, going all out for Garnet Mimms' "I'm A Man You Want Me" (UA), "Hey Big Boy" by The Secrets (Philips) and "Freaked Little Man" by The Serendipity Singers (Philips). . . .

Cash Box—February 15, 1964
THE STARS SHINE ON

THE ABERBACH GROUP
SEK, New York, N.Y.

THE FOURMOST
I'm in Love
Atco 6285

THE STARS SHINE ON

THE ABERBACH GROUP

THE STARS SHINE ON

THE ABERBACH GROUP

THE STARS SHINE ON
charged and ready to blast off from twentieth century fox records

billy b/w under age
Fox 466 Betty Madigan

finders keepers b/w
Fox 468 The Shepherd Sisters A Bob Crewe Production

no matter what
the people say

i wish that he
would call me

the glory of love

i need you so

TCF 10 Martine Dalton & Bennie Bunn
TCF 12 Dean Barlow

WATCH FOR THEM!

20th CENTURY FOX RECORDS
Bertha Porter: Gal Behind The Scenes

NEW YORK—In the world of radio broadcasting most of the attention, glamour and praise are given to the "names on the air," the disk jockeys, newscasters and announcers whose names become household words in their local areas.

Those behind the scenes who give them the wherewithal to attain recognition are rarely heard of. One such behind-the-scenes personality, who has become a legend in her own area, is Bertha Porter, music librarian of WDBR in Hartford, Conn. To her colleagues, Bertha Porter is the one vital factor in the scheme of things at the station that makes it one of the most successful in the state.

A day in the life of Bertha Porter reads like a day in the life of a high-pressure, government official. Bertha is at her desk before 8 o'clock in the morning, except in the winter when the forecast is snow—then she remains at the station overnight to avoid missing a disk. The days begin with the opening, sorting and classifying of mail pertaining to contests, promotional gimmicks and anything of that general nature.

WDBR is a promotion-minded station and the mail can include from three to fifteen-hundred letters a day. She diligently reads all tune requests and the mail pertaining to new contests, promotions and gimmicks. Once this chore is out of the way, she turns to her programming duties which are gigantic in scope. Bertha personally selects every disk to be played that day and types up a play list for every deejay's show in the order to be played. They are stacked in order for the spinner to pick up on his way to the studio. This task alone necessitates spending five hours a day, five days a week.

Five jockeys, each of whom is on the air five hours a day. No deejay ever picks his own records—all he does is follow the music sheet.

Bertha Porter's duties also include answering the telephone when the station is sponsoring a contest, attending meetings with the program director, assisting in the devising of promotional gimmicks, and tailoring promotion men from the many record companies. The latter is definitely a maybe situation. Bertha will see local promo reps any time they have anything new to tell her. She is rarely seen on the scene. Her explanation for this is succinct: "What can you tell me that I can't learn from your local representative?" All of these activities take until 7 or 8 o'clock at night with only a short break for lunch. For Bertha Porter, lunch is strictly social.

If the local promo men mentions a record during lunch he is liable to finish alone, or at best in utter silence. Bertha Porter is 49 years old and has been doing this job for 17 years. She admittedly, is not overly fond of today's sound in pop music, but she says she's capable of completely sublimating her own personal tastes in order to choose the right disks to be played on the air.

If a disk is rejected at the station with an uncanny sense of teen sounds, and, it is said, she has 90 to 95% of them on the air, and eventually land on the Cash Box Top 100, most often within the Top 15.

On a normal weekend, Bertha works Friday morning, takes off in the afternoon and returns to the station in the evening to work the night shift to listen to all the records that have come in during the

New York shows

3 Musicals Delay Broadway Opening Nights

NEW YORK—It's a long road to Broadway opening night for three major musicals.

Jockeys, each of and and the mail can include their official premiere from Feb. 15 to Feb. 27. The show, starring Steve Law- rence, Sally Ann Howes and Schaak, is being re-worked by Abe Burrows.

"Funny Girl," starring Barbara Streisand as Fanny Brice, is on the road (Philadelphia) and has de- laid its Broadway bow to Mar. 14 after a previews opening on Feb. 27.

The opening of the Bert Lahr- starred vehicle, "Foxy," has had a tough time making the Broadway scene for nearly a year. It was finally due this week, but late last week opening was shifted to Feb. 27.

The original cast LPs of each show will be heard on three different labels. The label also includes records of other three other musicals offering them in with Beatlemania. Later on, the show, "The King's Thing," it will be heard on "The Haircut" by The Haircuts. The label also includes records of "The True Carriers" and "The Boosters." These three shows by PEACOCK, "I Want To Hold Your Hand," the chart topper for the third straight week. There are three additional Capitol dates on the Top 100, all carrying the red-hot title "I Want To Hold Your Hand." Al Martino's: "I Love You More And More Every Day" moves from the number (the number spot to 3). Moving on to the listing for the first time is "The Beach Boys" "Fun, Fun, Fun." (72) and Nat Cole's "My True Carring Girl." The label also includes records of "The True Carriers" and "The Boosters." These three shows are: PEACOCK, "I Want To Hold Your Hand," the chart topper for the third straight week. There are three additional Capitol dates on the Top 100, all carrying the red-hot title "I Want To Hold Your Hand." Al Martino's: "I Love You More And More Every Day" moves from the number (the number spot to 3). Moving on to the listing for the first time is "The Beach Boys" "Fun, Fun, Fun." (72) and Nat Cole's "My True Carring Girl." The label also includes records of "The True Carriers" and "The Boosters." These three shows are: PEACOCK, "I Want To Hold Your Hand," the chart topper for the third straight week. There are three additional Capitol dates on the Top 100, all carrying the red-hot title "I Want To Hold Your Hand." Al Martino's: "I Love You More And More Every Day" moves from the number (the number spot to 3). Moving on to the listing for the first time is "The Beach Boys" "Fun, Fun, Fun." (72) and Nat Cole's "My True Carring Girl." The label also includes records of "The True Carriers" and "The Boosters." These three shows are: PEACOCK, "I Want To Hold Your Hand," the chart topper for the third straight week. There are three additional Capitol dates on the Top 100, all carrying the red-hot title "I Want To Hold Your Hand." Al Martino's: "I Love You More And More Every Day" moves from the number (the number spot to 3). Moving on to the listing for the first time is "The Beach Boys" "Fun, Fun, Fun." (72) and Nat Cole's "My True Carring Girl." The label also includes records of "The True Carriers" and "The Boosters." These three shows are:
Victor Hosts Luncheon for Sam Cooke

NEW YORK—Sam Cooke, a consistent best-seller for RCA Victor Records, was the guest of honor at a press luncheon at Danny’s Hideaway last week (hosted by the label). Almost fifty disk jockeys and radio men were present along with reports from Seventeen, Look, Ebony, Jet, Jet Magazine, Life and Fan magazines and the trades Cooke, who spends much time on tour and has little chance to spend time in the Net area, was on hand to greet them with press and radio reps. The charter is currently clicking on the Top 100 with a new release. “Good News.”

Geezinslows In N.Y.

Nitrety Debut

NEW YORK—“Columbia Records” The Gene Simmons Brothers are currently appearing at the Little Shooters Hootenanny in New York. The group has been appearing at the nightclub since Feb. 3. Discovered by Arthur Godfrey in Austin, Texas, the folk s operaists recently debated on “Columbia” with an LP cut “Die” at the Edgewater Beach Hotel tagged “The Kooky World Of The Gene Simmons Brothers.”

New Compact Tape Producing Plant

LOS ANGELES—Irving Katz, topper of Audio Magnetics Corp., this city, manufacturers of magnetic tape, last week announced the formation of an industrial magnetic division for the manufacture of a machine to produce magnetic recording tape. The new machine consists of a compact unit containing a reverse roller, which will cost $4 inch widths or wider, and a sliding machine which cuts to 4 inch widths and winds directly on 3, 4, 5 or 7 inch reels. The machine can set up anywhere in the world and is sold on a royalty basis with code supplied to the user by the firm. The new division has already shipped two complete plants to foreign countries and currently has orders to be processed for several more units.

Set NARAS—NYU Program

NEW YORK—The program for the third annual NARAS-NYU disk industry symposium has been announced. Eight Wednesday night sessions will be taken from Mar. 11 in April 22. As will the Loew’s College Hotel at Madison Ave. and 50th St. Each session will run from 7 p.m. to 9:30 p.m. Attendance fee is $3.50. The program and guest panels include:

SESSION I

THE INFLUENCE OF RECORDS ON MUSIC

John Hammond

GEORGE AVARAH, Moderator

George Sheehan

Bob Newlin

SESSION II

RECORDING AND THE PERFORMING CAREER

Schuyler Chapin

JOHN COYER, Moderator

John Levy

Mitch Miller

SESSION III

THE REPERTOIRE PROBLEM: CLASSICAL AND JAZZ

Thomas Frost

ISAAC HOURWITZ, Moderator

Bob Thiele

SESSION IV

THE REPERTOIRE PROBLEM: POPULAR, FOLK, AND OTHERS

March 25

Bob Dylan

Joe Valamis

Steve Lawrence

Steve Sheiks

SESSION V

THE ARTIST AND THE STUDIO

April 1

Si Rady, Moderator

Quincy Jones

SESSION VI

COMPOSING AND ARRANGING FOR RECORDS

April 8

Don Costa

ARCEE BLYER, Moderator

Gunter Schuller

SESSION VII

FOCUS ON SOUND

April 15

Tom Dowd

Jack Somer

SESSION VIII

THE CREATIVE USE OF TECHNOLOGY AND THE FUTURE OF RECORDING

April 22

Milton Bobbert

BILLY TAYLOR, Moderator

TOM DOWD

PHIL ROMANO

Jack Somer

Vinton At The Villa

HOLLYWOOD—Bob Vinton (left) was a recent guest of honor at the Villa Capri here for a luncheon held in his honor by Pop Record Sales, the local Epic distributor. In the above picture he’s listening with Jack Devany (center) of Cash Box to KRLA deejay Ted Quillin. The charter is currently riding high on the charts with “There I’ve Said It Again.”

Battle Single From Hot-Rod Album

NEW YORK—Battle Records, the label of Riverside Records, has issued a single from a hot-rod sound LP by The Burning Sneaks. Sides are “Midnight Drag” and “Hard Drivin’ Man.” According to Herman D. Gimbel, head of L.P. Sales parent company, the single will retail at 79c.

HOT NEW R & B SINGLES

“I WANTA KNOW WHY” Lonesome Sundown

“COULD HAPPEN TO YOU” Lozzy Lester

“JUST A LONELY, LONELY BOY” Clifford Sweet

A BIG LP Noshboro 7016

“THE CONSOLERS” Including their great rendition of “WAITING FOR MY CHILD” New Available On A Single

NASHBORO RECORDS

Another Potent LP BROTHER JOE MAYS’ NEW GOSPEL ALBUM

Nashboro 1917

1 with 7 LP Deal

Singing Valentines

GIRL OF MY DREAMS

THAT’S MY DESIRE

MILLS MUSIC, INC.

New York, 19, N.Y.
Jester Meets Minstrels

HOLLYWOOD—Verve's comician Jonathan Winters (center), who is starred in his own TV special, is seen hammering it up with Columbia's New Christy Minstrels. The show is to be aired Feb. 20 over NBC. Winters' new comedy LP, "It's A Mad, Mad, Mad, World," bobs on Verve this week. The New Christy Minstrels are currently represented on the charts with "Ramblin'."

Nancy Wilson Signs For Nat'l Radio Ads

NEW YORK—Nancy Wilson's. Capi-toll's big-selling songstress, has been signed by the Hamms Brewing Co. to be its commercial spokeswoman for national radio. Charles H. Stern, her commercial rep, said he is presently negotiating with other national advertisers for similar deals. The performer is currently on a swing of one-nighters throughout the midwest, after which she does long-term engagements in Las Vegas, San Francisco and Los Angeles.

Award for Tony

NEW YORK—Tony Bennett was Mayor Robert F. Wagner's guest at Gracie Mansion last week for ceremonies in which the Mayor presented him with a proclamation naming the charter an honorary citizen of the Boys Towns of Italy, a special award citing his work for the needy youth of Italy. With the Mayor (left) and Bennett, who stars in a Carnegie Hall concert Feb. 21st, is Mrs. Manojetta Doellger of the Italian consulate. The singer is currently putting his home in his recently-released Columbia LP of "The Many Moods Of Tony."

