Major Lance strolls across the front cover of Cash Box in the relaxed and free swinging style that has been so evident on his hot singles. The vocalist, who waxes under the Okeh banner, the Epic subsid, has compiled a mighty impressive success average with his rhythmic sides. His three latest singles "Monkey Time," "Hey, Little Girl" and "Um, Um, Um, Um" have been top ten hits in both the pop and R&B markets and have established the Major as an important artist on the disk scene. His latest LP, dubbed "Um, Um Um, Um, Um," features all his hit singles. The songster, busy with a chain of theatre dates, will do a stint at the Regal in Chicago early in March.

—The Best Of Major Lance— features all his hit singles. The songster, busy with a chain of theatre dates, will do a stint at the Regal in Chicago early in March.
SHE'S NEW...SHE'S FRESH...SHE'S HAPPENING NOW!

LINDA LLOYD
"I'M GONNA LOVE THAT GUY"
COLUMBIA SINGLES SELL!

www.americanradiohistory.com
The Capitol label, which has been extremely prominent on the record scene since the beginning of the year with some of its product, last week made another major contribution to the long-term growth and progress of the entire record industry when it announced its new "Stand For Stability" album policy. (See other story on News pages.)

Although Capitol was not first to take this "stand," in this case, adding support is as important if not more important than being first. This is so because the Capitol move adds greater strength to the Columbia "Age of Reason" program introduced last year, and as a result makes the overall LP scene (which had been taking some very hard knocks during '63) a great deal healthier and certainly more stable than it's ever been before.

The Capitol move, which also applies to all Angel albums, varies somewhat from the Columbia step of last July. But from the broad viewpoint the technicalities are not important. What is important is that Capitol is one of the record industry's giants. And when one of the giants publicly announces a step as significant as this one, the effect on the entire industry can be expected to be tremendous.

Although all of what ails the record industry cannot be erased overnight as we would like, progress is definitely being made. Most record companies have already had their fill of the era of "Profitless Prosperity." Perhaps some have forgotten for the moment how difficult things were in the industry just prior to Beatlemania. Of course, no one wants to see the industry return to that state ever again. But we must face the facts and realize that when the furor over the Beatles becomes only normal excitement, problems temporarily overshadowed may again be very vivid.

It's encouraging to note that our industry leaders are constantly thinking and coming up with moves designed to improve the entire record picture.
THE VERY BEST OF POPULAR MUSIC IS ON MGM RECORDS

THE VERY BEST OF CONNIE FRANCIS...E/SE 4187
THE VERY BEST OF DAVID ROSE...E/SE 4155
THE VERY BEST OF GEORGE SHEARING...E/SE 4169
THE VERY BEST OF MOTION PICTURE MUSICALS...E/SE 4171
THE VERY BEST OF HANK WILLIAMS...E/SE 4168

THE VERY BEST OF CONNIE FRANCIS
THE VERY BEST OF DAVID ROSE
THE VERY BEST OF GEORGE SHEARING
THE VERY BEST OF MOTION PICTURE MUSICALS
THE VERY BEST OF HANK WILLIAMS

NEW!

NEW!

NEW!

GREAT ARTISTS!
GREAT PERFORMANCES!
GREAT PROFITS!

Another Hot Stock-In-Depth Series From MGM Records

HIGH FIDELITY
MGM RECORDS IS A DIVISION OF METRO-GOLDWYN-MAYER, INC.
Decca Salutes Big Bands In March LP Program

New York—A Decca Records program for March salutes the big dance bands, the third straight year the label has devised a dance-band deal.

The program, assisted by the release of nine new albums, will center around a dealer incentive program, details of which are available at all local Decca branches and distributors.

Each album will represent the maestro’s entire Decca catalog, making a total of 107 dance band LP’s that fall under the deal.

In further support of the program, the Decca catalog will appear in a lito book, now in the hands of fieldmen, featuring, interspersing all the new product, the lito book also lists the complete catalogs of each artist on individual labels; alphabetical reference. Time-saving order forms are also included.

RCA’s ‘63 Earnings Top Estimates

New York—Earnings in 1963 at the Radio Corp. of America were higher than the firm had estimated several weeks ago. The company achieved this record for the last quarter.

The net for 1963 was $160,033,000, a 28% increase over 1962’s $122,365,000. RCA had figured on a 25% increase. Sales for ‘63 were $1,799,377,000, up from ‘62’s $1,751,440,000.

Fourth quarter earnings were $21,852,000, or $1.21 a common share, up from ‘62’s $16,861,000, or $1.05 a share. The fourth quarter dropped to $475,300, 1963, a 91% drop due to a decline in defense business.

RCA has already gone on record as predicting record earnings in 1964.

Country Top 50 Now Credits Publishers

New York—Because of the growing importance of the country music field, the Cash Box Country Top 50 (page 45) will list publishers and collection agencies under each title on the chart. Our pop music chart, the Top 100, has included publisher credits for the past several months.

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Cassius’ Post-Fight Knockout

New York—By Wednesday morning of last week, Beatlemania had given way to Clay-mania.

The world woke-up to a new heavyweight champion in the person of Cassius Clay, the sometime poet who writes hymns to himself, who announced himself as the new heavyweight title holder after his victory over Sonny Liston the evening before.

The talk of every town, the Clay victory did not go unnoticed by the record industry.

Columbia Records, for one, suddenly found itself with a fast-selling album, featuring none other than the newly crowned champ. Its title: “I Am The Greatest.”

The LP, cut in New York last summer, was released just Sept. and had a total sale as of last Tues. of about 30,000. But with the dawn of Wed. morning, the label was reporting a big order response that seemed to put the album in a big fat class.

In addition, Columbia also had the baritone side of Clay in the market via a singles release, “Stand By Me, the King hit, and “I Am The Greatest.”

Other labels were also in the act. While no word could be had of Clay’s actual voice, they also tied in with the Clay-Lisston meeting. Capitol Records offered “The Ballad Of Cassius Clay” by the Alcoves, which was released prior to the fight. Only minutes following the fight, Louis Prima ordered the start of pressing on his first release under the label called “I’m The Greatest” to his Prima Magnaplasers. Writers of the song are Prima, Louis Hereche, Irving Mills and Eldon Graham (published through Metro Music). The writers also have a companion tune, “Baby, I’m The Greatest.”

Clay, famous for his prediction on the exact rounds he would defeat his opponents, had predicted when first signed to Columbia that his album would outsell Columbia’s My Fair Lady original-caster (some 5 million copies sold!).

Immediately after Cassius Clay won the heavyweight title from Sonny Liston in last week’s Miami slugfest, Columbia Records reported that the post-pugilist’s whole-back released LP, “I Am The Greatest,” was creating wire sales response. On the above-photographed slab of the album, Cassius strikes a typically arrogant pose.
CAPITOL BOWS NEW 1-PRICE-FOR-ALL LP POLICY; ABANDONS "BUY-IN" PROGRAMS; CONSTANT 38+9+10 DEAL

"STAND FOR STABILITY" MOVE DESIGNED TO STRENGTHEN CRDC'S POSITION IN "DETERIORATING" DISTRIBUTION PICTURE; LABEL INTENDS TO STAY IN DISTRIBUTION AND NOT BE DRIVEN OUT BY SUB-DISTRIBUTORS.

NEW YORK—A revolutionary one-price-for-all policy and abandonment of "buy-in" programs are the key factors in sweeping changes announced last week by Capitol Records Distributing Corp. The new uniform prices apply to all Capitol dealers, including rack-jobbers, nonexclusive distributors of CRDC. The policy, which comes into effect Monday, March 2, was announced at a New York press conference by Capitol's president, Alan W. Livingston, and Stanley Gortikov, vice president general counsel.

Under the new policy, CRDC's album discount structure to all its customers is then 38% plus 9% plus 10%. His converts to a $2.02 price on $3.98. It leaves no change in the 38% over the year. 3.04 on $5.98 albums. And there will be no add on any buy-in programs. There is no change in current single price structure.

It is a direct offer from the Columbia "Age of Reason" program which has been announced last year. That Columbia offered $2.35 to the dealer, who in turn was to sell it to the qualified jobbers and one stops pursuing the sub-distributor function. CRDC's plan gives the dealer, one stop and rack-jobber the same $2.02 price. A Columbia offers only its 18 distributors.

Livingston termed CRDC's new policy "a step in the right direction" and likening to offering functional discounts to the retailer. He said "the move is a bold, positive step in dealing with industry problems. The risks are significant, but the potential gains for all are limited.

"Any sweeping policy changes are motivated, Gortikov said, by a crisis of industry problems. The most pressing of these problems, he said, are the reduction to profit reduction, loss of customers, increasing returns, and unreasonably complex pricing and purchasing.

"Many retail accounts have been losing for discounts equivalent to one or two album prices," Gortikov said. "Paying for such a discount, the retailer has reduced their purchase disk manufacturers to Meet In Mexico, Apr. 13-15

EW YORK—The third convention of Latin-American Federation of Record Merchandisers will take place from April 13-15 in Mexico City. The gathering, which brings together music men from 20 Latin countries, is expected to attract 100 every year.

Cash Box will be represented at the meeting by Miguel Sminoff, South American editor, and Enrique Ortiz, the magazine's rep in Mexico.

Those present who may not be easy in either English, Spanish or French (although five percent of all) have been invited to contact Sminoff, fluent in all three, or M. M. Switzer, in English and Spanish, that the two can act as translators or arrange contacts with those in English.

Following the meet in Mexico City, the group will head for New York, where he will stay for one week. E. S. Box would like to hear from any information they may re.

6th Box, March 7, 1966

The Capitol will withstand the storm of rising prices and the growing number of customers to CRDC. The policy will be described as "are intended to insure our company's remaining in the distribution business. Although, our own discounts, under the previous policies have helped stimulate the growth of "rack-jobber new programs, we cannot allow those discounts to embarrass us from our own business. CRDC will not abdicate its distribution role or delegate its function to another channel.

The Capitol organization saw the need for a move on the wall. The move is an attempt to offer functional discounts to all sub-distributors. The policy was announced last year. There is eventually to lose all their accounts, Gortikov said. Because of the many sub-distribution programs giving a variety of functional discounts to the retailer, more and more dealers are turning to sub-distributors (rack-jobbers) for business. These programs being away from jobbers.

This trend once more removed Capitol product from the consumer. As a result, and also from influence on the consumer. According to Gortikov, there was also increasingly obvious that when a sub-distributor took over service of a dealer, less Capitol product was exposed. Less classical product was offered by the sub-distributor, as well as fewer singles and photographs.

With more accounts being serviced by sub-distributors, the branch found no need for its existing sales staff, often by a prompting a cut-back in personnel, a complete reverse from a growth pattern. Gortikov also pointed out that dealers who are serviced by sub-distributors are frequently victims of large quantities of "shock" merchandise cuts-offs, the total sub-distributor had to deal with in order to average out his operation, meaning less room available for new Capitol product.

Gortikov also pointed out that sub-distributors were becoming purchasing agents for dealers. He also noted increasing returns and pointed to greater credit problems with many rapidly expanding yet under capitalized sub-distributors.

It was obvious to Capitol, according to Gortikov, that if this negative situation were not fought, Capitol would eventually lose all its accounts, as well as its whole distribution set-up.

To combat this deteriorating situation, the company decided to introduce its one-price-only policy and erase all discount "buy-ins" programs. He was well aware of the probability of an immediate loss of rack-jobber volume and one stop volume. But he expected that Capitol would eventually regain its sub-distributor volume because the company hopes to continue to produce product the consumer will want and the sub-distributor will need.

He also pointed out the new price was still low enough for the CRDC customer to still offer price as a lure to consumers. And the one price policy would keep inventory clean and prevent the guess work required for heavy buy-in seasons.

The "buy-in" programs and the use of uniform pricing marks a significant departure for CRDC. For over two years, on both the Capitol and Angel labels, CRDC has offered special-price, limited-period promotional programs concentrating on the product of individual artists and on various catalog categories. Cost confusion, inventory distortions, and other factors resulting from such promotions were another major element in CRDC's decision to adopt the one-price-for-all policy.

Gortikov also announced that plans (Continued on page 48)

NARM BLASTS CAPITAL MOVE

PHILA., PA.—Jules Malanoud, executive director of the rack jobber association, the National Association of Record Merchandisers, denounced, in no uncertain terms, the Capitol move.

"The action of Capitol Records in disregarding the important position of the rack-jobber in the phonograph record industry is the most backward step taken by a record company in my memory. Motivated by a selfish fear that additional methods of distribution must be realigned, Capital Records is ignoring one of the greatest contributing factors to the industry's growth. The tremendous growth in phonograph record sales in the past ten years. Controlled by an international corporation, Capitol's British leadership cannot adjust to the American evolution in the marketing of phonograph records which has already taken place and will inevitably continue to take place now and in the future.

"At the 1961 NARM Convention, Glenn E. Wallis, then president of Capital Records cautioned the rack jobber not to kill the golden goose or the golden egg. Capitol Records may well be reminded that the golden egg has no value until it is taken to the market place and sold.

Industry Execs See Capitol Policy Move

Leading To Label's Entry Into Sub-Distribution

NEW YORK—Some of the astute disk trade analysts contacted by Cash Box feel that the Capitol LP policy move is an initial step in what will eventually see Capitol enter the sub-distributor area. The entry into the sub-distributor area is a necessary off-shoot of the 1-price-for-all policy.

When approached on this matter, Stan Gortikov, Capitol v.p. and an outstanding industry executive, stated that Capitol had no desire to go into sub-distributor at present. But if market circumstances forced Capitol into a position where such a move is necessary for growth and survival, Capitol will certainly consider the possibility, he added.

Columbia Will Stick With Its Own Plan;
Victor & Decca Want Time To Study Move

NEW YORK—Bill Gallagher, Columbia Records' vice president of market- ing and one of the author's of the label's "Age of Reason" program, commented on the Capitol move with the following statement:

"In July, 1963, Columbia Records announced its 'Age of Reason' pro- gram. This has met with great success and approval from all segments of the record distribution system. We obviously have no plans to change in any way, although what has been proven to be an outstandingly successful method of marketing the Columbia catalog which is the most saleable in the industry.

A Victor spokesman, in answer to queries about the Capitol program, would only say: "A quick look at the program indicates broad implications at all levels of distribution and it would be unfair to comment further at this time."

Decca's vice president in charge of sales, Syd Goldberg, also indicated a desire to examine more closely the announce- ment.

Dave Rothfeld, Record Buyer for the Korvette chain, one of the record industry's largest users of disk product, called the Capitol move "a step in the right direction." He said he would learn to live with it and feel it is a more realistic policy than the Columbia policy.
CRDC Announces New Prices.

1. One-Price Policy on Albums
One price to all. No functional discounts. The same special trade discounts to be available uniformly to all dealers and sub-distributors alike.

2. A New, Realistic Price and Discount Level
Now 38% plus 9% . . . plus 10% to all! In reality, a sub-distributor price for all customers.

3. Year-Round Pricing
Planned purchasing now possible throughout 1964. You can stock only what you need.

4. No Discount Programs
Promotions will concentrate on product, not price. Heavier emphasis than ever on merchandising, on entertainment, on intriguing the consumer!

5. Basic Stock Protection Plan
Available to all. Adapted to special needs of dealer, rack jobber, one-stop. Insures cleaner inventories, realistic stock levels, better turn, reduced risk, improved profits. Policies continue on 10% exchange.

6. Plastic Shrink Wrap
On all new release albums beginning in May, earlier on some. All factory catalog replenishment to be wrapped beginning in April. Warehouse stocks go into plastic as soon as mechanically possible.

7. Single Records Policies Unchanged
No change in current single record price and protection policies.

8. Credit and Dating
Tailored to industry seasonal needs and patterns.

No departure from historical industry “total” or “list” prices. No change in mono-stereo price differentials. These remain vital to present industry profit structures.
New Policies...For All

A STAND FOR STABILITY

Bored market frank explanations. It is the intent of these comments to justify our rational and excite your interest and faith in our approach and in our future...and yours!

In inaugurating the foregoing policy changes, CRDC takes "A Stand For Stability." No one set of prices and credits can provide everything for everybody. But it is CRDC's conviction that these revisions will bring greater growth, added profit, and sounder profit to the entire industry.

COLUMBIA'S ACTION

Last July CRDC's competitor, Columbia Records, announced its "Age of Reason" policy. The Columbia move gained industry applause from many. In its new policies, CRDC effectively acknowledges Columbia's action and adds the refinement of price equalization.

PROFIT...A NEGLECTED GOAL

Increased profitability is the key objective of these policy revisions. Profits have been appreciably inadequate for our customers, and for CRDC. Current trends indicate a worse profit outlook, not better. Renewed cost stability will renew profit. It's time for a change.

WHY NO DISCOUNT PROGRAMS?

Capitol and Angel labels have been leaders in price and discount promotions. Great growth and customer traffic have resulted. But the interest of the dealer and the consumer is waning. Problems are beginning knottier than ever in purchasing, inventorying, cost confusion, and "guessing" right. It's time for a new direction.

WHAT! NO PRICE PROMOTIONS?

Not true. Conventional "hyped" discount programs are abandoned, yes. But CRDC's new price is deliberately set low enough to allow the dealer to schedule periodic price-oriented promotions. And these will continue to have strong support in displays, merchandising, and advertising.

SINGLE RECORD POLICIES

No change is made in single record price and marketing policies, which currently yield dynamic sales and promotion action, artist growth, and album by-product. Also recognized is the vital role of the one-stop in achieving the sales potential of the single record.

THAT PRICE DIFFERENTIAL

If all the new policies, abandonment of the price differential between dealer and rack jobber is most likely to be questioned. Yet the historical industry policy of having two different wholesale prices on the same product defies a natural tendency. And that tendency is for such prices ultimately to equate...at the lower price level of the two.

The prevailing 10% differential between retailer and rack jobber prices has spawned a host of problems and pressures.

1. The large retailer contends that he, too, is entitled to the 10% because of the services he performs in his own outlets and because of the volume of his business. He even has turned to buying some of his product from certain sub-distributors who are willing to share their own trade discount.

2. The smaller dealer feels that the price differential, in favoring the rack jobber, precipitates discounting practices from which he suffers. Further, he claims the rack jobber often benefits from the extra 10% in his own retail outlets for which he has an unfairly bought product at the preferential price from some distributors.

3. Many rack jobbers claim that the prevailing 10% sub-distributor discount is "not enough" and that, since they perform distributor functions, they should enjoy full distributor prices. Further, they state both as a goal and as an inevitability, that it is only a matter of time before the rack jobber supplants the label distributor.

SERVING THE RACK JOBBER

CRDC, by its discounts, has long helped subsidize the services a rack jobber performs...but not in order to expedite its own exploitation from the distribution function. Over the years CRDC has made significant contributions, and many more can yet be made. The industry role of CRDC cannot now be delegated to the rack jobber by design or by abdication.

Although many rack jobbers choose to replace the role of CRDC (and of all distributors), CRDC does not choose to abandon the rack jobber. Instead, we desire to serve him and serve with him. The prices announced herein can integrate with the interests of many rack jobbers and many of their customers. CRDC expects to meet the needs of its rack jobber customers in many other ways — through realistic credit terms, adequate expanded protection policies and by offering and promoting merchandise that creates demand and turnover.

THE IMPACT OF THE ONE-STOP

The services of the one-stop have been particularly beneficial to many segments of our industry — to the smaller dealer or record outlet, to the jukebox operator, to the mail-order purchaser, and to the retailer of single records. Many of the new policy changes have long been advocated by many one-stops.

AND THE CLASSICS?

More than any other product line, the Classics lend themselves to sound merchandising and promotion. The new policies allow greater emphasis on these efforts and assurance of maintaining the gratifying market gains of Angel and Capitol Classics. CRDC intends that the classical enthusiast be more conscious than ever of the basic value and musical excitement in these lines.

IS RADIO AFFECTED?

Only to reiterate the important role of radio in creating consumer interest in records. Every possible effort will be continued to foster radio station support. Present service will be maintained, plus a constant search for new ways to print airplay. Assuring the excellence of single record and album product, of course, remains the key to deserved radio exposure.

A NOTE TO THE ARTIST

You, too, have a stake in all industry marketing trends and policies. The changes herein described help to offset several current tendencies, which are most disadvantageous to the individual artist: lesser in-depth catalog stocking, lower catalog sales, increased difficulty in obtaining in-store exposure of many individual artists, resistance to showcasing the new artist, and the shortened life cycle of the new release.

WHEN?

The policy revisions described herein are effective at once...beginning March 2, 1964.

OUR PRODUCT — A PLEDGE

No price, no policy, no program can substitute for offering phonograph records that genuinely please and entertain the public. You can count on CRDC to seek and offer merchandise that gives this pleasure to people...and profit to you. For further information, please contact your local representative.

CAPITOL RECORDS DISTRIBUTING CORP.
**RECORD REVIEWS**

- **Pick of the Week**

**TWIST AND SHOUT** (2:10)
[Mellin, Progressive BMI—Medley, Russell]

**THESE ARE THE DAYS** (2:15)
[Chappell, ASCAP—Bennett, King (Lone Star)]

**THE BEATLES** (Tolit 9001)

The group that turned the industry upside down should quickly continue their fantastic ways with this next single on their new VeeJay label. It's the Isley Bros. smash alike, "Twist And Shout" (culled from the crew's "Introducing The Beatles" VeeJay LP) that they belt out in exciting fashion. Tune, performed on the recent Ed Sullivan TV show, is already busting wide open. The captivating less frantic thumper, "There's A Place" (also from the LP), can also zoom way up the charts.

- **Pick of the Week**

**YOU'RE A WONDERFUL ONE** (2:12)
[Note: BMI Rondor—Holland, Dozier, Holland]

**WHY DON'T YOU** (2:50)
[Stein & Vanstock ASCAP—Broadax, Foreman, Vandenberg]

**MARVIN GAYE** (Tamla 45953)

Gaye should soon again be making chart news and the reason is his latest Tamla pressing. It's an engaging romancer, tabbed "You're A Wonderful One," that moves along at a steady driving, thump-a-rhythmic beat. Sensational job by Marvin and his combo-chordal support. Back, a soft and pretty sentiment a ballad, tagged, "When I'm Alone I Cry," is from the LP of the same name.

**HERE'S TO OUR LOVE** (2:23) [Gold-Udeil ASCAP—Udeil]

**TWO KINDS OF GIRLS** (1:44) [Gold-Udeil ASCAP—Udeil, Gold]

**BRIAN HYLAND** (Philips 40179)

Hyland's new disk association can give him a first-time out-of-Phillips click. Leadoff portion is "Here's To Our Love," a most attractive, hip-swinging beat-ballad romancer that's right up the teen's alley. Potent Alan Lomber-led vocal-instrumental showcase. The stomp-a-twist, multi-tracked coupler, "Two Kinds Of Girls," is also loaded with Top 10 potential.

- **OH BOY** (1:50) [Nor Va Jak BMI—West, Tifftman, Psyty]

**I'M LOOKING FOR SOMEONE TO LOVE** [Nor Va Jak BMI—Holly, Psyty]

**JACKIE de SHANNON** (Liberty 55678)

The talented cleftie-tan can take another vocal ride to chartville aboard her latest Liberty stand. It's the year's-back click delight (for Buddy Holly & The Crickets "Oh Boy," that Jackie knocks out in spanking, Liverpool style. More top teen sounds, English-style, on the rockin' undercut. Powerful instrumentation on both ends.

- **PUPPET ON A STRING** (2:35)
[Marc Jean, keyman BMI—Smith, Relf, Nelson]

**MY WOMAN** (2:40) [Marc Jean, keyman BMI—Smith, Relf, Nelson]

**ROB BY EALR** (Marlo 165)

It's more than likely that Bob and Earl will have a solid chart-rising follow-up to their hit debut, "Harlem Shuffle." Deck to eye: "Pumped On A String," a polliwog thumper that the felines carve out with telling effect. Striking Gene Pascual-Lee arrangement rounds out the winner. Artists slow things down to a heartful beat-ballad pace on the flip.

**Newcomer Picks**

**STAND BY ME** (2:11) [Progressive, Tri, ADB BMI—King, Glick]

**I AM THE GREATEST** (2:13) [Blackwood BMI]

**CASSIUS CLAY** (Columbia 43067)

The champ is all mouth on this Columbia release that could make it very big on the singles scene. On it, Cassius displays a surprisingly good vocal technique as he revises the short-white-back Ben E. King hit, "Stand By Me," against a similar, teen-appealing Latin beat out-backdrop. Pip half, "I Am The Greatest," finds Clay reciting his self-proclaimed (except for being the champ now) virtues-while the roar of the crowd and a solid rhythm section backs up. Title is the same as his white-back cheek LP which is already heading back to chartville.

**WE LOVE YOU BEATLES** (2:18) [Edwin H. Morris ASCAP—Smith, Folsom, Relf, Gold, Vandenberg]

**HOT BLOODED LOVER** (2:40) [Chappell ASCAP—Thorp, Bogen]

**THE CAREFREE** (London International 10614)

Looks like another "Bestimania" entry will be popping up all over the hit lists in the weeks to come. This time, it's by a group of newcomers, the Carefree, who take the "Bye Bye Birdie" delight, "We Love You Con-" and refit to include Ringo, John, Paul and George Beal's contagious martial-jeep beat back-up on which could be an overwrite sensation. Backing's a striking stomp-twin affair.

"5-1-3-2-1" (1:58) [Peter Maurice ASCAP—Jones, Hugo, Mann]

**WITHOUT YOU** (2:13) [Southern ASCAP—Jones]

**MANFRED MANN** ( Prestige 312)

Prestige can make its "Nina" sales scoring with another import that's currently riding high on the British charts. It's a frantic, Liverpool-blues flavored affair, tabbed "Oh Baby," that Manfred Mann and his instrumental accompanists zip thru in high gear. Backing's a throbbing, real funky beat-ballad opus tabbed "Without You."
'APPY 'APPY 'IT (NO. 2 ON CHARTS!) FROM ENGLAND!
NOW SHAKEING ALL OVER THE U.S.!

HIPPIE HIPPIE SHAKE
The Swinging Blue Jeans

#66021
**RECORD REVIEWS**

**Newcomer Picks**

- **"WE ARE IN LOVE"** (2:06) [Maidstone BMI-Andrews]
- **"WHAT NOW"** (1:57) [Lodow BMI-Jaquees]

**Best Bets**

- **TOMMY ANDRE** (Broadway 506)
  - "UP ONE MORE TRY" [BMI Carl, Philips] Andre tells that he hasn't given up on his car yet as he knocks out this entry in contagious, falsetto-voiced manner. Terrific vocal and instrumental effects on a deck that busts thru. Label's a division of B.E.P.
- **"BLUESPRINT"** (Saturn, Stacato BMI-Red) This end's a very pretty chaya best all-instrumental.

**Cash Box** - March 7, 1964

**Cash Box** - March 7, 1964

**Newcomer Picks**

- **JERRY VALE** (Columbia 29594)
  - **"AS SURE AS NIGHT MUST COME"** (2:00) [Bloodwood, Edgewater BMI-Black] Varey Vale is sure to stir up plenty of sales and demo interest with this very tuneful ballad sparkler served up with his usual warm and distinct vocal style. Even the Top 40 programmers can't resist this one. (Good follow-up to "On and On")
- **"THE LIGHTS OF ROMA"** (2:45) [Bloodwood, Edgewater BMI-Black] Sigman, Garello, Giovanni, Travaja] the songster gives an in-English & Italian rendition of this Latenid goodie from Ruggantino. A top-drawer reading by the songester geared for plenty of spins.
- **DREW-YELS (Capitol 1545)**
  - **"EVERYBODY KNOWS"** (2:00) [Bloodwood, Edgewater BMI-Black] The team, a recent chart-maker with "Tell Him", can again make the grade with this potent follow-up. It's a quick beat jumper that's chock full of hit ingredients, vocally and instrumentally.
- **"IT'S MY TIME"** (2:00) [Bloodwood, Edgewater BMI-Black] This end's an inviting chart grabber that can also break into hit territory. A two-sided chart threat.
- **DANNY AND THE JUNIORS** (Mercury 72240)
  - **"LET'S GO SKIING"** (2:29) [Shereps BMI-Madara-White] Danny and the Juniors, who had "At the Hop" and "Rock and Roll Is Here to Stay" years ago, are turning with a strong attempt at helping create a skiing dink facet. The vocalists pull out all the stops that bring forth their previous hits. The kids invite you to ride along. Many teeny-berries are sure to accept.
- **"BAD GIRL"** (2:10) [Mer-Jom BMI-Hoffman] A pretty ballad which is sure to bring attention.
- **"WHO'S GONNA BE FIRST"** (1:37) [Phrysi BMI-Gilmore, Weeks]
- **"HEAVEN"** (2:00) [Sultan BMI-Cari]
  - **"Aliloves** (Carlton 662) The Alloves can do with "The Ballad Of Cassius Clay" in the disk field — what the gargantuan pugilister fighter to Sonny Liston. It's the greatest bow down of a career and it's a chart twist that's performed with Clay's big upset victory. Artists do a complete about-face on the beat-ballad underdog.

