Seeburg placed further emphasis on the seven-inch 33 rpm Little LP last month when the juke box manufacturer introduced its Model LPConsole-480 with a Spotlighted Album Award feature offering patrons "spotlighted" albums for half-price, after each record selection is made. Coral's Pete Fountain, who assists in the debut ceremonies, is one of the favorites in the Little LP field as well as the standard LP field and singles market. He is currently producing swinging sounds on the boxes with "Licorice Stick," his latest single and the name of his new LP which debuts this week.
CHART HIT SINGLES
CHECK LIST

Memo

"Angelito" - Rene and Rene  4-43045
"Invisible Tears" - Ray Conniff  4-43061
"A Taste of Honey" - Tony Bennett  4-43073
"Shrimp Boats" - Terry Jackson  4-43056
"Summer Means Fun" - Bruce and Terry  4-43055
"I Want You to Meet My Baby" - Eydie Gorme  4-43082

They All Check Out
As Columbia Records
The music industry has just completed its operations for the first six months of 1964, and in our view, it's been an incomparable period for the business.

With monumental, far-reaching irony, time is measured during this period by the Beatles. They, almost to the minute, opened 1964 under the Capitol banner, and proceeded to collect a quickie gold disk with "I Want To Hold Your Hand." From that time, the world of pop music set its eyes on England or, more precisely, the town of Liverpool, and thus began the historic rush of English names on the U.S. charts. Not content with one-at-a-time chart showings, groups like the Beatles, the Dave Clark Five, the Searchers were gaining chart runs with several releases, all of which were put to market by foregoing traditional follow-up release schedules. In many cases, product by the English crews was available under many label names, which had the business headquarters in various State and Federal Courts for awhile.

Now, after a slight layoff, the Beatles are starting things off in the second half of 1964 with not only new singles and LP releases, but with a feature film and a long U.S. tour to back them up.

What was the state of homemade U.S. product during the past six months? Groups like the Four Seasons and the Beach Boys were able to attain greater success while new arrivals such as the Dixie Cups and Johnny Rivers continued to capture the public's fancy.

But, whether in response to the English upsurge or not, there were some interesting developments on the U.S. scene. Outstanding among these was the first show tune in almost a decade, "Hello, Dolly!"
<table>
<thead>
<tr>
<th>Position</th>
<th>7/25</th>
<th>7/18</th>
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<tbody>
<tr>
<td>1</td>
<td>A HARD DAY'S NIGHT</td>
<td>1 9</td>
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<td>2</td>
<td>RAG DOLL</td>
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<td>3</td>
<td>I GET AROUND</td>
<td>3 2</td>
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<td>4</td>
<td>WISHIN' AND HOPIN'</td>
<td>5 10</td>
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<td>5</td>
<td>THE LITTLE OLD LADY FROM PASADENA</td>
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<td>6</td>
<td>EVERYBODY LOVES SOMEBODY</td>
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<td>7</td>
<td>DANG ME</td>
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<td>8</td>
<td>THE GIRL FROM IPANEMA</td>
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<td>9</td>
<td>WHERE DID OUR LOVE GO</td>
<td>7 15</td>
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<td>10</td>
<td>KEEP IT RISING</td>
<td>11 12</td>
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<td>11</td>
<td>UNDER THE BOARDWALK</td>
<td>12 16</td>
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<td>12</td>
<td>NOBODY I KNOW</td>
<td>13 14</td>
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<td>13</td>
<td>MEMPHIS</td>
<td>14</td>
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<tr>
<td>14</td>
<td>CAN'T YOU SEE THAT SHE'S MINE</td>
<td>5 3</td>
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<td>15</td>
<td>STEAL AWAY</td>
<td>23 30</td>
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<td>16</td>
<td>PEOPLE SAY</td>
<td>48 70</td>
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<td>17</td>
<td>I WANNA LOVE HIM SO BAD</td>
<td>18 23</td>
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<td>18</td>
<td>OLE OLE OLE-OLE-OLE-OLE</td>
<td>9 4</td>
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<td>19</td>
<td>I LIKE IT KINGDOM</td>
<td>24</td>
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<td>20</td>
<td>FARMER JOHN</td>
<td>30 25</td>
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<td>21</td>
<td>GOOD TIMES</td>
<td>17 17</td>
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<td>22</td>
<td>SUGAR LIPS</td>
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<td>23</td>
<td>HANDY MAN</td>
<td>33 48</td>
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<td>24</td>
<td>TRY IT BABY</td>
<td>19 20</td>
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<tr>
<td>25</td>
<td>MY DOG LOLLIPPOP</td>
<td>14 6</td>
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<td>26</td>
<td>C'MON AND SWIM</td>
<td>34 71</td>
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<td>27</td>
<td>DON'T LET THE SUN CATCH YOU CRYING</td>
<td>16 11</td>
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<td>28</td>
<td>I LIKED IT</td>
<td>16 10</td>
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<td>29</td>
<td>CHANGE OF SCENE-BMI</td>
<td>18 22</td>
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<td>30</td>
<td>PEOPLE</td>
<td>24 22</td>
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<td>31</td>
<td>DON'T THROW YOUR LOVE AWAY</td>
<td>22 13</td>
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<td>32</td>
<td>AIN'T NO ONE SWEET</td>
<td>59 81</td>
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<td>33</td>
<td>MIXED-UP, SHOOK-UP GIRL</td>
<td>79</td>
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<td>34</td>
<td>HOW DO YOU DO IT</td>
<td>35 54</td>
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<td>35</td>
<td>AL DI LA</td>
<td>35 72</td>
</tr>
<tr>
<td>36</td>
<td>TELL ME</td>
<td>37 56</td>
</tr>
</tbody>
</table>