Gene W. Conrad Dies

NEW YORK—Gene W. Conrad, author and playwright, died last week (4) at his home at 841 Serrano in Hollywood, Calif. The writer was stricken with a heart attack.

Conrad was the author of 20 musicals, more than 30 motion picture screenplays and also wrote material for some of the top mity performers in the country. A member of ASCAP, his credits include the Broadway musicals "Helena Poppin'" and "Laffing Room Only."

NYC Proclamation Salutes Songwriters

NEW YORK—A proclamation by the City of New York in tribute to America's songwriters will be presented by Mayor Robert F. Wagner to Stanley Adams, president of the American Society of Composers, Authors and Publishers (ASCAP) this Thursday (13), marking the 50th Anniversary of the society's existence. A second one, honoring ASCAP, organized by the late Victor Herbert and a group of his fellow writers to license their music for use in all commercial enterprises, began with a charter membership of 192 members. The Society today numbers more than 9500 writers and publishers of music, and includes the outstanding musical talent in our nation. Adams will present Mayor Wagner with a framed autograph and caricature by William Auerbach Levy of the late Victor Herbert to commemorate the occasion.

Morty Wax Merges Promo Activities Under One Roof

NEW YORK—The Morty Wax promo office has consolidated its various services under the banner of 'The House of Wax.'

One wing of the new, three-dept. operation is what firm owner Morty Wax calls The National Record Promotion Network, which handles disk promotion on the society's behalf. The other wing is Morty Wax Promotions, specializes in public relations via trade paper coverage and radio and TV interviews. A third wing is a custom pressing and production division. All these enterprises are located at 1733 Broadway, this city.

Del-Fi Inks Sandy Descher To Five-Year Pact

HOLLYWOOD—Bob Keene, president of Del-Fi Records, has announced the signing of songstress Sandy Descher to a five-year pact with the label. The 18-year old lark has also been signed by Four Star TV to appear opposite Del-Fi songstress Johnny Crawford in his new TV series, "Malcolm." Coincidentally, the singer's new single is tagged "Malcolm." Keene also announced that the label is re-releasing a single dubbed "Hippy Hippy Shake" by Chan Romero. The tune is a current bestseller in England by the Swingin' Blues Jeans and has a Beatles' sound.

Castle In Cash Box

NEW YORK—"A Classical Playback" by Leonard Bernstein check the score as they listen to a playback during their recent recording session of Copland's "Piano Concerto." The composer played the piano for the recording while Bernstein conducted the New York Philharmonic. The session was held a week ago with Columbia Masterworks' music director John McClure as producer.

Sweet Music

NEW YORK—English music hall star Roy Castle stopped up at the Cash Box editorial offices last week to promote a recently-released Warner Bros. album of "Gary Moore Presents Roy Castle." Standing (left to right) in the above pic are Castle, CB editor Ira Howard and WB promo rep Marvin Deane.

David Carroll Elected Pres. Of Chi NARAS

CHICAGO—A new slate of officers has been elected at the Chicago chapter of NARAS. The disk society's board of governors elected David Carroll as president; William R. Traut 1st vp; Mike Simpson, 2nd vp; Joseph F. Welh, secretary; A. R. Chapp, treasurer. It was also announced that John Scott Trotter, national president of NARAS, will be on hand at the chapter's next monthly meeting scheduled for Feb. 18. Trotter will arrive from New York, where he's to attend a meeting of the New York chapter's board of governors the day before.

N.Y. NARAS Signs-Up Host Of New Members

NEW YORK—Wesley Rose, Paul Evans, John Gary, John "Tots" Thielemans are Paulers (member of newly-formed Jazz Magazine) an announcement the New York chapter of NARAS, the disk awards society.

In announcing the new membership, George Avakian, president of the chapter, said that the requirentes showed the "growing awareness to the Academy's stature and importance," it was stated.

Other recent new members in the active category include Joan Deary, Ben Deutschman, George Enste, Jr., Larry Flick, Harry Gardner, Pat Goodman, Roger Hall, Kenneth Anders, Bernard Keville, Bob Lissauer, Stephen Little.

Also, Millard Martin, Bernie Miller, Don Miller, Ernie Oelrich, Skid Redwine, Don Richter, Herb Rosen, Anthony Salvatore, Nick Sangiano Jr., Bob Simpson, John Sommers, Joseph Stelmach, James Stone and Leslie Young.

The New York chapter recently instituted a stepped-up membership drive aimed towards all branches of creativity within the recording field.

Zanelli Heads Crewe's Artist Management Firm

NEW YORK—Dan Crewe, vp of Bob Crewe Productions and Generous, Inc., tours, has announced that Lew Zanelli as manager of Barnett Enterprises, Inc., artist management company. Lew Zanelli as manager of Barnett Enterprises, Inc., artist management company that are not directly associated with the Group, of companies, Zanelli will guide the professional careers of talented artists to include producer Bob Crewe. These include Atlantic's Shirley Matthews, Amy's Tracey DeJ. 20th Century Fox' Diane Renay and others.

Cash Box—February 15, 1964
For The First Time In One Album!

50 Fabulous Favorites
By A Top Selling Artist!

5 Great New Albums!!

Five Great New Albums!!!
The Record Bargain Of 1964 !!!

...All this and Sales Promotion Aids like these!

National Advertising
High Fidelity
Hi-Fi Stereo Review
Schwann Catalog
Others

Free Newspaper Ad Mats...

Free Display and Promotional Aids

United Artists Records

Truly the Proudest Name in Entertainment

www.americanradiohistory.com
BUFFALO—Cadence chanter Lenny Welch was the guest of honor at a cocktail bash during a recent appearance here. The singer, who zoomed to the top of the singles chart with his “Since I Fell For You” discing, is shown with (left to right) Pete Hess, sales and promo manager at Cadence; WGR PD Pat Patterson; Sonny Jim Kelley of WKBW; Red Salley of WYOF; and Bruce Godsby and Steve Brodie of Best and Gold Distributors.

ABC-Par Adds Promo Man For Southern Territory

NEW YORK—Sonny Woods has been named to handle promo activities in the South for ABC-Par Paramount Records. Woods, previously an announcer on radio station WJLB in Birmingham, will cover Texas, Louisiana, Arkansas, Mississippi, Tennessee, Alabama and other areas. His promo experience includes stints with Tamla-Motown, Peacock, Roulette and Chess.

Tony Webster To Pen "That Was Week" Script

NEW YORK—Tony Webster, Emmy Award recipient and author-producer of his own comedy album on Verve, "The Marriage Counselor," has been brought in to script the NBC TV series, "That Was the Week That Was."

NEW YORK—Columbia Records has announced that six four-track stereo tapes have been released for Feb., including the original cast of "The Girl Who Came To Supper," the Philadelphia orchestra conducted by Eugene Ormandy in a program of Prokofiev, Porgy & Bess, "The Wonderful World of Andy Williams," "Till The End Of Time," "The Silver Ball" and "The Return Of The Gunfighter." By Marty Robbins, and "In A Tender Mood" by Gordon Jenkins.

April & Nino Cut "Stardust"

NEW YORK—Nino Tempo & April Gornik taped into the evergreen catalog again in their latest Atco singles date. Pairs cut has earned "Stardust" as a follow-up to two smash revivals of "Deep Purple" and "Whispering." On the date, Nino adds a tenor sax opening to his singing chores. Before making the grade with his own series, he was a busy west coast jazz musician.

Jay Not On "America"

NEW YORK—In last week's story on Coral Records' signing of Jay, frontman of Jay & The Americans, it was noted that the songster had been in on the group's hit side, "Only In America." Actually, Jay, who left the group about a year ago, and has not participated on that date. The group, however, retains the full Jay persona and the Americans tag following the original Jay's departure.

Aravel Inks 2 Folk Artists

NEW YORK—Bob Borehardt, vice-president of Aravel Records, a Long Island city folk-oriented diskey, announced last week that the firm has signed Alice Lurkan, a folkstater, who has been performing in and around New York during the past several years, and folkster Al Singer, a former Milwaukee deejay, to exclusive recording contracts. Borehardt noted that the label will release albums featuring the new artists within the immediate future.

New W. Coast Pubbery

PALM SPRINGS, CALIF.—Charlotte Crowell of Palm Springs has formed a new company called Sun Palms Music, at 501 S. Calle Encilla. Copyrights will be released by Borehardt. Lyne Records, which will hit the market with six releases this month.

Briarwood Singers Booked Into Carnegie Hall

NEW YORK—The Briarwood Singers, who recently debuted on United Artists Records with an LP, "Well Well," have become the third label pactees to be booked into Carnegie Hall within a one-week period. The folkstesters will appear with the Beatles on Feb. 12.

Other UA artists recently signed to appear at the famed concert hall are Shirley Bassey who will give a concert on Feb. 10 and the husband and wife team of Riz Ortolini and Katyna Ranieri, who appeared on Feb. 8th. Ortolini is a UA pactee.

Tommy Roe Skeded For 5th Show With Beatles

NEW YORK—ABC-Paramount's Tommy Roe, currently riding the top 100 with his dishing of "Come On," has been tapped by the Beatles to appear with them at the Coliseum in Washington, D.C., on Feb. 11. The American chanteur has appeared with the famed Liverpool group four times before in England.

Sales! Sales! Sales!

By BOBBY LORD

LIFE CAN HAVE MEANING

HICKORY 1232

At 

LOCO OPERA 1232

HICKORY 1232
SUPREME NAMES SALES HEAD

GLENDALE, CALIF.—Bob Cotterell has been named sales manager of Supreme Records, according to Paul Mickelson, president of the label. Supreme, in its third year, releases religious, classical, educational and children's records. Cotterell is past sales manager of Sacred Records and has had associations with BMI, American Marketing Association, Christian Released Time Education and Bel Air Presbyterian Church Choir.

Supreme plans an "aggressive" sales program this year, and will develop new artists with varied market potential.

HURRAH MARKETS 10 LOW-PRICED ALBUMS

NEW YORK—Budget-priced Hurrah Markets, a subsid to Kimberly Records, is out with a group of 10 albums taking in a broad range of musical styles.


ANITA CARTER CUTS FOLK LP IN NEW YORK

NEW YORK—The Nashville Sound came to New York recently in the person of Anita Carter, of the famed Carter Family. The performer, brought to Gotham by Shelby Single, Mercury's director and vp, cut an album of folk songs under the direction of Mitk Okun, the folk music director-arranger who has cut such top folk names as The Chad Mitchell Trio and Peter, Paul and Mary. Idea behind the move was to give the artist a broader market sound.

PYE'S N.Y. REP PLACES LOTS OF MASTERS HERE

NEW YORK—Bealemania has apparently given L. Chetar. The Pye rep of England's Eyle label, an easier time of it placing masters here from English dislery.

In recent weeks, Chetar has placed the following sides: "Pins & Needles" by The Searchers, the current number 1 best-seller in England, on Kapp; "Theme from Dr. Strangelove" by Lorn Johnson on Colpix; "I Could Write A Book" by The Chants on Cameo; "That Boy of Mine" by The Breakaways on London; and "The Boy You're Kissing" by Mark Wynter and "Come On In" by The Sundowners, both on Jamie. In addition, a new Kenny Ball release is due out soon on Kapp.

NEW YORK—Lawrence Welk and His Champagne Music Makers will start their 10th consecutive year on TV this fall season. The ABC network show has been renewed for another 82 weeks by the J. B. Williams Co. Welk's present sponsorship contract expires June 9. The following Sat (13) will be the start of the new pact.

WELK SIGNS UP FOR 10TH YEAR ON TV

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

"442 GLENWOOD AVENUE"—Pixies Three
"HI-HEEL SNEAKERS"—Tommy Tucker
"BYE BYE BARBARA"—Johnny Mathis
"GLAD ALL OVER"—Dave Clark Five
"FUN, FUN, FUN"—Beach Boys
"BLUE WINTER"—Connie Francis
"LEAVING HERE"—Eddie Holland
"RIP VAN WINKLE"—DeVotions
"WORRIED GUY"—Johnny Tillotson
"MY TRUE CARRIE LOVE"—NAT COLE
"HE'LL HAVE TO GO"—Solomon Burke

TENNESSEE GOV. PROCLAIMS "EDDY ARNOLD MONTH"

NEW YORK—Governor Frank G. Clement of Tennessee (right) issued an official proclamation last week designating the month of February as "Eddy Arnold Month" throughout the state.