**Best Bets**

- **BEN E. KING** (Ato 3288)
  - **"THAT'S WHEN IT HURTS"** (2:08) [Cattillon-Melvin BMI-Wexler, Berns] King turns in another one of his emotive-packed performances that is sure to go over in a big way in both the pop and r&b areas. Potent mid-45 rectification and best-ballarranged by Seymour Barab on a deck that can step out of.
- **THIELO DAMGAARD** (Cotillion 2:45) [Bloodwood, Edgewater BMI-Black] Damgaard, Damgaard The Platters could have their biggest success in years by turning out a strong novelty-rough sound on this outing, half-oldtimer. Culled from their album, "Golden Hits of the Group," side can do much to re-establish the performers in the singles field.
  - **B. B-**
  - **"ROW THAT BOAT"** (2:00) [Bloodwood, Edgewater BMI-Black] A good build-up reading of "Michael," the hit by the Highwaymen.
- **LENA HORNE** (20th Century-Fox 401)
  - **"BLOWIN' IN THE WIND"** (2:30) [Witmark ASCAP-Dylan] Static, who strode some chart action (and controversy) with her last singles ditty. "Now," she offers another social-message item, the recent Peter, Paul & Mary hit. In this outing, the performer sings and smokes. Good disc made it.
Hickory Proudly Presents The Sensational British Artist . . . .

Lonnie Donegan
Singing
LEMON TREE
C/W
A VERY GOOD YEAR
HICKORY 1247

* now exclusively on Hickory Label under long-term contract for USA

Hickory RECORDS, INC.
2510 Franklin Road Nashville 4, Tennessee
Cash Box

Best Bets

THE STARLETTES (Siana 717)
- "RINGO" (2:18) [Victor--BMI---Phillips] The Starlettes shower their attention on the Beatles with their second number one Beatles, Ringo, on this happy-sounding taffy-candy style by Denny & Son. A fourteen approval. The Beatles are much in vogue and the gals could cash in on the mania and score in the sales department.

(B+) "ALL DRESSED UP" (1:56) [Vantage--Bria---Rus] The gals do a complete switch on the reverse with an un-arresting reading of a lyrical melody. They're all dressed up with no place to go.

LITTLE WILLY PARKER & LORENZO SMITH (Mar-Vel 2700)
- "LOOKIN' IN FROM THE OUTSIDE" (2:36) [Hits Of Tomorrow--Bria---Park--Smith] Little Willie Parker and Lorenzo Smith could well make national names for themselves with this fast-rate, mediumpaced, shufflin' Sam (ooko-style rhéa tale of heartbreak delivered in a warm, beautiful fashion. Eye it.

(B+) "FIREWATER" (2:51) [Hits Of Tomorrow--Bria] On this end, a raucous, hard-driving instrumental affair with Indian warpath-patterned shouts, Smith goes it alone.

ADORABLES (Golden World 54487)
- "DEEP FREEZE" (2:26) [Myto--BMI---Gorman-Blackburn-Mancha] The girls let loose with a jazzer patterned after the tough new sound created by Martha and the Vandellas. The arrangement has caught on like a brush-fire. The song is a great, sentimental backing and the girls are very much in evidence, just ready to move.

(B+) "DADDY PLEASE" (2:45) [Jobette--Bria---Smith-Hamilton-Friibon] A tough swinging hand clapping stomp which could make noise fast. Eye it carefully.

LITTLE CHERYL (Cooke 307)
- "YEH, YEH, WE LOVE 'EM ALL" (1:59) [Kalman--ASCAP--Cap--Man] Little Cheryl and her pals definitely declare they're gonna love all the Beatles no matter what people say. It's a strong teen angle that could come in for plenty of sales and sales.

(B) "NIGHT TIME CALLING" (2:02) [Kalman--ASCAP--Cap--Appell] An easy-swinging instrumental number geared for teen dance acceptance.

MIYMIKE MAKEBA (RCA Victor 5670)
- "FORBIDDEN GAMES" (2:55) [Raven--BMI--Parker, Laquer] The folk blues backup can make some noise with this stylish simultaneity, full orked-backed rock and roll style with a bit of the doo-wop flavor. Tune, which is sung in English, is carried out the finish by the new Victor LP.

(B+) "DUBULA" (2:15) [Makeba] This little number gets away from you this time the out-songstress dished-up an appealing peeling-up tempo, high-spirited ethnic ditty which could bring the group some much-deserved jury out in droves.

THE SAXTONS (Regina 305)
- "THE BEATLE DANCE" (2:17) [La Forge--ASCAP--Leonard, Dube] A teen-angled rock instrumental from Beatlemania is done up solid with upbeat backing by the group. The theme is Beatlemania, the overall sound stands up with a lot that's leading in a warm, happy-sounding number.

(B) "I'M SITTIN' ON TOP OF THE WORLD" (2:16) [War--&--ASCAP--Henderson, Lewis, Young] Catchy teen view of the durable.

FREDDIE & THE DREAMERS (Capitol 5167)
- "YOU WERE MADE FOR ME" (2:16) [Edward Marks--BMI--Dreamers] Complete change of pace on the charts with Beatles dates, have another distinctive English rock group in Freddie & The Dreamers, who recently made big chart news in the UK. This song recalls that label, and take notice. Keep close tabs on this.

(B) "THAT ANGEL IS YOU" (2:20) [Original BMI--Bene-vento] There's a lot of power in this solid, well-delivered back-up backing, and a hit on the horizon. Listen for a potential smash.

ANNIE & ORPHEANS (Capitol 5144)
- "MY GIRL'S BEEN BITTEN BY THE BEATLE BUG" (2:02) [Robert J. Crewe--Ange] Crewe's latest, joined the Beatles frenzy with this catchy little ditty that could make noise fast. Keep it in mind.

THE VVALYANTS (Parkway 904)
- "YO ME PREGUNT0 (1 Ask Myself)" (2:23) [Survey BMI--Lindle--Antell] Pretty Latinish tune is a worthy Latin pop raid from much original-sounding interest to the teen group, it's a busy rock style, retaining the essential Spanish feel of the song. Well made.

(B) "TONEY" [Survey BMI--Lindle, Antell] Organ makes effective blues-walts remarks in this all-combo showing.

RUTH BROWN (Noseno 102)
- "TIME AFTER TIME" (2:15) [Jobette--Bria---Gorman--Kalmann] The vet singtail, now cutting for Decca, has found a home in the St. Louis-based discy world with a worthy good-music-playing of the beautiful overgreen. The jazz-ballad approach is strong and arranged as well as could be done by Oliver Nelson, is excellent. Strong contender for big good-music spins. A hit for sure.

LEN WATSON (Coral 62937)
- "DEEP FREEZE" (2:47) [Auffuet-Bmi-Stew-Riiss] "DEEP FREEZE" is the old world favorite is addressed to the blues-pop of music in this big-sounding rendition by the Adorable's. The strings are played by翻弦 under Henry Jerome's direc- tion. The song is a sure wine-up with some action. Another one to look for.

THE JUMPIN' TONES (Raven 8005)
- "GRANDMA'S HEARING AID" (2:15) [Original BMI--Kakuk, Zito] The Jumpin' Tones come up with one that's leading in a "Twinkle Twinkle Little Star" prelude. The gal tells her beau his hair can't match the Beatles and he says he just plain bugged about it. It's only a quickie, could catch on quickly.

(S+) "A PLACE CALLED HAPPINESS" (2:18) [Pioneers--BMI--Le-Mel] A nice 'n easy ballad lilter here with a pleasant melody and schmatz lyric.

THE VALIANTS (Parkway 904)
- "THE DYING LION" (2:38) [East BMI--Jefferson] "THE DYING LION" is the next number to come out this group's latest, and a real top-flight, chorus-backed, teen-angled rhythm limerik about a lionsome guy that's been out of luck to find his gal to come back to him. Plenty of potential here.

(B+) "SO HARD" (2:28) [Ronnat BMI--Taylor] This time out the chorus offers interest, charmingly-backed romance with a sentimental white-back sound.

EDDIE JEFFERSON (Stax 147)
- "I'M ON MY LOVING LOVING AGAIN" (2:58) [East BMI--Jefferson] Eddie Jefferson could well create more interest with this interesting, chorus-backed, smooth-voiced kind of guy to whom romances means trouble. Singers should really dig it.

(B+) "DON'T BE MY DUDE ANY MORE" (2:40) [East BMI--Jefferson] On this end the charlie moving rhythm limerik-lasso cowgirl, moving rich sounder complete with moving mid-deck recitation.

JOHNNY COPPELAND (Golden Eagle 2003)
- "MAMA TOLD ME" (2:19) [Auffuet--Bria---Gorman] Johnny Coppeled claims both his mother and father helped him to come up with this tune, and in this fanky, slow-moving blues wreep rendered with the Coppeled's usual lilt, it's a new favorite. Jamie/Guyden distributes.

(B+) "YOUR GAME IS WOKE" (2:19) [Ko-Bro BMI--Coppeled] Rauny, teen-oriented danceable ballad with a first-rate guitar backing.

BILL & WILL (Checker 12961)
- "GOIN' TO THE RIVER" (2:44) [Bar--BMI---Riley, Sasser, Willis] 'The red devilies has put together a top notch, medium-paced, dual-track bop by bluesy back-up with a sentimental ending and an effective multi-landscape, rapidly changing beat.

(B+) "LET ME TELL YOU 'BOUT" (2:46) [Ace & Bia--Riley, Sasser, Willis] Extremely slow-moving bluesy number with a lot of potential, Williams--Bria--Dold, with winning authority by the boys.

BOBBY CHARLES (Jewel 729)
- "EVERYBODY'S LAUGHING" (2:04) [Bar-Mar BMI--Char] Bobby Charles, well-garnered plenty of spins with both top-notch medium-paced, dual-track bop by bluesy back-up with a sentimental ending and an effective multi-landscape, rapidly changing beat.

(B+) "EVERYONE KNOWS" (2:27) [Cetorelli BMI--Sunder] This time out the songstress turns out a feeling, slow-moving, Shuffles' sentimenta tale of woe.

CLASSEMK (Lamplight 490)
- "I DON'T WANT TO DANCE" (2:12) [Ko-Bro BMI--Classe] The title song with an exciting sound, to Bobby Frer- man's "oldie-but-goodie." Very good. On this end the bridge gives tune its hard rock, horn blare, and a well-constructed delivery to this symple, well-structured delivery.

(B+) "ALL TIME FOOL" (2:02) [Westbound BMI--Davis] The group also swings it on this side.

Cash Box—March 7, 1964
HERE'S THE BIG HIT ALBUM OF 1964

DAWN THE 4 SEASONS
(GO AWAY) AND 11 OTHER GREAT SONGS

featuring one of the hottest numbers of the year

by the number 1 group in America

...and 11 great teen tunes as only they can do them!

AND NOW ON THE CHARTS...
the other new 4 Seasons LP

“BORN TO WANDER”

PHILIPS RECORDS

One World of Music On One Great Label!
HENRY JEROME ORCH. (Decca) [Murray, & V) (ASCAP, Simon, Jerome) There's a catchy good-natured tune with choruses and a lot of the charm that's the hit for sunny programming.

CHUCK DALLIS (Glenn 2208) [B+]( ) (B) "SHOW GOOD, BUT NO GO" (2:08) [Hits Of Tomorrow B] Dallas. Another Check Chuck Dallis can quickly establish a hook with its gentle, easy-going, pulsatind, rauchy, funky blues with some clever gimmick shouts. Loads of potential.

(B) "MY FRIEND" (2:18) [Hits Of Tomorrow BMI - Hall, Dallas] Slow-moving, shuffle beat an bluesy witty singer, rendered with poise and authority by Dallas.

HESSE MANN (Atlantic 2757) [B+] "HARLEM NOCTURNE" (2:16) [Shapiro Bernstein - BMI] A recent and powerful顺着 the piece on this surf's trend type instrumental by J.C. and His Spacemen. It's loaded with the wild danceable qualities of the younger stars dig in a big way. A good item for the ops.

(L) "NIGHT RUMBLE" (2:32) [American-BMI-Cole] The group creates an ominous sound on this staggering outing. Also good dance fare.

KENNY CARLTON (Valli 305) [B+]( ) (B) "YOU'RE SIXTEEN" (1:54) [American - BMI] A feeler by Kenny Carlton makes a strong bid for reviv als of the teen rocker. The songster's updated version of the Johnny Burnette hit is a pleasant pop feeler and a solid instrumental backdrop. Could see some playtime this time around.

(C+C) "OREO ME" (2:16) [Cedar Lane-BMI-Herlet] A Latin-flavored opus here with a sax and female response arrangement. Both the material and the performance are col orful.

THE CHIC-LETS (Joni 919) [B+] "I WANT YOU TO BE MY FRIEND" (1:55) [Hollis & BMI-MGM] The Chic-Leets happily romp through this methodical and plenty of polish along the way. It's a teen tunes that could be picked up by Top 40 Spinners.

[B] "DON GOOF ON ME" (2:40) [Grand Canyon-BMI-Feld曼, Jacyn, Grimes, Goodyboogie instrumental with party noises in the backdrop for an interesting effect.

KENNY STEVENS (Old Town 1158) [B+] "IT WAS LOVE AT FIRST SIGHT" (1:59) [Marcosen - BMI] Faust, Race] The chant gets some vocal support from a chorus group on this schmaltzy-flavored romancer.

BILLY HOLDEN (Dot 16888) [B+] "GOOD FEELIN'" (2:33) [American - BMI] Eau Claire Billy Holden takes a novel vocal approach to this similarly sounding thing of the familiar-sounding tune with the usual rocknbblue shuffling. Multi-tracks add color to the arrangement and it should help it on its way.

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HARRY SAWYER (Echo 3017) [B+] "HOLD ME ON" (2:07) [Joyas: ASCAP - Gohrrin, Lee] A middle-of-the-road rock and roll entry on the underside of

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LOST DREAMS AND LONELY TEARS
DON CORNELL
45-464

FINDERS KEEPERs b/w I’VE GOT A SECRET
SHEPHERD SISTERS
45-468

THE GLORY OF LOVE
DEAN BARLOW
TCF-12

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DIANE RENAY
TFM 3133/TFS 4133
THE RECORD AND THE SOUND THAT SWEPT ENGLAND—NOW AN AMERICAN SMASH HIT!

THE SOUND
THE DAVE CLARK FIVE

"GLAD ALL OVER"

5-9656

Cash Box

Looking Ahead

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

1. SHA LA LA
   2. SEARCHIN'
   3. WE LOVE YOU BEATLES
   4. MY BOYFRIEND GOT A BEATLE HAIRCUT
   5. I'M LEAVING
   6. JAILER, BRING ME WATER
   7. ALWAYS IN MY HEART
   8. CASTLES IN THE SAND
   9. YOU'RE A WONDERFUL ONE
  10. A HEARTBREAK AHEAD
  11. SO FAR AWAY
  12. MOLLY
  13. OUT OF SIGHT, OUT OF MIND
  14. FOREVER
  15. I CAN'T MISS NOTHIN'
  16. THERE'S A MEETIN' HERE TONIGHT
  17. HE WALKS LIKE A MAN
  18. CURF EW LOVER
  19. WELCOME TO MY WORLD
  20. THINK NOTHING ABOUT IT
  21. ROBERTA
  22. PEOPLE/I AM WOMAN
  23. GEORGIA ON MY MIND
  24. STRANGE THINGS ARE HAPPENING
  25. YOU WERE WRONG

Cash Box—March 7, 1964

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2809 ERASST STREET, HOUSTON 26, TEXAS (or 3-1225)

ALL OVER - THEY'RE TALKING ABOUT BOBBY BLAND'S
"AIN'T NOTHING YOU CAN DO"

Promotion-minded WIBG-Philadelphia has a new fun contest called "Wibbage Word Game" which has listeners tuned in sharply for awards of merchandising prizes and cash. Every hour the station broadcasts a different "Wibbage Word" while special oper- ators make calls throughout WIBGland asking questions, "Do you know the Wibbage Word?" To listeners respond- ing with the correct word for that hour goes a fabulous merchandise prize, such as a set of golf clubs and bag, a portable typewriter and touch- typing case, a transistor clock-radio, and others including cash.

A major expansion of local news coverage facilities, part of KJH- Hollywood's stepped-up emphasis on news, was announced last week by Martin S. Fiepker, veep and general manager of the station. The new facilities include three radio news cars equipped with two-way short-wave radios that enable the vehicle to remain in constant contact with the KJH newsroom while moving the freeways and by-ways of greater Los Angeles.

The Broadcasting Executives' Club of New England will award two scholar- ship grants in 1964. The grants are made to provide the students attending accredited New England colleges. Recipients must be New Englanders and be engaged in a communications course. BPC president, John F. Cre- han announced that one scholarship will be given in the name of Harold R. Fellows. A second will be named in honor of Nona Kirby, founder of the BPC recently deceased.

WBGI-Minneapolis personality Paul Ryan recently made radio his- tory (as far as station officials are aware) by becoming the first announcer to receive a "Beatle" haircut on the air. Ryan's "Beatle Bob" was administered by a local barber clad in formal attire, top hat, white leather gloves and equipped with a straight razor. A large crowd of the station's listeners jammed the studios as Ryan attempted to keep his afternoon show on the air. "The only difficulty I had was that I couldn't announce and be cut at the same time," Ryan reported. "I made it not only the world's first 'Beatle' cut on the air, but probably the longest too!"

WBGY radio news has been named one of the eleven recipients of the Association of American Radio and Television Executives' "Cooperative News Awards" for outstanding coverage in 1963.

A Rio Linda, Calif. resident, William E. Haggard, has been adjudged the winner of KRAK-Sacramento's "Mystery Heart Beat" contest. He re- ceives a $500 savings bond from the station. During the period Feb. 1 through Valentine's Day, the station broadcast the actual heartbeat of a Sacramento Union's featured columnist. Kurt Mesnekoff. Clues were given as to the identity of MacBride and each announcement carried a message prepared by the Sacramento County Heart Association. Of the 701 entries received, 46% correctly identified Kirt MacBride. Judging was based on the heartbeat's beat and pitch.

Buddy Deane, heard daily on WITH-Baltimore, recently had a little fun the evening of the 4th with the current Beatlemania craze. He told his lis- teners he wanted to know who was more popular, the Beatles or Ringo. He then pulled discs by the Beatles and immediately presented them to the winners thereby releasing "The Battle Of The Beatles" with the English group and Elvis Presley put together for the title "The Crown Prince of Rock and Roll." The winners were to call by phone to cast a vote as Buddy alternated Beatles and Presley records. And ca- they did, because when the dust had settled, and it was all over but the shouting, Elvis was in the lead. To find out what Beatles and 703 for Presley have gone on and on, but the presi- dent of the telephone company called the station to request that Deane cease the telephone poll, as he was responsi- ble for completely tying up all major exchanges in the city and the phone company couldn't begin to handle the tremendous influx of calls. Deane called a halt.

The Clark Racers, an all-girl tear comprised of listeners throughout the Tri-State area, scored a resounding T-4 victory recently over a bicoastal and battled team of KDKA-Pitts- burgh all-stars. More than 6,500 beauty fans braved freezing tem- peratures at Carnegie Tech field to watch the madness. Nonemac's Home- county Association for Retarded Children collected nearly $1,000 for the game, a confiscated contribu- tion from Howard Johnson's who- sponsored the hour-long game ben- efit. Tiger Troop No. 1 has be- nformed—and similar groups will undoubtedly follow—if the lady listener to Bob Tracey on KDKA have their wish granted by the station. The station has voiced "Hi Tiger," suburban an- nouncements have been pla- ced to collect funds on behalf of Tracey for the Children's Home fund and collect other worthwhile projects. Already dozens of women throughout KDKA's coverage area have joined the group and proudly display membership cards with sheep- ish tiger as their club symbol.

WOC-P-Boston has presented a station to the United Fund of Greater Boston. The station expressed the grateful tribute to Boston radio listeners for their voluntary contributions to public service in the support of the United Fund appeal.

The eight week search for the KEX "One-A-Week Miss Nightside" has just been concluded with the selection of attractive Portlanter, Cheryl Ranslam, "Miss Nightside" will go on to KEX'S evening host Steve Davis with news and entertainment between the lines. The Metropole Portland area, the station has received numerous presentations, the new eats in the after dark entertainment czar, the latest motion picture predictions, etc., etc.

CRY-Winnipeg has a new inveterate listener contest coming down the pike, tabbed "Singly Singer." Every station deejay has made record and they'll be featured on a rotating basis at the rate of one an hour for two weeks. Listeners are asked to vote for a singer who must be a member of CCRP, an arm of the CCRP. Shire's legions are busied performing and all the rest, the winner of the "Singly Singer" contest will win $100 and a new phonograph.

What are the motivating forces, the reasons and goals of the Communist movement, which is known as Communism? The answers to this extremely important question will be provided by more than half of the hour-long programs which will be broadcast solely on WRTV-Baltimore.

VITAL STATISTICS:
Bill Roberts given the green light as record librarian in WRTV-Baltimore. Kenneth T. MacDonald is the new assistant general manager, Dave Parker is now associated with WJZ-Baltimore and a reporter-editor.
Wonder Who's Kissing Her Now b/w As Long As I'm Singing #5126

Another smash single Bobby Darin-style

Capitol Records
MONTREAL—While playing an engagement in Montreal, Capitol's Al Martino was feted at a cocktail party thrown by Capitol Records of Canada. In the above pic Martino (cent- from left) looks over the position of his current hit single "I Love You More And More Every Day" in Cash Box. Also beaming happily at the chart action are (left to right) Dick Rienze, the label's Montreal branch manager, Paul White, national ad manager, and John Murphy, CB's Canadian rep.

BLUE NOTE HAS THE HOTTEST Jazz Singles

NEW FOR MARCH
STANLEY TURRENTINE
NEVER LET ME GO / MAJOR'S MINOR
BLUE NOTE 45X1894
From His New Album BLP 4129
"NEVER LET ME GO"

THE THREE SOUNDS
THE NEARNESS OF YOU / ONE FOR RENEE
BLUE NOTE 45X1898
From Their New Album BLP 5120
"IT JUST GOT TO BE"

GOING STRONG
HAROLD VICK
OUR MISS BROOKS / VICKSVILLE
BLUE NOTE 45X1897
From His New Album BLP 4138
"STEPPIN' OUT"

FREDIE ROACH
PARTY TIME / NADA BOSSA
BLUE NOTE 45X1892
From His Hit Album BLP 4128
"MO GREENS PLEASE"

JIMMY SMITH
CAN HEAT
BLUE NOTE 45X1905

D.J.'s: Write for Free Samples

JUKE BOX OPS' RECORD GUIDE

ACTIVE with OPS

(LAZY LADY/I DON'T WANT TO SET THE WORLD ON FIRE
Fats Domino (ABC-Paramount 1053)
MARRY JANE
Dil Shannon (Amy 897)
HERE'S A HEART
Diplomats (Arach 1004)
HE REALLY LOVES ME
Debbie Rails (Acad 2148)
HAREM
Acker Bilk (Arco 6282)
I'M TRAVELIN' ON
Johnnie Wilson (Shovelnose 5260)
THE BOY WITH THE BEATLE HAIR
Swans (Comeo 302)
MY BOYFRIEND GOT A BEATLE HAIRCUT
Danne Lynn (Capital 5217)
A HEARTBREAK AHEAD
Marmalade (Chortshohek 806)
STAY WITH ME
Nigh Time (Ches 1077)
I ADORE YOU
Patti Page (Columbia 42963)
I'M A WOMAN
Barbra Streisand (Columbia 42965)
MY HOME TOWN/A ROOM WITHOUT A DOOR
Steve Lawrence (Columbia 42952)
WHO'S BEEN SLEEPING IN MY BED
Linde Scott (Congress 280)
STRANGE THINGS ARE HAPPENING
Little Jr. Parker (Chess 373)
The L.A.-DEE-DA SONG
Village Stompers (Epic 9665)
SWEET VIOLETS
Bob Brown (Frankly 919)
LENNIE ON THE MOVE
Lennienick (Frankly 920)
I'M LEAVING
Johnny Nash (Cwave 0036)
SEARCHIN'
Ace Comman (Mt. 2074)
IT AIN'T NO USE
Lou Johnson (Hillary 511)
BOOK OF LOVE
Endings (Jubilee 5469)

PLEASE, PLEASE, PLEASE
James Brown (King 5453)
DIANE
Biritcher (London 9629)
WE LOVE YOU BEATLES
Carefree (London 1064)
PERMANENTLY LONELY
Toni Lawrence (MGM 5264)
HEY BOY
Paul London (Lindale 3015)
TELL OLD BIL
Chuck LeVee (Mercury 72324)
GEORGIA ON MY MIND / STELLA BY STARLIGHT
Richie Cofnette (HMG 11305)
NEVER LEAVE ME
Strafford (D'Oll 100)
HEY, BOBBA NEEDLE
Chuck John (Parkway 907)
BE MY GIRL
Dorothy (Postway 901)
FROM ROCKING HORSE TO ROCKING CHAIR
Paul Anka (RCA Victor 8311)
JAILER, BRING ME WATER / YOU CAN'T SAY GOODBYE
Triple Loper (Reprise 2551)
STAY WITH ME
Frank Sinatra (Reprise 20249)
CURFEW LOVER
Anita Nemes & Floras (Roulette 4543)
CHANGING MY LIFE FOR YOU
2-Doob (Roulette 4548)
SHA- LA-LA
Shields & Castle (1267)
FOREVER
Pete Drake (Smash 1867)
YOU'RE A WONDERFUL ONE
Marvin Gaye (Tamla 5497)
LET THEM TALK
Ram-Aounds (Tatotl 065)
OUT OF SIGHT / OUT OF MIND
Sunny & Sunzers (Tear Drop 3377)
HENRY'S IN PART 1
Sam Kendle (T.O.F. 723)
MONDO CANE #2
Kiki Montique (Foray 1217)
COME TO ME
Ottis Redding (Flat 176)
OUT OF THIS WORLD
Gino Washington (Ward 147)
HELLO YOUNG LOVERS
Jimmy Durrante (Warner Bros. 5410)

NEW ADDITIONS to Top 100

62—THINK
Brinda Lee (Decora 31599)
64—TWIST AND SHOUT
Beatles (Parlophone 1001)
66—HIPPY HIPPY SHAKE
Swinging Blue Jeans (Imperial 66021)
72—NEW GIRL IN SCHOOL
Jan & Dean (Liberty 55672)
73—TELL IT ON THE MOUNTAIN
Patty, Paul & Mary (Warner Bros. 5418)
77—AIN'T NOTHING YOU CAN DO
Booby Tilpin (Duke 375)
82—I'M YOUR HOOCHIE COOCHIE MAN
Don St. Mary (Columbia 4927)
79—MONEY
Kongman (Word 150)
80—DEAD MAN'S CURVE
Jan & Dean (Liberty 55677)
82—I'T'S MURRAY Eats Caviar (P.E. 807)
88—HAND IT OVER
Chuck Jackson (Vand 149)
89—FROM ME TO YOU
Beatles (Parlophone 332)
91—HEY JEAN, HEY DEAN
Dean & Dean (Rust 5075)
92—YOU CAN'T HIDE FROM ME
Gwen Ross (Tapestry 587)
93—OUR EVERLASTING LOVE
Patti, Paul & Mary (Warner Bros. 5418)
94—LOOK HOMeward ANGEL
Monarchs (Sound Stage 7-2516)
97—I AIN'T NOTHING TO ME
Oodles (Atco 8287)
98—WHITE ON WHITE
Danny Williams (United Artists 858)
99—WHO'S GOING TO TAKE CARE OF ME
Justine Washington (Saw 797)
100—THE MAN IN YOU
Morrice (Tamla 54061)

AIMED at OPS

KIDDIO: THINK TWICE—Brook Benton—Mercury C-30119
HUEY CLAPPS: JUMBO—Arthur Prysock—Mercury C-30117
BREAKING UP IS HARD TO DO MY FRIENDS—Jimi Garcia — Mercury C-30118
CANDY HEARTS, FAMILY BIBLE—George Jones—Mercury C-30120

Cash Box—March 7, 1964
CHUBBY HAS ANOTHER 2-SIDED SMASH!