**Cash Box TOP 100**

**Position 7/25 7/18**

| 1         | JUST BE TRUE                       | 45 57 |
| 2         | DO I LOVE YOU                      | 38 51 |
| 3         | I BELIEVE                          | 43 53 |
| 4         | WALK DON'T RUN '64                 | 52 63 |
| 5         | YOU'RE MY WORLD                    | 42 49 |
| 6         | SUCH A NIGHT                       | 76    |
| 7         | ANGELITO                          | 49    |
| 8         | NO PARTICULAR PLACE TO GO          | 25 24 |
| 9         | ALONE                             | 29 26 |
| 10        | TENNESSEE WALTZ                    | 39 40 |
| 11        | BAD TO ME                         | 28 21 |
| 12        | HEY HARMONICA MAN                  | 32 32 |
| 13        | A WORD MUST WITHOUT LOVE          | 23 15 |
| 14        | I'LL CRY INSTEAD                    | 74    |
| 15        | I'VE GOT SOMETHING GOOD           | 57 78 |
| 16        | LOOKING FOR LOVE                  | 65 92 |
| 17        | I SHOULD HAVE KNOWN BETTER        | 72 89 |
| 18        | WHAT HAVE I GOT OF MY OWN         | 51 38 |
| 19        | WORRY BELL & HARRING--ASCAP        | 41 14 |
| 20        | MAYBE I KNOW                       | 84    |
| 21        | CHILDREN                           | 36    |
| 22        | CHAPEL OF LOVE                    | 31 19 |
| 23        | SHARE YOUR LOVE WITH ME            | 55 62 |
| 24        | YOUR REMEDY                        | 60 66 |
| 25        | NO ONE TO CRY                      | 83    |
| 26        | ANYONE WHO KNOWS WHAT LOVE IS      | 66 73 |
| 27        | EVERYBODY NEEDS SOMEBODY TO LOVE   | 68 74 |
| 28        | LOVE IS ALL WE NEED               | 64 85 |
| 29        | SHE'S TOO MUCH FOR YOU             | 46 75 |
| 30        | I'LL KEEP YOU SATISFIED            | 94    |
| 31        | AND I LOVE HER                     | 66 64 |
| 32        | REMEMBER ME                        | 54 37 |

**Cash Box TOP 100**

**Position 7/25 7/18**

| 69        | THE WORLD I USED TO KNOW           | 61 64 |
| 70        | A HOUSE IS NOT A HOME              | 79    |
| 71        | LITTLE LATIN LUPE                  | 73 86 |
| 72        | OH! BABY (WE'VE GOT A GOOD          | 73 89 |
| 73        | HEY GIRL DON'T BOther ME            | 88 95 |
| 74        | A TEAR IN YOUR DRESS               | 79    |
| 75        | I'VE GOT NO TIME TO LOSE           | 96 100|
| 76        | IT'S ALL OVER NOW                  | 100   |
| 77        | SELFFISH ONE                       | 85    |
| 78        | IF I'M A FOOL FOR LOVING YOU       | 80 85 |
| 79        | IN THE MISTY MOONLIGHT             | 92 99 |
| 80        | SWEET SAVANT                       | 86    |
| 81        | SAILOR BOY                         | 91 96 |
| 82        | HAUNTED HOUSE                      | 86 94 |
| 83        | INVISIBLE TEARS                    | 97 84 |
| 84        | THE GIRL'S ALRIGHT WITH ME         | 87    |
| 85        | RINGO'S THEME (THIS BOY)           | 90    |
| 86        | IT AIN'T NO USE                     | 89     |
| 87        | BABY COME HOME                     | 89 84 |
| 88        | BURNT AND TANGLED-APAC             | 91 96 |
| 89        | IT'S A COTTON CANDY WORLD          | 90 93 |
| 90        | SAY YOU                                 | 90 99 |
| 91        | DARLING IT'S WONDERFUL             | 90 93 |
| 92        | SUNNY                              | 95    |
| 93        | G.T.O.                             | 97    |
| 94        | SOLE, SOLE, SOLE                  | 97    |
| 95        | IT HURTS TO BE IN LOVE             | 97    |
| 96        | THANK YOU BABY                     | 97    |
| 97        | MORE AND MORE OF YOUR AMOR         | 97    |
| 98        | MEXICAN SHUFFLE                    | 97    |
| 99        | A TASTE OF HONEY                   | 97    |
| 100       | THE NEW "FRANKIE AND JOHNNY" SONG  | 97    |

**Position 7/25 7/18**

| 101       | DOWN WHERE THE FOUR WINDS BLOW    | 97    |

**Compiled by Cash Box from leading retail outlets—DOSG NOT INCLUDE AIRPLAY REPORTS**

**August 1, 1964**

— Sharp Worlds 2023 —

**Other versions strongly reported alphabetized, top 100 in each issue**

www.americanradiohistory.com
Summer Suggestion from **LONDON RECORDS**

**HITS THAT TRAVEL**

*(up the charts)*

**NO. 3 IN ENGLAND**

JUST RELEASED P. J. Proby

**HOLD ME**

#9688

**NO. 1 IN ENGLAND**

The Rolling Stones

**IT'S ALL OVER NOW**

#9687

**TRAVELING UP U.S.A. CHARTS**

The Rolling Stones

**TELL ME**

#9682

**TRAVELING UP U.S.A. CHARTS**

The Bachelors

**I BELIEVE**

#9672

**BREAKING BIG!!**

Bern Elliot

**NEW ORLEANS**

#9670

Cash Box—August 1, 1964
Epic Offers 13 LP’s For August

NEW YORK—Epic Records introduced 13 new “Hot Line” albums for August. Several of them will be released in Miami Beach and Las Vegas last week.

Fashioning the newcomers is the label’s third Dave Clark Five album, “American Tour. The Door of Five.


In his first assignment, Lewis, former with the Capitol and ABC-Paramount labels and guest director in New York, will personally visit all of the label’s distributors within the next few weeks.

Vee Jay Sales Meet Displays 29 Aug.—Sept. LP’s, New Goals

HOLLYWOOD—Vee Jay Records, its Capitol parent, presents 100 new albums and company field men at a convention in the Century Hilton Hotel last Tuesday (21) launched three new major albums and the most ambitious release program (29 albums) and sales drive to date, highlighted by Vee-Jay’s entry into several of the larger radio markets.

President Randy Wood, welcoming the U.S. and Canadian distributors, emphasized Vee-Jay’s company’s determination to capture an important share of the album market, which Vee-Jay has won for 75 per cent of the record industry’s total, and to share in the same way its emerging pattern in singles that has seen Vee-Jay’s growth and expansion since its major reorganization under new management earlier in September.

Vee-Jay’s management team, which includes Jay Laster, executive vice-president; Mark Sands, comptroller, and Steve Clark, A&R Director, with “fantastic merchandising ability,” “sound financial direction, and brilliant product creativity,” Wood said, “Our new program of artists, and records, will feature twenty-minute appointments between every record jobber and record manufacturer at the meeting. Person by person.

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Record Turnout Date at NARM’s Mid-Year Meet

PHILADELPHIA—A record attendance of rack jobbers will be meeting the July 1-2 Mid-Year meeting and person to person sales conference of the National Association of Record Merchandisers (NARM), this Tuesday (24), at the Sherraton-Chicago Hotel in Chicago.

Before the opening of the Person to Person Sales Conference sessions on the 25th, the NARM board will hold a closed meeting, during which time the NARM legal counsel, Albert A. Caracciolo, expects to present an update on the Capitol Record Distributing Corporation’s action of several antitrust cases against leading record dealers, and present the reports of the experts on the NARM Board of Directors, and the Federal Trade Commission on the other.