The document honoring the singer, signed by the Honorable Clement, was as follows:

Whereas, Eddy Arnold is a Colonel on my staff and a distinguished native of Tennessee, and whereas, he has celebrated his twentieth anniversary as a recording artist for the RCA Victor Company; and whereas, Colonel Arnold has risen from a Tennessee farm boy to the very pinnacle of success as an entertainer and folk artist; and whereas, On numerous occasions Colonel Arnold has served as official ambassador from Tennessee, representing his state in the highest of good traditions; and whereas, He has brought countless hours of pleasure and enjoyment to millions of people through wholesome and refined entertainment; now, therefore, I, Frank G. Clement, as governor of the State of Tennessee, do hereby proclaim the month of February, 1964, as Eddy Arnold Month in Tennessee and urge all of our citizens to give special recognition to the talents and accomplishments of this distinguished native son.

Arnold is currently on a promotion and publicity tour for RCA Victor Records, which is also honoring his 20th year on the label with a special performance honoring his 20th anniversary as an RCA Victor artist.

In addition to a brand new RCA Arnold album, "Folk Song Book" of Arnold's own songs and a catalog of packages have been selected for inclusion in the celebratory native-wide campaign.

LOU MONTE STARTS LEUKEMIA FUND IN MEMORY OF SON

NEW YORK—Lou Monte has formed the Leas Leaglione, Jr. Leukemia Foundation in memory of his son who died from the disease on Jan. 4. at the age of 21. The performer will sponsor the charity out of New York; Donations to the foundation will be sent at this time to 30 Chuckagnutt Drive, Oakand, New Jersey.

Correction

NEW YORK.—In last week's story on Lenny Hood's new firm, English credits for "Never On Sunday" should have read Billy Towne.
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 THE-recorded 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.
MIAMI

Bullseye

"KEEPING UP WITH THE JONES" (2:25) [Tree BMI—Tubb]

[Miss Rose BMI—Anderson]

LONNIE

PM.

To Love's Gonna Live Your Heart Turned Left (George Jones)

CHUCK BROWN

Back (Faron Young)

Molly Me Lonely (Jim Anderson)

Saginaw, Michigan (Lefty Frizzell)

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<td>BILL HARRISON (RCA Victor 8296)</td>
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<td>BILL HENDERSON (RCA Victor 8294)</td>
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<td>YOU'LL BE BEFORE THE FALL OF MANKIND</td>
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<td>FARRI KENSHOR (Columbia 72212)</td>
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<td>VIA FAY DEAN (Capitol 5085)</td>
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<td>TEARDROP</td>
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<td>RAY ORR (RCA Victor 8295)</td>
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<td>WIDOW MAKER</td>
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<td>JIMMY MARTIN (Capitol 37318)</td>
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<td>WELCOME TO MY WORLD</td>
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<td>MERLE KILGORE</td>
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Don Pierce of Starday Records has announced further expansion of the label's music publishing and promotion staff. From the addition of Lee Emerson who will work with Vic Willis, Tommy Hill and Eddie Wilson on the exploitation of the Starday catalog, Lee is well poised to have the very best share of the market's ratings, business and press attentions. At WPNX, WPNX will become the new to the country music field. Everyone on the station is an "A-Top 40 or 50" and we are going to attempt to combine the Top 40 showmanship and promotional activities with the mature, personality approach of the Starday stations. But there are many problems in trying to get a country music station accepted in the market. Therefore, the need of this open letter is to find others, like ourselves, who are attempting to upgrade the image of country music station in their markets. To find others that are aggressive in their on/off-air promotions. To find others that are aware of the fact that the average country music fan of today is a well educated individual who demands and expects a product that is equal or better than other stations in the same market. To find others that are not content to be "number four in four," just as "number two in town," but number one." Johnnie notes that any interested stations should write to him care of WPNX for further information.

 Besides promoting the latest records by Faron Young, Warren Robison, Carl Smith, Carlene Carter, of records by Roy Drusky, George Hamilton IV, Marie Singleton and Tom Tallie, Rich Johnson has copies of "Johnny Zero" by Merle Kilgore and "That's What Makes The World Go Around" by Claude King. Decays need copies should write to Rich at Box 3, Helen, New Mexico.

Almost immediately after Johnny Cash's appearance on "Hootenanny" he was resigned for a forthcoming show at Dartmouth. This makes two network appearances for Johnny in five weeks. Also upcoming is an appearance on Johnny Carson's "Tonight Show" the first week in March.

Tompall and the Glaser Bros. are on the road again working a string of key one-nites and personal appearances. This gang recently had to close 18,000 in a single date on a West Coast concert and will be in the vicinity of Los Angeles this week for 12,000 in one local concert.

Sterling Blythe, western director of KRLQ, San Antonio, California, and a popular Top 40 outlet, sends along word that the station is now adding an early morning country and western show to their format. Sterling says that they are in dire need of a country product and would like to add singles and LP's, both old and new.

Wiley Barkdull, formerly with the Hickory label, and his wife, Jennie, are currently enjoying much favorable reaction to their first Allstar release, "I'll Always Love You." Walt Breeland advises that a request via station mentions will be at 8758 Ruby, Houston, Texas will bring good results.

The Barkdull duo are seen twice weekly on Gulf Coast Jamboree, Houston's oldest television show.

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Belgium's Best Sellers

**FLEMISH**
1. Alién (John Lerry/Polyidor/Passe Partout)
2. Tombe Le Neige (Adamo/Pathe/Ardmore and Beechwood)
3. Tchin, Tchin (Richard Anthony/Columbia/Southern)
4. Si J'Avais Un Marteau (Claude Marconi/International)
5. If I Had A Hammer (Trini Lopez/Reprise/Essex)

**WALLOON**
1. Tombe Le Neige (Adamo/Pathe/Ardmore and Beechwood)
2. Tchin, Tchin (Richard Anthony/Columbia/Southern)
3. La Mama (Charles Aznavour/Barclay/Peter Plum)
4. Si J'Avais Un Marteau (Claude Marconi/International)
5. Le Train Des Neiges (Petula Clark/Vogue/Vogue International)
6. Ma Guitare (Johnny Halliday/Halliday/World)
7. Sixtine (Lou Neefs/Moonglow)
8. Deux Frères (Adamo/Pathe/Ardmore and Beechwood/Roda)
9. Droom Van Tien Aan De Boog (Adamo/Pathe/Ardmore and Beechwood/Roda)
10. C Est Bien Joli D Etre Copain (Le Petit Prince/Barclay)

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Cash Box - France

**France's Best Sellers**

1. La Mama (Charles Aznavour) Charles Aznavour - French Music
2. If I Had A Hammer (Lee Hayer, Soege) Triño Lopez - Tropicales
3. Deux Freres (Lee Hayer, Soege, Claude Franquis) Franquis - Tropicales
4. J'Auras Vuol (Francois Hardy) Francois Hardy - Patte Marconii
5. Le Tord Boyau (Pierre Perret) Pierre Perret - Vogue International

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Cash Box - Belgium

It's now certain that the famous guitarist ensemble of The Tornadoes who at one time were on all charts with "Tostar" is due to visit Belgium for a tour of the country. Apparently the idea has been put forward. This arrangement has been arrived at between the Robert Stigwood Group and Publibel with the result that we may make two daily appearances at different places and a TV show is also scheduled.

Cliff Richard and The Shadows are also coming to Belgium and the dates of May 6 and 9 have been set. They will be in Leuven, Brussels, Ghent and Antwerp. There is also the possibility of The Beatles coming to this country in May, although nothing has been definitely announced yet but that some dates are still open at the beginning of June.

Talking about The Beatles we would like to quote Charles Aznavour, manager of the band. Our experience with the group well as LP reaches impressive daily sales figures. And The Beatles have only really started. Mr. Garin also has been known to the successful appearance of Richard Anthony at the Atenea Belgique in Brussels. Anthony also met Adamo whom he probably will have something to say about in the first stimulations of American hits. Lately, he has been busy again translating "You'll Never Walk Alone" into "Rien Que Toi." In London, he recently recorded an LP featuring a French version of "All My Love" and at home entitled "Toi L'Amie" which will allow Wallonians and Frenchmen to catch something of the lyrics.

Willy Roelants, salamanca of Inko is at San Reno Festival where Peggy March, Paul Anka etc. of the RCA-label are performing. The latter has come out with new Elvis Presley single, featuring Mexico and "You Can't Say No To Acapulco," lifted out of the LP "Fun In Acapulco." Also new with RCA is a little Distel-disk with the French version of "Sur Un Air De Danse." And we are expecting Trini Lopez in Belgium. We are expecting Trini Lopez in Belgium.

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Cash Box - France

This weekly column starts off with news about a publishing firm. The firm in question is SEMI which is an affiliate of Southern Music in France and from whom we have just received some news in a letter by signed by Ge- dille who is in charge of the press relations. In this way we were informed that Georges Jouvin has just recorded "Les Larmes D'Une Trompette," which is the French adaptation of the Italian song "Lacrima De Una Trombetta." This grooving is a duo between Jouvin and his trumpet and Dominique Pispis, with a great rhythm section. "Quelque Chose" is a new French success and another French adaptation called "Crepuscule Tango" from the German tune "Abwhitek Tanga." Apart from the Tino Rossi record the tune has also been cut by Tani Scals, Armando, Jose Granados Jean Rapha, Tony Meller etc. It seems that this tango is going to have the name classical success as "Blauer Himmel." As we have already announced Henri Salvador has just canned "Annie," which is no other than "Little Eike Arns." With Barclay, Frankie Alamo has just recorded "Sans Les Fillas," which was adapted from Frank Gerald from the original "Just Like Eddie." Let's now talk about Brigitte Bardot who is on the Philips label and has met with the Beatles in their hotel room in Paris where their songs were written by two youngsters Jean Michel Rivat and Francis Famieres. Jean Claude Brialy has recorded "Le Tour Du Monde" a song from the new planner, Pierre Borough. To terminate with Soni let's say that the Los Machucambres have put "Maria Elena," as well as "La Ira Bamboe" and "La Bamba De Coj." Lastly, let's point out the news obtained in Belgium by a Richard Anthony tune entitled "Tchin Tchin." Must say that in France as well this record is doing well.

Still on novelty releases let's say that Editions Tutti is the lucky and happy publisher of the music from the television show "Thierry La Fonda." Jacques Williams has recorded the main theme on the Polyedur label coupled with "Boy- ard." On the Philips ticket a record of Al Casey Combo, "Easy Pickin" and "Sunset Boulevard." Has France's "Raimont-Reynau" Festival just passed another exotic place where the Beatles. It seems that the success is situated around the song "I Want To Hold Your Hand." The group ended their tour in Brussels with their second discint. Principle title seems to be "Je Sais Que Tu Triches." Just been announced for next week in release of two singles by Sheila, but impossible for us at this time to point to inform you of the titles. It appears for the time being to be a Top secret, but it is a song written by Antoine who is for the time being a songwriting a cowring disk by Rik Bertol, "Seul Parmi Les autres" and "C Est L Amarr." Danybar's Barisk who decided does not wish to quit the scene supplies us with "Poi- trin." The Beatlemania has spread to almost every corner of the map. The Beatles are in Paris till May.

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Cash Box - February 15, 1964

A Belgian Meets The Beatles

PARIS-Frans Romneys (2nd from right) CB correspondent in Belgium, is presently a visitor to the Beatles backstage at the Olympia Theatre. The Beatles quartet appeared with their CB chart status which has them ruling with five tunes.
THE BARCLAY STORY:
15 Years of Great Success

On January 26, Eddie Barclay celebrated his 70th birthday and the 15th anniversary of the record company that bears his name. Pianist, composer, orchestra leader, a maker of stars for whom he is mower and friend, President and General Director of the Compagnie Phonographique Francaise Paris, he has more than a half million albums sold in a month. Against all odds, Barclay believed in the new sound, in the new style of jazz, which he named "Hot Club," without transition, merely a first step towards a new era. When he used to deploy his own records, he'd say, "One day, I'll have a Cadillac with a chauffeur and a secretary." And he has realized all he's promised. More importantly, he has realized all he's promised others. In 25 years of music and 15 years of administrative and commercial activity, he has created an empire of "pop" music, which empire is now all-powerful.