HEY, BOBRA NEEDLE

B/W

SPREAD JOY

P908

CHUBBY CHECKER

THE BIG ONES ARE ON CAMEO/PARKWAY

Cash Box—March 7, 1964
NEW YORK:
Si Zentner, appearing at Basin Street East until Mar. 5, has been tagged a buzz shot on the Garry Moore CBS TV show. The bandstand will do a big production number. Joe Bonet, the new master of ceremonies, will conduct the show. The Joe Bonet-produced concert will feature the pianist on jive and his new Boogie-kin compositions. Terri Thornton soon out with two new sides for Columbia tagged "Cold Cold Heart" and "You Don't Know." Tony Bennett has signed some new fake for Columbia 48 hours after his sellout Carnegie Concert. Mercury's The Smothers Brothers turned down more than 2,000 anxious fans at their re-stopped briefly in New York on his way to England to begin work on a new album. For the new Peter Sellers film, "Shot In The Dark," Hank just garnered his 4th Academy Award nomination for "Charade."... Eydie Gorme is currently cutting a new album for Capitol. Her new Jo Stafford production is an instrumental accompaniment by the Tote Lee Pandro, who's been out in Spanish and English on the disk... Tony Braxton and a strange new Clancy Brothers and Tommy Makem, will do a St. Patty's day tribute via NBC's "Sunday TV Show" on Mar. 15. ... Bobby Breen, out with a Motown entry dubbed "Every Time That I Ever saw," has been tagged for a return engagement at the Latin Quarter this current run. ... Singer Scott Eden is currently riding the charts with his pleased with the publication of two new ones by Music Music Inc. "Merry Christmas to the Headless Horseman." "She Loves Me Now."" ... had a good opening at the London Palladium last week which was flipping over the initial response to "We Love Our Lady," that the deep-voiced London International. Label execs also were excited about Caterina Valente's Persian Room opening on the 25th, "Tony Richland's 'O.K.S.' The Perry Como Show." ... Begin promo rep Mike Kelly dropped by by Carl Frooster who is working a "Mickey Mouse Club." ... Sid Fay, proxy of Audio Fidelity, expecting great things from "Ride The Hawk." "You Don't Know."... "Never Mind." is a new one, 12106/OKS RE, A A T

THE BEST OF MAJOR LANCE

OKM 12106/OKS 14106

Cash Box
RECORD RAMBLINGS

MAJOR TRIUMPH!

A GREAT NEW LP!

HEADED FOR THE CHARTS!

S I ZENTNER

cent Stillwater, Oklahoma concert which was attended by 7,500 annuals of Norm Crosby, nitery comic and Boston Records artist, has been tagged for tour appearances on the Garry Moore and Jimmy Dean TV shows. Tony Braxton, in the interim, was on "That Was The Week That Was" on Feb. 26. He's about to appear on "The Johnny Tillotson headlining for their 1964 LP. In the report, "For My Dear" and "Our Love."... "Tug Of War."... We spent a very pleasant few hours with Henry Mancini last week who

E N T H E L E N N I N S

N O R M C R O S S Y

A N G E L A M A R T I N

Cash Box—March 7, 1964

www.americanradiohistory.com
NOT EVERY NEW RECORD COMPANY CAN START WITH
* A MILLION SELLER AS HAS.

WE AREN'T DECEIVING OURSELVES THAT EVERY RECORD TOLLIE PUTS OUT WILL SELL A MILLION...
HOWEVER WE EXPECT TO GET MORE THAN OUR SHARE.

FOR EXAMPLE WE THINK THAT OUR NEXT RELEASES OF

T-9002
ALL MY LOVING
BY THE DOWLANDS

&

T-9003
BACKFIELD IN MOTION
B/W
BAD MOTORCYCLE
BY THE ANGELOS

MAY NOT SELL A MILLION BUT IT WILL SELL A LOT OF RECORDS AND MAKE US ALL A LOT OF MONEY.

OUR BIG BROTHER (YOU KNOW THAT LABEL THAT SAYS IT IS ONLY $9 IN SALES- VEE JAY) CONSIDERS US RATHER BRASH FOR A YOUNG PUNK THAT IS PROBABLY $799 IN SALES AT THIS MOMENT.

WATCH US GROW...OUR FIRST THREE RELEASES ARE ALREADY GONE.

* TWIST & SHOUT BY THE BEATLES T-9001

Tollie RECORDS
A DIVISION OF
Vee-Jay RECORDS

Collie RECORDS A DIVISION OF Vee-Jay RECORDS
PROMO man Bill Hullinger is going all out for it! Also, Narine Makeha and Oscar Brown Jr. performed their first joint concert at Arie Crown Theater in Chicago. Decca's Frank Buari reported— and received—the usual jock reversion to Brenda Lee and the pain-
ing "Think" b/w "The Waiting Game." Also in line for two-sided release is singer Jay, who's getting plenty on the flip side, "I, Rise, I Fall." Frank urges us to watch Ruth Brown to the local press, "Yes Sir, That's My Baby...."

... BUD MOORE, topper of Vail Records in the West Coast, is also reported to recently released a single by new executive, Larry Carling. Carling's group, "You're Sixteen," with 'O Tell Me,' reports a tremendous breakthrough in this area on Johnny Lytle's "Village Callie" (Riverside). Deek's reportedly first challenge, cut, "It's Wonderful," which he recorded for the pilot of "The Lawmaker." Bing Crosby production star-
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main Records. ... The Irwin Zucker Firm has been retained to handle launch of his 13th album, currently at the Cocoanut Grove. ... Barry Mann, the late Leonard Mann's Son, is out in the New York area touring for the Summers session for the picture "The Lovely Set" at U. I., with Ali Bana-
Bobbi Darin. ... Dick Shawn, star of the Thunderbird's "Anything Goes," reports he did a recent date at the Downstairs. ... "Dill Shawn and His Little People," which looks like a new line, is climbing for records. The Warner Co., publisher of the picture, has promoted the film full color, three dimensional illustra-
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AND HERE AND THERE—PHILADELPHIA—Matty the Hung-
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na Needle" by Chubby Checker, "Fay, Yeh, Yeh, We Love, 'Em All" by Little Cherry. Red also informed the firm hosted a debut party for Johnny Cash, "Girl From Memphis." The singer's new LP, "The Man..."

... "The Late Show" for the Balto-Wash area, with his opening in Baltimore.

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US VEE JAY PEOPLE WOULD RATHER FIGHT THAN ADMIT WE ARE ONLY #9 IN SALES...

...we're trying awfully hard to do better.

...SOME OF OUR CHAMPS AND TOP CONTENDERS

JERRY BUTLER
VJ-588 GIVING UP ON LOVE

BETTY EVERETT
VJ-585 THE SHOOP SHOOP SONG
(IT'S IN HIS KISS)

WADE FLEMONS
VJ-578 WATCH OVER HER

THE BEATLES
VJ-581 PLEASE, PLEASE ME
VJLP-1062 INTRODUCING THE BEATLES
VJLP-1085 THE BEATLES & IFIELD

THE FOUR SEASONS
VJ-582 STAY

9056 SANTA MONICA BLVD. • LOS ANGELES 69, CAL. • CR 3-8500
THINK INTERNATIONAL

WHY? . . . the entire world is now your market!

CASH BOX

ONLY CASH BOX GIVES YOU:
- Complete weekly coverage through our own representatives in every major music market of the world.
- Features this coverage in the largest and most complete section of any music-trade magazine.
- We carry about 3 times the international advertising lineage than does the number 2 trade paper.

THINK INTERNATIONAL . . . .
EVERYONE ELSE DOES!
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**Top 100 Albums**

- **Cash Box**
  - Monaural
  - March 7, 1964
  - Compiled by Cash Box from leading retail outlets

**Top 50 Stereo**

- Compiled by Cash Box from leading retail outlets

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www.americanradiohistory.com
"SWEET & SOUR TEARS"— Ray Charles—ABC-Paramount ABC 480
Ray Charles, who is currently skyrocketing up the charts with "What'd I Say," un-leashes his potent, wide-range vocal talents full-blast on this new choice of r&b and folk songs from ABC-Paramount. The chart is completely filled with such moving laments as "Tears Of A Clown," "I'm Sorry," and "Teardrops From My Eyes." Disk should reach the charts in no time flat.

"FOLK SONGS AROUND THE WORLD"—Mantovani—London PS 360
Traditional folk melodies from a host of countries are rendered in a lush, soaring manner by the orchestra of Mantovani on this new entry from London which spotlights Mantovani's depth. With a long string of million dollar albums to his credit, the maestro could very well have another with this superb list. "All Through The Night," "Hava Nagilah," "Mimstru" and many others. Eye it for early chart status.

"DAWN"—The 4 Seasons—Philips PHM 201-124
The 4 Seasons, currently riding the top 3 of the singles chart with their "Dawn," tag this new Philips album romp after the bigger and include with it eleven other similarly fashioned items served up in the same pulsating manner. With a round-up of tunes covering both the old and the new, the group is sure to pull plenty of coin as they offer winning renditions of "Big Man's World," "16 Candles" and others. Watch it for an easy ride to Chartsville.

"WAYNE NEWTON IN PERSON!"—Capitol ST 5029
All of the excitement that stems from a well-received r&b club performance has been captured by Capitol on this second album from Wayne Newton. Cut live at Hollywood's Crock's. The youthful songster couples a natural exuberance with polished and professional delivery that proves ever delightful as he romps through "Swans," "I Wish You Love," "Mack The Knife," "Bill Bailey" and eight more equally potent items. A real chart threat.

"GENE PITNEY'S BIG SIXTEEN"—Music-NS 3008
Over the past few years Gene Pitney has rolled up a truly impressive record of teen-angled Musicans charters. This new LP outing spotlights the accomplished songster reading a fine bevy of his most successful triumphs with all of his expected poise and verve. Among the best listening bets are here are "Twenty Hours From Tulsa," "Meena" and "Town Without Pity." All of the artist's many fans should come out in force for the disk.

"SOFT AND SWINGING"—Andre Previn—CL 2114
Andre Previn turns up both sides of the musical coin on this new Columbia LP offering which showcases the 33'er-composer on two sets of tunes, one lush and lovely, and the other rapid-fire and swinging—but all of the songs by Jimmy McHugh. This set offers solid proof of his versatility as he serves up sparkling renditions of "A Lovely Way To Spend An Evening," "Don't Blame Me," "Diga Diga Doo" and "Exactly Like You." Lots of coin to be pulled with this one.

"NAVY BLUE"—Diane Renay—20th Century-Fox TFS 4133
Diane Renay, who is currently riding high on the charts with "Navy Blue," tags this, her initial 20th-Century-Fox LP outing after the biggie and includes eleven other contemporary teen-angled items. The young lark's wide-range voice and polished delivery carries her through good stead as she dishes up "Kiss Me, Sailor," "Please Forget Me" and "Man Of Mystery." Eye the disk for rapid consumer acceptance.

"THE BEST OF MAJOR LANCE"—Okeh OKM 12106
Major Lance, who is presently riding high in both the pop and rhythm departments with "Um, Um, Um," sub-tags this new Okeh album after the biggie and includes eleven other popular, danceable Curtis Mayfield-penned hits. The songster's rich, well-rounded r&b style carries him in top-notch stead on "Hey Little Girl," "Gotta Right To Cry" and "Mr. Caucasian Monkey Time." LP seems sure to score heavily.

"NEED TO BELONG"—Jerry Butler—Vee Jay 106
Jerry Butler, who scored heavily in the sales department a while back with his "Moon River" set on Vee Jay, should see similar success with this new package which proves an impressive showcase for the charmer's winning vocal style. Launching the program with the tag tune, the songster conjures a few warm readings of "Moon River," "Where's The Girl" and others. Butler fans will like this one.

"OPENING NIGHT WITH ED AMES"—RCA L-3106
Ed Ames, who helped his brothers garner several gold disks over the years, does a solo act on this album of his own. The songster, with several Broadway credits to his name, is a natural for these excerpts from recent shows. His deep, rich voice serves him well here as he feel- ingishly essay the melodic items as "Try To Re- member," "I Believe I Can Kiss The World Goodbye." A powerful vocal entry that should see plenty of sales action.

"THE GOLDBRIRAS"—Epic LN 24087
In an era when carbon-copied established sounds is a rule of thumb, the Goldbriars are an extremely refreshing musical experience. This new pop-folk foursome tastefully blends a traditional folk perspective with bits and pieces of jazz, blues and even rock. A roll. The group's distinctive brand of harmony is effectively showcased on "Railroad Boy," "I Was A Friend Of Make," "Aluminum Bound." Plenty of sales potential here.

"THE BEST IS YET TO COME"—Sylvia DeSylay—Regina 256
Once in a while a performer of exceptional mag- nitude comes on the scene and breathes new life into the entertainment world. Sylvia DeSylay is this kind of singer. Her debut on Regina gains special attention. The songstress delivers a dozen standards in a captivating manner as she com- bines an elegant vocal and eminently-pleased phrasing. The lark is sure to win many phlegmatics for "It Amazes Me," "You're Nearer" and "Married I Can Always Get." Programmers and 'good music' buyers will surely like her performances.

"THE VERY BEST OF JUDY GARLAND"—MGM E 4204
Here's Judy Garland performing a dozen tunes from her years-back MGM pictures, many of which have been closely identified with her through the years. Lots of nostalgia here as the lark recalls tunes filled moments in "Over The Rainbow," "The Trolley Song," "Johnny One" and "Look For The Silver Lining." Judy's vast audience of admirers will like the set.

"THE SIMON SISTERS"—Kapp KL 1359
Although there is a plethora of new folkingshers who are always talented newcomers as the Simon Sisters. The girls have a distinctive ethnic approach to the pop-flavored and, on this premiere LP, display fine professional singing voices. The group is in superb form on "So Glad I'm A True Lover" and "A La Claire Fountain." A group to watch closely.
Cassius Clay also said: "This album will outsell 'My Fair Lady.'" Any arguments?

The comedy album of the year

On Columbia Records

Stereo
**ALBUM REVIEWS**

"I'M GOIN' TO SING SIXTEEN SPIRITUALS"—Robert Shaw Chorale—RCA Victor LM 2580

Robert Shaw's Chorale displays an amazing understanding of the gospel-folk idiom as they render versions of "That Lonesome Valley," "Steal Away" and "My Soul's Been Anchored." Denjays should find the material here an interesting change of pace.

"THE BEST OF JESSE CRAWFORD"—Decca JASB 7171

Jesse Crawford, one of the most consistent best-selling organists in the country, demonstrates his masterful keyboard technique on two dozen tunes that span the musical spectrum on this deluxe two-disc set from Decca. The organist plays pop, sacred and the classics here on a wide variety of melodies that include "Softly, As In A Morning Sun," "Merry Widow Waltz," "Ave Maria," "Wedding March" and many others. Crawford fans should come out in force for the set.

"THIS IS GENE STRIDEL"—Columbia CL 2115

Gene Stridel makes an impressive wax debut on Columbia with a cross section of ballads and blues tunes geared for easy listening. With arrangements and conducting by Marty Mannning, the chanter eases his way through such melodic goodies as "After You've Gone," "The Sweetest Sound," "Lone Blue The Night." The organist, who is one of the most emotional pockets of voice that merits attention from buyers and spinners.

"MORE OF THE BEST OF JIMMY REED"—Vee Jay VJ 1849

Vet blues singer Jimmy Reed unleashes his potent, wide-range vocal talents full-blown on this top-notch Vee Jay program of blues, evergreens and self-penned white-back Reed triumphs. While backed by a fine funky combo the chanter-guitarist really wails on "Baby What's Wrong," "Down In Mississippi" and "Cares Me Baby." Disk should sell strongly in the r&b markets.

"SPIKE JONES NEW BAND"—Liberty LRP 3319

Spike Jones, who made an abrupt departure from his usual musical bill-of-fare with his last Liberty LP, returns with a collection of the same old broad-minded, new out-directing his talents to some old and of "The Moonlight Serenade," the orchestra effectively combines a folk flavor with "trad jazz" in an ear-arresting manner on such oldies as "Kansas City," "Deep Purple" and "Charades." Top-notch programming fare.

"GREAT GOSPEL SONGS"—Ernie Ford & Jordinares—Capitol ST 2660

Ernie Ford, with a half dozen best-selling religious LP's to his credit, joins the Jordinares and Boyce Hawkins' gospel piano on this package of gospel songs from Capitol. The chorister and the quartet effectively combine reverence with good spirits on these happy tunes as they lovingly offer "Hidden, Rock of Ages," "A Beautiful Life" and "I Can Tell You The Time." brisk sales are indicated.

"CONCERT AT NEWPORT"—Jay Hooker—Vee Jay VJ 1078

One of the highlights of last summer's Newport Folk Fest was the appearance of veteran blues chanter, John Lee Hooker. On this new Vee Jay offering, cut live at some of his Newport concerts, the artist is presented in a varied program of blues items. While backing himself on the guitar, Hooker turns in some top-notch performances of "If I Can Quit You Now Blues," "Bus Station Blues" and "Talk That Talk Baby." A superb classic.

"COUNTRY HARMONICA"—Jimmy Riddle—Columbia SRC 952

Although less familiar than the guitar as a folk instrument, the harmonica has a rich heritage as a musical country-folk commodity. On this lively Cumberland set Jimmy Riddle displays a top-drawer, stylish style as he breezes his way through a flock of standards including "John Henry," "Rainy Love" and "Little Brown Jug." Loads of listening enjoyment here.

**JAZZ PICKS**

"GERRY MULLIGAN MEETS BEN WEBSTER"—Verve V 8544

Although the wax marriage of two jazz artists is nothing new, this session so skillfully blends the noted tenor sax teams of Gerry Mulligan with the more subdued progression of Ben Webster's tenor sax that it ranks as the finest thing that the latter man has done in quite a while. Nothing but jazzform to the other here. Instead, each lyrical complement the other as they swing together on "Chelsea Bridge," "The Cat Walk" and "Tell Me When." Jazzophiles should dig the set.

"MOOY TYNER LIVE AT NEWPORT"—Impulse A-48

Jazz 88'er McCoy Tyner has earned many laurels in the past but cut live at this white-back Newport jazz fest and featuring Bob Cranshaw, Mickey Roker, Clark Terry and Charlie Shavers, the composer-keyboardist's triumphant tour de force comes through this record, showcasing him as a smooth and thoroughly engaging setting. Tyner is obviously in the same groove with the boys as he turns some top-draw, imaginative readings of "My Funny Valentine," "All Of You" and "Monk's Blues." A superb classic.

"GROOVY GOODIES"—Various Artists—Prestige 7296

Twelve of the country's top jazz artists perform an equal number of swingin' tunes on this new offering from Prestige with Dick Hyman in the lead from the individual LP's of the artists but all are geared for top listening. Among the better cuts included here are "Rock Candy" by Brother Jack McDuff, "Stardust" by John Coltrane, "Black and Blue" by the orchestra "Dr. Jazz," "Let's Get it Together" by David and eight other Groovy Goodies. The set is a jazzophile's delight.

"CLASSICAL PICKS"

"MASS FOR JOHN F. KENNEDY"—Moore—Requiem—Boston Symphony conducted by Eric Leitelt—RCA Victor LPM 1579

The plethora of memorial disks to the late President have decided their run which is this classic recording of the recent solemn portent mass for JFK celebrated by Richard Cardinale, Cashing of Boston and featuring the Boston Symphony rendering Moore's "Requiem" under the baton of Eric Leitelt which should attract the nostalgic classical buyers. The conductor reads the movie work with an appropriate sweeping fashion heavy emphasis on the qualities of sorrow. A standout achievement.

"KARL BOHN CONDUCTS RICHARD STRAUSS"—Berliner Philharmonie—Decca Grammophon 138 866

The Berlin Philharmonic, with Karl Bohm at the helm, performs short works by Richard Strauss on this recent issue from Deutche Grammophon. Opening with the Festive Prelude, while builds to a gigantic climax, the orchestra follows with the tone poem Till Eulenspiegel and Der Fluech, and finally Salome's Dance. Bohm's aficionados for the compositions of Strauss is much in evidence here as the rendition renders them with grandeur and excitement. A superb classic.
"She breaks 'em up before she opens her mouth"

"MOMS" MABLEY Selling like crazy!

The funniest, ficklest female on wax... by far one of the most hilarious LP's on the market!

Note to Disc Jockeys: We have prepared an edited 45 RPM version of this album for air play. Write immediately if you haven't already received your copy.

Box-March 7, 1964
# RADIO ACTIVE CHART

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

(SURVEY COMPLETED TO FEB. 26TH)

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<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
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<td>I'll Make You Mine Bobby Vee (Liberty)</td>
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<td>Nadine Chuck Berry (Chess)</td>
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<td>Hi-Noel Sneakers Tommy Tucker (Chess)</td>
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<td>Where Does Love Go Freddie Scott (Colpix)</td>
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<td>Hand It Over Chuck Jackson (Wand)</td>
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<td>T'aint Nothin' To Me Coasters (Atco)</td>
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<td>Understand Your Man Johnny Cash (Columbia)</td>
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LESS THAN 10% BUT MORE THAN 5%

Cash Box—March 7, 1964
"THEME FROM A SUMMER PLACE"
"THEME FROM EXODUS"
"THEME FROM MONDO CANE"
...and now
"THE THEME FROM CAPTAIN NEWMAN"*
(Blue Grotto) 4-12970
by
BILL PURSELL
ANOTHER SMASH THEME TO JOIN THE RANKS OF THE GREATS!


COLUMBIA SINGLES SELL
"Mine" Time

LOS ANGELES—Simultaneously with the release of the newest Liberty chart-riding single, "I'll Make You Mine," Bobby V. guested on KCOY-The Tower Show in Hollywood. Standing (left to right) in the above picture are Thaxton, the charter and Liberty prono man Ray Hill.

Sims Extends LP Plan

NASHVILLE—Sims Records of Nashville has extended its LP plan—three free on 10—through April 30. Russell Sims, head of the label, said that the plan has been "extremely successful," which led to its extension.

DUKE ELLINGTON'S
Original cast album of a

CHICAGO—Contact your nearest Liberty deejay for the new Louis Armstrong LP, "Jazz As We Live It." The album features Armstrong in all phases of his career over the last twenty years. Included are solo numbers, duets with such greats as Billie Holiday and Ethel Waters, and a group number with the All-Stars of the time.

Contact your nearest Liberty dealer for the new Louis Armstrong LP, "Jazz As We Live It.

ABC-Paramount

15% discount on all albums, including ABC-Paramount and Impulse! Expires: March 31.

Atlantic & ATCO

Period of Adjustment: 15% discount on all LP's. 30-60-90 billing. Expires: March 31.

Audio Fidelity

LP deal: buy-6-get-1-free, plus one stereo spectacular demo at 36 with the purchase of each two existing records. No termination date announced.

Carib

Buy 10-get-1-free on entire LP catalog. 100% exchangeable. 30-60-90 billing. No expiration date.

Decca-Coral-Brunswick

Incentive program on 101 dance-band LP's. Expires: March 31.

Liberty & Dolton

"Rockbuster!" Special terms and dating to qualified dealers on both LP catalogs. Expires: March 31.

London

Correlate existing available at discounts, dated billing, ad allowances, etc. Contact local distributors for full details. Expires: March 31.

Mercury-Wing

"Five More Four Plan." Part 1: pop albums under normal pricing program; Part 2: classics 1LP's on the basis of one free with four. Expires: March 1.

Nashboro

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

Original Sound

LPs available on a buy-10-get-1-free basis. 100% exchangeable. No expiration date.

Prestige

All labels on a 15% discount until further notice. John Coltrane albums (Prestige 7000 Series) available on a buy 12 get 4 basis until March 31.

Request

LPs available on a buy-10-get-1-free basis. Described as a limited-time offer.

Roulette

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

Sims


Saratoga

"1964-A Smash of a Lean Year." 150% discount on all Smash and Fontana albums.

Tamla-Motown-Gordy

All LP's available on a buy-4-get-1-free basis. Described as a permanent program.

Vee Jay

19% discount on LP's.

The Impressions Strike Gold

Chris Crosby, who is currently clicking with his first MGM release of "Young And In Love" on MGM, came to a musical career quite naturally: his father is Bob Crosby, the veteran singer-actor. The twenty-one-year-old old artist was exposed to music throughout his formative years. During his high school years Chris first began to sing and tinker around with the family piano. Later at Gorightta University (the alma mater of his famous uncle) and the University of Southern California and Santa Monica City College his show business desires started to sprout. Over the past year Chris has appeared with his band and personal engagements. He also appeared as himself in MGM's "Hootenanny Hoot" and has just completed co-star ring in a new ABC-TV pilot tabbed "Stundig." Much of Chris' non-working time is spent writing songs—one of which is "Raindrops In My Heart" which is back-sided with his current chart-rider. He is also a first-rate sportsman having won several awards for his surfing and swimming ability.

AF LP Discount

NEW YORK—Audio Fidelity Records is out with a new LP deal, according to Sid Frey, president. Offer is a buy-8-get-1-free affair, with or without spectacular demo record at 60 with the purchase of each two catalog records. No termination date was announced.

Cash Box—March 7, 1965

Fred Scott

"Where Does Love Go" LP 704

The Stars Shine on Colpix

36
RICHARD RODGERS'
OFFICIAL NEW YORK WORLD'S FAIR SONG

"FAIR IS FAIR"
C/w THE HAPPY WANDERER
#8323
RECORDED BY
NORMAN LUBOFF
CHOIR

RCA VICTOR
The most trusted name in sound®

31. derati; xpir die trion d 0 Seri der-Pne 100% trater DelitY P deal, dent' ¡vi curd a ci'utte was C/WTHE HAPPY WANDERER 1323 RECORDED BY NORMAN LUBOFF CHOIR

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**The Ballad of Hawg Festus**

**Written & Sung By**

KEN CURTIS

(Known As FESTUS on The Gunsake T.V. Show)

Hoor Him Saturday, March 7

On Gunsake

**Published by:**

Oceanic Music Co.

58 West 48th Street

New York 20, N.Y.

212 C.S. 9847

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**A C&W SMASH HIT!**

**LOOKIN' IN FROM THE OUTSIDE**

LORENZO SMITH ORK

with LITTLE WILLIE PARKER

c/w

"Too Much Firewater" 

LORENZO SMITH ORK

**MAR-VEL RECORDS**

(Produced by Harry Geller)

Distributed Nationally By CHESS PROD. CORP.

2320 S. Manchester Ave., Chicago 16, Ill.

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**SYDNEY—**Harvey L. Schein (left), a vice president of Columbia Records International, examines a pair of cuff links presented to him by A. W. T. Smith, managing director of the firm here. Schein traveled to Australia for a routine visit to the label's headquarters where he was hosted at a reception at the Chevron-Hilton.

**Swedish Music Man Visits New York**

NEW YORK — Lennart Reutrum, president of the music firm of Reuter & Reuter in Stockholm, Sweden is back at his desk after a two week visit to New York.

The ex-a, accompanied by his wife, paid social and business calls on his music friends here. He said he placed some Swedish groups here, which he feels can make it in the U.S. and also acquired some "good" American material for Sweden.

He and his wife also attended some Broadway musicals, some of which, he told Cash Box, should find their way to Scandinavia.

---

**C&P Adds Carol Lawrence**

PHILADELPHIA — Musical comedy-nitry star Carol Lawrence has joined the talent roster of Cameo-Parkway Records, according to Bernie Lowe, head of the label. C&P has already released its first LP by the performer, "An Evening with Carol Lawrence," which spotlights songs from her new career as a niter artist, as well as her Broadway shows.

**Dec. Phono Sales Off In Line With Year-End Slump**

WASHINGTON, D.C. — Distribs and factory sales of portable table model phonographs continued to slide for the month of Dec. 1963, but totals for the full calendar year 1963 were substantially above those for calendar 1962, according to a report from the Electronic Industries Association.

Distribs sales of portable table model phonographs totaled 583,077 units in December 1963, compared to 508,251 units in Dec. 1962. The total for 1963, was 3,205,420, compared to 3,250,515 for 1962.

1963 distribs sales total for consoles was 261,174 for Dec. 1963, compared to 206,715 for Dec. 1962. But the calendar 1963 total was 1,623,809, compared to 1,681,495 for 1962.

Factory sales of portable table models for Dec. 1965 totaled 330,190, compared to 405,669 in Dec. 1962. The total for portable/table models was 3,174,216 for the full calendar 1963, compared to 3,320,615 for 1962.

Factory sales of consoles totaled 176,780 for Dec. 1963, compared to 184,467 in December 1962. The calendar 1963 total was 1,651,483, compared to 1,242,789 for 1962.

**Only Official Licensed Beatles Booster Button in Color Available at Once!**

Use For:

- prizes
- beatle parties
- fan clubs
- promotions
- souvenirs

**SIZE: 3½" and 4"**

**AVAILABLE AT ONCE!**

39¢

Recommended is the display box with card and window banner.

Weight: 100 sq. cm = 7 fl.