At the Person to Person Sales Conference sessions, which will begin following an opening luncheon for all regular members and associate companies, there will be held between 20 and 25 of the major accounting sessions on the 25th and 26th, including 75 per cent of the record jobbers and record manufacturer at the meeting. Person by person.

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HOLLYWOOD—Key exec responsibilities have been re-aligned at Capitol Records, according to an announcement from Glenn E. Wallach, chairman of the board and chief exec officer.

Effective Aug. 1, Dan Bonbright, Capitol's vice chair of the board, will become chief financial officer for the company. In his new capacity, Bonbright will supervise all treasurer and controller activities, including property management, purchasing and data processing. Bonbright, who joined Capitol in 1946 and who has been general executive for Capitol's record-club activities since their inception in 1957, will continue as a member of Capitol's management committee and as a member of the board of directors.

Simultaneously, Alan W. Livinston, president of Capitol Records, will assume responsibility for all of Capitol's record-club activities. Livingston will thus have general executive responsibility for all Capitol activities relative to the production and distribution of Capitol and Angel label records. Additionally reporting to Livingston under reorganization will be vice president and general manager Robert Horton, and Grant H. Kenyon, newly-appointed administrator of management services.

Livinston, who joined Capitol in 1945 and was elected president in 1957, continues as a member of the Capitol board of directors and, with Wallach and Bonbright, the Capitol management committee.

As a further result of the re-alignment, Edward Nash has been appointed director of marketing for the Capitol Record Club, Inc. Nash joins the Club after a post as vice president of Marketing Services for LaSalle Extension University; as director of advertising and sales promotion for the Crown-Coller Broadcasting Company; and as an employee of the Warner Realty advertising agency.

Commenting on the realignment, Wallach stated: "We are confident that these changes will provide an improved basis from which to meet the complex challenges of today's record business. We are most enthusiastic about the outlook for the coming year."


COLUMBIA EXPANDS "AGE OF REASON"—OFFERS NEW DATED BILLING PROGRAM; AD ALLOWANCES 5% YEAR 'ROUND

LAS VEGAS—Columbia Records' first year of life in the "Age of Reason" was easier than expected, according to Stan Gertikov, CRC's vp merchandising, advertising and public relations. Although the record company's C-PK sales manager summarized the company's current position at a press conference held at the Sahara Hotel city-site of the label's 1964 international sales convention.

Although he would not reveal specific sales and profit figures, Gertikov said that the label's unit sales at retail from July of '63 to July '64 were up more than 11%. However, it was clearly indicated that the label's profit picture, in its first year under the "Age of Reason" was sensational.

Gertikov admitted that the transition into the "Age of Reason" program of last year was a difficult one, and that for a few months after the introduction of the new plan, things were "pretty tough." But after a declining third quarter in '63 sales, the picture turned bright and the 10th qtr. of '63 more than made up for the months of confusion. The move was put to the test to see if it would back down from its then stability policy. "From then on," said Gertikov, "it was easy.

In re-dedicating and extending the "Age of Reason" for the new sales merchandising techniques, "Stability in Action," a phrase designed to suggest "year round" stability, the major component of the new plan, as compared with last year's, is in the merchandising aspect. 

Sales promotion, advertising, public relations have been dovetailed into a more realistic" dated billing program. Although he would not reveal details of the program, it was referred to as a "new year-round credit program" that would give the retailer an easier, "less complicated" billed discount system.

Other important factors of "Stability in Action" include continued consumer education through advertising the quality of Columbia product, more deals, etc; Columbia also pointed out that Columbia would assist RIAA and would work through its own promotion men in spearheading the education of radio stations as to the importance of recorded music to radio.

A continued effort will be exerted on the part of Columbia to see that radio management understands the record industry and has a vested interest in its growth.
ONCE AGAIN, COLUMBIA PUTS THE Emphasis WHERE IT BELONGS...

COLUMBIA RECORDS
A Division of Columbia Broadcasting System, Inc.
799 SEVENTH AVENUE, NEW YORK, NEW YORK 10019 - CIRCLE 5-7300

July 27, 1964

WILLIAM F. GALLAGHER
Vice President
Marketing

To All Columbia Record Customers:

Last year when I called for an "Age of Reason" in the Record Industry, my plea was for more than just price stability. I asked for an intelligent appraisal of the industry's needs and for steps to convert its shortcomings. I asked for sane programs, saleable product, exciting merchandising and advertising promotions. I asked that our industry sell through, not just to the retailer, and move forward from chaos into an unparalleled cycle of growth.

Now, one year later, the success of "Age of Reason" is a source of pride and esteem. Columbia rededicates itself to the goals of Reason and Profit, with emphasis on year-round prices, year-round strong releases and year-round merchandising and advertising. These essential elements will continue to create the sound foundation for our success.

Further, Columbia dedicates itself to the evolving pattern of "Stability in Action" -- the dynamic forward movement of ideas, plans and product to match the needs of the market and stimulate its profitable growth.

This year, a planned month by month program will coordinate the total National and Local effort for maximum consumer impact and motivation.

This year, our financial program is geared to the cash flow of the retail market to give added emphasis to proper inventory levels and stock turnover. This relates buying, selling and financing directly to the seasonal needs of your business.

Columbia Records urges you to combine your finest creative efforts and most vigorous sales endeavors with ours to move forward to exciting new levels of profit and performance for stability in action in an Age of Reason.

William F. Gallagher
William Gallagher
Emphasis YEAR-ROUND ADVERTISING

A unique payment plan realistically based on the actual cash flow of the retail market. This program will assist the dealer in planning his inventory requirements to take full advantage of the volume season.

COLUMBIA RECORDS STABILITY
SOUND FINANCING

and, at the same time, is designed so that the dealer will not be overburdened with financial commitments until his cash flow is at a maximum. See your Columbia representative for complete details.

IN ACTION IN AN AGE OF REASON
**NEW YORK—**Roulette Records is taking its Fall Program of new releases to each distributor for its initial sales presentation.

But Katznel, general sales manager for the label, stated that this year the kiosk distributor would dispense with the usual annual distributors’ convention and instead would demonstrate the label’s new line of album releases and the entire Fall Sales program story direct to each distributor.

In each area, he continued, the continued, the convention sales meetings with the label’s entire sales force. At the sales meeting, the label will present its new albums to Roulette, as well as Tico, Roost, Columbia, and other labels similarly.