Born in Paris on January 26, 1921, as an adolescent, Edouard Rstalk would leave the counter in the family grocer, and stand looking at the Gare de Lyon in order to get practice on the cafe piano. A few times, he'd sit down, and with a little money, he joined the "Hot Club de France." At 17, he won a contest for young pianists given by the "Hot Club," without having given himself the slightest idea as to his own future.

In 1945, he made his debut at "The Club," owned by Pierre Louis Goerin and located at 45 rue Pierre Charron. He was accompanied by his wife, Nicole. So they might remain together, he replaced "William's" and had her singing with his orchestra.

The clientele, made up mostly of young American GI's, accustomed to jazz orchestras and American names, were somewhat surprised to hear Edouard's first name that he immediately became Eddie. But from then on, he was the real Eddie. He therefore rechristened himself: Barclay, sounding loud enough and clear enough. He was offered a contract.

During the same period, Eddie began to record, but with great difficulty. Making the record his clients were practically impossible to find. The only creditable record companies of the time were more far more interested in classical music than jazz. (Classics represented 60% of sales.)

But the couple Barclay continued to fight the sensation they wished to create if they could manage to distribute American hits in France, and they finally managed to get Patachou, Marcoux to press a few titles for them.

It was on a bicycle that Eddie then decided to visit each and every record shop owner. Most record sellers were opposed to jazz and Eddie set out convincing them one by one, a regular election campaign! With all this, it was thus that after months of effort, the 100 clubs of the day found themselves in possession of a small amount of money ($2,000), just enough to permit them to gather to get to the United States, to prospect the American popular record market on the spot.

It was a man named Eddie who left, and who returned with a treasure of original masters.

Finally, on his 26th birthday in January of 1947, Eddie founded the Compagnie Phonographique Francaise and released "Play, Piano, Play," by Edouard Gouzin. One of the first American hits to cross the Sea after the war, the record won the "Grand Prix du Disque de Jazz." Despite the prize, however, and despite the $20,000 ($75,000) in one year, working capital was still laughable. By the end of 1948, Barclay was all quarrel. He had the record, the LP high fidelity, the magneto, the unbreakable microgroove.

He next took his "Hot Club" band, led by Reinhardt, Stephane Grappelli, and Emil Stern under contract, and had his vinylettes pressed and shipped directly from New York. The Barclay firm was indeed underway.

In 1950, Rene Lebas was brought in by Emil Stern to record, "Tire, Tire L'Aigrette." "La St. Bonheur," and "Ou Est-Tu Mon Amour?," whose success opened the "pop" door to Barclay. This small triumph was reinforced by Eddie Constantine: 30,000 records sold in a month. Against all odds, despite everyone, Barclay believed in Constantine and in Constantine's nappy voice. And when the movie made a star of Constantine, the sale of his records shot up like gyesers. Constantine's second release, "L'Homme Et L'Enfant" sold 500,000 copies. From $60,000 in 1945 to $440,000 in 1955... Barclay had considerably increased his turnover. Then came "The Platters." "Only You" hit a fabulous sales figure: 1 million. First time this figure was ever reached on the French market.

At an amateur contest, Eddie Barclay saw and signed Dalida, who was to become a big star, to an exclusive contract. This was in 1956. He opened a recording studio—the most modern in Europe—on the Avenue Hoche; while 143, avenue de Neuilly saw the Barclay firm move in.

To stimulate sales, he created his own competition by forming the Societe des Disques Bel-Air, Marpessa Dawn recorded, "Orfeu Negro" on Bel-Air and Dalida recorded the same title for Barclay.

He also arranged the enormous talents of Charles Aznavour, and in 1960, released those of Leo Ferré. 1961 was the turn of Rémy Marcel and 1962 that of Jacques Brel. Talent scout and perpetual contest organizer, he took the "Golf Drouot" in hand; then launched "Eddy Mitchell and les Chauvines Noires" over the Europe No. 1 radio network.

At Cannes, where his parties are the most fabulous and the most searched after, Eddie Barclay, all in seeming, not to take it very lightly managed with a laugh to extract the rights to "Les Enfants Du Pire" from Jules Dassin. Result: $600,000 in a year. Today, he promotes the "Petit Prince" who sings; he directs and records Frank Alamo; he propels Jean Ferrat and Evy, and has already engraved the titles of tomorrow on miles of ribbons of wax.

A FEW QUESTIONS ASKED OF EDDIE BARCLAY

Do you find Eddie Barclay, the businessman, has somewhat swallowed the music in him?

Always, and too much so. But from time to time, I grant myself a first class recreation period. For example, I and my large orchestra accompanied Frank Sinatra when he came to France to sing.

What do you think of money?

A proverb says: "A man without money is a wolf without teeth." It's also, I find, a marvelous tool with which to accomplish one's dreams, realize one's ideas, and offer pleasure to one's friends.

Do you make a practice of friendship?

Beyond any doubt. My friends are another form of myself. There's no, "wait until tomorrow" for them when they ask for something.

Do you have a collection? Do you like "things"?

I like people above all. And I collect records.

Eddie has 10,000 records that is among the most extraordinary record libraries in Europe, and a remarkable record for which he had the idea in the United States. But it's easy to find everywhere there. Eddie sold two minutes and thirty seconds of silence to the juke-boxes.

Would you do it all over again if you had to?

But I'm always starting over! Because each time it all has to be re-done, followed through, in a word—reinvented.
Cash Box Camera At San Remo Fest
The San Remo Contest

(Continued from page 54)

Italian entry. The interest in the event is noted to note that they were the only solo female artists to get to the finals.

The San Remo festival has been widely considered the most prestigious songwriting contest in the world. The songs heard at this year's contest were well-received, showing the high caliber of talent that could come together to create such a global hit. Beatiemania was nowhere to be found among the entries, and the youthful energy about San Remo 1964 was present in the songs themselves and in the artists chosen to sing them. The new wave of new blood and relative unknown talent to the festival obviously proved popular with the judges for the first time in many years.

The long list of names of several of its artists while not making the cut for first place at San Remo, some of the older favorites were eliminated on the first night. Only two new names came as a surprise to many people when they attended the contest this year. Both entries were of the same quality but somewhat different in style to make it appealing to a wider audience. The list of artists entered for the festival with the lead-in each week's Cash Box for the San Remo Contest was published each week in the various publications of the world's popular music artists.

From Holland came Piet Rebebroum (Dutch-Hungarian) managing director 'Ronan', (manager of 'Ronan'), and Hans Dunk (Southern Music). Well known personalities from France included the well known record producer, Roger Maratier, (Manuel Records) and Jean-Claude Baret, (Champagne Music) and Philip Boutet (Bel Air). From France, the stable of producers includes Roland of Ineleo and producer Jean Kluger (World Music).

The strong contingent from Spain brought publishers Mr. Sallin- gar (Southern Music), Augusto Al- guero (Francis Day & Hunter), Julio Clar (Armonies), Mr. Berra of Dis- verga and Cash Box representative Federico Halpern. Germany was represented by Mr. Voigt (Deutsche Grammophon) and Mr. Maubu (BPrince Records) and Editions Intros.; Dr. Karl Heinz Busse (Busse Music) and Mr. Hammerling (Noel Publishing). From Australia, Ray Stahl (Stockholm Music) and Ka- bre (Cash Box) were represented.

Record men and publishers from all over Italy who made their way to San Remo are too numerous to count but we saw Messrs. Ennio Mela, disappearing from the ranks of RCA Italiana; Grammipore Ticchetti, Carlo Giacomo, Aristide Arnab- bale and Giuseppe Piccolo from Southern Music, Milan; Mr. Riedel (Decca), and Mr. Durrant (Pye) and Mr. Bertazzoni (Cash Box) were some of the most prominent names.

The Best in Britain: Bens

One of the most interesting aspects of the new Pye-Hickey tie-up is the signing by Hickey of British star Lonnie Donegan to record in Nashville. The arrangement was made in direct contact between Budd Brydon, head of A&R and Production of Pye Records, and the talents of its roster of artists and Donegan in particular. Donegan was one of the top British artists performing in the United States and toured extensively on the West Coast, which has resulted in his becoming a popular artist in the West Coast and Central areas of the United States. Donegan's recording of the hit song "Pick Up the Slack" has been a major success in the United States and has sold over 500,000 copies in the past year. The agreement between Pye Records and Donegan will allow Donegan to continue his success in the United States and to expand his popularity in the United Kingdom.

Cash Box—February 15, 1964

International Section
DENMARK

Swedish group The Spotnicks, recording for Swe-Disc in Stockholm and featuring a new choice in several Asian countries, will do their Danish debut on April 2 or 3 with concerts in Odense and Copenhagen.

The group will stop in Denmark on their way to Norway to release their Danish charts with their "She Loves You" at Parlophone this week. Their "I Want To Hold Your Hand" appears on April 10.

It has not yet been decided which artist will be the next contracted for the local Danish Song Festival on Feb. 18. However, mostly, one can expect an American act. Schonberg will accept the offer. Ingmann and his wife Grethe were winning the Eurovision Song Contest in London last year with their "Dansvense."  

NORWAY

Norway's Wenche Myhre continues as a record breaker, having her latest record, a Norwegian version of the German song "Ich Geh' Noch Zur Arbeit." The record, a local release containing the song, was made by Øvrebø, who has done no work other than to get them a hit, a record, a major hit, in the domestic market. The record is expected to be sold out within a week.

Wenche Myhre and her husband are winning the Eurovision Song Contest in London last year with their "Dansvense."  

FINLAND

The sale of TVO, commercial TV company which has been in operation for several years, was sensationalized by the government-owned Suomen Televisio, which now has obtained its long awaited monopoly. It was an affair of who has TVOKO and who has the government. Officially, a part of the affair was private. However, a lot of people sound less happy about the situation.

A local TVOKO group in Uusimaa has been the object of objections from other TVOKO groups. The Uusimaa group, with allowed to expand, the economical situation of the company would never have been made possible.

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A new luxury tax has raised the prices on records in Finland. Singles will be raised to 2.90 and EPs from 9.50 to 9.50. Prices on LPs are unchanged, however.

The sale of Tesvisio to the government TV company is not the only affair that has caused headlines here recently. On the island group Aland, in the Gulf of Bothnia, between Sweden and Finland, people have for a long time been complaining about the poor quality of the TVOKO services. 

Michelsen-Roil has been the label in Helsinki which did the best job of handling the complaints. However, it didn't take too long before the police came and destroyed this private "affair." The police had been at the doors of the Italian government. Most people got a big laugh and feel that the business is still difficult for in Helsinki to find excuses for the bad receiving possibilities in the future.

A new "Yule" concert has been promised for December. However, there are no details of what kind of concert it will be. It is a general hope that it will be a success.

Norway's Wenche Myhre continues as a record breaker, having her latest record, a Norwegian version of the German song "Ich Geh' Noch Zur Arbeit." The record, a local release containing the song, was made by Øvrebø, who has done no work other than to get them a hit, a record, a major hit, in the domestic market. The record is expected to be sold out within a week.

Wenche Myhre and her husband are winning the Eurovision Song Contest in London last year with their "Dansvense."  

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Cash Box—February 15, 1964—International Section
From Argentina

We as reported last week, during the fourth week of January Mr. and Mrs. Joe Orlich paid a visit to Argentina and Brazil, and are now in Mexico. Miguel Enrique Lebendiger of Ferriata Publishers of Brazil is busy expanding the production of the publisher on the strength of his successful Atlantic United Writers and other foreign companies. Ferriata acts as a producer. The distribution is made by RCA through its sales organization. Lebendiger recently inked "Domini- cante" which has been published in 10 countries and "Maria Do Rebele". He plans to travel to Buenos Aires in February.

Vincente Mangione of Euterpe Publishers is busy with several Carnival tunes for Rio's 1964 Carnival, which is a big event in this country. Mangione has signed and is producing three records for this April with a book containing 34 tunes, already recorded and under air play. Some of the titles are "A Rua E Lembra Do Oceano," "O Fisco," and "Praia Fechada." Portuguese lyrics have been prepared and cover version are being elected.

Among the companies producing this year's hits is Odeon in Sweden, which has been very well received. Most of the predictions for foreign companies in Sweden are for the RCA and it is expected that most of the RCA hits will also be produced in Sweden.