F.O.B.: Chicago, Illinois


**AREA DISTRIBUTORSHIPS NOW AVAILABLE:**

**ACT NOW ! ! ! ! Phone your local Record Merchandiser or Distributor or contact the National Selling Agent ! ! ! !**

Beatle Booster Button Company

Beatle Booster Button Company

care of Musical Isle Record Corp.

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Milwaukee, Wis., Wisconsin. Tel. 414-284-840

Chicago 16, Illinois Tel. 312-360-685

**Darin's T.M. Music Adds Harvey Geller In W. Coast Expansion**

HOLLYWOOD — In an over-all expansion of west coast operations, Bobby Darin, president of T. M. Music, has announced that Harvey Geller, vet of 20 years in the publishing and disk production field, has joined the firm in the newly created post of west coast professional man.

Geller has freelanced here for the past five years, representing such firms as Joy Music, United Artist Music and Elektra Records, and personalies such as Doris Day, Jay, New Christy Minstrels and Richard Rodgers.

Previously, Geller had made a national promotion for Joy Music for 10 years in New York, and prior to that handled national promotion for London Records. He also produced the Martin Block radio show for WCBS and the Gallagher & O'Brien radio show at WMCA, both in New York.

Geller will headquartered in the T. M. Music offices in the Capitol Tower here, effective immediately, and will now represent the Darin firm exclusively.

Geller's appointment is a continuation of the over-all expansion plan for the firm which began in February of 1963 with the purchase of the Trinit Music catalog, and the opening of offices on both coasts. Ed Burton, vice president of the firm, became N. Y. office. The Gotham office, with staff producer-writers Ruby Clark, Arza Beason and Romy Young, had the responsibility for a good deal of hit making during the past 12 months.

T. M. Music is presently represented with "Jailer Bring Me Water" by Trini Lopez (Reprise), "Shoo Shoo Song" by Betty Everett (Ve- Day), "It's In His Kiss" by Ramon Ramon, "Warner Bros," & Merry Clayton (Capitol), "I'm Looking Over, Four Leaf Clover" by Wayne Newton (Capitol), and "Just Such A Girl" by Bobby Bland (Capitol). Geller will add to the Capitol roster "Nothing Left To Do But Cry," Current album sales-produced by T. M. Music is "Wayne Newton: In Person!" (Capitol) "Soo Of A City Boy" by Jesse Colin Young is due for late March release on Capitol.

**N.Y.'s Hotel Dixie Plans Plantation Room Revival**

NEW YORK — The Plantation Room, one of New York's most popular night spots during the war years, will once again brighten the scene at the Hotel Dixie, where a new entertainment policy will be launched sometime in next month.

The room is undergoing a major renovation to make room for a bar-stool, dance floor and dining area options. Total capacity of the Plantation Room and the adjacent Terrace Room and dining room will be 450 persons.

The revival of the Plantation Room as a top entertainment spot will bring back memories of the days when headliners such as Toni Arden, Red Nor and the McFarland Twins were packing them in at the Dixie. And it will be at the Plantation Room that Al Ta introduced his bouncy ditty, "Maine Pea," one rollicking song hit of the early Forties.

In keeping with "turn back 10 calendar" theme, the Hotel has announced that a no more 'no one policy' will prevail in the Plantation Room. There'll be music for dance from 7 p.m. to 2 a.m., and three shows nightly, at 8, 10, 11:30.

Commenting on the rebirth of the Plantation Room, H. B. Cantor, present of the Hotel Dixie, said that a new entertainment policy is intended to provide a springboard for new young talent. Discussions with talent agencies are currently underway.

Cash Box—March 7, 1964
Jack Jones
**will be on seven big TV shows in less than 12 weeks.**

Judy Garland Show, Feb. 23
Bell Telephone Hour, Mar. 10
Ed Sullivan Show, Mar. 15
Jimmy Dean Show, Mar. 26
Bob Hope Show, Apr. 10
Joey Bishop Show, in April
Jack Paar Show, May 15

All the top pros agree: the Jones to keep up with is Jack!

(A word to wise record retailers, juke box operators and disc jockeys is sufficient: over 100 million TV viewers will want to hear more Jack Jones.)
CAPITOL’S 1-PRICE-POLICY
(Continued from page 7)
tic shrink-wrapping of all new-release Capitol and Angel albums would begin no later than May. Factory wrapping of catalog replenishment stock will begin in April. Reduction of obsolescence losses and improvement of stock appearance were reasons given for adoption of the costly plastic-wrap process.
In revealing CRDC’s new policy, Gortikov emphasized the company’s Basic Stock Plan (BSP), whereby all CRDC customers receive 100 per cent exchange protection on all Capitol- Angel LPs in varying, predetermined limits. “The combination of uniform price policies, BSP, and plastic wrapping of albums will...” Gortikov said, “minimize our customers’ risk, increase turnover, reduce inventory investment and, most important, it will increase profit potential for everybody.”
By concluding Gortikov stressed the continued desire to “serve and serve with” the rack-jobber and one-stop by offering Columbia’s “1-price” policy; aggressive merchandising and exchange programs, service policies, all economically feasible for rack-jobbers.
CRDC’s new policies were introduced to the firm’s field sales managers in three simultaneous meetings in New York, Chicago, and Los Angeles, concluding with the National Sales Manager and telephone personnel returned to their branch headquarters to reorganize all of the new policies to the sales and operations personnel in each office.

Columbia Expands West Coast Studio
HOLLYWOOD—Columbia Records will expand its recording and technical facilities in its Hollywood offices, according to an announcement from Vin Liebler, technical operations director.
New facilities will supplement the space Columbia occupies in the CBS Columbia Square building on Sunset Boulevard.
The label will take over a recording studio formerly used by KNX, the Columbia Broadcasting System owned and operated station in Los Angeles. The studio will be used to record small instrumental groups, freeing the label’s main studio for full orchestra sessions.
According to Liebler, Columbia will double its mastering facilities with the addition of two mastering rooms. Each room will be installed with a Scully lathe with a Western cutter containing all required audio channels. The label will continue to operate with its twelve rooms.
Errol Garner Signs Booking Pact With GAC
NEW YORK—Errol Garner has signed a term booking agreement with General Artists Corporation, it was announced last week. The pianist-composer will be represented by the agency for night clubs, concerts, films, television, and fairs and exhibitions.
Garner was one of the first artists from the jazz idiom to successfully become established on the touring concert circuits, beginning the annual concert activity in 1950. From 1950 through 1952, the pianist was represented by S. Hurcouk, the famed impresario.
Under the new GAC pact, Garner will be presented more widely in fields other than the concert area.
Garner also is very active with his compositions, and is working with key lyric writers on treating some of his instrumental pieces. Most recently, lyricist Eddie Heyman wrote “So More Shadows” with Garner and also did the lyrics for the Garner opus, “Theme From A New Kind Of Love,” which will be retitled “All Yours.” Garner composed the latter for his first film assignment, as one of a group of four themes he wrote for the Paramount comedy “A New Kind Of Love.” Garner also recorded all of the music from the score in a Mercury album of the same title.
GAC will give special attention to Garner in the film and theatre fields. It’s already receiving booking requests for Garner for the spring of 1962.
Garner will be returning to the American concert scene after several foreign tours.

Columbia Major Backer In Buddy Hackett Musical
NEW YORK—Columbia Records is a major investor in a new musical, starring Buddy Hackett, that will show up on Broadway in the fall.
The show, “I Had A Ball,” which stars Hackett as a Freidlander’s corner shopkeeper in the Cony Island area, has a book by Jerome Chodorov and songs by Jack Lawrence & Stan Hanover, two young writers who are teaming on Broadway for the first time.
Unusual aspect of the show, budgeted at $800,000, is that it for sakes dancing and a single chorus. Producer is Joe Kippas, co-sponsor of such Broadway hits as “High Button Shoes” and “La Plume de ma Tante.”

Victor Inks Montenegro
NEW YORK—Hugh Montenegro has been signed to an exclusive RCA Victor Recording contract, it was announced last week by Steve Sholes, RCA VP.
Montenegro, conductor-producer, whose recordings have been released in the past on the Victor and Camden labels, is currently in the progress of recording his first album for Victor under the supervision of A&R producer Al Schmitt on the west coast.
The album is scheduled for release this fall, and is a conceptually filmed “Russian Grandeur.”
Albums recorded previously for Montenegro were “Loves Of My Life” and “It’s Love” for RCA Victor, and “Sentimental Mood” for RCA Camden. He also cut some LP’s for 20th Century-Fox and Time.

Kapp Joins Roster Of 3M’s Tape Cartridge System ST. PAUL, MINN.—Kapp Records has become the eighth label to sign-off for release of its product for use with Revere-Wollenens new tape cartridge player.
The 3M company, parent company announced last week that it had concluded a licensing agreement with the other manufacturers of duplicate and distribution stereo tapes under the 3M label for its system.
3M also has similar deals with luma, Warner Brothers, MCA, and Paramount, Westminster, ABC-Paramount, and Music-Tapes.

Playmates Sked Trek To Europe
NEW YORK—The Playmates, teen-market singers on ABC-FM, have been sked to appear in an East European tour on Mar. 6. They’ll play the U.S. Army posts and spend a weeks in London.

Cash Box—March 7, 1962

GOSPEL SINGERS ON THE MOVE!! 40
"VICTORY SHALL BE MINE" b/w "COME YE DISCONSOLATE!"
Maggie Ingram Nashboro 824

"MY HEART BUBBLES OVER" b/w "EVERYTHING MOVES"
CBS Trumpeteers Nashboro R83

"THE MAN'S ALRIGHT" b/w "YOU DON'T KNOW!"
Edna Gallman Coske Nashboro 807

"A BRIGHTER DAY" b/w "I'LL TAKE YOUR WORD"
Gospel Clouds of Joy (Columbus, Ohio) Nashboro 807

"PLEADING FOR ME" b/w "DEATH IS RIDING"
Dixie Nymphs Nashboro 807

ALBUM POWERHOUSE!! Nashboro 19016
"THE CONSOLES" Including their great rendition of "WAITING FOR MY CHILD"
Now Available On A Single Nashboro 400

ANOTHER POTENT LP!! BROTHER JOE MAY'S NEW GOSPEL ALBUM Nashboro 8017
1 with 7 LP Deal

NASHBORO RECORDS 177 3rd Ave. No., Nashville, Tenn.

PICK OF THE WEEK
"RUN, RUN, RUN" The Supremes Motown 1504
MOTOWN RECORD CORP. DETROIT, MICH.
Beatles Leave Chart Smashes Behind As They Return Home

NEW YORK—The Beatles, back in England after their historic confrontation with the U.S. public, are still knocking on the door of success and scoring big. In keeping with their remarkable success here, strange things are happening, as comic Red Buttons used to say.

For instance, Cash Box has re-ceived action on the retail level of a disc that has not been released in the U.S. The news of a Beatles disc, "Roll Over Beethoven," has made many record dealers anxious to get their hands on it, especially now that the tax issue. It was believed for a while that the Beatles had released it, but this was denied by the execs.

Meanwhile, a single by the group is out and is already making a headway on the Top 100. Vee Jay Records, in the Top 10 with the group's "Please, Please Me," released "Twist & Shout" from its LP, "Introducing the Beatles." The deck, however, was under the Vee Jay handled Tockie label, is number 41 in its initial stand on the chart. Label's Randy Wood reported to a defected deck had a five-day order total of $5,000. Older Beatles dates, including "I'll Be Back," "I Saw Her Standing There," and "I'm a Loser," were still blanketing the listing. For the seventh straight week, Capitol's "A Hard Day's Night" held top spot, followed by Swans' "She Loves You," MGM's "My Bonnie," is number 21, and Vee Jay's, "From Me To You," re-appears on the chart as number 32.

The group is still making its fourth & fifth appearances on the Ed Sullivan show, it was noted that the projected chart could have placed number 1 if the survey were compiled on a weekly basis instead of covering a two-week period.

Beatles In Closed-Circuit Theater TV'er Mar. 13-14

NEW YORK—A closed-circuit theater telecast of a show featuring The Beatles is set for the weekend of Mar. 13 & 14.

Along with The Beatles, the show will also feature hot teen performers Lesley Gore and The Beach Boys. A highlight of the event is National General Cine-gate Inc. The Hollywood-based theater chain-fleet producer has set out to use a medium for the showing of ballet, concerts and Broadway productions on closed circuit color TV, employing a new process.

The show, which was taped at the Washington Coliseum in the nation's capital, will be presented four times, two performances each day.

Landslide House OK Of Bill To Limit FCC's Control Of Radio-TV Ads

WASHINGTON—By a landslide vote of 317 to 43, the House of Representatives last week voted on a bill to prevent the Federal Communications Commission from approving any new stations or new stations on the old station's basis.

The Senate will now take up the matter. The bill has been seen as representing a fear of FCC control over the general spectrum of programming rather than the more limited area of commercials.

The FCC itself had previously backed down on more extensive control of radio & TV ads, and said it would look into such matters on an individual basis.

Andy Williams TV Package A Winner In O'seas Markets

HOLLYWOOD—"The Andy Williams Show," a series of 13 one-hour specials, has topped the previous high for sales of a network show released to foreign markets, it was announced last week by Alan Bernard, the singer's manager.

The shows were packaged by Barn-aby Productions, distributed by MCA-TV, and sold in record time to stations in England, Australia, Canada, Brazil, Norway, Sweden, Denmark and the Philippines.

Bernard also said that deals were being signed for the show's syndication in Japan, Spain, Italy and France.
Johnny Burke Dies

NEW YORK — Johnny Burke, top-flight lyricist-crooner, died here last week (25) in his hotel room, at the age of 55. Burke’s death, in his sleep, was confirmed by his sister.

Burke’s most fruitful collaboration was with Jimmy Van Heusen. The team received five Oscar nominations for their work in Bing Crosby “road” films, turned out many songs including “A Coin Shouldn’t Happen To You,” “Imagination,” “Polka Dots & Moonbeams,” “But Beautiful” and many others.

The team received Oscars for “Sonnor On a Racket” (1940), inclusion to his success with Van Heusen, a New York song writer, Burke was born in 1908, In 1929, Burke also had hit songs with Harold Spina (e.g. “The Boar Of My Fears,” “Jail,” “Ponnie From Heaven”) in the 50’s. Burke is survived by his widow, Mary, his fourth wife, and three children, a son and three daughters.

Many Labels Boast Oscar Nominations With Track LP’s

NEW YORK — A host of labels is counting on moving more soundtrack merchandise based on last week’s Academy Award nominations from soundtrack LP’s, including “Tom Jones” (UA), “The Last of themiddle West Was Won” (MGM) (“Lilies Of The Field”) does not have a soundtrack LP, but the record companies that released the films got the soundtracks.

There is a liberal sprinkling of soundtrack-available product in many attended by music categories, the strongest example of which is UA’s “Tom Jones,” which received 10 nominations.

The music categories include: Best Song: “Call Me Irresponsible” by Singing On The Run

The prolific composer is currently represented in four major films—“Charade” “Man’s Favorite Sport,” “Soldier In The Rain,” and “Pink Panther.” Among those films is “The Out Of Towerm,” the film closely related, is not yet in release. Until this year, Mancini never held any of the publishing rights to a film so the composer holds the rights to everything he has written since “Charade” and “Soldier.”

Robert Electronic Expands

LOS ANGELES—Roberts Electronic has completed plans to expand its line of tape recorders and masters to cover the entire mass-consumer field. The announcement was made by president and CEO, X. Pitney, vice president, and general manager of the wholly owned division of Robert Manufacturing, at a national sales meeting last week.

The object of the new expansion program, said Pitney, is to make Roberts the complete line of tape recorders in the field. The plan calls for the development of new products both in the high and low end of the line, an expanded sales base to include new dealers, and the expansion of trade and consumer advertising.

Subsidy For Nitty Singers

NEW YORK—Should nitty singers be subsidized in the manner of the theater, dance and opera? The question of Tom and Van Arden blond their voices with a reassuringly

The duo says that while the three art forms receive subsidies of one kind or another, night club singers must “develop by trial and error.” They believe that because there are only “three or four” people in the country who can put a club in a successful, they could “cost a fortune.”

“Or,” they state, “the cost would be prohibitive to musicians and a writer of special material take off a well developed on our act.”

The two feel that a subsidy would also give a composer, arranger and writer of special material a chance to develop.

One source of a subsidy could be the club owner, where that points out, wants an act to succeed as much as the act itself.

Golden Names Jet Its N.Y. Distrib

NEW YORK — Golden Records has named its distributor for its product in the New York Metropolitan area. According to Warner, sales manager. Jet, headed by How-

Advance promo on the tour is being handled by Oscar Davis, tour dire-

All Smiles

NEW YORK—Henry Mancini and his wife flew into New York last week from Los Angeles. The twice Academy Award-winning composer is in town for meetings with RCA Victor executives in connection with the nomination of his “Charade” score for a third consecutive Academy Award.

Connie B. Gay Sets Country Music Tour

NASHVILLE — The first country music spectacular to be produced by the newly organized Nashville division of Connie B Gay organiza-

tion has been set for the West Coast, with the initial show skedded for Seattle. Mar. 4.

The tour will also include performances in British Columbia, Portland and Spokane, will feature the talents of W. D. Pierce, Fork Young and his Deputies, Kitty Wall, Carl Smith, Mavee Pearl, Johnny Wash and Joe Prine, his Tennessee Mountain Boys, Bill Phillips and Bobby Staton.

Microfon’s Kaminsky Visits New York

NEW YORK—Kevin Kaminsky, general manager of Microfon Records & Argentum, arrived here (26) after a 10 day visit to New York, where he visited some of the labels on his firm’s label plans. There Great to Cax Box, he intends to visit the upcoming Federation of Latin-American Record Producers convention, April 15-16 (see our arate story).
It's a FOUR ALARM SMASH

FATS DOMINO

"LAZY LADY"
C/W "I DON'T WANT TO SET THE WORLD ON FIRE"

ABC 10531

and don't forget his Red-hot new album

ABC-PARAMOUNT

DISTRIBUTED IN CANADA BY SPARTON OF CANADA, LTD.
Columbia Running Dealer Contest

NEW YORK—"Win Ten Columbia LP Albums of Your Choice! Enter Columbia Masterworks Rare Review Contest!" is the offer Columbia Records Sales Corp. is currently making to all its dealers throughout the country. The contest consists of matching miniature photos of album covers with excerpts from well-received reviews of these LP's have appeared in major magazines and newspapers. By correctly filling in a special entry answer blank, Columbia Records dealers are eligible to win any 10 Columbia albums of their choice. All information concerning the contest, including the entry blank, is printed on a special folder inserted into the sleeve of Columbia’s Masterworks catalog. In addition, the record sleeve presents further interesting and pertinent information about the music heard in the album.

Deadline for entering the contest is midnight, Saturday, March 14. All entries must be accompanied by a photo of the contestant.

DAMITA JO

"It Kills Me"

Melic Records
1607 E. Cienega
Hollywood, Calif.

CHUCK BERRY

NADINE

CHESS 1883

He's Fond Of Fonda

NEW YORK—Personality Peter Nero entertains lovely folk actress Jane Fonda at a gala "Sunday Ink" in New York party, hosted at Rockefeller Center on a recent Sunday by RCA Victor to aid the opening of the MGM Seven Film and Nero's debut as an actor and composer of the soundtrack score. Nero's "Sunday Ink" LP is currently riding the LP charts.

Big 3 Music Unveils New Expansion Plan

ST. PAUL, MINN.—The promotion of Darrell Boyd to general sales manager of Revere-Wolenski & Sons' division of BMG Company has been announced. Boyd, division general manager.

In the newly-created position, Boyd will have complete responsibility for all sales programs of the division and will report directly to Sandell. Reporting to Boyd will be division sales and marketing managers from facilities in St. Paul, Minn., and Rochester, New York.

Prior to his appointment, Boyd had been consumer products marketing manager for the division and a project manager for the Revere stereo tape cartridge system. Boyd, an engineering graduate of Princeton University, has been with BMG for more than 15 years. He served in a variety of technical service and sales-management positions with the firm's reflective products division prior to joining Revere-Wolenski in the fall of 1982.

London Execs Back West Coast Tie

NEW YORK—London Records exec Herb Goldfarb (sales topper) returned last week from a swing of his week making sales calls where he visited with distribs and dealers in the major markets.

Herb Ginsburg (special markets sales topper) crossed with Goldfarb on the western trip, visiting with each of rack operations in Seattle, Los Angeles, San Francisco, and Denver.

Goldfarb also hit Chicago last week for a one day meet with the label's sales-promo staff there, to discuss a new release which, he asserted, looks like a winner of a bigger stereo boom with the year.
Liberty Ups Ray Hill, Brings In Abe Kesh

NEW YORK—Liberty Records has made several changes in its promo dept. Ted Feiglin, promo director, has announced the promotion of Ray Hill, previously southern Calif. promo, to concentrate, to concentrate on the south and some midwestern markets. He has transferred to Cincinnati to handle his new chores.

His former post has been taken over by Abe Kesh, who joins the label after three years as promo director at Epic Distributors in San Francisco, where he served all of Northern Calif. Prior to his tenure with Eric, Kesh worked the Detroit area for Music Systems in sales and promo.

DJ Georgie Woods Injured In Philly Auto Mishap

PHILADELPHIA—Georgie Woods, the R&B deejay in Philly, suffered cuts on the scalp, requiring hospitalization, when he lost control of his auto and crashed into a telephone pole on the Black Horse Pike. Woods will be released from Germantown Hospital in time to emcee "Freedom Show" sponsored by the NACC, at Convention Hall on Mar 17, which will feature a host of top R&B-pop names.

English Tour Set For Big Dee Irwin

NEW YORK—Dimension Records Big Dee Irwin has departed for England for six weeks of personal appearances and TV engagements. The singer's "Swingin' On A Limb" which was a big hit for him in this country last year, is currently one of the top records in England.

Irwin has been set to appear on several video programs including "Ready Steady Go," "Lucky Stars" and "Saturday Club." He will also guest on several interview shows. Schedule of one-nighters calls for him to visit 20 cities throughout England. He is also scheduled to record while abroad.

Realm Names Distris in Major Markets


Initial releases are from the distributors area, see for Bach, Buffett and Dave McKenna's piano LPs, "Lullabies And Other" for the Windy City.

On the foreign scene, the label is distributed in Europe and England by F. Gramophon on the Brunswick label.

90-Day P.A. Whirl Guarantees Lettermen $203,000

NEW YORK—The 90-Day P.A. Whirl promotion by the 40-lettermen has been guaranteed $203,000 for 37-personal appearance dates for the 90-day period starting Sunday, March 1 and ending Saturday, May 16.

The Capitol Records artists start the whirlwind tour with two dates on March 1; the Naval Academy at Annapolis and Brockport State Teachers College, New Rochelle, New York.

Following group travels to Tennessee Wesleyan College, Madison College, Atlanta Christian, Hampton Sydney College, Findlay College, Southern Illinois College, Moravian College, Brant High School, Austin Peay College, Rocky Mountain High, Mansfield State College, Southern State Teachers, Keokuk College, University of Tennessee, Western Reserve, Bethany College, Frederick College, Louisiana Tech and DePauw University.

In the home stretch, it's Ball State, Rye High, Erie County Tech, Geneva State, St. Elizabeth College, Bucknell University, University of Millersville, Penn Junior College, St. Andrews College, Indiana Wesleyan University, Wittenberg College, Niagara University and Ohio University.

Ben-ven Inks Paris Sisters For MGM Releases

NEW YORK—Nick Venet of Ben-ven Productions has announced the signing of The Paris Sisters to a long-term pact. Venet will produce disks by the girls for release on the MGM label. The first single is due April 11, an album, sometime in July. The group is currently on a 7-week tour of the Orient, that ends Mar 20 in Hawaii. Gals are expected to present in the role of Clancy E. Grass III, their personal manager.

Michael Ar Mend Visits U.S.

NEW YORK—Michael Arend of Paul C.R. Arenda-Verlag, the German music publisher, is currently on a visit to the U.S. He is calling on publishers and affiliate and plans to visit Nashville before his return to Germany on Mar 4.

Columbia Fetes Brothers Four

NEW YORK—Columbia Records recently hosted a cocktail party honoring the Brothers Four and their newest LP, "The Brothers Four Sing Of Our Times." The affair, which was held at the St. Regis Hotel, was attended by radio personalities, visiting celebs and press representatives. Shown with the folk group in the above pic is John Krance, music director of WPAT.

Chas & Paul—Gallis Forms Indie Promo Firm In Chi

CHICAGO—Paul Gallis, vet record promo man in Chicago, Milwaukee and other midwestern territories for the past several years, announced last week the formation of his own freelance promotion firm in the Windy City. Gallis noted that he intends to function on the basis that the indie promo man need not specialize in any one type of music but, rather, in all varied fields.

Changing My Life For You

The Z-Debs

Roulette 4544

1964's First Big Ballad Hit

BOBBY GOLDSORO

Singing

"SEE THE FUNNY LITTLE CLOWN"

UA 672

United Artists

7273 N.Y., N.Y. 15

The One To Watch

I WAS A FOOL

PAUL SINDAB

Power Records

Power Records, Inc.

114 W. 57th St., New York 19, N.Y.

New Shirelles Smash

"SHA- LA-LA"

Scepter 1267

www.americanradiohistory.com
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<td>UNDERSTAND YOUR MAN</td>
<td>Johnny Cash (Columbia 42964)</td>
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<td>Lefty Frizzell (Columbia 42924)</td>
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<td>MILLER’S CAVE</td>
<td>Bobby Vinton (RCA Victor 2924)</td>
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<td>MOLLY</td>
<td>Buddy Knox (RCA Victor 1296)</td>
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<td>REGGING TO YOU</td>
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<td>FIVE LITTLE FINGERS</td>
<td>Gene Austin (Decca 31577)</td>
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<td>YOUR HEART TURNED LEFT</td>
<td>Lefty Frizzell (RCA Victor 1297)</td>
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<td>WELCOME TO MY WORLD</td>
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<td>PEEL ME A NANNER</td>
<td>Roy Drusky (Mercury 72204)</td>
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<td>LONG GONE LONESOME BLUES</td>
<td>Kitty Wells (RCA Victor 12508)</td>
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<td>WIDOW MAKER</td>
<td>Jimmy Mattingly (Decca 33838)</td>
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<td>HE SAYS THE SAME THING</td>
<td>Jimmy C. Newman (Capitol 5023)</td>
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<td>TO ME</td>
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**COUNTRY TOP 50**

**Cash Box** — March 7, 1964

Jim Reeves is currently on tour in the southern central portion of the United States. He and the Blue Ridge Boys head the Package show which opened the San Antonio Livestock Auditorium, Jim and Dottie West sang their new RCA Victor hit, "Look What You're Doing" and "Love Is No Excuse" and received a widely enthusiastic reception. While on this tour through Indiana, North Dakotas, Illinois, Wisconsin and Minnesota, the songer received hundreds of requests for numbers included in his new Victor LP, "Good 'N' Country."

**COUNTRY ROUND UP**

1. **KENT ALLIN**
2. **ROY ORCHIS**
3. **GEORGE HAMILTON IV**

Dakota, Illinois, Wisconsin and Minnesota, the songer received hundreds of requests for numbers included in his new Victor LP, "Good 'N' Country."

Rex Allen is starting in this year’s rodeo circuit for the San Antonio Livestock Show and Rodeo, broke all records according to Joe Freeman, chairman of the show. A total of 55,000, 65,000 admissions in 10 days or 16 shows, an increase of over 25,123 against 1963. Allen has been signed to return in 1966 which will make the 8th appearance in 10 years.

Music City visitors last week took a second look upon entering or passing the offices of Moss Rose. Publications located in the heart of the so-called Record Row. Swinging from a four-foot stalk was a for real bunch of bananas. This "a-peeling" trait was staged by cayger Moss Rose Publications bossman Hubert Long to focus attention on the Roy Drusky Mercury cine. (Roy Drusky). Tompall and the Glaser Brothers, played in Charlotte, North Carolina, fielding a to a packed house that was sold out in advance. Negotiations are now under way for Tompall and the Glaser Brothers to tour Europe late Spring or early Summer after their overwhelming success in Britain last Fall. They’ve also recorded some transcriptions for the Marine Recruiting Service.

On March 29th, WITF-Norfolk will present its first show of the year for the Tidewater area, starring in person Lefty Frizzell, the Osborne Brothers and top local talent, including Hank Dono and the Stringdusters, the Carolina Buddies and WITF's own two teams. The show will be co-sponsored by the Hampton Roads Junior Chamber of Commerce and will be encircled by the station's "T" men, Johnny Eastgate, Gary Ingram, Jim Lewis, Tommy Thompson and gal deejay Ann Smith.