Katznel and Roulette sales field rep Ron Roessler, have already begun to meet with the producers. The week before last, Katznel covered Washington, Baltimore, Detroit, Cleveland, and Cincinnati, while Roessler hit St. Louis, Houston, Dallas, and Denver. Last week, Katznel made stops in Chicago, Philadelphia, Boston and Hartford while Roessler, out on the west coast, combed through Los Angeles, San Francisco, and Seattle. This week, both will continue their sales presentation. Katznel will see New York and Chicago, as well as to attend the NARM Convention in St. Louis.

Based on the tour, Katznel reported that acceptance to the new release and the program has been “excellent.” Also, he reported that the mechanics of presenting the program to the kiosks has been a “kiss” to both the kiosks, the districts and their sales managers with Katznel and Roessler. The week this program been has been demonstrated with manufacturers meetings from one end of the country to the other, greatly widening the go out-to of one more manufacturers meeting area.

Along with the Roulette program is strongly oriented for the salesmen as the district sales position with the label, it is much more advantageous to be in the district sales position and to the presentation.

Finally, Katznel pointed out, the program can be presented to some of the key accounts while being presented to others that have been added, “you can no longer just prepare the program to meet the district and sit back to await results. Today, you have to see the whole program at the same time to the important large volume accounts, as well as to the mid-level accounts.”

According to the schedule, the complete program of the district presentation will be made at the end of the month in time to get a jump on the order of the new releases to the kiosks.

In the meantime, sales on catalog market materials is being racked up as part of the new program.

It was pointed out that all the new album releases for the Fall, as well as the details of the program will be announced to the trade at the time of the completion of the tour. Katznel concluded that the company is extremely pleased with the reception we have received by the distribution chain. His presentation our story directly to them has infused them with an added enthusiasm for the new program that we believe somehow was lacking in many meetings from the usual presentation at a distributors meeting in some city.”

**ABC-Param’s Parent Firm Ups ’64 1st Half Income**

NEW YORK—American Broadcasting-Paramount Theatres, owner of the ABC-Paramount Records, had an increase in operating income on the first half of 1964 and record income for the third quarter.

A six-month net rose to $4,838,000, equal to $1.19 a share, from $4,219,000 on 7,200,000 shares for the first half of 1963.

Net for the second quarter was up 40% from last year’s period, coming in at $2,680,000 from $1,830,000, or 66c a share from 41c.

**Imperial Names DeCaro A&R, Plans**

HOLLYWOOD—Nick DeCaro has re- ported to A&R and head of Imperial Records, according to Bob Levine, head of the label’s vp and general manager. DeCaro was formerly a publishing rep for Metric Music, publishing and distributing the catalogue of Imperial. Key recently moved from Capitol’s new indie label, Tower.

**Col. Dealer Aids To Help Create Era of "Professional Salesmanship"**

L.A. — Part of Columbia Records & Kapp Records’ recent joint presentation story is the creation of an "era of professional salesmanship," in the words of Chris Wiley, the label’s director of market research.

Wiley, who was named to the post of director of market research two weeks ago, was named to the post last month after a search to find a person with the proper background.

Behind "professional salesmanship" are attempts to promote greater deals to the retailer, as well as providing the salesmen with new merchandising and ad tools and techniques; demonstrating to dealers the facts of "Marketing," the constant, ever-increasing growth in all facets of the record market, and the resulting need for matching advantage in ideas, plans and product.

**Riverside Files For Bankruptcy**

NEW YORK—Riverside Records moved for bankruptcy proceedings last week. Several weeks ago, it was learned that the label was in financial difficulty, with creditors calling for a settlement of debts. In filing for Chapter 11 in New York Federal Court, the firm listed $3,006,000 in liabilities and $1,300,000 in assets.

**RCA Victor Releases Lincoln Center Production Of "King And I"**

NEW YORK—The Music Theatre of Lincoln Center production of Rodgers and Hammerstein’s "The King and I," released by RCA Victor, is the first album of RCA Victor’s Music Theatre series. The disc features Rise Stevens as Anna and Darren McCallin as the King.

Unusual to the recording of the "classic" musical is the inclusion of "The Small House Of Uncle Thomas," which has a plate time of eight and a half minutes. A high point of the original Broadway production and the film version, the song is centered around the segment features Lee Verona as the narrator of the ballet in this version.

"The King and I," which opened July 6 is the Music Theatre’s first production and will have a run for five weeks ending August 8. In spite of the fact that July is traditionally the worst month in which to open a show in New York, the play grossed over $500,000 during its first three weeks. The week of July was $88,000, believed to be the second highest on record for a legitimate production in New York.

The label, under the terms of its contract with the Music Theatre, will record selected productions to be staged over an eight-year period.
A GREAT NEW SONG!
4 WONDERFUL RECORDS!

"MARNIE"

THEME FROM THE
ALFRED HITCHCOCK PICTURE "MARNIE"

NAT "KING" COLE—CAPITOL
BIG "TINY" LITTLE—CORAL
SAM "THE MAN" TAYLOR—DECCA
ROLAND SHAW—LONDON
**Pick of the Week**

**CLINGING VINE** (2:27) [Peter Maurer—ASCAP—Shuman, Carr, Lane]  
**IMAGINATION IS A MAGIC DREAM** (3:10) [Bill Brown-BMI—Alfie—Hill, Carlin, Green]  
**BOBBY VINTON** (6:57)  
Bobby Vinton's winning streak is sure to be compounded with this new offering, "Clinging Vine," another in the "Tell Me Why" vein which just saw top ten action. The songstress exhibits plenty of warmth and feeling on this schmaltzy but lyrical gem. The reverse, culled from his current LP, "Tell Me Why," should not be overlooked— it also has strong possibilities. Should go up on the chart in leaps and bounds.

**WHEN YOU LOVED ME** (2:14) [Bill & Range, Ron By, BMI—Byers, Terry, All]  
**BRENDA LEE** (3:16)  
Brenda comes up with two super new entries that can ride side-by-side up the hit lists. One half, the extremely pretty "When You Love Me," finds the lady in her familiar warm ballad pose. The other, a change-of-pace for her, is a captivating cha-cha beat-thumper with strong keyboard support. "Sure To Remember Me." Excellent choral-orch support on this powerful double-decker.

**SOME DAY WE'RE GONNA LOVE AGAIN** (3:17) [McLaughlin-BMI—McMahen]  
**NO ONE ELSE CAN LOVE ME** (2:12) [Toby—Curtis]  
**THE SEARCHERS** (Kapp 609)  
The Searchers, who zoomed to the upper levels of the Top 100 with their current click, "Don't Throw Your Love Away," should make a quick return to top ten territory with this uptempo Mersey-beat tabloid. The teens are in top form on this class harmony affair with a catchy tempo. The undercut is a hushed-vocalized item sure to come in for a fair share of spins and sales.