Among the publishers and record companies in Denmark, OEO in Oegeoy and AB Musik-Forlag, both of which are well known, are busy producing records. AB Musik-Forlag is doing fine work on the promotion of the new albums by Ben, who is also a member of the band. AB Musik-Forlag is expected to release a new single by Ben, which has already been released from their LP. The LP is also doing very well here. German music companies are expecting good results from the new album by the Beatles, and the group is planning a trip here this Spring. That ought to put the nail in the coffin of the Beatles and the rest of the German teenagers.

Publisher-composer Rudi von Der Doesmuhle and A&R man—lyricist Nils Nobach are having a very good year. They have worked hard on the new album by the Beatles, and the group is planning to release it in March in Copenhagen. The singer is Ariola's Nora Nova, who is produced by Nils so if the record hits, it will be a double success for the writing team and producing side as well.

Ariola announces that Frank Sinatra Junior is coming to Germany for a tour. The singer is expected to perform and will present his first German speaking concert. His hit, "I Want Marry A Cowboy," is also expected to be released. The new single by the Beatles, "It's Easy To Get Used To Beautiful Things" and has won the German competition for "The Big For Europe" contest to be held in March in Copenhagen. The singer is Ariola's Nora Nova, who is produced by Nils so if the record hits, it will be a double success for the writing team and producing side as well.

Rolls-Royce's little Peggy March recently visited Germany where her second record was premiered at a dinner party in Munich. The singer is American, and her second record was premiered at a dinner party in Munich. The singer is American, and her second record was premiered at a dinner party in Munich. The singer is American, and her second record was premiered at a dinner party in Munich. The singer is American, and her second record was premiered at a dinner party in Munich. The singer is American, and her second record was premiered at a dinner party in Munich.
Cash Box: CANADA — Cash Box: AUSTRALIA

Dick Rienbee and his charming secretary, Monique Leroux, played host to a wild and raucous party in Montreal last weekend for the release of Rienbee's new RCA (271/2) for Al Martino. Al was present and mingled with the guests throughout the afternoon and evening. Copies of the new Martino album were handed out to promote the drive for the neighbouring cities as far as a hundred mile away to meet the great Capitol artist. His current hit, "Poor Boy," is doing a creditable business in Canada and he was there as a heavy air play item, and steady best seller from coast to coast in Canada. The Feb. 1st edition of Cash Box is an excellent review of the new Martino album, "Living A Lie," and singled out the lastest Martine single as a "Sure Shot." Later in the evening, Al Martino was the guest of honour at the launch of his latest RCA album. He had acquired ownership of the Montreal night spot, El Morocco, where Al Martino's voice and music has been heard for many years. Some of the new ones with deejays present at the gathering for Al. Cathy is about to re- cord again in the near future. Many of the radio types in attendance at the re- cording are eager to hear the new piece and many of the artists mingle with the lady interviewers as several of them made sure to get interviews on tape before they took their leave.

Shila Rodgers of CFMB, Montreal found the young singing star a most will- ing interviewee in a broadcast over her radio station which aired a few days after his opening, and will be their guests for the show. They were unaimous in their endorsement of the swinging sounds produced by the famous jazz man and his crew. Bill Smithers, the master of ceremonies of the CFMB shows, was on hand and Japan政协委员 meeting to show up the opportunity to meet and chat with the Montreal-born musician who has made such a name for himself in Canada and in person, the World over.

Roy Rogers was the next performer. He dropped in with RCA Victo- men, Mike Boyle, and George Richard to visit with deejays at Ottawa's CKOY, and to meet the public at an autograph party the same day at one of the Cas- tles. They are going to be one of the highlights of the new set of shows for the "Twentieth Century Strings," "Music To Help You Stop Smoking." Whether it really helps beat the habit or not it makes a good selling point. Mike Boyle is another high hopes for a couple of outstanding new RCA Victor singles, "Kissin' Cousins," and "They Laughed at Me." Roy Rogers is a great raconteur and could not resist the temptation of taking a moover with a mordred outoub. Again, both will be big. An- other angle that has RCA Victor types very excited is the latest by Jess Indio- vo. "Singing For Myself" is another example of a talent that should carry the instrumental duo right back to the top ten chart area. Ottawa's CKOY was one of the first to pick up the "Foggy Dales moves from the Cobra." That is to say, there will be heard five nights each week and on Sunday, his program "helper" will be Joy Parr from the CB7 record library.

Ron Gillespie—head of W & G Records—reports great action on two new locally produced records of overseas hits. Kevin Sheperd already has his version of "Blow Wind" in Canada and with a strong push he scored heavily a while back with "Talk Back Trembling Lips"—also selling very well.--(Roy Rogers—Columbia). U.S.A. has been given his own disk-jockey show again after many months of doing the juvenile round in the U.S. and it is expected that he will be heard five nights each week and on Sunday, his program "helper" will be Joy Parr from the CB7 record library.

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Australia's Best Sellers

1. "I Want To Hold Your Hand" (The Beatles—Parlophone) Leeds Music
2. "I Saw Her Standing There" (The Beatles—Parlophone) Leeds Music
5. "Help!" (The Beatles—Parlophone) Leeds Music
6. "I Want To Hold Your Hand" (The Beatles—Parlophone) Leeds Music
7. "I Saw Her Standing There" (The Beatles—Parlophone) Leeds Music
10. "I Want To Hold Your Hand" (The Beatles—Parlophone) Leeds Music

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During January, Spanish TV and Radio gave the first Gold Record Disc for "Mi novia es una gitana," the Spanish version of "The Bells of St. Mary's." The recording was made by the popular Spanish group "Los Chicos." The Gold Record was presented to the group at a ceremony held at the Palacio de las Artes in Madrid. The award was given in recognition of their contribution to the Spanish music industry.

The ceremony was attended by many important figures in the Spanish music industry, including the Minister of Culture, who praised the group for their talent and hard work. The group's manager, who accepted the award on behalf of the group, expressed his gratitude for the recognition and said that the group would continue to produce quality music for their fans.

The Gold Record is the highest honor given by the Spanish music industry and is only awarded to artists who have made a significant contribution to the industry. The award is given to artists who have achieved success in both国内市场 and the international market, and have made a significant contribution to the development of the Spanish music industry.

The ceremony was also attended by many other artists and musicians who praised the group and wished them well in their future endeavors. The group's manager said that they would continue to produce quality music and that they were looking forward to the next challenge.

The ceremony was held in a beautiful hall decorated with flowers and lights, and was attended by many important figures in the Spanish music industry. The atmosphere was one of joy and celebration, and the group was showered with praise and admiration for their talent and hard work.
The personalized Seeburg Stereo Consolette combines remote selection with money-making stereo speakers.

Consolette speakers are silent until activated by coins.

All coins accepted are totalized on Seeburg's built-in totalizer.

Only these 2 remote speakers earn you money

They play only for money.
No coin, no music.

That's why Seeburg Stereo Consolettes step up gross income everywhere they're installed.

CONVENTIONAL remote speakers earn the operator no money. They entertain for free.

But the two built-in stereo speakers in Seeburg's remote Stereo Consolettes earn you plenty. It takes one or more deposited coins to activate the speakers in each individual unit. No coin, no music.

That's why this unique combined selector/speakers unit always steps up gross phonograph income in LP Console locations. The entire system works to produce income.

Location patrons enjoy fingertip selection right at their tables... plus intimate, personal stereo listening.

You enjoy a bigger collection.

SEEBURG

MUSIC FOR PROFITABLE PUBLIC ENTERTAINMENT
Cash Box Editorial

It's Time To Move
The A.T.E. Convention Site

Anytime a trade association can get 3000 tradespeople into a meeting hall to view products exhibited by sixty-eight firms displayed from more than one hundred stands, in the words of more than one promoter, they have a good thing going for them. But unless these V.I.P.'s are treated in a manner to which they have grown accustomed, they may very well leave future A.T.E. Conventions to more self-sacrificing colleagues and await reports of the show from the trade press. This is liable to happen unless the Convention Committee gets busy this moment and contracts for a more suitable site for what has grown to be the most successful coin machine convention in the world.

An observer noted that on noon of opening day, with no more than 1200 people on the floor, the turnstiles had already jammed, viewers were bobbing heads to get a look at displays, and each of the four main arteries which are used to increase the rate of traffic flow, were literally clogged with buyers clutching, so to speak, hard earned money earmarked for the purchase of equipment. After all, that's why people go to a Convention. And with this in mind, they must be treated as royalty.

Here in the U.S.A. we would love to see our MOA Convention halls jammed, comes next October. There is every indication that with continued hard work on the part of our highly qualified Committee, this may be the case. But MOA has seen the days when the Convention hall echoed with resounding confirmation that perhaps the show had been held last week. Exhibitors spoke with one another to sustain themselves. It is a harrowing experience. Hence the new look at MOA and the spirit of determination that will most certainly result in successful Conventions of the future.

But we must overstep our bounds, if that is what we are doing, and warn A.T.E. and our British friends of the impending peril that could come about as a result of the extremely poor conditions under which thousands of visitors must participate in the annual trade show. Do not chase them away. Cater to them, each and every one, for they are not unlike the thousands of nerve centers which together, put life in a most important part of the coin machine industry in the United Kingdom.
Termed An Unqualified Success

LONDON—The 20th Annual Amuse-
ment Trades Exhibition which took
place in London last week must go
down on record as an unqualified
success. By the time the doors opened
at 10:00 a.m. on Tuesday, January
28th the usually bleak and cold
Royal Horticultural Hall, Westmin-
ster, had been turned into a merry-
go-round of fruit machines, phono-
graphs, games, arcade equipment, kid-
die rides and swag. The transforma-
tion was achieved after a weekend of
tension on the part of the organi-
sers, workmen, electricians and,
last but not least, the exhibitors the-
selves, all of whom normally have
access to the hall three days before
the show opens. This year, however,
with equipment from a previous ex-
hibition still being removed on Sun-
day morning, it was touch and go
whether the A.T.E. stands could pos-
sibly be erected and the pile up of
equipment sifted by zero hour. Miracu-
ulously after forty-eight hours of fe-
verish activity the big show of 1961
got off to a tremendous start.

Several factors were immediately
apparent. Firstly, that the elabo-
rately, competitive stands of the ma-
jor distributors were of a remarkably
high standard. Particularly striking
and, at the same time, designed with
impeccably good taste were the stands
of Ditchburn Equipment Ltd., Matic
Sales Ltd., Phonographic Equip-
ment Ltd., and Ruffer & Walker Ltd.
Secondly, it was evident after only a
few hours that all the previous at-
tendance figures were being well and
truly broken. Thirdly, more V.I.P.'s
from America and the Continent flew
in for the occasion than ever before—
proof of the growing importance of
the Exhibition. The list of overseas
visitors and friends both old and
new who visited the Cash Box stand
during the three-day event read like
a veritable Who's Who of top brass
in the coin machine industry through-
out the world. All the major manu-
facturers from the United States
seemed to be represented together
with their major European importers
and distributors.

Last, and perhaps most important
of all, it is necessary to report that the
1961 A.T.E. has proved, without
doubt, that the present venue is no
longer adequate in any way to house
this annually expanding event. By
noon on the first day when some 2,500
visitors had passed through the turn-
stiles, the four main arteries of the
display area were completely blocked.

As the hours wore on and the hall
became more and more congested it
was increasingly difficult to view
with any degree of comfort and complaints
about the inadequacy of the hall were
being voiced on all sides, as visitors
hurried their way from stand to stand.
Unfair conditions such as these, ex-
hibitions, notoriously tiring at the best
times, become intolerable, def-
ating their own ends which must
surely be to show and sell to the best
possible advantage, under the best
possible conditions.

Change In Halls
Now A Necessity

The present venue no longer ful-
fills either of these obligations. As we
have already stated the organ-
isers, conscious of these defects, are
making every effort to find a suitable
alternative. Not only must the exhi-
bition area itself be appreciably
larger but the ideal location should
also incorporate picturesque lobbies,
restaurants and bars away from the
hustle and noise of the main hall.
These are vitally important neces-
sities if the exhibitor is to achieve
maximum results from his efforts.

However, effective the stand or show-
case may be in attracting the cus-
tomer the sale may often be clinched
away from the floor in surroundings
more conducive to amiable discussions.