Producer Gene Nash has signed Margaret Morgan, Skeeter Davis, George Hamilton IV, Ferlin Husky, Bill Anderson, String Bean and Roy Drusky to star in separate segments of the "Loretta Van Dyke Show," currently being filmed in Toronto for the Canadian network and syndication in the U.S.A. Van Dyke, who has been booking between personal appearances and filming of the show, had to cancel an upcoming guest shot on ABC-TV's "Happy Days" to his heavy filming schedule. He will be as.

Heather Publications’ Thurston Moore has come up with a novel country music set of playing cards. Actually, Thurston has real decks of cards featuring pics of top 4 kisses personali...
### NEW YORK—(Left to right) Johnny Tillotson, Jane Morgan and Jimmy Dean are shown during a recent telecast of the latter's ABC-TV musical series. Tillotson, currently clicking with "Worried Guy" on the MGM label, is skedded for another guest shot in a few weeks.

**Back To The Fold**

**The Warbling J's**

**Colonel Rose**

**NASHVILLE—Wesley Rose, president of the A+M-Rose publicity, is shown in the above photo with Ten- Brown (center) and Tracey Locke of the Governor appoints the vet music man as a colonel and aide de camp on his staff.**

**Brewing Up A Show**

**CHUCK HOWARD (Fraternity 923)**

**(B+)** "A THING CALLED SADNESS" (2:45) [Pamper BM]-Howard Chuck Howard could well create some sales excitement with this moving honky-tongue-pop-styled pop-styled lamento with a contagious shufflin' beat. Eye-catching.

**(B+)** "A THING CALLED SADNESS" (2:45) [Pamper BM]-Howard The time out song offers a sentiments song-recitation chorus-backed weepin' in a radiation-oriented country vein.

**RAY BAKER (United Artists 208)**

**(B+)** "FORTY STEPS" (2:28) [Acclaim BM]-Baker, Pinkston, Williams] New comer Ray Baker displays a potent, wide-range vocal style on this top-drawer bluegrass-flavored chorus-backed affair about a guy who is crying because his gal.

**(B)** "LET MY HAND CONTROL THE PEN" (2:49) [Glad BM]—Word! Familiar-sounding country blues with verve by the chanter.

**DOYE O'DELL (Sand 367)**

**(B+)** "PRETTY LITTLE GAL" (2:33) [Maple BM]-Atkinson Doye O'Dell can finally deliver some commercial quality spotlight on this catchy, charming song. His delivery is smooth and shufflin'高效-ahead. He keeps the listener interested with the benefits of a short night. He should really dig it.

**(B)** "HOUSE BUT NOT HOME" (2:19) [Sage & Sage BM]-Southern] Medium-paced, shuffle-beat chorus-backed lamento with some extremely pretty lyrics

**JOHNNY FOSTER (Capa 11B)**

**(B+)** "HEART OF A WOMAN" (2:06) [Moss Rose BM]-Anderson] Johnny Foster has had his hit and he can do it again. With this first-rate Hill Anderson penned, chorus-backed item about a poor fellow who met his hands full with his favorite girl. Watch it closely.

**(B)** "I HATE MYSELF" (2:02) [Medico BM]-Williams] Lyric, rhythmically traditional hillbilly re-mannered rendered in an appealing style by Foster.

**CASH BOX—March 7, 1964**
BRITAIN'S HIT MAKERS

Cash Box—March 7, 1964—International Section
The Beatles are back. From their first triumphant visit to America where they started a knock-out blow for Britain unparalleled in the annals of political or recording history. The impact that The Beatles have made, first in Britain and Europe, and now in the United States, is such that they emerged from the cellars of Liverpool just over a year ago is indescribable. They have carried the Liverpool sound from the Mersey to the Hudson and yest erday reeled their way into the homes and hearts of countless millions the world over. The prestige they have brought to the British record industry is an inestimable as the fortune they have made in sales. They have taken it in terms of record sales and music royalties. Their British sales stand at as well over six million in Britain and in the United States, where they have left no less than forty singles in the Top 100 including the No. 1 and No. 2 and the No. 1 L.P., sales will be even higher To date they have won four Silver Disks, a Silver E.P. and two Silver L.P.'s a**, two Gold Disks plus one Cash box International Gold Award for their chart topping "I Want To Hold Your Hand" with more to come. The man behind The Beatles and the whole Liverpool operation, Sir Rolf Harris, Manager and Impresario Brian Epstein, accompanied the group on their state-side invasion. This week he, and the entire staff of Nems Enterprises, move into luxurious new offices in the heart of London. From this nerve centre they will master mind the next moves in the Beatles bid to dominate the world. The Beatles two week onslaught on the new world marked the first climax of a steady British campaign to reverse the American post-war trends and influence in popular music. A campaign designed to register internationally with songs, artists and sounds identifiable British; it has been a collation and concentration of national composing, recording and performing talent which has gradually accumulated sufficient force and potency to achieve its present unprecedented impact. The position now with the all-conquering Beatles is the same only more sensational, as the 1950's Foreign take Elvis Presley reached the rock 'n' roll tidal wave only this time the tide is running in the opposite direction. Ten years ago the British charts were completely dominated by American material and artists and it was very unusual for British artists or compositions to enter the American charts and almost unheard of for them to get to No. 1. As far as memory serves prior to 1960 only Vera Lynn and Conway, London achieved the distinction with "Auld Wwiedersehns" and "He's Got The Whole World In His Hands". The charts of 1964, both British and American, tell a very different story with a host of British talent holding both the new and old worlds in their hands. The present popularity of British talent overseas in general, and in America in particular, has not been achieved overnight but has been the outcome of several years progressive building on the home front. All started way back in 1957 in London coffee bar called the Two I's (shades of the Liverpool cellars come). Here a young cockney seaman by the name of Tommy Hicks was by agents John Koenig and Larry Parren, Rechristened EPSTEIN RECORDS LTD IEMI FOR OF MANY WORLD! IEMI THE DECCA Bea- harridan—who in many cases打响ed a host of British talent with names like Johnny Kidd, Paul Nitro, Cliff Richard, Mattie Wilde and Billy Fury such as 'Travelin' Light', 'Par- Pen, particularly Billy Fury, as gradually the British percentage...
THE MEN BEHIND THE SCENES

many new and promising artists designed for future stardom began to emerge notably Little Jimmy Osmond, the teenage wonder who shot to stardom with three successive number one hits in one week, all by British writers Mike Hawker and John Scott. Jimmy Osmond, John Leyton, Mike Jagger and Billy Fury, all had three in a row with "Johnny Remember Me," "Will, Wiffo!" and "Son, This Shu," also from the British pen of Geoff Goddard. Other familiar names were the Byrds in the takeover bid for the charts were Emile Ford, Ken Johnson, The King Brothers, Fred Conrad and The Allisonis. Benny Hill and Peter Sellar's came up with their own hits and jazz got another shot in the arm from Kenny Ball with "In Moscow" which led to "You're Driving Me Crazy" by The Temperance Seven. Lonnie Donegan, John Mayall, The Rolling Stones, Shirley Bassey, Karl Denver and The Shadows all contributed to the rapidly increasing percentage of British material entering the Top Twenty. At the same time many British artists found that their chart positions were being overtaken by visitors from the States. The invasion of the British charts by versions of American originals for The King's, Frankie Ford, Tower of Strength; Billy Fury, Halfway To Paradise; Craig Douglas, Hound Of The Baskervilles; Mark Wynter, Venus In Blue Jeans; Ronan perkins, You're So Rare; Susan Maughan, Bobby's Girl; and Billie Holliday, Strange Fruit etc. By now we were in 1962 the year which brought Australian born Frank Ifield to the top of the tree with "I Remember You" and "Lovesick Blues." A & R Manager, George Martin, of EMI with a batch of highly original satirical ditties such as Bernard Cribbins A Rose In The Ground and Right, Said Fred gave us a taste of the brilliant talent which was later to give The Beatles to the world. Most important of all 1962 was the year which found British artists making their first serious penetration into the American market. The turning point came when a couple of British jockeys, Mel and Billy with "The Streak" and "To The Top" stormed the Stateside charts. Getting to No. 1 with his own composition Strangler In The Shore; and Bull to No. 2 with "Midnight In Moscow?" British comedian Charlie Drake also made it with his comedy hit "Fly Boomerang Won't Come Back," as did Matt Monro with "If I Leave You" by British writer Bob Marden and Anthony Newley with his own composition "What A Wonderful World." However, the biggest impact of all came at the end of the year. When America launched their Telstar satellite to beam programmes to Britain they discovered the perfect medium for British group, The Tornados. To bounce right back at them with their transatlantic smash "Telstar" destined to take the new guitar sound transatlantic its way around the world charts. Not only did "Telstar." Facemakers, who took EMI to the No. 1 slot again this time on Columbia with two more lighter hits How Do You Do It? and I Like It," followed by Cliff Richard with Dakota's straight to No. 1 with "Do You Want To Know A Secret?" and "Lennon and Rooster" with Freddie And The Dreamers (Columbia) and The Searchers (Parlophone) in hot pursuit. By mid summer no less than six British groups were enjoying unparalleled success in the Top Ten record charts and at the same time British copyrights accounted for six out of the Top Ten numbers in the Best Selling Sheet Music Lists. Britain's fight for chart supremacy on the home front was now an accomplished fact. Undoubtedly The Beatles together with their fellow Liverpudlians and other virtuoso popsters of the provinces played a vitally important part, as far as articles are concerned, bringing about this feat accomplishment first on the home front and later in America. All credit to them and those already mentioned who helped to pave the way. But credit is also due to the new school of British writers who have emerged during the past few years and who are today supplying the material necessary for total success. Many of these writers have received encouragement and financial assistance from music publishers, several of whom besides adding independent recording to their publishing activities, have made an all out effort to promote British material. They have virtually been forced to do so, for despite the fact that nowadays there is no guarantee that because a number climbs high in the American charts it will meet with the same success over here. American publishers continue to demand advances out of all proportion to their European potential.

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"I only want to be with you"
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IN BRITAIN!

"Stay awhile"

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CHAIRMAN LTD.

Sir Joseph Lockwood was appointed Chairman of EMI in 1952 and under his guidance the company has gone from strength to strength with home and abroad. An energetic man of business Sir Joseph has made several round-the-world trips visiting the group's many companies. Sir Joseph was knighted in 1960.

Cash Box—March 7, 1964—International Section
THE Up-And-Coming LABEL WITH THE
Up-And-Coming HITS

THE SEARCHERS
NEEDLES & PINS

THE UNDERTAKERS
JUST A LITTLE BIT

THE KINKS
Long Tall Sally

JACKIE TRENT
If You Love Me

TONY HATCH

AT "A Friend"

LIVERPOOL'S OTHER CHART TOPPING GROUP

"I THINK OF YOU"
RELEASED IN AMERICA ON THE SMASH LABEL

BRITISH HIT MAKERS and

(Continued from page 49)
the fee for the latter goes to the
State-side publisher, the cultivation of
home grown writers is understand
able. Anyway, the proof of the pud
ding is in the eating and there are
enough good British plums to be
found in the Best Selling Record and
Sheet Music Lists of 1964, both in
Britain and America, to indicate that
there have been a good one. A vir
tually new generation of song writers
and townies has been responsible
for Britain's first decisive entry into
the international pop arena, and once
again Britpop is the prominent
world. John Lennon and Paul Mc
Carney of the Mersey beat of the
Mersey-siders, already both are
worth a fortune in song royalties
alone from numbers such as 'Please,
Thank you'. In 1962 they penned
"She Loves You" and "I Want To Hold
Your Hand"; "Do You Want To
Know A Secret" and "Bad To Me"

John Schroeder for Helen Shapiro.
Nowadays his partnership with M. D.
Arranger, Ivor Raymonde, is the
prominent one. Schroeder has
co-written such hits as "You're
Making Me Love You" for Johnny
Hammond, "Bad To Me" for Helen
Shapiro and "You'll Never Walk
Alone" for Jimmy Young. Ivor Ray
monde's forte lies in the production
field, and "We Are In Love." again
for Faith's contest with "I've
Dreamed a Dream just like you..."
after the hit ballad "You'll Never
Walk Alone" by The Beatles. Ray
monde has been working with
Sally James and "I'm a Little
Trent" for the little TV musical "The
Sound of Music". He has also been
working with The Searchers, the
searchers, the pacemakers, the
maniacs, and the others. Ray
monde has been a star in the English
world of songwriting, and is now
an international star with Ray
monde's songs. Raymonde's songs
include "Atlantis" and "Wonderfulland"
for The Shadows and "Sweet
Heart" for The Yardbirds. Ray
monde's songs have been covered
by many artists, including The
Monkees, The Beatles, The Rolling
Stones, and many others. Ray
monde's songs have been
considered to be some of the best
songs in the world of pop music.
Raymonde's songs have been
recorded by many artists, including
The Beatles, The Rolling Stones,
The Monkees, The Kinks, and many
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The Monkees, The Kinks, and many
others. Raymonde's songs have
been considered to be some of the
best songs in the world of pop music.
THE MEN BEHIND
the star himself.

In the realm of film musicals the
same John Barry commands considerable
recognition. He composed the James
Bond Theme and the scores for
"A Night At The Opera" and "The Man In The Middle" which
opened in London in New York next month.
He has just completed the score for "Mr. Moses" starring Reb
), and John Barry is also A & R Chief for independent Ember
Records. From film music to show music. The spotlight here is on
Lionel Bart the man responsible for "We'll Remember Them", the
transatlantic smash "Oliver." In the same category we have
Anthony Newley and Leslie Bricusse, the team responsible for the
memorable "Stop The World I Want To Get Off" with its multi-recorded standard "What Kind Of Fool Am I"

Another label. Richard Bassey has enjoyed considerable
success with material. Martin and Bachelors climbing by
successes like "Portrait Of Love" and "Sugar And Spice" with
his discovery, signifying a scale impossible ("Portrait of 800,000.
Ronnie Aldrich, The Bachelors
Dave Berry
The Big Three
Stanley Black
The Black Watch
Frank Chacksfield
The Coldstream Guards
Louise Cordet
Karl Denver
Bern Elliott
Jet Harris
Ted Heath
Heinz
Peter Jay and the Jaywalkers
Kathy Kirby
Mantovani
Kenneth McKellar
Tony Meehan
Brian Poole and the Tremeloes
Eric Rogers
The Rolling Stones
Edmundo Ros
Chris Sandford
Roland Shaw
The Tornados

The American Top Ten way back in 1960 and "Forget Him" and "I Don't Feel Like Dolly's current American charter. He also wrote this year's entry for the 'Eurovision Song Contest' 

Ray Horricks is the A & R ace for
Pye's Piccadilly label which numbers Joe Brown's "A Picture Of You" and "That's What Love Will Do" among its hits. Horricks was formerly with Decca where he had success with several Anthony Newley numbers including "Strawberry Fair." Recently Pye's complete A & R force combined their talents in the control room for Decca to produce albums by Frank Sinatra and Sammy Davis Jr.

The sessions when recording in Britain. Newell also records all the strict tempo albums by the fast selling Victor Silverstar. His assistant John Burgess is Adam Faith's constant A & R inspiration.

Alan Freeman is a veteran of the Pye set-up with the Petula Clark, Lonnie Donegan and Kenny Ball
money spinners to his credit. As all these artists are strong-selling overseas Freeman enjoys considerable international prestige. Petula Clark always comes to London to record under his guidance even her releases for the French market. Young ex-

Guardsman Tony Hatch destined for a brilliant career has already made an auspicious start. He works on the Pye hit makers and produced The Searchers' current chart topper "Needles And Pins" and their previous smash "Sugar And Spice" which

A M E R I C A N R A D I O H I S T O R Y

Mr. Louis Benjamin
Director, Pye Records Ltd.

After 20 years experience in show business and theatre management Benjamin joined Pye Records Ltd. in 1969 as Assistant General Manager. In 1971 he was appointed Joint General Manager followed by a Directorship in July 1981. Under the Directorship Pye has developed from a relatively small independent to a major force in the industry.

THE SCENES

Ronnie Aldrich
The Bachelors
Dave Berry
The Big Three
Stanley Black
The Black Watch
Frank Chacksfield
The Coldstream Guards
Louise Cordet
Karl Denver
Bern Elliott
Jet Harris
Ted Heath
Heinz
Peter Jay and the Jaywalkers
Kathy Kirby
Mantovani
Kenneth McKellar
Tony Meehan
Brian Poole and the Tremeloes
Eric Rogers
The Rolling Stones
Edmundo Ros
Chris Sandford
Roland Shaw
The Tornados

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LONDON ENGLAND

www.americanradiohistory.com
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and LESLIE & JIMMY DUNCAN
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HIT PARADE
"I'M TELLING YOU NOW" 250,000 records
"YOU WERE MADE FOR ME" 500,000 records
and now—"OVER TO YOU"
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written by: PETER LEE STERLING
No. 2 Song For Europe
"I'VE GOT THE MOON ON MY SIDE" written by: MITCH MURRAY
No. 3 Song For Europe
"BEAUTIFUL, BEAUTIFUL" written by: HAL SHAPER
23 DENMARK STREET LONDON W2

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CHRIS ANDREWS writer of—
"THE FIRST TIME" - "WE ARE IN LOVE" -
"IF HE TELLS YOU" all recorded by ADAM FAITH
and "ONLY ONE SUCH AS YOU" (JACKIE TRENT)

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Dave Clark - "GLAD ALL OVER" and so is
IVY MUSIC The British Publisher
Published in U.S. by Campbell Connelly Inc.
American Representative: MIKE GOULD

BRITISH HIT MAKERS and
Young String Chorale for the delightful
"Stranger On The Shore" and
"Taste Of Honey" and has contributed in no small way to the growth and
emergence of Jazzmen Terry Lightfoot
and Humphrey Lyttelton. He has
enlightened and entertained with regard to the recording the more
esoteric jazz and folk artists. He's
present interest and hope is the new
Blue Beat trend of mixed West In-
dian and rhythm and blues origin. Joe
Meeck, formerly a staff man with
Denis Preston is presently Britain's
most avant garde producer in terms of
expression. His hit single, "The Bird"—for The
Mead, has been another of his best hits and
currently successful recording
proposals: Mel Torme, an active
agent and manager has achieved
his biggest success as an indie pro-
ducer with Mike Sarne's comedy duet
"Come Out" and "Will I Want". Also
prominent among the indie acts are
Bunny Lewis with Ritz Records, whose
recording "I Think The Caravels with
"You Don't Have To Be A Baby To Cry" and "Have You Ever Been
Lonely" also recorded on the same
recording company of quality albums
of all kinds and a studio equipped with
the latest recording refinements. To-
day these men working with Britain's
top artists, musicians and arrangers in
studios offering facilities of incom-
parably high standard brings to
recording some of the most inspired
performances of the world. More and
more top international artists come to record in
Britain including Frank Sinatra, Con-
nie Francis, Sammy Davis Jr, Bobby
Rydell, Chubby Checker, Mel Tomkis,
Anita Lindholt, Richard Anthony,
Johnny Halliday, Nana Mouskouri,
Sio Malmquist, Francoise Hardy,

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Dave Clark - "GLAD ALL OVER" and so is
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JOE MEEK of RGM SOUND
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WORLD HITS by Britain's most successful artists—
"TELSTAR" "JUST LIKE EDDY" "GLOBETROTTER"
"ROBOT" "DON'T YOU THINK IT'S TIME" "ICE CREAM MAN"

"YOU WERE THERE" 304 HOLLOWAY ROAD, LONDON, N.7, ENGLAND

Cash Box—March 7, 1964—International Section
www.americanradiohistory.com
THE MEN BEHIND THE SCENES

Caterina Valente, Marl Murphy, Nelson Riddle to name but a few. British A & R managers, in their turn, frequently travel the world keeping up with the latest trends and seeking new ideas which may be adapted to suit the particular needs of the British market at any particular time. In recent years the end product has proved increasingly acceptable not only at home but on the continent as well. Now in 1964 America, too, is sitting up and taking notice. Although the year is only two months old twelve British copyrights have already entered the Cash Box Top 100. This is as many as in the whole of 1963 and twice as many as in 1962. Fifty per cent of the total were written and recorded by The Beatles—"I Want To Hold Your Hand," "She Loves You;" "I Saw Her Standing There;" "From Me To You;" "Please Please Me;" and "My Bonnie." The other British copyrights to have taken British artists into the Top 100 this year are "Traveller" written and recorded by Anthony Newley, "I Only Want To Be With You" written by Mike Hawker and Iver Raymond and recorded by Dusty Springfield, "Glad All Over" written and recorded by Dave Clark and the BBC's "In The Summer Of His Years" recorded by Millicent Martin. American artists enjoying Top 100 success with British compositions are Bobby Rydell with "Forget Him" by Tony Hatch and Gene Pitney "That Girl Belongs To Yesterday" written by two members of The Rolling Stones group Mick Jagger and Keith Richards. In return several British artists have found Top 100 chart success this year with American compositions namely Cliff Richard with "It's All In The Game," Frank Ifield with "Please" and The Caravellies with "You Don't Have To Be A Baby To Cry" and "Have You Ever Been Lonely." An auspicious start to a year in which the British record industry seems destined to extend still further its influence on the record markets in the world.

The Beatles: A Find For England's Balance Of Payments

NEW YORK—Like woolens, silverware and china, The Beatles are proving a valuable export for Great Britain.

One of the largest banks in England, Barclay's, has just reported that the group has made a "significant" contribution to the nation's balance of payments through the sale of their disks in foreign markets.

The bank's assessment of the team—which puts it on the level of a national asset—was outlined in its monthly newsletter, which stated:

"Two years ago, when Britain followed American tastes in popular music, British record companies were sending considerable royalties abroad. The Beatles, and the trend toward British music, have made a significant contribution to the British balance of payments by reducing this flow of foreign exchange. Moreover, as their reputation grows, royalties are beginning to flow into this country."

Previous to this report, Prime Minister Sir Alec Douglas-Home remarked that The Beatles were a "secret weapon" to keep the British pound table.

THE BEATLES
GERRY AND THE PACEMAKERS
BILLY J. KRAMER
THE DAKOTAS
CILLA BLACK
THE FOURMOST
TOMMY QUICKLY
SOUNDS INCORPORATED

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5/6, ARGYLL STREET, LONDON, W. 1.
REGent 3261
NEW YORK—Britannia may no longer rule the waves, but our shores have been hit by an armada of English disk talent.

One can rightfully point to the Beatles as an immediate cause of this rush of product from Great Britain. However, the U.S. disk market had a number of signs—and big hits—over the past several years that augured well for this development, which seems to gain in momentum each time a jet aircraft lands here from England.

The English music business, as these columns have noted often in the recent past, has accomplished the notable feat of developing a rock 'n roll sound of its own. Working with the basic raw material of American-originated teen sounds, our cousins from abroad have sent along striking sessions that U.S. talent has apparently remembered as refreshing. Whether its the Liverpool Sound of Mersey Beat or the Beatles, the English have a kind of energy that the American disk industry has eagerly bought and stamped upon.

The Beatles onslaught has been such a disk success that interest in English product has spread over all of America. Youngsters who show no signs of tiring of the basic rock 'n roll idiom, like what they hear—and are buying same.

Preceding the Beatles onslaught have been such big disk successes from England as Frank Ifield ("Remember You"), The Springfields ("Silver Threads & Golden Needles") and The Caravelles ("You Don't Have To Be A Baby To Cry").

These recordings, among others, taken as a whole acted like a catalyst which widened the appetite of teenagers for more English-based sounds, priming them for an acceptance of the English rock sound on a mass scale.

Then the Beatles came along—supported, in the happiest of publicists' dreams, by what was surely one of the most extensive consumer media coverage ever of any entertainment attraction. With the amazing sales showing of the Beatles, the English sound is definitely in.

Mike Collier, who returned to England, his native country, after music business associations in the U.S. to join Ivy Music Limited, has sized-up the situation this way:

"It is an amazing thing, but after a year of being back here and finding little or no interest in British records on the part of American labels ... all of a sudden I am getting phone calls and letters from the States about master deals. Business is booming here to the point where it is frightening ... you are kind of waiting for the bubble to burst. Seeing as Britain has less than a third the population of the States it is incredible where all the money is coming from. In some places it is incredible to purchase even the vast number of records being sold [for U.S. release] there.

They're coming up with that cash, for just in the past week or two various U.S. labels, Indies and majors alike, are flooding the offices of Cash Box with their English acquisitions that they see as cashing-in on the English sound boom.

Some of the dates on release for about a month are already getting big chart action, including The Dave Clark Five's "Glad All Over" (Epic) and The Searchers' "Needles & Pins" (this tune, a recent noise-maker in America, is Jackie De Shannon, is designed for even bigger sales by way of England)

A United Artist's deck by English crooner Danny Williams serves as an interesting example of the go-English upsurge. His recording of "White On White" was issued months ago, and, finally, this week it makes its initial appearance on the Top 100 in the number 56 position.

While four labels (Capitol, Vee Jay, Swan and MGM) have made showings with Beatles product, at least 10 other labels have rushed to market a collection of name teen-beat attractions from England.

Besides its regular English performers (e.g. Mantovani, Eric Clapton, Anthony Newley), London Records has made singles releases on the Scaffold, Rolling Stones, Billy Fury, and Jet Harris-Tony Meehan.

Liberty Records has the talents of the Hollies and Billy J. Kramer. Epic Records is hot with the Dave Clark Five and Cliff Richard, while Prestige Records (the jazz dinkery!) and Amy Records have current English best-sellers with Manfred Mann and Adam Faith, respectively.

Phillips has English groups as the aforementioned Dusty Springfield and The Springfields, while Atlantic sports the Fourmost, a strong English success story.

Imperial, now Liberty's affiliate, has a cut with the Swingin'dean Jeans, while Laurie's contribution is Gerry & The Pacemakers. United Artists has Danny Williams and Shane Feguson, both of whom have made the grade with good-music-slanted efforts.

Fontana, The Smash sub-label is represented with the Mersey Beats. In addition to its Beatles dates, Capitol Records just released a deck by Freddie & The Dreamers.

This remarkable musical tale from England has also earmarked the European continent and other areas of the world for disk exploitation. So in addition to a regular diet of English sounds from now on, the U.S. market should prepare itself for a heavier concentration of general foreign product, with the likes of Dusty Springfield, Frederick Harris, Jorgen Ingmann, Minn, Rita Pavone, Bert Kaempfert, Los Indios Tabajaras, The Swinging Singers and many, many more.

ADAM FAITH
"WE ARE IN LOVE"
B/W
"WHAT NOW"
AMY 895

#4 ON ENGLANDS CHARTS
JUST RELEASED IN AMERICA
5-4-3-2-1
MANFRED MANN
PRESTIGE 45-312
PRESTIGE RECORDS
203 So. Washington Ave.
Bergenfield, N.J.

THE GREAT ATLANTIC HOP:

British Disk Exposure At All-Time High in U.S.

Cash Box—March 7, 1964—International Section
Europe And America: Now A Two-Way Street

NEW YORK—That largely one-way street that sees the flow of American disk product stream across the seas may have to be widened to accommodate a rush of traffic in the opposite direction.

Product from abroad is beginning to make great impact on the American market. While foreign sessions have always made an impression here, it is only within the last year or two that

GLG Enters Foreign Market, Deal Made With Oriel

NEW YORK—GLG Productions, Inc., the indie producing firm of Steve Lawrence and Eydie Gorme and their business associate, Ken Greengrass, is moving into the international market.

Jo Guercio, who conducts all musical sessions for Steve & Eydie, and heads production of all recordings out of GLG, returned from England last week after completing a preliminary search for new material.

Guercio will make other follow-up trips abroad in the next few months.

Taped material he purchased for the American market from Maurice Levy of Oriel Records in Great Britain will be re-packaged and released by GLG through various major U.S. companies.

In addition to the English deal, the firm made a tie-in with an Australian company, whose name was not released.

Such product has, in some notable instances, upsetted American dates as leading sales items.

Originally, the Beatles belong to that category of foreign attractions who have reached the status of afad here, a hard-to-come-by level for any foreign act.

Though hardly a tall, the Singing Nun of Belgium has charmed American disk buyers into making her a favorite in the U.S.

The fact is that the European sound is beginning to speak for itself. No longer must Europe compete within its own area with American-made disks with American-like sounds. With most European countries now standing on their own economically, there has been a greater emphasis on local creativity, which has been aided, no doubt, by government-sponsored restrictions on the exposure of American sounds.

Thus, the American public is being exposed not to second-rate copies of U.S. sounds, but to endeavors which are refreshing and distinctive. This is, admittedly, what should be. That is, each market giving of itself with world-wide appeal.

But, such a development, with its long-range outlook, has also created a picture of what-might-be, some sections of which do not augur well for made-in America product.

The greater acceptance these European products experience here, the greater are the possibilities that American music men will eye the European market for their own exploitation.

This interest can take the form of trying to rival various American artists within the framework of a European sound, which at the moment does not constitute a trend, but a format that has already been marketed here.