**YOU NEVER CAN TELL** (2:42) [Arc-BMI—Berryl]  
**BRENDA LEE** (2:13) [Arc-BMI—Berryl]  
**CHUCK BERRY** (Chess 1906)  
Following hot on the heels of his runaway bestseller, "No Particular Place To Go," is this from the same package, Chuck Berry tabbed, "You Never Can Tell," and it's already a sales mover. It's a rock-a-rhythm South of the Border-flavored item the wailer dishes up in a bestial manner. The flip, "Brenda Lee," is an uptempo happy-clappy affair the teens can dance to. Looks like another rapid chart-climber for Berry.

**WHERE LOVE HAS GONE** (2:20) [Paramount AIM & AP—Lahn, Van, Hess]  
**THE LORELEI** (3:12) [Evergreen BMI—Allen]  
**JACK JONES** (Kapp 600)  
Jack Jones is a solid bet to continue his winning ways with his newest kapp issue. It's another pic-tune from, the forthcoming "Where Love Has Gone," and it's a heartfelt ballad beauty that the smooth-toned song stylist and the Pete King full ork backing puts across with telling effect. The Lorelei is a hauntingly lovely ballad companion piece. Both cuts are in the soon-to-be LP tagged after the flick.

**A SUMMER SONG** (2:38) [Unart, Noble, Stuart]  
**NO TEARS FOR JOHNIEE** (2:18) [Unart Weart BMI—Springfield]  
**CHAD STUART & JEREMY STUART** (World Artist 1027)  
Chad & Jeremy, the English song stylists who are still riding the charts in the U.S. with their debut hit, "Yesterday's Gone," can score an even bigger success with "A Summer Song." Tune's an ultra-lovely, soft beat cha-cha with a folk flavor that the boys deliver in their enchanting husk-vocalized manner. Backing's a heart rending, up tempo tale of a soldier gone to war.

**WHAT KINDA LOVE?** (2:14) [Dundee BMI—Davial]  
**WISHING (G.A.)** (Nor, Jack BM—BMI, Montgomery)  
**JIMMY GILMER** (Dot 16642)  
Gilmer can take another trip to chartsville aboard his latest Dot outing. The newie, tagged "What Kinda Love?" is another one of his enticing, up tempo themes from the "Sugar Shack" groove Kiddie's dig it. "Wishing" is a complete change of pace, soft best lifter. Pretty coo-leer.

**SQUEEZE HER—TEASE HER** (1:56) [Merrimac BMI—Tucker, Wilson]  
**GIVE ME BACK MY HEART** (2:48) [Merrimac BMI—Tucker, Wilson]  
**JACKIE WILSON** (Brunswick 55269)  
Wilson's latest for Brunswick generates the excitement of his "Baby Workout" and "I'll Be A Rainbow." He will develop into his biggest outing since that chart date. It's a hard-driving beat-thumper, tabbed "Squeeze Her—Tease Her," that Jackie and the Gil Asley-led ork-choral group rock out with infectious glee. The crying towel, beat-ballad pleader, on the other end, finds Jack at his emotional best. Both ends are in the artist's "Someday Else" LP.

**Pick of the Week**

**NEW FANGLED, JINGLE JANGLE SWIMMING SUIT FROM PARIS** [Busy Bubba BMI—Black, Green]  
**MY LOVE IS HERE TO STAY** (2:36) [Duchess BMI—Ross, Crane]  
**FRANKIE AVALON** (United Artists 748)  
Avalon's first for UA could be the first of the topless swimsuit tunes to make the grade. Titled "New Fangled, Jingle Jangle Swimming Suit From Paris," it's a contagious rock-a-rhythm novelty delight that sports a bright Garry Sherman vocal-instrumental showcase. The lovely ballad is warmly handled by the songster.

**A PRESENT FROM EDDIE** (2:36) [Saturday ASCAP—Crewe, Rambeau, Rehak]  
**IT'S IN YOUR TEARS** (2:27) [Saturday ASCAP—Crewe, Caleblo]  
**DIANE RENAY** (20th-Century-Fox 533)  
Miss Renay can regain her winning touch with this new 20th Fox offering. It's an attractive beat-ballad romantic package, labeled "A Present From Eddie," that the chorus-backed canary waves in a tailor-cut-for-teen-tastes manner. However, she doesn't overlook the tender shuffle-ballad underlied, "It's In Your Hands." Strong arrangements supplied by Caleblo on both ports.

**LOVER'S PRAYER** (2:30) [English BMI—Wallace]  
**LOVE ME LIKE I LOVE YOU** (2:00) [English BMI—Daila]  
**WALLACE BROTHERS** (Sims 1:9)  
The Wallace Brothers, who clicked last time out in both the pop and rhythm departments with "Precious Words," can go in the whole-distance with potent follow-up stanza tagged "Lover's Prayer." The tune is a slow-shufflin' fawky pindle of romantic devotion essayed in a soulful, feeling beat rhythm by the bros. It's the attractive upbeat, "Love Me Like I Love You," a lively, high-spirited happy blooser with an infectious two-angled dancebeat.

**Newcomer Picks**

**HOLD ME** (2:47) [Ross Jungnickel, Robbins, World ASCAP—Little, Oppenheim, Schuster]  
**THE TIP OF MY FINGERS** (2:17) [Tree, Champion BMI—Anderson]  
**P. J. PROBEY** (London 5863)  
P. J. Proby can make a solid impression on the wax map with this fantastic upbeat dating of the oldie, "Hold Me." It's the kind that's loaded with multi-track'er that's loaded with money-making potential, both vocally and instrumentally. Flipside is the recent Bill Anderson-penned, Roy Tark pop-country hit that P. J. renders with great feeling in a waltz-beat-ballad format.

**I COULD CONQUER THE WORLD** (2:10) [Unart BMI—Evans, Farnes]  
**HOW WOULD YOU LIKE ME TO LOVE YOU** (2:23) [Leeds ASCAP—Wenke]  
**THE CHEVELLES** (World Artist 1025)  
It's more than likely that another English group will be making the U.S. chart scene in the near future. This time it's the Chevelles and their steady, stomping beat rendition of the romantic-history tale, "I Could Conquer The World," could take the charts by storm. Potent Don Charles arrangement. Inviting cha-cha-twist love affair on the flip.