The promise of new equipment in
categories was amply fulfilled and
many machines by the world's leading
manufacturers were seen in London
for the first time. One again multi-
slots were prominent both in size and
numbers. One of the largest of these,
the Florida Surf Race, was to be
found immediately on entering the
hall on the stand of Mayfield Auto-
matics Ltd. A 24-player, 1d play, 120-
slot machine measuring 10 ft. across
and surrounded by a vast periphery
done under which five coloured
boats race round a real waterway sur-
rounding a central island. The winning
colours pay out 2-12. Also on the
Mayfield stand could be seen two 8-
player 100-slot, 1d play machines
"Greyhound Derby" and "Colours Bu-
ette." Similar multi-slots were to be
found on the stands of Vale Amuse-
ment Supplies who had an attractive
3-player, Black Jack, with flashing
playing card motif with papyrus
from 2-12. Multi-slots were also
shown by Alfred Crompton, Crom-
phe and Bates, Millers Multi-slots and
Leedday Photomatics. Kraft's Auto-
matics once again displayed a wide
range of their own designed and
manufactured machines including the
popular 1d play, 6-player, 30 slot
"Auto Fruit" with flashing fruit sym-
bols and the 3d play "Lucky Threw"
Both console models.

Phonographs A Major
Attraction This Year

Phonographs, this year, proved a
major attraction with several new
boxes making an impressive debut.
In this field tremendous interest con-
tinued to en
ter the A.M.I. stand and the
brand new, prototype, "Electromatic"
160-selection small juke box manu-
factured by the German subsidiary
of The Automatic Canteen Co. of Ar-
rica and specially adapted to suit
the A.T.E. The machine, currently on

Panoramic Photo Of New Royal Horticultural Hall Taken By Cash Box Durin

Cash Box—February 15, 1961
**RECORD AT LONDON'S A.T.E. EUROPE, ASIA, AFRICA, U.S.**

factory floor, will be fully available in about six weeks. Major features of the box are utter simplicity, interchangeability of components and speed of selection. The "Electronic" 120 has a remarkably high tonal quality in relation to its size. The tile panel at the top of the machine incorporates two notable features— an electronic number indicator which registers the selected disk and six illuminated spots which in turn indicate the credit-established. Also on show was the new AMI Tropicana 200 selection, first introduced just before Christmas.

New Models On Hand From Other Nations

Ditchburn Equipment Ltd, making a welcome return to the A.T.E. gave pride of place to the new Wurlitzer 2000. Unique feature of this machine is the Golden Bar Seven Top Tune Selector for either the Top Seven singles or Little L.P. s. The W 2600 is housed in a completely new style cabinet. The redesigned Lyric 100 was also on show on the Ditchburn stand. Rock-Ola phonographs enjoyed maximum exposure on the stand of distributors, and distributors, Ruffler and Walker. The spotlight here was on the brand new 418 SA, playing Little L.P.'s with intermix for 331/2d and 45 r.m. and fitted with an income taxiler. The Rock-Ola range also included the Rhapsody 160 selection and the Capri 100 plus the 140C wall phonograph.

**Slots Offer New Payout Features**

Symplyltd, the United Kingdom distributors for Th. Bergmann & Co. of Hamburg, showed the full range of phonographs including the Symphone 100 series. The Surfari Gun, the smallest mirror gun in production, proved to be a quick fire seller. Another phonograph to draw the crowds was the Swiss designed, French manufactured, Jupiter 56 and 120 shown on the elaborate stand of Phonographic Equipment Co. Ltd. who reported heavy sales. However, Phonographic gave their greatest space to fruit machines with the new Bally fruit well to the fore. Mr. Bill O'Donnell, President of the Bally Manufacturing Co. came over specially to launch it on the British market. The machine has an electrical pay-out mechanism replacing the customary coin tube and the old pay-out slide system which can be adjusted to suit pay-out requirements of the various jackpots. Another innovation is the substitution of the escalator by a national bent coin rejector. Phonographic also displayed an impressive array of Sears machines including the new Lord Sega.

Nearby on another impressive stand Mar-Matic Sales Ltd. featured the new Jennings 6d play Peerly King and Peerly Queen machines with novelty, charity, heart award, the idea being for the lucky player to donate the free pay-out, which is on the centre reel only, to charity. The machine has two jackpots. Another two-jackpot 6d play on show for the first time was the Jennings 8-ball with the added feature of giving a free pull on every 10th play. Mar-Matic Sales Ltd. enjoyed one of the sensations of the show with Jennings new British challenge with electric pay-out and jackpot of 250 coins won on a mystery combination. The Challenger 6d play is contained in a pedestal which also houses an electrical pay-out mechanism and is finished with a high quality chrome surround together with the well known Jennings "winning head" symbol Mar-Matics also featured the new Keeney 6d play prize Pony Derby and Twin Dragon consoles.

**Australia Well Represented At Show**

Ainsworth Consolidated (Great Britain) Ltd. reported excellent sales in the old Lord Sega slot machine, making its first London appearance alongside the proven range of Aristocrat machines. Another Australian firm, Jubilee Products Ltd. were showing their new 6d and 6d Jubilee International. Available for world distribution in any size foreign currency desired, visitors from overseas, were placing orders briskly. An old established exhibitor at the A.T.E. Philip Shef er had a winner with his show-stopping "Lucky Clown," an attractively designed glass fronted cabinet featuring a mammoth clown with perpetually rolling head and eyes. Ping pong balls ejected from his large red mouth fall into receptacles with pay-outs of 6d and 1/-. Player appeal is added by the pay-out device which sends the winning coins clattering down from an eye level slot into thigh level trays. The two machines on show were sold within an hour of the exhibition opening.

On the day at the end of the hall was the only foreign exhibitor Automatenhaustr View of Germany featured their soccer and ice hockey games on a stand which was situated alongside Edwin Hall whose wide range of kiddie rides once again proved him a leader in this particular field. Next door, Peter Simper, main distributor for Cerey and Jennings reported that hard sales from the stand itself had far exceeded his expectations. Also on the stand was the Glenwill Press and Coin Automatens stand, printing specialists for fruit, tote and golf bands. The company also displayed the unique 6d play Riverside fruit machines.

Although exact figures are not yet available it is estimated that during (Continued on page 05)

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**20th Annual A.T.E. Show. 3000 Visitors Were Recorded During 3-Day Exhibition.**

Cash Box—February 15, 1964
A.T.E. Photo Review

The Cash Box Camera

Records London's Biggest Show

Left, John Coley (Sale Mgr), Geoff Muir (Genl Mgr) and Geo. Bain (Ainsworth distributor) on the Ainsworth stand.

Pictured with Ditchburn's "Wurlitzer Music Maker" Mr. Town (Ditchburn Sales Mgr), Mr. Cova of Lombardi, Italy; Mr. Berti, Novamatic, Milan; and John Mauther, an interpreter.

Secohary International's George Gilbert, VP, on the Gainsmead Group's stand featuring the LP Console.

Maury Spakes, Mar-Matic head, with Mar-Matic Ltd's Geoffrey Grane, with the new Jennings "British Challenger".

Joe Phillips (left) with Hal Eldridge of Hal's Enterprises Ltd, with Mr. Top Gun of the Hold-Major-Matics stand.

Mondial Commercial's Richard Sarkian, Mr. Stockdale, a Rock-Ola distributor, Alfred W. Adieken, head of Nova Apparate, and Neville Marten, European Director of Cash Box, Nova's Mr. Barvasch, and Mr. Valentina, a Nova representative.

The only foreign exhibitor at the A.T.E., Mr. Sluddles (right), Director of company, who came in from Australia especially for the A.T.E. show. Left, Mr. Harold Smith, Genl Mgr of the firm.

Sandwich girls, promote J. B. Marketing, UK firm. J. Lennard, Genl Mgr of Glenvil Press and Coin specializing in juke box commercials. Demo tapes were on machines at show.

Philip Shefras (left) Philip Shefras Sales Ltd, pictured demonstrating his new rifle range visitors.

Cash Box—February 15, 1964
The Biggest Jennings Distrib
In The World

LONDON—A major social event of the A.T.E. week was the magnificent cocktail party hosted by Mar-Matic Sales Ltd. in the penthouse suite of the Carlton Tower Hotel. 180 guests thronged the lavishly decorated suite with its panoramic views of London town. Highlight of the evening was the presentation made by Mr. Maurice Sykes, Managing Director of Mar-Matic Sales, of an inscribed silver salver to Mr. George Coughtrey of Coventry in recognition of his becoming the biggest Jennings distributor of fruit machines in the world. Coughtrey, a veteran of 30 years in the coin machine business was warmly applauded for his magnificent achievement.
Cash Box

VENDING NEWS
The Vending Machine Industry's Only Newsweekly

Attack On Cigarette Vendors Continues; Op Alert Meets Begin

NEW YORK—As was expected, the attack on cigarette vending machines is moving at a rapid rate following the US Surgeon General's Report. NAMA's Operation Alert program—the third series of its kind—got underway Wed., Feb. 5 in Olympia, Washington and will move to cover fifteen cities in less than 15 days.

The Wall Street Journal published a story last week summarizing the vending machine attack with references to various legislative actions currently being activated. A group in L.A. called ACTION (Alliance Combating Tobacco Infection Of Non-Adults,) claiming 60 members, wants to close off vendors in the City. Chairman Kenneth Wood claims that 17,500 of the machines (there are 25,000 in L.A.) are not being properly supervised. H. B. Bischoff, United Servo


CHICAGO—January 30—Monty Bradley, Interstate Vending Company, Oklahoma City, Okla., has been elected president of the Oklahoma Automatic Merchandising Council (OAMC), reports Gilbert H. Tansey, NAMA state council secretary.

Bradley was named to head the Oklahoma vending group at a council meeting, January 16. He succeeds Albert C. Nechanicky, Canteen Service Company, Oklahoma City.

Other newly-elected officers are Woodrow Maupin, Emid Vending Co., Enid—vice president, and Bert C. Strong, Oklahoma Vending Co., Oklahoma City—treasurer. Harry Schwartz, Canteen Service Co., Oklahoma City, was appointed recording secretary.

Some 34 persons attended the meeting, Tansey said.

OAMC is one of 10 state vending associations affiliated with NAMA.

How To Install A Machine, 4,200 Ft. Up (!)

HOT COFFEE COMING UP! Vending machine of ABA Service is placed under aerial tram car at Cannon Mountain in New Hampshire for ride up 4,200 foot ski slope to join seven others in refreshment area at the summit.

Health School Held

CHICAGO—a class of 25 Baltimore, Md., health officers recently attended a special vending sanitation training school organized by NAMA in cooperation with the Baltimore Health Department and the Maryland Automatic Merchandising Council (MAMC).

Instructors for the one-day course, January 24, were NAMA Public Health Counsel David E. Hartley, and Herbert L. Bent, Benroy Vending Company, Inc., Baltimore, chairman of the NAMC Public Health Committee.

Last week's course was the second conducted for the Baltimore Health Department under NAMA auspices. The first course was held in May, 1962.

While in Baltimore, Hartley conferred with officials of the Maryland Health Department about a pending state-wide vending sanitation regulation. The regulation is expected to be uniform with the U.S. Public Health Service Ordinance and Code, which NAMA helped to develop.

Also last week, Hartley met with officials of the U.S. Public Health Service in Washington, D.C., to discuss amendments to the federal vending sanitation code.

Commodities to the code are needed in order to bring it up to date and to keep pace with vending equipment changes, Hartley reported.

New Lily-Tulip Mgrs.

NEW YORK—To incorporate the added functions of the newly expanded department of Vending, Feeding, Theatres and Concessions Projects, Lily-Tulip Vending Corporation has established two new managerial positions at the national level.

Bill Carroll is appointed Eastern Sales Manager, Vending, Feeding, Theatres and Concessions, covering the Eastern and Southern Region.

Tom Donhan is appointed Western Sales Manager, Vending, Feeding, Theatres and Concessions, covering the Midwestern and Pacific Regions.

Both will report to William B. Seldy, Director of Marketing, Vending, Feeding, Theatres and Concessions Projects.

NAMA Convention Committee Meets

CHICAGO—The floor plan for the National Automatic Merchandising Association's 1964 Exhibit, "with minor exceptions," will be the same as last year's vending show, and contracts will be mailed to prospective exhibitors next month, reports NAMA Trade Show Committee Chairman, R. Saloum, CONEX Division of Illinois Tool Works, Inc., Des Plaines, Ill.