In the jazz field, a major U.S. export abroad, such vaunted performers as Duke Ellington and Roland Kirk have cut dates in Europe under the influence of their fellow European jazzists. In the rock 'n roll field itself, Bobby Rydell recently made a strong come-back with a date—"Forget Him"—that was a product of English A&R'ing (even the tune is English).

As the move abroad continues, the American labels will become aware of a happy financial fact. Sessions abroad mean a financial outlay that is much less than a date of similar size required in the U.S.

The big classical labels were the first to recognize this balance-sheetsheet factor. RCA Victor, for example, terminated its contract with the Metropolitan Opera and moved its opera recordings to Rome, where in its sparkling new studios there, it produces its complete opera releases—American singers included—at a savings of some 40% in recording costs. Another leading classical label, Columbia, is doing the same thing. Symphonic music is also becoming a European affair, which any low-priced affiliate of a major company can attest to.

Returning to opera, the American disk buyer has been fed a first-rate diet of European-produced works for a number of years. London Records, through its foreign affiliations, is famous for its imported opera production. All London product, pop, classical or otherwise, for that matter, is cut abroad and pressed in England and exported to the U.S. When Capitol entered the opera catalog it, too, could boast of well-received opera sets that were the product of its tie-in with England's P&M.

Italian disk men might also take the economic hint from another area. More and more American performers are cutting their hits sides in foreign languages, another move that recognizes intense local-licensed disks.

When they first cut records for specific export, the session usually took place at home.

But, the influx of American artists abroad and the generally long periods of p.a.'s in foreign countries enabled these artists to take time out to step into a foreign studio and cut sides in a particular language. The cash register is ringing up lower session costs for American diskers, and, as noted above, they may begin to see a strong dollar-and-cents reason for cutting their talent abroad even for U.S.-directed product.

The record business need only look at the current plight of Hollywood, which, many feel, has priced itself out of being a base for epic-type films. Such films, a few productions excepting, are now being filmed in such low labor-cost areas as Italy and Spain.

Perhaps a record industry parallel, an opera record, could mean the production of expensive pop albums abroad on a major scale, with relatively low cost singles remaining a prime domestic output.

Thus, two factors—great competition from foreign produced records and a major shift of recording activities abroad—could in time shake the entire economic structure of the business as we know it today. Europe may well evolve into THE major source of record activities.

HEADLING TOWARD THE 3,000,000 Mark
SHE LOVES YOU by THE BEATLES on SWAN

IF YOU WANT THIS KIND OF PROMOTION & SELLING

SWAN RECORDS

CONTACT: Swan Records
Corner 8th & Fitzwater Sts.
Recent chart potentials from independent hit maker Joe Meck of R.G.M. Sound include the new single by Heinz on Decca, "You Were There," released to an advance of 30,000 and a new Tornadoes single, "Hot Pot" also on Decca. The group who came up with a brand new sound a couple of years ago resulting in the world wide smash "Telstar" have infused a touch of the juggle into their "Hot Pot" discoing giving it an up-to-the-minute Blue Beat flavor.

Delyse Records reports a 700 per cent increase in turnover since expanding its distribution facilities via the EMI depots. The label continues to distribute through Selecta and other indie factors. The Delyse product has also been acquired by several majors for distribution in the United States, Canada and the Commonwealth. Thus firmly established in the home and international markets the label's director, Mrs. Isabell Wallic, is interested in acquiring suitable material from overseas for release in the United Kingdom. Currently engaged on large scale recording plans, the firm expects to double its catalog by the end of the year.

Welcome to the top of the charts Cilla Black. 21 year old Cilla has the same hometown, Liverpool, and the same manager, Brian Epstein, as the illustrious Beatles and is the first solo artist to reach the No. 1 spot since groups took over seven months ago. What is more she is the first female singer to claim the throne since Helen Shapiro wore crown in 1961. Cilla's first disk, "Love Of The Loved" (Parlophone) penned by John Lennon and Paul McCartney was released last September and entered the Top Thirty but missed the Top Twenty. Her second disk, another ballad this time, "American Anywho Had A Heart," published by Aberdach has zoomed to the No. 1 slot in three weeks flat and delivered a knockout blow to the original Dionne Warwick version. With sales already well over the quarter million mark it looks like Cilla's silver disk may turn to gold.

Swedish publisher Stig Anderson in London for meetings with Record music attorney Walter Hofer who also represents the American interests of British publisher Dick James. While in London Anderson acquired the Swedish rights to the latest Cliff Richards single, "I'm The Lonely One," for his Swedish Music pubbery. In Stockholm recently, Anderson set up an independent production company, Polar Music, which is having its first taste of success via a new group called The Hootenanny Singers. On its first LP, the group sing in Swedish, English and Spanish.

Cyril Shane of Shapiro Bernstein Ltd. has acquired world rights (excepting U.S.A. and Canada) to "Every Song I Have To Cry." A big hit for Steve Alaimo in the States in 1962, Pye's Julie Grant has now given the song her own special treatment which could give her the chart success she deserves. Dusty Springfield has included the number on her "I Only Want To Be With You" E.P.; Swedish singer Anita Lindholm has cut a German version and the French market has a recording by Claude Francois-all available on the Philips label. Other copyrights putting offerers into the Bernstein bank are "White On White," first American-cut disk by Danny Williams, now making a noise in America and issued here on Capitol U.M.V. and "Son Of Rebel Rouser" by Duane Eddy on R.C.A.

Another American publisher currently in London, George Pincus, visiting his British publishing outlet headed by his son, Lee. With paternal interests at heart Lee was successful in acquiring the American publishing rights to a string of Beatle hits for Pincus Jr., the parent company Pincus. These included "She Loves You," "From Me To You" and "I Saw Her Standing There." The flip side of the No. 1 blockbuster "I Want To Hold Your Hand" as well as five tracks from the Beatles Vee-Jay album and two on the Capitol LP. Latest British composition handled by the Gil Pincus music company is "Lost Dreams And Lonely Tears," written by Jimmy Duncan and recorded by Don Cornell with The Don Costa Orches-tra.

Also in the family is Brook Benton's latest Phillips single "Going, Going, Gone" published in the States by Gil Pincus and here by Pincus Jr.'s Ambassador Music.

Before leaving for a nine day tour of Scandinavian jazzman Mr. Acker Bilk gave two a.c.o. concerts in Britain and Bonnemouth entitled "Strings Behind The Hits." These were the first of a series of concerts with an orches-tra featuring the same string com-bination so successfully used in his three best selling albums released in the States on Atco—"Stranger On The Thron," "Above The Stars" and "Call Me Mister."

Quickies: Bobby Vee here for another tour of Britain has caught Beatlemania—on his current Liberty discoing he throws in a few years giving it a Hollywood-Liverpool flavor

The Swinging Blue Jeans "Hippy Hippy Shake" now released in States on Imperial... Big Dee Irwin and Bobby Vee both appeared on "Thank Your Lucky Stars" February 29.

The Beatles have been named "Top Business Personalities Of The Year" by The Variety Club of Great Britain.

The onslaught of the Beatles on America has brought about a rash of an answer disk by American artists—"A Beatle I Want To Be" by Sonny Bono is issued here on Colpix and "The Boy With The Beatle Hair" by The Swans on Cameo-Parkway... Andy Carr, a Joe Meck discovery, has new single "Tell The Truth" on Pye.

NEW YORK—The English disc breakthrough in the U.S. is much evidenced on the Top 100.

English performers account for 11 decks on the Top 100. While in percentages, they hold 11% of the slots, their total sales volume is undoubtedly much greater, since three disks by The Beatles are among the top 10.

The Beatles, of course, are still going great guns, with outings by the team representing almost half of the English representation.

Their Capitol stand, "I Want To Hold Your Hand," is still the number 1 sound, for the seventh straight week. Down one number is "She Loves You" (Swan), while Vee Jay's "Please, Please Me" is the group's third top disk at number 4.

The Beatles have further Top 100 action with "My Bonnie" (MGU), number 32, and Vee Jay's "Twist & Shout," now to the chart in the number 64 spot. Within the top 25 are Dusty Springfield's "I Only Want To Be With You" (Philips), number 14, and "Glad All Over" by the Dave Clark Five (Epop number 21).

The non-Beatle smash sounds from England are "Needles & Pins" by The Searchers (Kapp), which makes a red-hot move to 8, and "Hippy Hippy Shake" by The Swinging Blue Jeans on Imperial, which has made its first appearance on the Top 100 in red-hot 66.

Rounding out the English showing are "It's All in the Game" by Cilla Dick Richard (Epop), number 60; "White by Danny Williams (U.A.) number 98 in its initial Top 100 slot.
'63 Disk Sales In England Reach New Peak

LONDON—More records were sold in Britain in 1963 than in any previous year. Board of Trade figures reveal that 1963 took the total volume of sales soaring up to the magnificent total of £21,910,000 ($61,446,800) more than doubling, in one year, the increase that was achieved between 1959 and 1962. There can be little doubt that the groups who dominated the charts in 1963 also dominated the sales and the whole industry, is grateful not only to the Beatles but to all groups in the millions of the north and the coffee bars of the south who have contributed to this swing in sales bonanza. Board of Trade figures also show that December sales valued at £3,319,000 were about two fifths higher than in December 1962. Home sales increased by more than two fifths and export sales by almost a quarter. Taking the year as a whole sales in 1963 rose by a quarter compared with the previous year. Home sales were running throughout 1963 and were particularly high in the last three months, the overall increase on the previous year was nearly one third. Export sales during 1963 were seven per cent less than in 1962. In December production, too, was a third higher than a year earlier. Three fifths more 33⅓rd r.p.m. were produced than in December 1962 and a quarter more 45 r.p.m.s came off the presses. Taking the year as a whole output of both 33⅓rd and 45 r.p.m. disks was about a tenth more than in 1962 with 7½ per cent down.

In view of last year's bumper sales the one peak of 1967 sales by comparison. In that year the total value in £1,900,000 falling unfavorably in the two following years 1959 and 1961. In 1960, the pendulum swung back into the right direction finishing up with a sales total slightly up on the previous peak figure of 1967. The upward trend continued and a couple of years later at the end of 1962, the industry was putting itself on the back with a new and healthy all time sales high of £17,423,000 thus from 1960 to 1962 the annual volume of sales increased from the 14,000,000 mark to the 17,000,000 mark.

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Great Britain's Best Sellers

This Last Week
Week Week On Chart
1 6 3 Anyone Who Had A Heart—Cilla Black (Parlophone) Aberbach
2 1 6 Needles And Pins—The Searchers (Pye) Metric
3 3 4 Diane—The Beatles (Decca) K.P.M.
4 2 4 4-3-2-1—Manfred Mann (HMV) K.P.M
5 4 7 *I'm The One—Gerry & The Pacemakers (Columbia) Pacer
6 2 6 *Hippy Hippy Shake—Swinging Blue Jeans (HMV) Ardmore & Beechwood
7 5 8 *I'm The Lonely One—Cliff Richard (Columbia) Eugene Schröder
11 14 12 Baby I Love You—The Ronettes (London) Belinda
12 13 11 *I'm The Caucasian—Dave Clark Five (Columbia) Ivy
13 11 6 Don't Blame Me—Frank Ifield (Columbia) Campbell Connally
14 17 2 For You—Rick Nelson (Bunswick) Feldman
15 — 1 Bits And Pieces—Dave Clark Five (Columbia) Ardmore & Beechwood
16 12 12 Twenty Four Hours From Tulsa—Gene Pitney (United Artists) Arch
17 15 12 *I Want To Hold Your Hand—The Beatles (Parlophone) Northern Songs
18 — 1 Boys Cry—Eden Kane (Fontana) 142 Music
19 16 10 Stay—The Hollies (Parlophone) Lorna
20 — 1 Stay Awhile—Dusty Springfield (Philips) Filamingo

Great Britain Top Ten LP's

1 With The Beatles—The Beatles (Parlophone)
2 Please Please Me—The Beatles (Parlophone)
3 How Do You Like It—Gerry & The Pacemakers (Columbia)
4 Meet The Searchers—The Searchers (Pye)
5 *This Is The Side Story—Soundtrack (CBS)
6 Born Free—Frank Ifield (Columbia)
7 *16 Hits From Stars And Garters—Kathy Kirby (Pye)
8 In Dreams—Roy Orbison (London)
9 Stay With The Hollies—The Hollies (Parlophone)
10 The Best Of Chuck Berry—Chuck Berry (Pye)

Great Britain Top Ten EP's

1 All My Loving—The Beatles (Parlophone)
2 *The Rolling Stones—The Rolling Stones (Decca)
3 *The Dave Clark Five—Dave Clark Five (Columbia)
4 *Big Three At The Cavern—The Big Three (Decca)
5 *The Beatles Hits—The Beatles (Parlophone)
6 *Twist And Shout—The Beatles (Parlophone)
7 *The Beatles No. 1—The Beatles (Parlophone)
8 You'll Never Walk Alone—Gerry & The Pacemakers (Columbia)
9 *Sweets For My Sweet—The Searchers (Pye)
10 *The Best Of Chuck Berry—Chuck Berry (Pye)

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The Best In Britain...Bens

Cash Box—March 7, 1964—International Section

LET US DO THE JOB FOR YOU IN THE U.S.

We Have The Know-How And The Facilities To Make Your Record A Hit In America...
### Argentina's Best Sellers

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<th>Label</th>
<th>Week</th>
<th>Notes</th>
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<tr>
<td>RCA</td>
<td>1</td>
<td>Sin Timon (Kors) Palito Ortega (RCA)</td>
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<td>CBS</td>
<td>2</td>
<td>Danny Montano (CBS)</td>
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<td>RCA</td>
<td>3</td>
<td>Desacendera Mi Corazon (Corno) Trini Lopez (Reprise)</td>
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<td>CBS</td>
<td>4</td>
<td>Ray Charles (Ariol) Vascon (RCA)</td>
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<td>Marisa (Mundo Musical) Leo Dan (CBS)</td>
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<td>Leo Dan (CBS) Palito Ortega (Toscan)</td>
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<td>Celia (Mundo Musical) Leo Dan (CBS)</td>
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<td>Armando (Aldora-Morfis) Rita Pavone (Violeta) (CBS)</td>
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<td>13</td>
<td>Palma Salamanca (London) Los Nocturnos (CBS)</td>
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<td>Enrique Mantilla (CBS)</td>
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### Italy's Best Sellers

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<th>Label</th>
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<td>1</td>
<td>Una Laricina Sul Velo (RCA)</td>
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<td>RCA</td>
<td>2</td>
<td>Quando Vedrai La Mia Ragazza (CBS)</td>
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<td>RCA</td>
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<td>Non Ho Pensato (Ar.)</td>
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<td>La Mia Ragazza (CBS)</td>
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<td>RCA</td>
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### Argentina

Jorge Errazquin, manager of Sugarmus, was the first to be mentioned as a possible replacement for El Flaco. Errazquin travels every week to Buenos Aires to select repertoire, although both companies are now independent.

Rodrigo Roque of Antar is also busy; he recently returned from the folk music Festival held in Cordoba, where he was invited, and is preparing another one in Pirapora, one of the main Uruguayan peoples. Rodolfo Rodriguez has just released new records by Los Olmoceres, Malva de la Vega and Daniel Villetti. They are both "Hombres de Nuestra Tierra" and a new album by folk star Rodrigo Luna: "Te Todas Las". Roque is also a very well known record producer who handles all the music for the show. He also prepares and packages songs by Radio Caro ("El Pastor de los Hermanos") and Austral ("Treinta Minutos con el Jazz" and "Sesiones Abiertas").
La versione di "Come luce e calore" di Gianni Morandi, che produce la casa discografica Ricordi, ha ottenuto grande successo in diverse nazioni europee, e per la prima volta in Italia. Il singolo ha raggiunto le classifiche in molti paesi, tra cui Spagna, Belgio e Danimarca.

La produzione di Arc Italiana, un'azienda che produce dischi, ha portato al successo di "Come luce e calore". Il singolo, realizzato da Gianni Morandi, è stato uno dei più venduti in Italia e in altri paesi.

La casa discografica Ricordi ha venduto anche "Sole Sole" e "Piccolissimo" del cantante Nanni沲, che è stato uno dei primi artisti italiani a raggiungere il successo internazionale. Il cantante Nanni沲 è noto per la sua voce profonda e melodiaca, che ha conquistato le classifiche in diverse nazioni.

La casa discografica Italiana di Roma e la casa discografica EMI hanno collaborato per promuovere la musica italiana internazionalmente. Questa collaborazione ha portato al successo di "Come luce e calore" di Gianni Morandi, che ha raggiunto le classifiche in diverse nazioni europee.


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Belgium's Best Sellers

FLEMISH
1. Vos-Permettes Monsieur? (Adamo/Pathe/Ardmore and Beechwood)
2. Alleen (Gallo/Philips/Belgium)
3. I Want To Hold Your Hand (The Beatles/Parlophone/Vedette)
4. Elle Vous Etais La (GEnt/Multimedia/Murals/Schrijnerson)
5. Maria Elena (Los Indios Tabajaras RCA/Belprome)
6. Tombe La Neige (Adamo/Pathe/Ardmore and Beechwood)
7. L'Amour Est Bien (GEnt/Philips) (with Angel Romero)
8. La Mamma (Charles Aznavour/Barclay/Peter Plum)
9. Je Veux Avoir Un Homme (Dionne Warwick/Scepter/Vogue)
10. Sixteen Tons (Leo and Mary Lou McLaughlin)

This Land Is Your Land (Trini Lopez/Reprise)

Ein Trum War (Warner/Corter/Skeel/Seiberg)

WALLOON
1. Vos-Permettes Monsieur? (Adamo/Pathe/Ardmore and Beechwood)
2. Alleen (Gallo/Philips/Belgium)
3. I Want To Hold Your Hand (The Beatles/Parlophone/Vedette)
4. Elle Vous Etais La (GEnt/Multimedia/Murals/Schrijnerson)
5. Maria Elena (Los Indios Tabajaras RCA/Belprome)
6. Tombe La Neige (Adamo/Pathe/Ardmore and Beechwood)
7. L'Amour Est Bien (GEnt/Philips) (with Angel Romero)
8. La Mamma (Charles Aznavour/Barclay/Peter Plum)
9. Je Veux Avoir Un Homme (Dionne Warwick/Scepter/Vogue)
10. Sixteen Tons (Leo and Mary Lou McLaughlin)

This Land Is Your Land (Trini Lopez/Reprise)

Ein Trum War (Warner/Corter/Skeel/Seiberg)

Brazil's Best Sellers

1. Domine (Fernanda) Gian (Chantecler);
2. Por Um Só Mrito (Viva La Musica);
3. Brasil, Brasil (Viva La Musica);
4. Amor (Viva La Musica);
5. Canto (Viva La Musica);

Israel's Best Sellers

This Last Week

Week, Week on Chart

1. Don’t Talk To Him—Cliff Richard (Columbia)
2. The Beatles—Paul McCartney (Parlophone)
5. Whispering—Nino Tempo & April Stevens (Atlantic, “Hataki”)
6. Needles And Pins—The Searchers (Top Hits, “Hataki”)
7. Swingin’ On A Star—Big Dee Irwin (Copacabana, “Hataki”)
8. Singing For My Baby—Michael Chernicksen (Columbia)
9. I Only Want To Be—Kathy Kirby (Decca)
11. Why Don’t We Do It Again—Lonnie Donegan (Top Hits, “Hataki”)
12. I Only Want To Be—Billie Jean King (Top Hits, “Hataki”)
13. 24 Hours From Tulsa—Gene Pitney (Musicor)
14. Dazed And Confused—Gene Pitney (Musicor)
15. Glad All Over—Dave Clark Five (Columbia)
16. The Boy You’re Kissing—Mark Wytten (Top Hits, “Hataki”)
17. I’m Watching (Every Little Move You Make)—Peggy March (RCA)
18. I’m Waiting For You (Cary Grant Intro)—Kenny Rogers (RCA)
19. Geronimo—The Shadows (Columbia)

Carnival is over and Brazil is Dominiquing again. However, some new releases are coming into the race. Philips is doing an excellent job at the present time with “Mama” by Connie Francis (released again; it had been already, as MGM was represented by Musidisc); “The Platters Saudam A America Latina” (with more than two versions of his hits. We wonder whether this is the right decision, as in Britain original records done by Aynslee and Pat are circulating. The latter haven’t taken the risk. Instead, the press currently only mentions records which are bound to do well. Most striking are “Lady Magic” by Little Peggy March, “Un Air De Bal” by Claude Nougaro, and “O Universe” by Sadao Watanabe. The last two are almost exclusively playing with the Walloons. As expected, these records are all prominent in the French TV-festival “Aze Tendre El Tel De Bois” playing the mouth organ and the following songs: “Quand To Joues,” “Le Snap,” “Meteore Special” and “Last Space Train.” These are all really good. There is now also an EP by the Los Indios Tabajaras, with Maria Elena naturally as principal attraction. Other tunes are “Los Indios Danzas,” “Maria,” “Moonlight Serenade.” Polynor is preparing a second single for its top performer John Lorry. We have been told by M. Mertens, artistic manager with this firm, that the new disc will be as successful as the previous one, all notices having been selected to bring out John’s best vocal qualities. Lorry has been introduced to the audience of “Good Records, Good Friends” and brought a rendering of “Alleen,” chart topper in the Flemish part of the country.

Also in Brazil, Jimmie Van Hoven and Sammy Cahn might “All The Way” “They Came To Cordura,” “High Hopes,” “Come Dance With Me,” “All My Tomorrows,” etc., the famous American composers and Frank Sinatra’s fanatics have stated that they do not plan to know how close they are to “The Voice” — shouldn’t the Brazilian public nurse some hopes for long visits of Walloons to this country? It was also said that the famous pianist Horace Silver was seen among the enthusiastic tourists in Rio’s Carnival. With a great idea it would be to show a selection of the Cali Escolas da Baufla, flowing along the US streets. The amount of the luxurious, enormously decorative and rather expensive (several millions of Cruzeiros each) „fantasias” (costumes) have been invited to show in Argentina, Uruguay. And it’s worthwhile.

Brazil's Top Five LPs

1. Samba Esquema Nova—Jorge Ben (Philips);
2. Moacyr Franco—Moacyr Franco (Copacabana);
3. Canta, Rita—Rita Lee (Philips);
4. O Jovem Dr. Kildare Canta—Richard Chamberlain (Philips);
5. Sou Eu—Nico R Ava (RCA)

Brazil's Top Five EPs

1. Doce Amargura (Mundo Cabe—More) Moacyr Franco (Copacabana);
2. Domine—Souzinho Sorriso (Singing Nun) (Philips);
3. Pontinhas Brotas—Sim (Philips);
4. Domine—Gian (Chantecler);
5. Cruelly—Chuckley (Fermapa).
MEXICO's Best Sellers

1 Dominique—Los Dominé (Orfeon)—Ángelica Maria (Musart)—Soy Son (Orfeon)
2 Bebop (If I Had A Hammer)—Trini Lopez (Reprise)—Los Mimos (Musart)
3 Magia Blanca—Hnos. Carrion (CBS)—Trios Venezuela (Velvet)—(Orfeon)
4 Quiero Que Quieras Quiénes (Dee—a la Vila)—Enrique Jiménez (CBS)—(CBS)
5 Quiero Que Quieras Quíenes (Dee—a la Vila)—Enrique Jiménez (CBS)
6 Abrázame—Los Lorca (Orfeon)—Los Lornos—Lena y Lola (Musart)

HOLLAND's Best Sellers

1 Pour Mes Vie Va Commencer (Johnny Hallyday/Philips)
2 Want To Hold Your Hand (The Beatles/Parlophone) (Les Ed. Int. Basar/Amsterdam)
3 Wannabe—Scales Bros. (Tailor/Philadelphia)—(CBS)
4 Shania Twain—(CBS)
5 Maria No Mas (Cliff Richard/Columbia) (Holland Music/Ams-terdam)
6 She Loves You (The BeeGees/Parlophone) (Belinda/Amsterdam)
7 Hallelujah (Anneke Grönloh/Philips)

A Mexican Farewell

MEXICO CITY—Cash Box publisher Joe Orleck and his wife Pauline make Mexican farewell at the airport after a recent round of visits with representatives of the recently re-opened CBS offices in Mexico. burgundy dress and evening coat are (left to right) Mrs. Orleck, Sonia Lopez, Columbia artist and leading motion picture actress, Coral, a secretary at CBS, Joe Orleck, and Hector Mejia of CBS Records.

Philips' Phonographic Industries has released a double-LP album of "St. Matthew Passion" by Johann Sebastian Bach and "The Passion of Christ" by Georg P. Telemann. (Telemann has written more than 1500 religious vocal works.) The original program was held at the Koop Church in Amsterdam on April 11. Kurt Rodel, who leads the Pro Arts Orchestra of Munich, a Youth Choir and soloists among whom Heinz Rehfuss sings the (baritone) part of the Evangelist, will perform the program at the Amsterdam Concertgebouw on April 14. The group will also perform in The Hague, Rotterdam, and Utrecht. The recording will be released in the Netherlands at the end of April.

In the Dutch LP series (10 inch LP's) two interesting LP's were released of performances by The Minneapolis Symphony conducted by Antal Dorati of the University of Minnesota, and by composer and conductor George Perle, featuring the AVRO Radio Orchestra. The LP's, containing works of young American composers, have already sold over 10,000 copies.

MEXICO's Best Sellers

1 Dominique—Los Dominé (Orfeon)—Ángelica Maria (Musart)—Soy Son (Orfeon)
2 Bebop (If I Had A Hammer)—Trini Lopez (Reprise)—Los Mimos (Musart)
3 Magia Blanca—Hnos. Carrion (CBS)—Trios Venezuela (Velvet)—(Orfeon)
4 Quiero Que Quieras Quiénes (Dee—a la Vila)—Enrique Jiménez (CBS)—(CBS)
5 Quiero Que Quieras Quiénes (Dee—a la Vila)—Enrique Jiménez (CBS)
6 Abrázame—Los Lorca (Orfeon)—Los Lornos—Lena y Lola (Musart)

Holland's Best Sellers

1 Pour Mes Vie Va Commencer (Johnny Hallyday/Philips)
2 Want To Hold Your Hand (The Beatles/Parlophone) (Les Ed. Int. Basar/Amsterdam)
3 Wannabe—Scales Bros. (Tailor/Philadelphia)—(CBS)
4 Shania Twain—(CBS)
5 Maria No Mas (Cliff Richard/Columbia) (Holland Music/Ams-terdam)
6 She Loves You (The BeeGees/Parlophone) (Belinda/Amsterdam)
7 Hallelujah (Anneke Grönloh/Philips)

SUBSCRIPTION TO CASH BOX

$30 FIRST CLASS—$45 AIR MAIL
It's been a good week for new singles just loaded with that "It'll" sound instead of that "It's" sound. The top new single is "Redneck Rudy" by H. H. B. Barmum, entitled "Rented Tuxedo." MGM boasts a new single by prolific writer of hit songs, Merle Kilgore, "Mama," which should be a contender. "Johnny Zero," by Hutch Davie and his orchestra are getting considerable deejay attention with a happy instrumental sound called "The Happy Banjo." Roy Orson, Monument's big gun in the chart race, played to one of the biggest audience this season. The headline at this 12,000-seat stadium was the biggest Imperial H.Q. are very excited. "Was it ever!" said Jack Teagarden, who has been doing presentation every time out. Should they escape the bugs that affect most other bands, they just started in this business, they'll go on to bigger things in the world of music.

Keith Ashdown has his entire London sales force primed to a fine edge to make sure that all the records hitting the market are selling. Selected LP's from the new release reaching this writer only serve to confirm the motion picture that are sweeping out of London's Montreal H.Q. daily. Special dealer display material has been prepared to assist retailers in presenting this tremendous product to the customers. This material includes three 24 x 18 dealer window cards. In addition London is offering a ten cent bonus in free goods to dealers who order the qualifying amount. Particularly outstanding is the presentation that Edmonton and Winnipegs are expected to make of Edmunds Ros and Ted Heath against one another for an album entitled "Mama's Gone Away. Swing Vs. Latin." Only one comment does this set justice...WOW! Another set that will create considerable store traffic must certainly be "Kissin." This outstanding package features Mantovani's Orchestra, complete with The Beatles, complete with Beady wigs. This group already has a tremendous demand for a record that features the presentation every time out. Should they escape the bugs that affect most other bands, they just started in this business, they'll go on to bigger things in the world of music.