**A BOY LIKE YOU** (2:14) [Screen Gems-Columbia BMI—Wine, Kornfeld]  
**FUNNY LITTLE HEART** (2:27) [Screen Artists BMI—Kornfeld]  
**TONI WINE** (Colpix 742)  
Chances are Toni Wine will be the next big star on the Colpix roster. The lark displays a winning teen approach as she multi-tracks a fetching rock-a-socka shuffle entry, tabbed "A Boy Like You." Toni, a co-cleffer of the tune, also arranged this chart contender, "Funny Little Heart," on the underlaid, beats along at a pleasant cha-cha pace.

**DERN YA** (1:55) [Tree BMI—Tubb, Miller]  
**SUCH A SILLY NOTION** (2:09) [Accof Rose BMI—Boudleaux, Bryan]  
**RUBY WRIGHT** (Re No. 1254)  
Ruby Wright has the 'right answer to Roger Miller's current duelling-market blockbuster, "Dang Me," with this humorous reply from B tagged, "Dern Ya." The lark's smooth, tongue-in-cheek handling of this pop-country novelty should guarantee plenty of activity at the marketplace. The lark shuffles through a potent straight country opus on the flip.

Cash Box—August 1, 1962

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URL: www.americanradiohistory.com
STICK WITH VINTON...HE'S IRRESISTIBLE. HIS GREAT NEW SINGLE WILL SELL LIKE WILD. WATCH IT CLIMB THE CHARTS.
**Cash Box**

**Best Bets**

<table>
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<td>SPIKE JONES (Liberty 56718)</td>
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| PARADISE (2:14) [Feist, 6580] (Frost-BMI) Paradise is all a matter of bumps and on this sparkling Spike Jones saxo-stripes....infused with a medley of oldie. It's a spirited fun-list...
| ED FORSYTH (Jewel 734) |
| WHEN DO YOU HAVE A CORK IN THE HEAD? (B-22) [Chevis BMI-Paterson] A cork can come to life...and can catch on in short order with sprinners and kids across the neighborhood. The classic big warm voice, and uses it well. A talent to catch...
| THE MOJOS (Parrot 4509) |
| WHY NOT TONIGHT (2:25) [Noma-BMI-O'tool] The Mojoes come on strong with a hard...and Elliott Mack has a good Liverpool sound. This finger snapper will be a knockout...takes to attract love of attention. |
| TOMMY LEONETTI (RCA Victor 6870) |
| DON'T STAND UP IN A CANOE (2:20) [AFT ASCAP—Vance, Snyder] Tommy can make a big summer splash with his delightful version of this happy-go-lucky tune. Tommy's latest number...has a ball with this Sid-Bass arranged version. |
| THE JEWELS (Dimension 1004) |
| OPPORTUNITY (2:27) [Screen Gems-Columbia BMI — Evans, Stewart] The group can have a break-breakdown Dimension bow in this engaging trump-a-lyrime cha cha cha. Side's loaded with pop-r&b chart ingredients. Keep close ears on it. |
| FRANK POURCEL (Capitol 5287) |
| THIS IS MY PRAYER (2:20) [Chappell ASCAP—Carli, Niss, Patterson] The much-recorde...
| AL CAIOLA (United Artists 747) |
| WEST WHEELS (2:05) [Alpine ASCAP—Cailo, Romand] A AMS, could sound with his "Magnificent" theme could succeed with this like fashioned galloper that effectively captures the guitarists' artistry Top listening enjoyment. |
| JERRY DAYTON (Epix 5-1704) |
| PLEASE DON'T HURT HER (2:24) [Laddie BMI—Mandina, Gregory] Here's an unusual teen-oriented romance by Jerry Dayton that could stir up plenty of sales and decay covenants. Motors track and strong beat are an added bonus. |
| THREE LITTLE BOOKS (1:53) [Bourne ASCAP—Deane, Thomas] Novelty romancer. |
| MARK DINKING (Cameo 313) |
| CALL HER YOUR SWEET HEART (2:10) [Frost Rose BMI—Payne] Mark Dinking who had a while back smash with "Teen Angel"...and area stay, no composer with this. Cameo debut it's an easy-going pop song romancer with sec-charine lyrics, but melodie. |
| SHOULD WE DO IT (2:05) [Dee West BMI—Dee, Wat]

**Cash Box**

**Best Bet**

JIMMY RUFFIN (Soul 33092)

**Since I've Lost You** (2:30) [Wilson BMI] Ruffin can have his big chart break with this bow to the female sex. It's an infectious, shuffle-rock blueser that the artist and his combo-choral support...will score in easy-appalling fashion. Watch it. |

**I WANT HER LOVE** (2:42) Strong shuffle-chump dual maret' here. |

JOHNNY RIVERS (Coral 62-25)

**Your First and Last Love** (2:20) [Dorles BMI-Jones] Johnny Rivers...currently has an Imperial smash in "It's News to Me". He has an infectious, shuffle-rock blueser that the artist and his combo-choral support...will score in easy-appalling fashion.

**B-1** I'M IN THE MOOD FOR LOVE (2:38) [Robie ASCAP—M'cHuge, Fields] Another "turquoise" beauty from Spike and crew.

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**B-1** I'M IN THE MOOD FOR LOVE (2:38) [Robie ASCAP—M'cHuge, Fields] Another "turquoise" beauty from Spike and crew. |

**THE YOUNG VOYAGERS** (Rust 7-030)

**BLUE EYES** (2:35) [Joli BMI—Asher] The artists display a warm and appealing pop-folk style as they softly convey this ultra...lilfer. De-jay exposure can send its way. Eye is top. |

**LOVE SONGS** (Rust 7-030) [Joli BMI—Asher] More fine folk styings on this up tempo entry. |

**DU-ETTES** (One-dirtful 4827)

**PLEASE FORGIVE ME** (2:10) [Va-Fac BMI—Rice, Williams, Kelly] The crew pulls out all the stops on this melody-breaked, hard-driving hand-clappin' blueser with an interesting, rapid-changing beat. Side's natural for pleasure listening. |

**HOLY DAYS** (2:15) [Va-Fac BMI—Rice, Fournier]

**MOVING MUSKETEERS** (Mall Press, Inc.)

**THE BREAKAWAYS** (Melbourne 1805)

**THE FLIPPERS** (2:22) [Beauch, Jaap, BMI—Turnbull] The Breakaways dish up a tasty instrumental in the tradition of the years-back chart, "Wheel". In a String Along. It's a captivating opus that could come from left field to score. |

**B-1** GRANDANZA (2:12) [Southern ASCAP—Lars, Dod] Bouncy arrangement of evergreen...
It's another "My Heart Skips A Beat" only—BIGGER!

BUCK OWENS
I DON'T CARE
(Just As Long As You Love Me)
b/w DON'T LET HER KNOW #5240

Hear Buck sing this brand-new hit on the Jimmy Dean Show, ABC-TV August 6th!