These and many other advance planning details concerned trade show committee members during a meeting in Chicago, January 16.
Roanoke's Boyle
A Bank President

RICHMOND—John W. Boyle a Vice-president and Director of Roanoke Vending Exchange, Inc. was promoted to the Presidency of the Mountain Trust Bank, it was announced last week.

Boyle came to Virginia 12 years ago after living in New York City and San Francisco. His local railroad connections read like a who's who in industry. The banker was recently featured in a story in local newspapers.

Jack Seppell heads the Roanoke Vending Exchange and the firm distributes the Rowe AC music and vending machine line in addition to an extensive amusement machine line.

Harry Drollinger Dies At 73

* Worked for Capehart

DALLAS—Funeral service were held on January 24 for Harry Drollinger, 73, a Tusing, Texas operator with many years in the business.

He suffered a stroke three years ago and had been confined to his home for most of the time since then. He leaves a widow, Myrtle, a motor, C. O. Drollinger, and one daughter, Mrs. William Archer.

Cash Box received the news from James J. Fred Barber of Dallas, a friend of Drollinger, and one who remembers some of the highlights of the veteran operator's past.

"Harry had the honor of being the first saler to work to sell Wurlitzer phonographs. He was employed by Hopkins and Company when we were Senator. At the time, Capehart bought the Wurlitzer-Simplex Photograph from the patentee, and then sold Simplex to The Wurlitzer Company," according to Barber.

At states Barber was the popular P-10 Phonoset.

"Wurlitzer and Harry were a combination for several more years," relates Barber, "until Capehart bought a factory in Indianapolis and made the 'Packard.' He wanted Harry to join him on again." Drollinger was Southwestern Sales Representative for 'Packard' until the plant was sold.

PART OF THE GERMAN CONTINGENT TO A. T. E. included, left to right, Erich Schneider of Hamburg, Mr. Deg, Cologne; J. W. Schmidt, Frankenthal, automatisen Munich; and Mr. Seppell, Seppell and Company, Munich. London's A. T. E. 7,000 to New Royal Horticultural Hall this year (see complete story pages 62, 63, 64). Visitors arrived from America, Japan, Australia, France, Holland, Belgium, Switzerland, Germany, Italy, Sweden, Denmark, Rhodesia and Greece.

Insurance For Illinois Ops

The trend for unity in 1964 in the coin machine industry is certainly indicated by the growth and mushrooming of local and regional associations in many parts of this country. One of the most remarkable areas of progress in this respect is the Illinois contingent, Illinois Coin Machine Operators' Association (ICMOA), which met in Springfield recently. The sudden inclination for operators all over the state to jump on the organization's bandwagon clearly underlines the pressing need for cooperative effort, planning, and the execution of these plans.

This "togetherness" even went far in bringing the state's tax officials to the meeting to hear the complaints which have been troubling the Illinois operators. Now, we learn that the state's tax dept. wishes to help some in easing this painful burden. And, therefore, will meet with a committee appointed by ICMOA President Les Montooth. This is but one of several positive examples of organizational strength among the rank and file of coiners.

We strongly urge those areas where this cooperative activity is lacking to take heed and act accordingly. Don't wait until a surprising "bit" of unfair legislation is suddenly foisted on you. Be alert by getting together with your competitors on a regular basis. This may be called togetherness. We call it insurance, and the price is right.

Houston Happenings

Our sincerest expressions of sympathy to Strike Rothrock, head of Amusement Distributors, for the loss of his father, E. S. Rothrock who passed away January twenty third. Mr. Rothrock was retired senior vice president and director of Stalfer Chemical Co. and until retirement eleven months ago, head of Consolidated Chemical Division, worlds largest producer of commercial chemical products. He was internationally known in commercial chemical production and holder of Rice University distinguished service award for developing a manufacturing process that led to a $15 million expansion of four of his company plants. Mr. Rothrock was member of Methodist church, numerous civic and professional organizations and veteran of World War One. Well known Jewel Deisch, now well established as manager of major coin op concern here, Jewel, while really not old in years, considers herself an old timer in coinatics, having spent several years each with two major local operating firms. ... The Bill Williams Distribution (Wurlitzer) recently acquired distributorship on wholesale basis of complete Emerson line. Including, naturally, are Emerson air conditioners, radios and all types TV sets. ... Fringe inducements to drop in at H. A. Frans & Co. (Seeburg) for both the trade and free riding business paper writers included. This is but a small survey of what can be learned there. The first day numismatic exhibition at the Roanoke, Texas. ... Favorable reports from nearly every source leads to belief that 1964 will be best business year ever in this area.

Cash Box—February 15, 1964
the years. Cash Box Publisher Joe Dickey related the occasion two years ago when he was honored, to announce that a new branch of Pauline before a packed Plaza Hotel balcony. Crowds have totaled 500 at past events. Enter- taining the audience has been a major attraction. Hence the decision to use the flight hotel, possibly on a Saturday evening, with a star-studded cast, a popular dance speaker, good food, and all at a reasonable cost. The program begins Wednesday, February 12. Notices will be solicited in advance.

A move will be made to stimulate interest from the younger members of the industry. A tour of the factory is promised, with additional events. The two-day program will eventually take place when present UJA-Committee members retire.

Lowen Automaten Shows 5 Phonos

LONDON—A half-hour taxi service is planned between the popular phonograph market into a short order industry. The United Siskind has produced an annual affair 608 Games. Dickens will be held with his wife when he moves into his new place up in London with his wife. Joe Munroe has been bought for American Univeed, the outfit that makes the vendors for F&P Laboratories. Bane Ferrman is reportedly in Japan working on a deal of some kind. He has moved his company to the hinterlands to replenish equipment needs. Stops at Runyon's to see Lou Wolberg, now at New York, is to be made by Joe Munroe. He has ordered only 500 units of the Bingen model, housed in a wide price range. When the machine is offered, he thought, it would be in 15,000 new place, up in Hialeah, Florida. In the year following the naming of Siskind, because of the great job Holzman does each year. With a little luck, the Committee will nail down a top-flight hotel, a fact that was said to result from the Terox and Diner, tentatively scheduled for late May. In attendance at the meet were Denver, Holzman, and Mr. Arnold Kaufman, Gil Sonin and Marty Toody. Runyon's Lou Wolberg has been ordered to cancel last minute plans to attend the meet. His insurance company is the Lodge of the Eastern Star. The formal affair took place at the Jewish Community Center in Blytheville.

Sandy Moore is moving again this year, having changed his residence for American Univeed, the outfit that makes the vendors for F&P Laboratories. Bane Ferrman is reportedly in Japan working on a deal of some kind. He has moved his company to the hinterlands to replenish equipment needs. Stops at Runyon's to see Lou Wolberg, now at New York, is to be made by Joe Munroe. He has ordered only 500 units of the Bingen model, housed in a wide price range. When the machine is offered, he thought, it would be in 15,000 new place, up in Hialeah, Florida. In the year following the naming of Siskind, because of the great job Holzman does each year. With a little luck, the Committee will nail down a top-flight hotel, a fact that was said to result from the Terox and Diner, tentatively scheduled for late May. In attendance at the meet were Denver, Holzman, and Mr. Arnold Kaufman, Gil Sonin and Marty Toody. Runyon's Lou Wolberg has been ordered to cancel last minute plans to attend the meet. His insurance company is the Lodge of the Eastern Star. The formal affair took place at the Jewish Community Center in Blytheville.

Irvine Kaye in the Sporting Goods show and as usual the action on the Kaye tables was fast. Howard keeps the plant moving when it comes to the road, and he tells us that the Eldorado line is meeting sales demands.

Irvine Holzman spent the early part of the week looking for Patti Pate with rather pleasant work. (It beats taking in heat-shuffle alleys is trade).

Sid Greenfield, Musical Distributors top serveman, busy serving up machines taken in trade for the new Wurlitzer 2800 phonos. The Tap-Athon unit in Kaufman's place has been running continuously for four months.

Sid Redi's comic book vendor is receiving the biggest play of all the new things Redi has for going. Comic books are big money and while the trade is not done with the old, there is definitely a "dry" vend, and the profit is 200% per book. Bob Jones, Redi's right arm, back from the Virgin Islands where he vacationed with his wife, is back and on his way. The next show will open in Madison Square Garden Feb. 26-March 5 and a Coin-A-Rama will be displayed as a special attraction. Fred Freed, proprietor of the famous Coin-A-Rama, is a very popular man in the industry, history, has been asked to stage the exhibit. 400 machines will be used. One machine vends photos of stylish ladies, vend their photographs they like. The other one should not be forgotten. Of course, the ancient Chicken-Lays-An-Egg machine is Fred's pride and joy. Myron Sugarman back from a Rome, Italy trip. His Dad barnyard back from Miami. For the benefit of all concerned, we failed to include the Kunstadt boys. Mr. and Mrs. Sam Kunstadt, of Hialeah, Fla., have a new place up in Watertown, Mass. in an earlier issue (okay Clayton Nemmers, you got me). The Kunstadt boys are doing a fine job in an annual outing at the Stevesville Lake Hotel, Swan Lake, N.Y. (May 10) Nash Gordon, veteran association manager, will help Tiny Weirnbraun plan the upcoming NYA show.

Joe Orleck left So. America, stopped in Mexico City and then decided to take it easy in Miami Beach where he will rest up before returning to New York with his wife Pauline before a packed Plaza Hotel balcony. Crowds have totaled 500 at past events. Entertaining the audience has been a major attraction. Hence the decision to use the flight hotel, possibly on a Saturday evening, with a star-studded cast, a popular dance speaker, good food, and all at a reasonable cost. The program begins Wednesday, February 12. Notices will be solicited in advance.

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Chicago Chatter

At the first quarter of '64 progresses coinbox is shaping up well, according to reports from all segments of the industry—manufacturing, distributing and servicing. The spirited momentum of activity is building up day-by-day. Joe and Pauline Orlab sent a colorful card our way from South America, where they're taking in the sights and visiting Latin American coinmen. Joe, well aware of the "burn" down under, Jerry Swenson, formerly of Central Coin Machine Exchange, is recovering nicely after surgery at Garfield Hospital. How could we overlook mentioning genial Lindy Nardone of New York, who was a visitor in Chi during the MOA meets in the Sherman House recently.

There'll be an important meeting hosted by NAMA on February 13 in the LaSalle Hotel. All operators of cigarette machines in this area are strongly urged to attend. The hours are from 1:30 p.m. until 5 p.m. This is one of a series of meetings being held throughout the country. It is based on the U.S. Surgeon General's report to the nation.

No sooner did George Hinscher return to his office in the huge Rock-Ola Mfg. Co. plant, when Edward C. Rockola took off for Canada last week. Proxy Dur- c. Rockola is also out of town.

After buzzin' with Mort Secore at Chicago Dynamic Industries last week we learned that Coin is enjoying a banner first quarter with all of the Brm's non-operated amusement games... Jack Harper, prespy of Rowe AC Manufactur- ing; and vice president Fred Foulck jetted to Whippany, New Jersey to size up the huge plant there. Meanwhile, Paul Huesch is back in the Mart of- fices after an eastern trip on biz.

There's plenty of activity and a big step-up in production at D. Gottlieb & Co. The new "Big Top" 3-player pinball amusement game is making its way everywhere, according to Alvin Gottlieb. Other busy bees at the plant are Nate Gottlieb and Judd Weinberg... That great big smile on First Caim prespy Joe Klimek's face was obviously put there by the continuing daily sales of "Wurlitzer-2800" phonos.

Fred Granger is just about set with expansion of MOA's Chicago headquarters. Larger quarters will be on the 22nd floor of the same building. Fred is also aligning himself with MOA business. He, Lou Colini, Harry Kline, Curt Crank and Clint Pierce are looking forward to a bigger and better MOA Convention (in the Sherman House Hotel) this year.

There are a lot of happy faces at United Mfg. Co. and the reason is the big push in production and shipping of the all-new "Topper" shuffle alley. "Fu- ture" and "Harmony"... Behind the smiling faces are Herb Gettiger, Bill DeSelm, Ray Kiel, Art Rapace, Roy Kraehmer, Glenn Johnson, ArJan Co. and Al Thoefke.