The Trashmen are back on the charts across the country with their latest, "Bird Dance Beat." Also new from Compo on Apex recently is the latest wax outing for the Mike Davie group who have been sweeping up out of London and present a jazz party record. This is a real departure from their airplay in Canada but is set to catch on in the States. The group is expected to make a considerable success with its last outing, "Something To Sing About." A C&W sound of considerable merit, this record has devotes of the country sounds pretty excited. "Was It You?" will be the big one for the good C&W sound. A group right up here with orders for a new album release that includes some outstanding recording, "Pray For The Day," is expected to make a great impact. The release include such big names as Jack Trigg and Danah Washington. In London, there is a special release on Roulette, and winning heavy favor from spinners are packages by Anita Humes and The Emenex, and Sarah Vaughan. Also stirring up lots of excitement is the latest from the great Canadian group called The Tomcats. The set, on G.N.P., "The Best Of Joan Baez" and "Surfin' Bird" by The Trashmen, Nat "King" Cole Brothers, early are being swept up by the stores.

Not to be outdone the U.A. people have added many titles to their very strong album series. "Glowing Eyes" done in a new C&W manner, is expected to be very strong C&W sets featuring George Jones, Melba Montgomery and Jack Jones. The New Orleans Sound is well served with the impressive set represented on a new U.A. album. While on Micerous there's a new (en)canting from the King of Breaks, "Johnnie Ray's Big Sixteen." Two top notch sound track albums round out the U.A. week. In the sets, "The King Of Vaude" and "McLintock." This review has really only scratched the surface. It would be easier to mention a dozen releases in this particular week.

Sparton also jumps on the bandwagon with one of the strongest album records of the season. "The Big Final," is expected to make a strong showing on the charts. The new release is a сборник of the best songs from the series "The Big Final," which was a tremendous success. The new release is a сборник of the best songs from the series "The Big Final," which was a tremendous success. The new release is a сборник of the best songs from the series "The Big Final," which was a tremendous success.

Walt Grelsab has debuted a weekly trade newsletter under the title, "RPM."特点是此特辑以摇滚音乐为主题的节目。

London's Alice Krevy is predicting a large share of the action on a new second single, "Happy Shake," will belong to a group from "over one," headed up by Billy Fury. Fury's first single, "The Beatles" single is on its way up the charts across the country. As the Beatles record yet has had a B side, "All My Loving" and "This Boy," will see action in Canada soon. The group's "Roll Over Beethoven" it's just one of the best things to happen to the RCA label concerning a hit on the charts. The Beatles' "Please Please Me," which was a No. 1 hit in the States, has also been popular across the border. The "I Want To Hold Your Hand" set has made a considerable dent in the country, and the Beatles' "Can You Take Me Home?" is expected to have considerable success.

Wait Grelsab has debuted a weekly trade newsletter under the title, "RPM."特点是此特辑以摇滚音乐为主题的节目。
Let's point out first of all that the president Mervynstein is now in the U.S. and should find some spare time to meet in the States with Eddie Bartley, as we have already mentioned in a previous column is over there with his A.R. & Sons.

President Cadab is back again in the Metropole after a trip to some old country. It is rumored that Tino Lopez is recording in French, Italian and German, and songs from the American folkloric repertory such as "When The Saints March In" have been heard on the BBC. Tino is also supposed to have grooved an original song composed and written by himself but unfortunately the title has not yet been announced. Definitely, the French language is getting to be International and the Bretonains is growing. Pye have made some record

ings in French. These records will be distributed by Vogue of course. In this issue Vogue contact red the news of the success of Michele Sarno's "Ciel Que Est En Prison," which is very much in demand on the Europe Continent.

Let's continue to write about novelty releases and mention that Richard Anthony has just cut four new titles "Escoute Dans La Vie," "Toi, L'ami," "A Souvenir," and "Mon Coeur." The last mentioned is a French version of the very successful "I Got A Fast Gun." Anthony seems to be the first to record "The Battle Hymn." The song is composed by Olof Brandström.

Paul Jones has just returned to London and has now started a two-week tour of the U.S. with his band. The tour is being handled by The Beatles' manager, Brian Epstein. Jones has a new single, "The Battle Hymn," which is being well received by the fans. The song is a beautiful adaptation of the original arrangement and is sure to become a hit in the U.S.

In other news, the Beach Boys have just released a new single, "Good Vibrations." The song is a departure from their usual sound and is a bit slower in tempo. It has a great melody and catchy chorus. The song is sure to be a hit and is sure to keep the Beach Boys on top of the charts.
Much has been said of the "enemy within," the competitive operator who will fight to the bitter end to win out over a colleague. Whether the competitor's victory comes about because of a better deal, or perhaps the offer of more money is something each individual operator must live with. You can't win 'em all, isn't a bad philosophy in this case. The erosion of other areas of profit to competitors from outside of the industry is something the professional should concern himself with, however. For while he is content to do his very best to hold on to an existing coin machine route, with an eye on possible avenues of expansion—many of which appear to be quite expensive—the availability of more logical programs sometimes remains overlooked. We are speaking of the opportunities which exist in public locations for the installation of vending machines.

As recently as three years ago, the cry of diversification was heard 'round the industry and today there are few exceptions where a music and amusement machine operator does not operate cigarette vendors and usually candy vendors as well. In some instances, we have learned of operators who have managed to build a route within a route via the cigarette and candy approach. But too many operators have stopped at this point. Meanwhile, the part-time clerk at the local factory is busy placing not only cigarette machines, but candy vendors and soluble coffee machines as well, in service stations, bowling alleys, schools, banks, truck terminals, car wash stations, and the types of locations do not stop there. A good coffee machine can build into a three and four machine location on performance alone and here is where the part-timer gains a foothold in the choice factory locations. Meanwhile, the coin machine operator in the area is content with his music and cigarettes always looking to improve but almost always within his existing route.

The examples stated above are genuine and the case histories show growing profits. Sales figures from the vending industry's accepted soluble coffee vendors, the standard popcorn vendors, the compact revolving belt vendors, candy machines, and similar small capacity machines which excel in mechanical simplicity, will prove the existence of this market. It is a growing one and in many instances the coin machine operator is a part of it.

However, like the background music business which has been commented on in this space before, the coin machine operator loses a part of what should be rightfully his each time a part-timer from another field steps in and builds a route of machines.

There is always the plea that a route of candy vendors in service stations would require another man and additional overhead. There is no arguing the fact that additional overhead almost always comes with increased profit. But when night-work factory hands and weekend operators can keep 50 and 60 machines running at an average of $30 monthly gross and a $20 minimum collection, it's time for the coin machine operator to invest both financially and perhaps in the time it takes to service such a route and benefit from a business which should rightfully be his.
NEW YORK—Seven years ago the coin machine industry took another serious look at the pool table as a means of serving as a profitable coin-operated amusement machine. The industry had enjoyed periods of comparative prosperity before 1956 when various factories produced coin-operated bumper and 6-pocket models. 1956-1957 was, however, the period in which the coin machine industry entered into the production, distribution and operation of the coin-operated pool game on a broad scale, and today—1964—there is absolutely no sign that the unusually large sales volume of this type equipment will fall off.

The pool table has been called the savior of the operator by many. It has been called other names by the various segments of the industry who are not sharing in this sales activity. Distributors claim the profit margin is too small. Competing manufacturers of other type amusement machines diligently keep volume on their machines from falling off.

Apparantly, the only segments of the pool table business really making money with the tables are the operators and the five major manufactur- ers of the pool games—American Shuffleboard Corp., Fischer Sales & Mfg. Co., Irving Kaye Co., Inc., U.S. Billiards Inc., and the Valley Sales Company.

Just this month—with every one of the pool table plants turning out ma- chines for both the industry and home use—and at a peak rate of production—at least two factories turned out models that were closer to the professional standards than previous smaller tables and another plant bought a five-acre property with accompanying plant facilities to ease the strain on present production. The boom started with a bumper-type game and evolved to the large-size 6-pocket tables now being produced to- day. This month for no apparent rea- son—the demand for the bumper picked up again and it looked like the end was nowhere in sight.

Valley Acquires Another Plant To Meet 6-Pkt. Demand

Rush Of Bumper Table Orders Arrives From 5 Different States

In addition to the increase in production of home models, an unexplainable surge in demands for Val- ley's Bumper Pool model came about last month with orders from New York City, Massachusetts, Oklahoma, Kansas, and Texas flooding the offices. "The upswing came unexpect- edly," said Ryan, "and we filled every- thing possible. A backlog has resulted however, and the plant is chasing hard to meet demand. All the Bumper Pool models were approx- imately "ten times" the volume the plant was doing last month, and Val- ley does a big bumper volume.

The new plant is 500 feet down the street from the recently enlarged Morton Street main factory, a plant which has received three extensions in the past two years. The new site will be shipping tables by June at the latest, according to Ryan. Feddick was on a west coast trip when the news was announced.

In addition to the Bumper Pool Mo- del, Valley manufactures a 6-pocket line offering three models: Model 775 -78 x 45; Model 875 -98 x 56; and Model 975 -93 x 58.

The deal for the new plant was set February 21, last Friday.

Rule Against NJ Parlor

BERGENFIELD, N. J.—The Bergen- field Council ruled here last week against the installation of a third pool room in town. The ruling followed the passage of an ordinance which prohibits the construction of a billiard or pool parlor in Bergenfield within 500 feet of a church. While the pool tables planned for the projected parlor were to be the home-model type (non-coin) the move had a bearing on the coin machine industry. Many pool manufacturers are selling a non-coin model to the consumer market. In ad- dition, coin machine operators are set- ting up pool table parlors and amuse- ment centers which are dominated by pool tables (both coin and non-coin types). However, in this particular case it was more than one member of the industry who sympathized with the ruling because of the presence of two other pool parlors in the town. In addition to adding to the competitive factor, local citizens agreed that to saturate the area with still another pool parlor would be to weaken the existence of the other two sites.

Cash Box—March 7, 1964

Help! Help! Cash Box Item Has Fischer Firm Swamped

AMEITYVILLE, N.Y.—"Help! Help!" was the only way Bill Weikel, Sales Manager, Fischer Sales & Mfg. Co., could express his reaction to "an astonishing number of orders" for the recently publicized "Elimination" pool table game idea. Sales Calls were offered in a recent Cash Box story and the manufacturer was over- whelmed with requests from ops and distribs. Weikel is printing a new quantity and is making 'em available at Fischer distrub showroom. So stop calling Panther(!)

U.S. Billiards Delivering ‘Pro’ Series; Daddis Sales Mgr.

Begin National Sales Campaign

York market," since last year. The new "Pro" table features many revisions on the firm's "Comet" line, and in some respects, comes closest to the pool table industry's opinion of what constitutes a professional model.

Among the construction and design features, Simon outlined what he con- sidered to be the most important changes in the new line of tables. They are: streamlined cabinet design; the elimination of the drawer construc- tion which Simon referred to as "bulkly and troublesome"; full size professional rails and cushions, which according to Simon, "enable the balls to rebound with vigor and end the game"; a new non-mechanical cue- ball lock feature which comes about when the 15th ball drops into the ball pocket thereby preventing the cue from passing through; silent poly- ethylene runways, and a separate cash box for maximum security.

The line, which is manufactured in the firm's Amityville, Long Island plant, will be sold nationally. The firm's "Comet" series fulfilled the needs of the markets in the metro- politan New York area. The "Pro" table features heavy gauge high pol- ished plated metal corners; a slate top, reverse finish; molded rubber- boot; molded pocket liners; a heavy duty 5-inch base with height adjustments; self-leveling casters, inca cabinets; and a trouble-free ball re- lease and viewer.

Daddis will travel the length and breadth of the country calling on dis- tributors, according to the executive Al Dinzillo, Simon's engineer and sales manager in charge of the Albert Simon Inc. firm, designed both the Comets and "Pro Model" lines. In ad- dition, the firm's Bumper Pool models continue in production.

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U.S. BILLIARDS' "COMET SERIES" designed for the New York market will continue in production (above). "Pro Series" is being shipped to distributors this week.
**Meeting Dates and Trade Events**

**MARCH**
- 4 Western Matt. Music Guild Inc. (joint meet) 
  Place: Ron-Roc Cafe, Fairview, Mass.
- 10 Kansas City Music Operators Association 
  Place: Hilton Inn, Kansas City, Mo.
- 18 New York State Operates Guild 
  Place: Governor Clinton Hotel, Kingston, N.Y.
- 18 Eastern Pennsylvania Amusement Machine Assoc. 
  Place: General Electric Inn, Norristown, Pa.
- 21 Georgia Automatic Merchandising Council 
  Place: American Motor, Atlanta, Georgia

**APRIL**
- 4 Connecticut Automatic Merchandising Council 
  Place: Statler Hilton Hotel, Hartford, Conn.
- 11 NAMA Special Area Meeting—Chicago/Midwest 
  Place: LaSalle Hotel, Chicago, Ill.
- 16-19 National Vendors Association, Annual Convention 
  Place: Beach Hotel, Miami Beach, Fla.
- 18 Ohio Automatic Merchandising Association 
  Place: Shaker House Motor Inn, Cleveland, Ohio
- 18 Northwest Automatic Merchandising Council 
  Place: Sweeping Motor Inn
- 20-21 American Management Association 
  Place: New York Hilton (Conference); Coliseum (Exhibition), New York City
- 25 Pennsylvania Automatic Merchandising Council—New Jersey Automatic Merchandising Council (joint meet) 
  Place: Hickey Hotel, Hoboken, Pennsylvania

**MAY**
- April 30-May 2 Canadian Automatic Merchandising Association 
  Place: Skyline Hotel, Toronto, Canada
- 2 Maryland Automatic Merchandising Council 
  Place: Sheraton Belvedere, Baltimore, Maryland
- 8-10 New York Automatic Vending Association 
  Place: Statler Hilton Hotel, Statler Hotel, New York
- 9 NAMA Special Area Meeting—Kentucky/Tennessee 
  Place: Holiday Inn, Nashville, Tenn.
- 15-19 National Vendors Association Annual Convention 
  Place: Beach Hotel, Miami Beach, Florida
- 16 Oklahoma Automatic Merchandising Council 
  Place: Holiday Inn, Oklahoma City
- 17-18 National Industrial Recreation Association 
  Place: Pick Center Hotel, Cleveland, Ohio
- 22-24 North Carolina Vending Association—South Carolina Automatic Merchandising Association (joint meet) 
  Place: Battery Park Hotel, Buffalo, New York
- 28 National Association of Concessionaires 
  Midyear Board Meeting 
  Place: Sheraton-Biltmore Hotel, Chicago

**JUNE**
- 3-7 California Automatic Vendors Association 
  Place: Mark Thomas Inn, Monterey, California
- 7-10 National Confectioners Association 
  Place: Americana Hotel, New York City
- 13 Massachusetts Automatic Merchandising Council 
  Place: Statler Hilton Hotel, Boston, Mass.
- 20 Wisconsin Automatic Merchandising Council 
  Place: Edgewater Hotel, Madison, Wisconsin
- 20-23 Southern Wholesale Tobacco and Candy Association, Inc. 
  Place: Dinkler Plaza Hotel, Atlanta, Georgia

**AUGUST**
- 26-30 National Automatic Laundry & Cleaning Council 
  Place: T. Catorium (exhibits); Barbizon-Plaza (meetings) 
  New York City

**SEPTEMBER**
- 27-28 National Association of Concessionaires 
  Place: Conrad Hilton Hotel, Chicago
- 28-30 Motion Pictures & Concessions Industry Trade Show 
  Place: Conrad Hilton Hotel, Chicago

**OCTOBER**
- 14-16 Music Operators Of America 
  Place: Sherman House, Chicago 
  Annual Convention
- 17-20 National Automatic Merchandising Assoc. Convention 
  Place: McCormick Place, Chicago 
  Annual Convention

**Speaker For NAMA State Council Meets**

**CHICAGO—J. Richard Howard,** senior VP of NAMA and Automatic Retailers of America executive, has been named Speaker for 1964 for the scheduled NAMA State Council Meetings. Howard sold his firm, Howard Vending Service, to ARA in 1959. State Council meets are held to discuss legislative actions and other important topics concerning the vending industry.

**J. RICHARD HOWARD**

Cash Box—March 7, 1964
SORRY!

We are completely sold out of MONTE CARLO.

The deluge of orders caught us with our plans down to the extent that we are unable to swing in to additional production in time to satisfy the current demand.

We sincerely apologize to all the distributors and operators whose MONTE CARLO orders we could not completely fill.

Sample shipments of our great new 2 players flipper game, BONGO (we almost wrote BINGO), will start within a week, and, when you see BONGO, you may be glad you got cut off short on MONTE CARLO.

I and all of us at Bally take this opportunity to thank the distributors and operators who have helped Bally become leaders in the flipper field in a few short months. Thanks and thanks again.

BALLY MANUFACTURING COMPANY
Bill O'Donnell, President

Publisher's Note: The Bally MONTE CARLO advertisement which appears on page 73 of this issue was in the process of being printed on an early form when the above message was received from Bally Manufacturing Company and therefore could not be omitted from this issue.

CASH BOX
New Products

Gottlieb "SHIP-MATES" 4-player pinball machine, 6 targets and 6 rollers; determine roto-target values, shoot-again feature, on-off pop bumpers; at Gottlieb distributors.

Williams "GRAND SLAM" baseball game, 2-player (non-replay model called "10th Inning"), replay offers extra inning, players run bases; at Williams distributors.

Chicago Coin "CHAMPION RIFLE RANGE" rolling targets, balls zoom up, down, sideways, center bumper targets, re-light bullseye targets again and again; at ChiCoin distributors.

During the twelve months of 1963 Coin Machine and Vending Firms Placed

81% More Advertising
In Cash Box Than In Billboard

CASH BOX: 489 paid advertising pages
BILLBOARD: 270 paid advertising pages
DIFFERENCE: 219 paid advertising pages (81.1% of Billboard's total)

We at Cash Box are pleased to know that the coin machine and vending machine industries have indicated their number one choice with such a positive vote of confidence by consistently selecting Cash Box as the prime advertising medium for selling products to markets in the U.S. and around the world.

Cash Box
THE INDUSTRY'S NUMBER ONE TRADE PUBLICATION
PUBLICATION OFFICE: NEW YORK CITY
CHICAGO
LOS ANGELES
AROUND THE WORLD

ENGLAND • GERMANY • ITALY • BELGIUM • HOLLAND • SWEDEN • AUSTRALIA • CANADA
MEXICO • ARGENTINA • BRAZIL • JAPAN

Terms 1/3, Dep., Bal. Sight Draft or C.O.D.
We carry the most complete line of Phonographs, Games, Arcade and Vending Equipment. Write for Complete List.

Central Credit Bureau Formed For NYC Ops

NEW YORK—A new credit bureau has been formed for the exclusive use of coinmen, Ben Chicofsky, Business Manager of the newly organized Operator's Credit Exchange Inc., announced.

Central Credit Bureau Formed For NYC Ops

The purpose of the exchange is to provide a credit information center for operators, distributors and suppliers of vending, phonograph and amusement machines.

In a letter to industry members, Chicofsky stated that industry changes during past years have resulted in financial loss to vending "due to their inability to obtain credit information of prospective location owners."

The Operator's Credit Exchange Inc. will gather and collect credit information "from whatever sources available," as to "business standing, ability to repay loans, and reputation of persons and firms seeking credit from vendors." "This program will definitely perform a useful and needed service in the trade," said Chicofsky.
**NEW YORK—**Art Daddis, veteran coin machine sales executive, has been named Sales Manager of U.S. Billiards Inc., it was announced last week by President Albert Simon. The firm also announced its new “Pro Series” pool table line. (See separate story). Daddis leaves this week on an extended nationwide sales trip to set up distributors in markets throughout the country.

**GILCHRIST TO VISIT AMERICAN SHUFFLE**

UNION CITY, N.J.—Sol Lipkin, Sales Manager of American Shuffleboard Corporation, manufacturers of coin-operated shuffleboards and pool tables, advised Cash Box last week that representatives of the R.C. Gilchrist Company Ltd. will visit with the factory early during the week of March 2nd in order to observe the manufacturing techniques and facilities of the American plant.

President Nick Melone will take the ease, recently appointed American Shuffleboard distributors for the eastern Canadian territory, on a tour of the plant.

Renee Cardinales, official of the Gilchrist firm, will be on hand. Gilchrist has sales offices in Toronto, Montreal and Vancouver.

**GIVE TO THE MARCH OF Dimes**

**BILLOTTA SETS WURLITZER DEAL IN BUFFALO**

BUFFALO—The B&B Distributing Company Inc. was formed here, it was reported last week by Bob Bear, Sales Manager of The Wurlitzer Company, and the firm was franchised by Wurlitzer to distribute the phonograph line throughout the Western New York State area.

Owners of B&B are John Bilotta, veteran coin machine distributor with Wurlitzer outlets in Newark, Albany and Syracuse; and his partner in the new enterprise Charles Broderick, a formerly retired and well-known coin machine operator who sold out his interest in Empire Smokes, Inc. about three years ago.

Cash Box—March 7, 1964

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**THE GREATER THE GAME—THE GREATER YOUR PROFITS**

**NEW WILLIAMS**

2-PLAYER

**OH BOY**

**ADJUSTABLE 3-or 5-BALL PLAY**

- Five center bumpers advance when lit.
- Four bumpers SCORE 10 points when lit.
- Fifth bumper SCORES 100 points when lit.
- Eject hole scores 50 points plus 100 points when lit.
- Two SHOOTERS at bottom of playfield return ball into play for more scores through side roll-over lanes that SCORE 50 points when lit.
- Two roll-over buttons light jet bumpers for 10 points and side roll-over lanes for 50 points.

**TWO FLIPPERS**
- Two rebound kickers
- Twin chutes (optional)
- Plastikote finish playfield
- Locked cash box
- Number match feature
- Slug rejector

**GREAT NEW WILLIAMS EXCLUSIVES:**

- Drum units are trouble free and faster acting
- Coin Switch is absolutely foolproof
- Fingertip Controlled Latch-Lock Playfield assures last, easy servicing
- Motor Unit

**WILLIAMS ELECTRONIC MANUFACTURING CORP.**

4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

**BUY THE BEST—BUY WILLIAMS**

**FOR SALE**

**MILLS & JENNINGS FRUIT MACHINES**

A1 CONDITION
With Automatic Jackpots
CRATED FOR EXPORT
Send for Prices & Brochures
TO: CASH BOX
BOX #166
29 E. Madison St.
Chicago 2, Ill.

**NEW TUSKO OWNERS**

SANTA MONICA, CALIF.—Staton J. Platt has announced that he has acquired ownership of the Tusko Kiddie Rides Inc. firm, manufacturers of coin-operated rides. The firm has four new rides ready for production. Platt is President of the firm.
More "Big-Band"

Music On Seeburg LP's

CHICAGO—The Seeburg Corporation announced the release of additional "big-band" material among its 33 rpm releases for the week of March 2. The album is "Capitol's Best of the Big Bands," and features the music of Benny Goodman, Harry James, and the master recreators of those distinctive sounds of his "big-band" contemporaries, and a finesse in his own right, Glen Gray.

Along with the "big-band" disk in the "Pop-instrumental" category, Seeburg has issued the Columbia recording, "Arago Guitar," by Harold Bradley. Seeburg's "Artist of the Week" slot has been filled by the Connie Francis offering, "Greatest American Waltzes," on MGM. The "Jazz" division is occupied by another Columbia product, "Crazi-Cross," by Thelonious Monk.

A favorite performer of "International" material, Caterina Valente, rounds off the week's releases with her Decca recording "Madison, Tamoree, Bossa Nova."

Miniaci-Parkoff Raffle For Boys' Town Launched

NEW YORK—Al Miniaci, Paramount Music Co. and Meyer Parkoff, Atlantic N.Y. Corp. co-chairmen of the Coin Machine Division of Boys' Towns of Italy, Inc. announced a Boys' Town chance book sale for the help of that "balky of the democratic way of life," in a letter to members.

The books, each containing twelve chances, sell for $10, and industry members are petitioned to buy as many books as possible. The common raise funds annually for the Rt. Rev. Magr. Carroll-Abbing charity.

WHAT'S YOUR RETURN ON

$1200.00

If you invest that much in one juke box—you're probably getting back $1,100.00 a week $572 a year. That's about 47% return (less "fees," "rent," "permits," etc.)

BUT

If you have $1200.00 invested in Tape-Athon Back-ground Music, you've got FOUR installations bringing in $300.00 each per month—$11400.00 annually. That's about 120% return without any deductions!

And this is just one of the benefits of Tape-Athon Back-ground. If you'd like to find out about the rest, see your local juke distributor or fill in this ad below, and mail today!

NAME, ADDRESS, CITY, STATE

Tape-Athon Corp.
523 S. Minsky, Inglewood, Calif.

Eastern Flashes

Bert Betti, Eastern Novelty Distributors, planning an Easter Week cruise to Bermuda with the entire family. Bert's been busy shipping a games volume this year which represents a 100% increase over the Jan-Feb period last year. Most of it's pool tables, but he has not yet experienced the fall-off experienced by many distributors have seen.

But distributing keeping much Polaroid-camera and tv sets in stock for op's, who take advantage of the quantity phone deal.

New ownership of Tucso Kiddie Rides Inc. on the West Coast promises new ideas and new equipment. President Stanton J. Platt has advised that prices are underway for spring delivery of a new line.

Probably the biggest distrub on the street—Albert Simon Inc.—concentrating on the big push last week, the delivery of the new "Professional Series," the long-awaited high-speed pocket line that marked the end of the prototype stage. Albert Simon has had to devote practically all production on the "Comet" line to the N. Y. job. Last week Art Daddis was named new Sales Manager, the sample were shipped, and the new line will be introduced in a series of promotions no less than 16 improvements, all of which are designed to give the line the "second to none" touch. "The "professional series," professional pool table industry model," stated Al Simon last week, and the reason to the table with the word "professional" in the name.

Seeburg distributes awaiting delivery on DuGrenier inventory—candy, soluble coffee, and snack vendors, in order to clean house for the factory to die head- long on a new line. If they do with DuGrenier they've done with Bally, Eastern, and Mills, look for still another heavyweight contender to battle the vending giants with a $65 million dollar year and with DuGrenier he has been almost assured of it.

Juke box clamoring for big band sounds have been gifted with releases on Little LP's bearing the names Harry James 2800's, 3200's, and so on, are expected for the meet last week. It seems from (our mail anyway) that a group of association members can't get enough of these days without cored beef sandwiches (a must) and Celler Bill discussions (not that they need it).

James-Goodman-Grey sound will go on forever (and are we getting old?"

Gatecrash Band in town (it fits) and a contest expected for the meet last week. It seems from (our mail anyway) that a group of association members can't get enough of these days without cored beef sandwiches (a must) and Celler Bill discussions (not that they need it).

Rock-Offs shipped samples on the much talked about cigarette vendor last week. Distributors are happy and are awaiting the test reports from the ops who have taken several for that purpose.

Twns a Family Affair at Al Simon's last week when Ruth Simon, Al's lovely wife, accompanied by Bobby and Randy, their two youngest children, dropped in the offices for a look. Good. He never stopped moving. And now they understand why the kids don't sit still.

Kroen's Lou Wagle had a head of orders for new and used equipment last week, and in the meantime, kept the line on the list. Clay Brown, new to the job, wish to reach Louie liked Liston but then again all the fight experts were wrong!!

Hareburger moving the West Side showrooms north to 636 Tenth Avenue during the first week in March.

Joe Munz' caught a 5-000 (that's in the morning) flight to visit a Pennsylvania amusement park operator and closed a deal for a full day's work before noon.

Lyle Wilcox, Capitol 16 weeks reports good business on the reconditioning of Auto-Test machines. Charlie Katz, who takes space in these showrooms, on the road with his 'Pitton's' kiddie ride.

The World's Fair won't accept a bid for exhibit or display space from arcade owners who now must rent the space from an official exhibitor. Evidently don't want the amusement park look to the show (some, F. A. O. SCHWARZ). Some well known names are not available direct at Fisher distrib showrooms. Right now he's out all look for the Fisher in Chicago. Will order through Chicago.

Sal Lipkin back from a Canadian trip for American Shuffleboard where he spent time with the Gilchrist Ltd. People who are major distrub and vending ops up that way. President Nick Melone advises that American that they will travel with Gold Medal's "J. C. Evans" models.

John Blotta traveling to Buffalo to check market conditions and his Syracuse office. The Blotta Enterprises firm won't handle the DuGrenier line, according to Seeburg's acquiring (Davis's will) but intend to do business with Smokeyh, another line the firm handles. Meanwhile, Blotta likes the sound of sales on his Top Tune Topos.

Harold Green's daughter, Bernice, married Bobby Wright, a Wall St. man. They are residents of Manhattan, Musical Merit of some $750,000 dollars when they're released. The music op also collects series were recorded. Check the office at 4:00 P.M. each day, but that accompanies the firm's "Grand Slam" base-ball in the upstate area.

Fry Rumpen doing a big job with Gottlieb's "Fascination" 4-player pin. Midway planning a new game that has the Chicago trade talking. "Roll-Offs" planning a big "veggie" machine promotional push this spring with top-flight artists all over the country.