BUCK OWENS AND HIS BUCKAROOS TOGETHER AGAIN MY DARLING BUCK

Personal Management: Jack McFadden Sacramento, California YU 8-1189

Cash Box—August 1, 1964
DIANE PINE (Take 3:09)

DIANE PINE

SONNY BOY WILLIAMSON

SONNY BOY WILLIAMSON

LONESOME SUNDOWN

LONESOME SUNDOWN

LONELY SUNDOWN

DUANE JONES & THE FENDERS

HAPPY SUNSHINE

HAPPY SUNSHINE

HAPPY SUNSHINE

JIM REEVES & THE BROTHERS

JIM REEVES & THE BROTHERS

JIM REEVES & THE BROTHERS

RECORD REVIEWS

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RECORD REVIEW
The Single’s Here. #0281
The Album’s Coming! #R 6130

DEAN MARTIN
EVERYBODY LOVES SOMEBODY
(The Hit Version)

DINO’S GOT HIMSELF A BIG, FAT, GRABBIN’ WINNER!
Set Re-Issue Of Kempff's Complete Beethoven Sonatas

NEW YORK—In honor of pianist Wilhelm Kempff's first U.S. recital, MGM Records has arranged with Deutsche Grammophon, whose records it distributes in this country, to reissue in Oct. Kempff's vaunted recordings of the Beethoven Piano Sonatas. The Complete Beethoven Piano Sonatas will comprise ten disks as a boxed set (not available singly) to be released shortly before the pianist gives his American debut recitals at New York's Carnegie Hall on Oct. 13 and 15.

Each of the ten records has been re-mastered and newly pressed. The sonatas in Kempff's versions originally were released on American pressings starting in 1952 and totaled 15 records, compared to 10 in this new edition and to 13 in the recently re-issued Schnabel set on Angel.

Also in Oct., MGM will release four new DG albums by Kempff, two devoted to Brahms' piano music (the intermezzi, rhapsodies and capriccios, Opp 76, 79, 110, 11I) and two new recordings of the last four Beethoven piano sonatas, which will comprise one of the pianist's Carnegie Hall Programs.

Kempff's presently available DG recordings include the five Beethoven piano concertos, two albums of Mozart piano concertos (Nos. 8, 23, 24, 27), an album of Mozart sonatas and fantasias and a single disc of the Beethoven "Moonlight," "Pathetique" and "Appassionata" piano sonatas.

Kempff, who has appeared in Canada but never before in the U.S., was born in Juterborg on Nov. 25, 1895. His father was a piano teacher. Kempff, who was well known at the age of 20, succeeded Max Bauer as director of the Wurttemberg Academy of Music (Stuttgart) in 1924 but resigned in 1929 to devote himself to the piano and to his master classes.

Re-Tying The Knot

NEW YORK—Everyone was all smiles when Rita Pavone recently signed a new long-term contract with RCA Italiana. The lark whose first English-language single "Remember Me" and album made quite an impression on the charts, recently returned to her native Italy from a tour of South America. Currently recording her second RCA Victor English-language LP under the A&R supervision of Joe Reno, she will be back in the U.S. in October for a return engagement on the Eu Sullivan CBS-TV show. Shown (left to right) with Rita are Teddy Reno, her manager, RCA Victor division veep Dario Soria and Giuseppe Ornato, general manager of RCA Italiana.

World Artists Bows American Arts Subsidy

PITTSBURGH—Lou Guarino, president of World Artists Records, has announced the formation of a new subsid label to be called American Arts. Already pacted to the new label are larks Bobbie Smith, who will debut with "Miss Strongheart," and Brit- ishers Alma Cogan and Andre Silver. Guarino also announced the distribu- tion setup for the affiliate would be the same as for World Artists.

ALBUM PLANS

ABC-PARAMOUNT, IMPULSE! & TANGERINE
121/2% discount on all new and catalog product. Expires: Sept. 30.

ATLANTIC & ATCO
12% discount on all new product and rest of catalogs. 30-60-90 day billing to qualifying accounts. Expires: Aug. 31.

AUDIO FIDELITY
LP deal: buy-3-get-1-free, plus one stereo spectacular demo set with the purchase of each two catalog records. No termination date announced.

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

COLPIX
"The Red Carpet Is Out"—Buy-4-get-1-free on 15 new LP's; 30-60-90 day billing; 100% exchange privileges.

FOLKWAYS
A fall incentive plan whereby eight pre-packaged units—all albums each—are offered on a buy-5-get-1-free basis. Also, other LP's at additional 121/2% discount.

NASHBRO
Buy-2-get-1-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

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

PHILIPS
10% discount on albums.

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

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

YEE JAY
10% discount on LP's.

WORLD ARTISTS
10% discount on LP's. No expiration date announced.

1...OK...the Jackie Ross "Selfish One" and Chuck's "You Never Can Tell" are definite hits. All agreed?

2...What? 1903 and 1906...?? No question! Sales are fantastic! They'll both hit top five.

3...We're wastin' time talkin' Jackie Ross and Chuck Berry. We know they're hits! Let's talk 1078 and 1083. We're startin' to get big action on these......

4...I don't know from numbers. I talk titles to Jocks. What the hell is 1078 and 1083?

5...1078 is Little Milton's "What Kind Of Love Is This"...1083 is Bo Diddley's "Jo-Ann." Gimme a match, Phil.

6...Let's wrap it up. We're here for a reason, not a season! Keep sluggin' on Jackie's "Selfish One" and Chuck's "You Never Can Tell," Start runnin' with 1078 and 1083. They're sellin'...OK...back to work.
...and now from

United Artists Records

where the big news is coming from—

A TRIO OF BLOCKBUSTERS THAT ARE EXPLODING NATIONALLY!!!

BOBBY GOLDSBORO

FRANKIE AVALON

JOHNNY RIVERS

ME JAPANESE BOY
I LOVE YOU

NEW FANGED, JINGLE JANGLE
SWIMMING SUIT FROM PARIS

OH WHAT A KISS

UA 742
UA 748
UA 741
The world's first "sleepless sit-in" was recently conducted by WGN-Chicago. The outlet's deejays were locked in a model home parked in one of the city's largest shopping centers at six in the morning on July 6 and stayed there for two days to raise funds for C. F. O. F. (The Council of Foster Orphans of Illinois) which is coordinating the drive for voter registration in Mississippi this summer. The first spinner dropped off after 48 hours, another lasted 52, the third spun for 60 hours and the two remaining "Good Guys" kept it up for 85 and 87 hours. The sleepless sit-in, billed as WVON's "Wide-Eyed Freedom Ride," revived the support of the Windy City's Negro community to the tune of over $17,000.