Sam Stern prespy of Williams Electronic Mfg Corp., returned to the plant after attending the A.T.E. Convention in London. England. Jack Mittel tells in the production lines are beatin' the clock to keep rushing Williams' "Beat the Clock" and other amusement games out to the world markets. Among the comings in town this past week for the big Sports Show at McCormack Place were Irving Kaye with Bill O'Donnell and Herb Jones. Also Bert Betti, G. Lil White, Mel & Del Harris. Among the exhibitors were Irving Kaye Co., Bally Mfg. and Fischer Sales & Mfg. Co. Show dates were Feb. 2-5.

World wide's Harold Schwartz info's local operators of coffee vending ma- chines attended a service school at the district showsrooms last Wed- nesday afternoon and an "on-the-spot shopping." The second phase of this service school will be held next Wednesday, Feb. 13, 7 p.m., on "Brewer & Sanitation." Other hosts were Nate Feinstein, Irv Fix, and Fred Schar.

Seeburg distributors due in town any hour now for a big meeting to become acquainted with the DuGrenier line. Seeburg execs on hand to greet them are: Herbert Coleman, Jack C. Gordon, Bill Adair, Bob Breither, Tom Herrick, Ed Chateau, Stan Jarocki and Bob Duipal.

When we chatted with Empire Coin owner Gill Kitt we were advised that the local distal is enjoying excellent sales in local domestic markets and in ex- port business. Joe Robbins tells us Bob Renendorf of the Empire branch in Mar- ietts, Wisconsin; and Dick Flaherty, of Grand Rapids are likewise having a sales field day in their territories.

Clayton Nemeroff, of J. H. Keeney & Co., informs that Art Weinand is scouting the European Continent. Keeney's "Colorama" amusement game is selling well in this country, in Europe and in Tokyo... Now that Ed Ruber is back in the Wico Corp. plant after a whirlwind trip he's busy as blazes trying to catch up with paper work. While he was away Mitt and Morris Wizer, and Ben Kaye racked up a record sales effort.

Marvel prespy Ted Rubey is still singing the praises of the "Slinger" counter amusement game. Estelle Bye informs production and shipping are up consider- ably on Marvel's electric scoreboards for shuffleboard games.

We noticed a lot of activity at Midway Mfg. Co.'s Franklin Park factory this week. "Winner" is going so well Hank Hively, Marv Cook, Les Belfer, Lou Casola, Bob Jones and Ruth Sheffield are very cheerful despite springlike days... Jerry Smolik and Bud LeBron, of Atlas Mfg. Co., advise that Rowe-MI coin- operated "Amorican" phonographs and Rowe Vending machines are selling well this first quarter of the year. It is a fine indication that '61 will be a big year for music... National Coin's Mort Levinson and Gene Salzberg are enjoying the heaviest current activity in export sales of good used equip- ment.

We missed Johnny Frantz and Don Congdon, of J. F. Frantz Mfg. Co., at the last MOA last week. Johnny says he's been so busy he can't make the production lines running at Frantz counter amusement games he's burning the midnight oil at the plant... Another local distributor having a hefty first quarter is Globe Bottle Co., where Charles (Jimmy) Johnson and his gal Friday Corinne, are treating the visiting operators. The weather sure helps (now we'll probably get a snowstorm!)

Cash Box—February 15, 1964
The surge of business that characterized the close of last year, is now into the new year, and if business continues as good as it was in the month of January, it should be another banner year. Mr. William Herleman, even five vice president of the Wurlitzer Co., paid a visit to the Los Angeles Wurlitzer Factory Branch last week. Mr. Herleman was finishing up a west tour during which he visited the various Wurlitzer factory branches throughout the country. Due in this week for confabs with local manager, Clayton Ballard, is Bob Bear, national sales manager of Wurlitzer, and Ira Leuenhagen, Western regional manager. Bart Bartholomew, back from a trip to San Diego where he reported the sales on Tape Action background music systems were exceptionally good, Clayton Ballard enjoying the company of his wife Beth, and son Jim, home for a weeks mid-term vacation from college.

Friends in the business extending sympathy to Bella Stark, President of the Music Co., whose mother passed away last week. Sammy Ricklin reporting this special discount sale held during the month of January was a huge success in fact so successful that it is being extended to run throughout February.... At the R. F. Jones Co., Don Edwards and service engineer, John Hecter are calling on operators in the San Diego area. Quick Klein, former manager of the Jones Co. sales force to an evening at the Melodlyon Theatre last Sunday. Chuck's daughter, Jessica graduated from high school last week. A new office employee at Jones is Chris Doyle.... Joe Duarte, Duarte International Sales Co., reporting export business holding up very well generally. Mrs. Schrader office manager at Duarte, on a 2 week trip to El Paso attending the funeral of her mother.... Joe Simon in from Chicago and visiting with his brother Jack, at Simon Distributing Co. this week. Frank Menzari happy with business holding up well in both the domestic and export fields. Mr. L. M. Van from the Far East in visiting with George Muntingen, Al Robinson & Co., Midway's new Winner arrived and met with immediate approval as evidenced by Charlie Robinson's long standing call to the factory to order more. United's Bank Pool is gaining favor among Southern California operators as collections continue to be good and steady. In the meantime, the Futura bowling alley is enjoying one of the best sales of all bowling alleys United's introduction of the bowling alley over seven years ago. Hank Trondal said that one of the huge inventory reduction sale of equipment sold at Robinsons and is proving effective in clearing the decks for new equipment. Catherine Lachat, popular and comedy secretary at Robinsons off to Las Vegas for a whirlwind weekend with Bill Happey. After returning, announcing the installation of fourteen of the All-Tech new glass pool tables in a big family club in the Fontana area. Bill said this is the first of a series of installations which will be announced soon. Seeburg Regional Sales calling on operators in the Los Vegas area. At Rocky Nesselroad reporting much favorable comment on the new blonde militant Seeburg LP Console. Frank Navarro, large operator in the Mexicali area, in town and left with a large shipment of used equipment. At Leuenhagen's Record Bar, Ralph Anthony of Merit Distributors was in and told the Solle Sisters about the new Chris Kathy record, "All You Had To Do Was Tell Me" on the Monogram label. Also in was Gail Bogos from Hitstips with a big new pop and C&W record, "The Big Wheel" by Howard Crockett on the Melody label.

Upper Mid-West Musings

Ray Diedrich will enter the University Hospital Monday, Feb. 3rd for an eye operation. Doctors agree that eye operation will help Ray's eyesight tremendously. Earl Ackley's son-in-law Jack is now working at the Post Office. Superman is helping out Earl when he gets some time off. Ralph Durkin, Little Falls, in town for the day making the rounds picking up records and parts.... Cap Kester, Prontecin, in town for a few hours picking up parts and records. The Sandler Distributing Company will show the New Wurlitzer 2800 at the Blackhawk Hotel, Davenport, Iowa, Sunday Feb. 2nd and at the President Hotel, Waterloo, Iowa, Tuesday Feb. 4th. Attending the show will be Irving Sandler, Warren Sandler and Robert Crosby. At the M. O. A. meeting last Jan. 16-18 in Chicago were Norman Gefke, Sioux Falls and John Trucano, Deadwood, S. Dakota.... Norman Gefke was appointed chairman of the Forum Committee, and John Trucano on the Evaluation Committee. Mr. & Mrs. John Trucano after two days in Chicago continued on to Midwest for a week vacation. Bob Kovanen, in town for the day picking up parts and records.

Happy Birthday This Week To:


California Clippings

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Happy Birthday This Week To:

THE NEW ROWE AMI TROPICANA brings you THE DRAMATIC WORLD OF BIG-TIME ENTERTAINMENT IN STEREO-ROUND*

What's the most profitable item in any location? The music a customer buys through this Rowe AMI phonograph to entertain himself. Let your Rowe AMI distributor tell you the whole money-making story.

NEW, POWERFUL POINT-OF-SALE CLOCK

When you merchandise music, you make the profitable Tropicana an even greater money-maker. What better time to remind customers that it's time to enjoy music than right now? This attention-getting clock is a great merchandiser for the location, a powerful business-opener for you. See your Rowe distributor for the complete details on this clock promotion.

GREAT NEW MUSIC-MAKER! UNBEATABLE MONEY-MAKER!

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

ROWE AC MANUFACTURING

The Merchandise Mart, Chicago 94, Illinois

Rowe sets the standards in vending equipment, bill changers, music systems

Cash Box—February 15, 1964
German Coin Industry Unites For Common Gain

LONDON—It was a great pleasure to welcome once again to the Cash Box stand a regular and popular visitor to the A.T.E., Lars K. Skriver of Germany. He informed Cash Box that as from 1st December 1962 The Verband der Automatenbetriebe e.V. (The German Arcade Owners Association) has been disbanded according to an agreement with Z.O.A. (German Operators' Association). Skriver, ex President of VdA, said that all arcade owners, whether previously members of the disbanded organization or not, had now been invited to join their local branches of Z.O.A. The decision has been taken with the intention of uniting all forces of the German coin machine industry in their fight for better conditions. Lars K. Skriver, although he has retired from all association work will continue as President of his own company, Gebruder Skriver of Hamburg, Germany. importers, exporters and distributors of coin machines and arcade owners.

United Struts First Class Style With 'Topper' Shuffle

— Four Reel Scoring Adds Interest

CHICAGO—C. B. (Bill) DeSelm, executive vice-president and director of sale of United Manufactur- ing Company, this city, advised last week, with the release of the all-new "Topper" shuffle alley, that this week much consider- ation was given to the better at- tractioniveness, durability and serviceability in the highly-styled cabi- netry.

In the area of scoring and playing features United's large staff of designers and engineers feel that they've reached the ultimate in "Topper." There is a rapid flashing lighted panel ("Read-Out") on the backglass for advance- scoring in flashing sequence.

There has been much improve- ment in the backbox over previous shuffle alley models, according to DeSelm. It has the big four-reel scoring, totaling into the thou- sands for "Dual Flash", "Flash" and "Advance" scoring. And, three- reel scoring in standard "Regula- tion" and "Regulation Champ", bowing. There is easy-on-the-eyes fluorescent lighting in the backbox (glass) and the pinball.

One other important thing DeSelm stressed was the edification of the na- tion's operators in the easy servicing in the backbox, because of simple en- gineering and the almost complete elimination of intricate, scrambled wiring and mechanisms.

There are extra wide, simulated Formica side-rails, a sturdy stainless steel enclosed cash box, and a chrome plated coin entry plate at the front of the cabinet, where the player's selector buttons (for the game to play) are located.

DeSelm detailed the scoring meth- ods in "Topper" shuffle alley bowls, a six-player amusement game. He said that "Advance" scores are indicated on the "Read-Out" lights. The score rules for a strike or spare increase up to the fifth frame. After that a strike score 600 and all spares 500. It is a flashy, action-packed bowling game.

In "Dual Flash" the strike and spare scores are also indicated by the "Read-Out" lights on the backglass. The lights stop on the first shot if a strike is made. If the opposite is the case, then the lights flash for a spare score.

The strike and spare scores are in- dicated on the "Read-Out" panel with a rapid-action "Flash" bowling. The lights dramatically stop flashing when the pins are struck on the very first shot in each frame. "Regulation" bowling, according to ABC standards, rules.

"Regulation Champ" scoring identical to regulation bowling. How- ever, the object of this game is heat the score which appears on the "Read-Out" panel on the backglass throughout the entire bowling game. It creates spirited competition, accord- ing to DeSelm.

"Topper" also has the "Easy Strike" and "No-Spares" striker button on the panel in front of the playfield.

DeSelm concluded by urging opera- tors to visit their nearest United distribu- tor to demonstrate the potential in "Topper" shuffle alley bowel.

It is a companion piece to United's "Bankpool" (billiard-type) shuffle al- ley and "Future" big ball bowling alley.

Cash Box—February 15, 1964
WANT—Used 45 rpm records. We pay freight (tip on mix). KING SALES-10th & WASHINGTON ST-BOSTON, MASS.

WANT—12 rpm records. Please send list for quick reply. Mastera also purchased. Please send catalog and price lists. OAKWOOD RECORD CO.-14 CHERYL LANE-N. BETH-Page, L.I. (Tel. 116-WY 4-1475)

WANT—Used 45 rpm records. All types, as they are needed for record player. $0.01 each. We pay freight from anywhere in USA. BEACON RECORD DIST. INC.-33 BEACON ST-NEW YORK, N.Y. (Tel. 351-1831)

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