Murray Weiner, Weiner Bros. Sales, distributing the Smokeyh line, now will use a removable front panel for locations needing a change in decor. He also has the Gold Medal "Central Park," and will do a job with it following a conference with Gold Medal's J. C. Evans.

Cocktail hour?

The time for ROWE AMI music

Cash Box—March 7, 1944
many of his friends were delighted to learn that Jack Harper was being promoted last week to associate and distributor of American Billiard Company of America by Pres. Patrick L. O'Malley. Harper was formerly the head of Canteen's Rowes in the sales division. ... Bill Wielos, sales director of Fischer Sales & Mfg. Co., asked us to spell it out to our readers who are getting hung up on requests for rule cards on the new "Elimination" pocket pool game. He also promised to get these rule cards at any Fischer distributor in the U.S. Interest was generated when the story broke in Cash Box recently.

Bill DeSelm tells us he is enjoying exceptional immediate sales results with his "New Tempo" pick shuffle alley bowler, which was released last week. Another amusement game manufacturer having a field day in sales, Dr. Gottlieb & Co., Alvin and Nate Gottlieb and Judd Weinberg advise that Dr. Gottlieb's new four-player Bipp-Mash game is popular in all markets in this country and in many foreign markets as well.

Heatfelt sympathy to Carl Angott, of Angott Distributors, in Detroit, whose wife, Mabel Angott, died suddenly after a heart attack. ... Atlas Music's Jim Levin informed us that from 75 to 100 music operators and their service personnel are expected to attend a service school session on the Rowe-AML "Tropical" amusement game tonight (Wed., Feb. 26) out at the Atlantic showrooms in Cliff Bunting and Hank Hooven are due in from the Grand Rapids plant, and that Music's Frank Bach will assist in conducting the classes. Also on hand will be Pres. Eddie Ginsberg, Bill Phillips, Chuck Harper, Mort Zion, Sam Gersh, Mike Blumberg and Morris Minuk.

NOA's move to larger headquarters was accomplished last week several days ahead of schedule, and game in the Atlantic Spring season director. The new offices are in the same building in Chicago, but on the 22nd floor.

Jack Mittel, sales manager at Williams Electronic Mfg. Corp., advised that Pres. Don Turman visited the Chicago, Illinois, Midwinter Show and saw nearly in full swing as far as Williams is concerned, due to the fine acceptance of the "Grand Slam" baseball amusement game (the extended play model called "101 All-Stars" Insuring a Fast Jack Popp, of Pont, R.I., who is one of the Seeburg account and his lovely wife, who now have a son, ... Bank at Seeburg and Jim Donnelly. ... Seeburg's acquisition of the DuGrenier vending machine line was heralded at World Wide Distribute this past week, Nate Feinberg and Fred Garen advise that a hard hitting sales campaign is being launched in this area on DuGrenier machines, as well as all other Seeburg vending machines.

Since Art Weinard, proxy of J. H. Keene & Co., returned from his European trip he and Clayton Nemeroff have been very busy. The first quarter of their visit to a visit at Humel, we were advised by Mort Zion, Sam Gersh, and Fred Kline are enjoying fine acceptance with the Wurlitzer "2800" show. Wurlitzer's Bert Davidson is a proud papa since his brilliant son, Bert, accomplished a vice presidency in a large corporation. ... Fred Pollack, tancy manager, is settled down to merely hectic days at the office since he returned from the Whippany plant in Jersey recently.

One of the stellar attractions on the floor at Empire Coin Machine Exchange, according to Empire owner Gil Kett and sales rep. Joe Robbins in Rock-Ola's "Caravelle" cigarette vending machine. Another popular machine in Williams' "Grand Slam" was the latest version of the Slalom game that is due in the spring season. Hank Roos, "Cry" Wolverton and Bob Jones are setting plans up to the already heavy production line at Midway Mfg. to meet the demand for machines last week, and were advised by Mort Zion, and Ralph Wyckoff that the "Champion" rifle range is selling like "hottaxes," along with the "Spotlite" shuffle alley and "Cidilbe" big ball bowler.

Production has been considerably stepped up at Marvel Mfg., according to Joe Davy and Estelle Bye, on electrical scoreboards for shuffleboards and pool cues. The recently acquired proxy of Exhibit Supply Co., Harry Mott, is working overtime and Exhibits' "Vacuumatic" card finders are selling everywhere.

Johnny Frantz, proxy of J. F. Frantz Mfg. Co., is bemoaning the fact (with a smile), the realization that he has very little time for the press, owing to the terrific sales on Frantz counter games these days. Many's the time he and Don Congdon work half the night getting shipments ready for the first day's pickup by trucking companies. ... There's more good news at Naipal's Empire Coin Machine Exchange where the new Gottlieb "Ship-Mates" shuffle alley game is on display. Mort Levinson and Ronnie Kranz are busy daily greeting visiting operators. ... Coin vet Phil Schwartz, director of foreign sales (export) at United Mfg. Co., ... Joel Kleinman at Sam Cohen's in Milwaukee, and Bob O'Neill, in Chicago, added Bob McMenush the staff to handle sales of Rowe vending equipment.
Candy Vending Sales Up 43%

NAC's Redstone Urges "Improvement" Policy

LOS ANGELES—Edward S. Redstone, president of the National Association of Concessionaires, made a plea for a policy of "improvement" in the ideas and methods of concession sales at NAC's Western Regional Meeting, Feb. 18, in the Biltmore Hotel.

In discussing the subject, "The Management of Improvement," Redstone, who is in his second year as head of Drive-In Theatre Corp., Boston, declared, "most of us are so involved in running our respective business that we lose sight of the fact that an important facet of our enterprises should be the problem of improvement. Conse- quently through improvement we might increase our sales, often decrease the cost of operations, and of equal importance, we more effectively compete."

Redstone spelled out three main steps for effective action—to develop a philosophy of improvement in the attitude of personnel; institute a set procedure to implement this progressive attitude, and as a final step, establish written company objective. The "idea bank" feature was also repeated.

Louis L. Abramson, NAC executive director, discussed the values in NAC membership, and paraphrased Redstone's ideas by pointing out that the components of a profit could not be done by itself. He has fostered an inter-industry cooperative program with every segment of the food, beverage, equipment and supply industry, with special emphasis placed on popcorn, candy, ice cream and soft drink product groups.

Members of the concessions industry, said Abramson, benefit from NAC's continuing program of public relations designed to present a college and a competitive side to the industry. A "first in the business" was reported which has given the industry a new "push" in national and international matters.

ABC Vending Sales Pass $100 Million

Rate For 1963

NEW YORK—Sales for ABC Vending Corp., passed the $100 million-a-year mark by the close of the company's history during 1963, it was announced by the president, John H. Rogers.

He said preliminary figures show that sales for 1963 averaged out to a two-million-dollar-a-week rate, with actual revenues for the 47-week period through Nov. 24, at $63,280,000 and the remaining weeks projected to carry 1963 sales over the $100 million mark.

Rogers attributed the sales figure to a greater degree of success last year in securing contracts in the company's traditional concession and food management markets, and to the greater competitive position of ABC divisions in related lines including the Ballantine division in Omaha, Nebraska, which produces theatre equipment.

ABC Vending made significant gains last year in the concession field. It signed a five-year contract with RKO Theatres, Inc., which is expected to gross $16 million in sales. In addition to West Virginia and Ohio State university stadiums to its concession contracts in this field which includes Chavez Ravine, home of the Los Angeles Dodgers.

In addition, the company has been engaged in operations in the food service management and catering field which includes restaurants, cafeterias, vending machine companies, preparation of in-flight meals for airlines, food services for major industrial plants, and on express highways.

ABC has sixty stockholders for new name suggestions, said Mordecai he said that the word "vending" in its name conveys the proper corporate image.

"We have, in fact, already polled stockholders for new name suggestions. More than $3,000 of the suggestions were received from among 11,500 stockholders, and it isn't unlikely that we will change it to something more appropriate," he added.

How Oaps Can Fill Management's Needs

NAC's Redstone urges "Improvement" policy.

Cash Box

VENDING NEWS
The Vending Machine Industry's Only NewswEEKLY

NAMA Holds Legislative Strategy Meeting — Gilbert Survey Studied

CHICAGO — The National Automatic Merchandisers Association held a legislative planning meeting here, Feb. 15, in conjunction with the organization's "Operation Alert" program, to plan legislative strategy in defending the tobacco-health controversy. Similar meetings were conducted in fourteen other cities during February.

A slide-film presentation, detailing the facts revealed by the Gilbert Survey on teenage cigarette buying habits, was shown to 62 executive representatives, who had gathered from Michigan, Indiana, Wisconsin and Illinois for the meeting. The relatively insignificant role the cigarette vending machine plays in influencing teenagers smoking was repeated.

Among those who attended the legislative planning conference in Chi-

Two Lily-Tulip Vending Mgrs. Named

NEW YORK—The Lily-Tulip Corp., established two new managerial positions at the national level recently in order to incorporate the functions of the expanded departments of Vending, Feeding, Theatres and Concessions products.

Tom Drohan was appointed Western Sales Manager, Vending, Feeding Theatres and Concessions, to cover the Midwestern and Pacific Regions.

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

Drohan and Carroll reported to William H. Seldy, Director of Marketing, Vending Feeding, Theatres and Concessions Products.

The company has added the state of Maryland to the other states in which it operates expressway restaurants. It reports serving more than 400,000 meals to motorists traveling over Maryland's Kennedy Expressway during the first two months of its operation when a million cars used the expressway.

With the number of different services ABC Vending Corp. now offers, Mr. Beresin said he doubts that the word "vending" in its name conveys the proper corporate image.

"We have, in fact, already polled stockholders for new name suggestions. More than $3,000 of the suggestions were received from among 11,500 stockholders, and it isn't unlikely that we will change it to something more appropriate," he added.

DROHAN & CARROLL

The company, which has the largest share of the vending machine market in the U.S., and which has been successful in increasing sales, has been expanding its operations in recent years.

The company has recently acquired two new companies, a food service company and a vending machine company, which will enable it to offer a wider range of products and services to its customers.

The company is also expanding its operations in the food service management and catering field, which includes restaurants, cafeterias, vending machine companies, preparation of in-flight meals for airlines, food services for major industrial plants, and on express highways.

Cash Box—March 7, 1964
Coin Rules For
"Elimination"

HARRISON, ILL. — Officials of the
Fischer Sales & Mfg. Co. last week
shipped official rules cards for a game
called "Elimination" which has re-
peatedly spurred competitive play on
coin-operated pool tables. The rules
are reprinted here for use by oper-
dors:
1. Game is played by 3 or 5 players,
each playing individually.
2. Fifteen balls are racked in tri-
gle—no special placement of any
balls.
3. When 5 players are in game:
player No. 1 has group of balls num-
bered 1 to 5; player No. 2 has group
of balls numbered 6 to 10; player No.
3 has group of balls numbered 7 to 9;
player No. 4 has group of balls num-
bered 10 to 12; and player No. 5 has
group of balls numbered 13 to 15.
4. Object of game is to eliminate all
balls from table except your own.
5. Except where noted in the fol-
lowing rules, the general rules of
pool billiards as listed in the offi-
cial rule book apply to this game.
6. Player can shoot at any ball he
wishes, including his own. It is
not necessary to call ball or pocket.
Player continues shooting until he
misses.
7. If player pockets a ball or balls
and then fouls by scratching cue ball
in a pocket or off the table, he is
penalized by having an equal number
of his balls placed in pocket manually,
by incoming player. If any player
scratches while pocketing an oppo-
nent's last ball or balls, he must drop
out of game, and opponent then plays
his set of balls.
8. When player's group of balls are
all pocketed, he is eliminated.
9. Winner — Last player having
one or more balls remaining on table.

Seeburg In Sydney

SYDNEY—During a recent Aus-
tralian fencing championship tourna-
mament in Sydney, Australia, Seeburg
vending machines located in the arena
provided refreshment for many of the
fencing competitors—and painted up
the far-and-wide acceptance which the
Seeburg vending line is enjoying. The
vendors are Seeburg's '63 models. See-
burg's drink machines for 1964 are
restyled and have been introduced to
the trade as the "Marquee Series", fea-
turing wood paneling with chrome
trim and offering a completely new
appearance.

Cash Box—March 7, 1964

See your distributor or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.

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LATEST CATALOG
64 PAGES—Fully Illustrated

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NOW DELIVERING UNITED’S "TOPPER" SHUFFLE ALLEY

PHILADELPHIA, PA.
1961 N. BROAD ST.
PITTSBURGH, PA.
1325 FIFTH AVE.
EXCLUSIVE UNITED MFG. CO. DISTRIBUTOR

73
Pool tables continuing to be the big item with distributors and wholesalers, and operator traffic is heavy as new models appear on show room floors, with the result that everyone is reporting business holding up extremely well. . . . At Amoco Music and Vending, Bill Happel showing the new line of All Tech coin operated pool tables. The fiber glass, gold trimmed tables are, in Bill's opinion, the outstanding deluxe table on the market today . . . Everyone at R. F. Jones Co. excited and enthuised by the re-purchase of the company by R. F. Jones. Under the new set-up, the Jones Co. intends to expand their many services to the operators, and keep abreast of the times with "many money making ideas" in the future. A new separate service shop has been set up for the background music department to keep up with the increased activity in that division of the company. Chuck Klein and Bill Gray on a business trip to the San Diego territory and field service.. . . Northern California has the Southern part of the state calling on operators. Ed Wilkes reporting fine operator acceptance to Gottlieb's new "Ship-Mates," and the arrival of another load of Riviera cigarette machines. . . . At Paul A. Laymon, Inc., the first shipments of Bali's new "Shadow Bally Bowler" have arrived and Jim Wilkins said operators are showing great enthusiasm for both. In visiting with Paul Laymon this week were Clyde Love and Nick Carter of Kings Distributing in Modesto. . . . Bob Par- tales, formerly of Advance Automatic Sales Co.'s home office in San Francisco, now working out of the new Los Angeles offices. Jack Leonard said they have received a fine response to the opening announcement of Advance Automatic's Los Angeles distributorship, and the operators are impressed with the facilities and the convenience of the location with adequate parking space. At C. A. Robinson & Co., Hank Trenick off to have lunch with Gate Olrad of California Music to renew old acquaintance. Hank staying busy filling orders for United's "Future" Bowling Alley. Frank and George Maro- oka were at the office the last night last week filling a large order for a visiting customer from the Far East. . . . RCA-Victor's Mike Borchetta dropped by Leuenhagen's Record Barn to call on the club for a show- ing their new Victor single "Cattle Call Of The Rendezvous." . . . Gary Sinclair, Wurlitzer Regional Sales Manager in town visiting with Clayton Ballard at the local Wurlitzer factory branch. Bart Bartholomew visiting operators in the San Luis Obispo area, and Cliff Nuggent covering the Bakersfield territory. . . . Bob York, formerly with RCA-Victor, in visiting with Sammy Rielke at California Music. Also calling on the gang at California were Liberty artists Bud and Travis with their new album employed by the Parks back on the job after spending two years in the service. Sammy watching the shipments of Beatles recordings going out commented that they had given a "shot in the arm to the record business, and were making the public cognizant of records once more". . . . Operators this week included: Glenn Wolfe, La Crescenta; William Stevenson, Ventura; Lloyd Cruts, Sherman Oaks; Lou Bennett, Seal Beach, and Jerry Drucker from Upland.

UPPER MID-WEST MUSINGS

Mr. and Mrs. Lawrence Sanford, Dodge Center, in town for the day picking up their parts and record orders. . . . Mr. and Mrs. Con Calura, Browerville, Minn., just returned last week after spending the three-week vacation in Tucson and Phoenix. While driving back home they ran into a terrible snow storm in Texas and were delayed for a few days. . . . Mr. & Mrs. Stanley Baeder are spending a two week vacation in California. . . . Bob Aberin, LaMoire, N Dakota is sporting a new Pond in C. B. Ross, Wurlitzer service engineer in Minneapolis at the Sandler Dist Co. . . . Our deepest sympathy to Stanley Woznak, Little Falls, on the untimely death of his wife on Monday, 17th. . . . Congratulations to the Glen Addin- ton's on the marriage of their daughter. Nels Nelson, Alexandria, had to make an unexpected trip to Oregon to be with his mother who had to have an operation. . . . Tom Mathew, Osakis, is getting in a lot of ice fishing. The lake is in his back yard.

Happy Birthday This Week To:

United Ships
"Tempest" Shuffle Alley

**Ten Methods of Play**

CHICAGO—C. B. (Bill) DeSelm, executive vice president in charge of sales, United Manufacturing Company, demonstrated considerable enthusiasm for this past week when he announced the release to the coin machine trade in the United States and in the European markets of United's new "Tempest" puck shuffle alley bowler. He stated that the firm's new, highly styled cabinet is receiving unprecedented popularity and acclaim wherever it is viewed or placed on location.

For example, the mahogany finished, sturdy Formica (extra wide) sides, add much to the external appearance of "Tempest," according to DeSelm.

"United's designers were lavish and farsighted in their illustrative work on the ultra-styled backglass, which certainly complements the richness in the cabinet Harmony," DeSelm added. As a new innovation, United fea-

![Image of United's "Tempest" Shuffle Alley](https://example.com/image)

tures "Flash Bonus Scoring," and the skill bowling game, "Bonus Scoring." It is "Flash Bonus Scoring" the strike and spare scores are indicated by rapidly flashing lights. Frames one through ten advance the bonus score. 400 for a strike, and 200 for a spare. After the tenth frame each player shoots an additional frame to collect the accumulated bonus score. A strike scores full bonus. A spare scores one-half bonus. And, of course, a "blow" (or miss) loses the bonus score.

The game, in "Bonus Scoring," is as indicated on the backglass. Frames one through seven score 200 points for a strike, and 100 for a spare. Frames are through ten score 600 points for a strike, and 400 for a spare.

In addition, one frame one through ten advance the "Bonus Score," 400 for a strike and 200 for a spare. The "Bonus Score" on the backglass shows only the accumulated bonus of the player who is up at the time.

After the tenth frame, each player (or a six-player game) shoots one additional frame to collect the accumulated "Bonus Score." The full bonus is transferred to the player's score for a strike. One half of the bonus is transferred to the player's score for a spare.

Scoring games in "Tempest" include "Dual Flash," "Regulation" bowling. In "Dual Flash," strikes and spares are indicated by flashing lights across the backglass. The lights stop on the first shot if a strike is made by the player. If a strike is not made, the lights continue flashing for a possible spare score.

In "Regulation" bowling, strikes and spares are also indicated by flashing lights. "Tempest" is so designed and constructed to allow for minimum effort by the serviceman. However, he further explained that this newest puck shuffle alley bowler is built for maximum of trouble in locations.
**NOW HEAR THIS!**

IT'S HERE! GOTTLIEB'S GREATEST 4-PLAYER MONEY-MAKER...

**SHIP-MATES COLOR!!!**

**APPEAL!!!**

**PROFIT!!!**

- 6 targets and 6 rollovers determine roto-target values
- Roto-targets light 1-2-3 sequence to score "shoot again feature"
- Bottom rollovers light alternately scoring up to 100 points
- On-off pop bumpers • Match play
- Re-set tilt feature • Stainless cabinet trim
- Playboard Auto-Clamp
- Double-size cash box
- New "Hard-Cole" Finish Extends Playboard Life to an All-Time High!
- A Gottlieb Flipper Skill Game

**SEE YOUR DISTRIBUTOR TODAY!**

**D. Gottlieb & Co.**
1140-50 N. Kostner Avenue
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That Extra Touch of Quality

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**SUPERLATIVE!**

The only word to describe the

**NEW, DELUXE Eldorado FOR 1964**

Mark 7
77 x 60"
Mark 11
80 x 53"
Mark 13
80 x 53"
Mark 14
120 x 53"
Mark V
154 x 64"

Available with all formica cabinet or standard point finish.
- NEW Streamlined, flush ball drawer. No underhang.
- NEW! Balls release to rockers' end. Speeds up game.
- NEW! Five inch chrome plated leg levelers. Table can be leveled without lifting.

See the complete line of your distributor's world

363 Prospect Place, Brooklyn 38, N. Y.
Sterling 3-1200

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**Canteen Elects Harper To V.P.**

**WILLIAM (JACK) HARPER**

CHICAGO, Feb. 25—Patrick L. O'Malley, President of Automatic Canteen Company of America, today announced the election of William (Jack) Harper as a Vice President of the Company. Harper will be responsible for all domestic manufacturing and equipment sales.

Harper, who joined Automatic Canteen in 1962, has been President of the Rowe AC Services Division, the company's sales arm, which was recently consolidated with the Manufacturing Division.

Diamond Coin To Distrib Bally In Vir. and N.C.

**CHICAGO—Bill O'Donnell, president of Bally Manufacturing Company, this week announced appointment of Diamond Coin Machine Exchange Inc. as Bally distributor in Virginia and North Carolina.**

"Chris Christensen and Jim Donnelly of Diamond," O'Donnell said, "are a successful team in coin-machine veterans. With their offices in Norfolk and Charlotte they are prepared to give the best of service to operators. We at Bally are happy to add them to the roster of Bally distributors, and if I may make a pun on their well-known name, we expect sparkling performance from the Diamond of Dixie."

Diamond Coin recently introduced the industry's first Mobile Parts Truck, to tour the State of Virginia. In addition, the firm purchased a 'Bonanza' airplane for roadway coverage of the Virginia-North Carolina territory.

The move was completed February 25, two days ahead of the planned March 1 date, Granger announced. Though the street address remains the same, the new space is large enough to permit the installation of a mimeograph, addressograph, additional files and other equipment necessary for a more self-contained operation.

"Expansion is a must to keep pace with MOA's plans for greater membership contact," Granger stated.

"This means keeping the members better informed through bulletins and progress reports about service, legislative matters and 1964 convention developments," he concluded.

Cash Box—March 7, 1964
WANT

GUNS. ARCADE EQUIPMENT—GOTTIEB & WIL 2 & 4 Ball TOLEDO COIN MACHINE—TOLEDO—OHIO.

USED 41 RPM RECORDS: WE PAY freight & the prices. KING SALES 1-1750. 412 WASHINGTON STREET—BOSTON, MASS.

45 RPM RECORDS. PLEASE LIST for sell. FOR SALE. H. H. BENDTSTRA. 1 L. (Tel. 111-111) 4 Cottage St., Tarentum, PA.

PLEASE state what you have, PARAMOUNT RECORDS. 428 MADISON AVENUE, NEW YORK, N.Y. Tel. 4-4435. We pay top prices anywhere. All top prices paid. We maintain a complete buyers list. Write to us. The above statement is true. We are the owner of the above address. We have the above statement.

CLASSIFIED AD rate 20 CENTS PER WORD. Count every word including all words in form words. Numbers in address count as one word. Printed copy. No check or money order with order. No clip in your clipping. List must be checked. See classified advertising for all orders for CLASSIFIED ADVERTISING. If check is not enclosed with order your classified ad will not be accepted. All orders subject to acceptance of our publisher. Our rate is 20 cents per word. Each word over 10 will be billed at the rate of 21 cents per word. All classified orders printed in correct and concise form. Classified Ad each week if you desire. All words over 10 will be billed at the rate of 21 cents per word. Please count words correctly. Classifies classified ad in due to reach New York publication office by Wednesday, 12 Noon, of preceding week to appear in the following week's issue.

Classified Ads close WEDNESDAY.

Send all copy to: CASH BOX, 1780 Broadway, New York, N.Y.

2 MECHANICS EXPERIENCE WITH SEVERAL 41 and 45 rpm record companies. Expert at building, repairing and maintaining equipment. Adept in record and tape sales. Patents on safety of coin machines. Ward, J. W., 213 W. Howard Street—Baltimore, Md.

ATTENTION DISTRIBUTORS AND RECORD STORES. There's Gold in them there records! Want to make big money? We pay top prices anywhere. We are always ready to write to the above companies.

ATTENTION DISTRIBUTORS, OPERA TORS, AND RECORD STORES. Let us sell you our top line of products. We offer the finest in coin operated machines. Contact your nearest Howtto. I. M. Co., 1200 N. Broadway—Wichita 1, Kans.

FOR SALE—RECORD STORE. 4000 sq. ft. 1200 N. Broadway—Wichita 1, Kans.

GUNS CLEARED, RECONDITIONED ready for location. Gene Sequence 1219; William C. Stamm 4162; Chicago Coin World April 425; Gene Wild West 1212; William C. Stamm 4160; Chicago Coin World April 425.

GREAT OPPORTUNITY TO PURCHASE 2ND STREET—WEST BTA 1, KANS.

WE HAVE A CHOICE SELECTION OF 41 and 45 rpm records on the market. Wallwood Blvd—Kansas City, Mo.

(C) MACHINES CORSAIR 70 $115.00 each. APRICOT 50 $85.00 each. Continental 50 $80.00 each. Reconditioned 45 rpm machines. Send $3.00 for catalog. Model 1000 $5.00. Automatic Selling Assoc. 5650 WATERFORD ROAD—IRVING PARK, N.Y. (Tel. 252-631-1). We have the above statement. We are the owner of the above address. We have the above statement.

NEW KIDDIE RIDES SOUTHLAND TRAVELING Pony; Nit' Snake Ship; Traveling Carnival; New Toy. WESTERN RAILS AMUSEMENT CO., 4047-51 East 10th St. Los Angeles, Cal. (Tel. 81-825). We have the above statement. We are the owner of the above address. We have the above statement.

2 FREE NON-COIN Turnbuckles, Continental 50, Corsair 70; $10.00 each. WRAY'S SUPPLY CO., 3718 N. BROADWAY, CHICAGO, Ill. (Tel. RAY 2990). We have the above statement. We are the owner of the above address. We have the above statement.

COUNTER GAMES—WHIZ BOWLS AND WHIZ BOWLING. $250.00 each. Send $25.00 each. WESTERN DISTRICT—LINCOLN PAPER, 611 AVE., PORTLAND 3, ORE. We have the above statement. We are the owner of the above address. We have the above statement.

FOR EXPORT—BALLY BEAUTY BOWLING, Bally Capacitor, Bally City Park, Bally Capitol, Bally Colorado, Bally Georgia, Bally Georgia. Sent $20.00 each. MIDWAY EXPRESS CO., 820 GREENE STREET—NEW ORLEANS 12, LA.

PHONE: BART 1195. We have the above statement. We are the owner of the above address. We have the above statement.

EMBASSY 8-1550. We have the above statement. We are the owner of the above address. We have the above statement.

Cash Box—March 7, 1966.

78
Talk To Your WURLITZER Distributor About the TEN TOP TUNES FEATURE

He'll tell you in specific dollars and cents the proven extra earning power of the exclusive Wurlitzer Ten Top Tunes for a half-dollar feature. And he can back it up with examples all over his territory. Talk to your Wurlitzer Distributor in terms of the location-winning Wurlitzer 2800 that offers a whole galaxy of features including the finest musical reproduction of any automatic phonograph. Learn how you can liven up your route, accelerate your earnings by investing in these play-promoting phonographs.

WURLITZER 2800

Makes the swing to HIGHER EARNINGS

THE WURLITZER COMPANY • 108 Years of Musical Experience • NORTH TONAWANDA, N.Y.
UNITED'S NEW

Tempest

SHUFFLE ALLEY

Features

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Flash-Bonus Scoring
and
Bonus Scoring

Plus

DUAL-FLASH・FLASH・REGULATION

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SCORE TOTALIZERS

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EASY or NORMAL
STRIKE

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1 to 6
Can Play

HIGHEST
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BANKPOOL
NOW AT
YOUR
DISTRIBUTOR

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

DUAL-FLASH・FLASH・REGULATION

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STYLING

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RUGGED
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CONSTRUCTION

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2½ FT. WIDE

SHIPPING
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...no screws!

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A firm grip on profits depends on fast, easy servicing, long-term dependability. Which is our big reason for telling you about our "snap-in" needle cartridge. It isn't a new Rock-Ola feature. It isn't even the kind of feature most people would shout about... with so many other big features we could talk about. But it illustrates a very important point: that no matter how "insignificant" a single operative feature may seem, we've given it the same consideration we'd give, for example, to rebuilding the entire phonograph. If we can eliminate "nuts and bolts," we do it. If we can eliminate "spaghetti wiring" and improve a component by making it entirely mechanical, we do that, too.

Take our Mech-O-Matic changer. It lets you mix 33 1/3, 45 rpm, stereo, monaural, and now even 7" LP records in any sequence, any bank of records... with no use of wires or complicated mechanisms. It's so simple, so entirely mechanical, you'd probably have to see it to believe it!

We could tell you more... much more about the simplicity of design... the dependability... the fast, easy servicing of our new phonographs. But why not see them all... the Rock-Ola Rhapsody II and Capri II, now at your Rock-Ola distributor's!