Most couples are married to the strains of music provided by a piano, organ or even a phonograph. But a Williamson, West Virginia couple recently took their vows to music played on their radio. The twosome found shortly before the wedding ceremony that someone had forgotten to obtain a piano. The bride's mother, however, had an idea. She phoned WBTH. After a hurried search of the station's library of records, Mark Webb located appropriate music and then played it on the air in a special broadcast dedicated to the marriage. Radios were tuned to WBTH during the ceremony and the couple was married on schedule. Bob Harvit, general manager of the outlet said: "The request threw me for a moment, but you get used to requests of every nature from a loyal radio audience."

Have you seen the WLOR-Minneapolis Button Girls? That's the question being asked all around the Twin Cities these days since WLOR started their "Button Girl" promotion. Three gals are driving around the Twin Cities in red convertibles stopping at various shops, parking lots and asking drivers if they have their car radios on. If they do, the girls have gifts for them. If the driver does not have WLOR on the car radio, but will let the Button Girl set their car radio on 1300, they also receive a gift from the station.

It's now Christmas in July on CKY-Winnipeg. All over Manitoba, Diamond Santa Claus are carrying certificates redeemable for perfect quality, carat uncut diamonds. Listeners hear clues daily to the identities of the Diamond Santa Clauses—then must go out and find them to claim their diamonds.

Johnny Canton, newly-named 3 to 6 PM personality on WHAM-Rochester, sends out an urgent s.o.s. for better singles service. Outlet is a 50,000 watt, clear-channel setup and is presently in the process of modernizing their music policy.

Jim Ruxton, KTW-Cleveland's mid-day (10AM-2PM) deejay, recently began a two-week run as the King (of Siam) in the Care Park Dinner Theatre production of "The King And I."

The American Women in Radio and Television will use early broadcasting techniques to highlight today's modern trends in their Eastern Regional Conference to be held Oct. 2-4 at the Statler Hilton Hotel in Detroit.

The U.S. Foreign Service has issued a call for help. More communications clerks are needed quickly to staff embassies, consulates and other posts around the world. To help fill this shortage, WLH-Chicago will be broadcasting custom produced announcements for recruitment purposes. Announcements will feature a foreign language director, Don Stewart, the announcements are made daily through August 8, or until the quota is satisfied.

KNX-Los Angeles has received for the sixth month the Key Station Award from the Talk Show Association. The award is presented monthly by the T.A.P.B.A. for the best coverage given a news story during the month by a local Los Angeles outlet.

Lou Gillette, KVI-Seattle news director, has reached new heights of stardom most recently in the nation's capital. The new "movie king" just completed his first film for the United States Air Force called "The Chalk Line in Herman." Gillette plays a lead role, that of a lieutenant colonel in the Air Force. The movie was made in Seattle and California and will be shown to all Air Force units around the U.S., Far East and Europe.

Several prominent guests recently appeared on KJH-TV-Hollywood's "Million Dollar Matinee" program including Janet Blair, currently starring in "Sound Of Music" at the Valley Music Theatre, outside Los Angeles. Others interviewed recently by Thomas included Joannie Sommers and Kirby Grant. Betty Bremmer, KJH librarian is back at her desk after a two-week vacation. Ditto for deejay Paul Compton.

Congratulations are in order for Mitzi Hirschboeck, WLS-St. Louis, who was recently elected president of the St. Louis chapter of the American Woman in Radio and Television.

VITAL STATISTICS: J. Patrick Tuillman, formerly program director for the McLendon chain, named music director of KBAT- San Antonio, has been given the green light as operations manager of KAYC- Beaumont.

Herb Sheldon Dies
NEW YORK—Herb Sheldon, the radio and TV personality, died last week (11) at the age of 51. During the 1950's, the onetime deejay was one of the most popular kiddie show emcees on TV. Born in Brooklyn, Sheldon started his radio career by doing a children's show for free in 1941. He later packaged shows for actors and deejays, became a strong deejay and announcer in his own right. He's survived by his wife, two sons and two daughters and two brothers.

Olympia Dist. Handles Prima
NEW YORK—Ervin Litke's Olympia Distributing has been named the New York outlet for Louis Prima's Prima label. First release under the new arrangement is "S Wonderful," followed by two tunes from the upcoming Walt Disney flick, "Mary Poppins." Sides are "Spoonful of Sugar" and "Sister Awake."

Cash Box—August 1, 1964
**Sure Shots**

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

**Because**
* Dave Clark Five
  Epic 9704

**I'll Keep You Satisfied**
* Billy J. Kramer
  Imperial 66048

**And I Love Her**
* The Beatles
  Capitol 5235

**Hey Girl Don't Bother Me**
* ABC-Paramount 10573

**I've Got No Time to Lose**
* Carla Thomas
  Atlantic 2238

**It's All Over Now**
* The Rolling Stones
  London 9687
  Sor 152

**Selfish One**
* Jackie Ross
  Chess 1902

**In the Misty Moonlight**
* Jerry Wallace
  Challenge 59246

**Sweet William**
* Millie Small
  Smash 1920

---

**Top 100 Singles (Alphabetized)**

1. "Dancing in the Street" - The Temptations and the Four Tops
2. "A Hard Day's Night" - The Beatles
3. "I'm Gonna Take You There" - The Staple Singers
5. "A Tender Lovin' Place" - Billie Holiday
6. "A Tear Fell" - The Beatles
7. "All I Really Want To Do" - Cher
8. "Baby, You're a Rich Man" - The Beatles
9. "Any Place I Die" - Animals
10. "I Don't Want to See You Cry" - Nina Simone

---

**New RCA Camden Albums That Stack Up To Extra August Sales**

Collectors' items by the great bandstand: "Elmer's Tune," "You," "Pagan Love Song," "My Reversal," others. CAL/CAS-829 (e)

Top singers in top performances for collectors includes: "Who Do You Think," "I Get Happy" (Blackwood Bros.) & others. CAL/CAS-832 (e)

Some of these romantic and lush orchestrations include narration: "This Love of Mine," "Symphony of Love," "Melody of Love," others. CAL/CAS-830

Treasured performances by the country favorites include: "Sincerely," "Star Person," "Oh Baby Mine," others. CAL/CAS-832 (e)

---

**RCA Camden**

America's Biggest Entertainment Value
JACKIE WILSON
The way his fans like him best!

SQUEEZE HER-TEASE HER
(But Love Her)
c/w

GIVE ME BACK MY HEART
55269

BRUNSWICK RECORDS

Just Released!
A Great New Album

by

JACKIE WILSON

Somethin' Else!

Mr. Excitement

BL 54117
BL 754117 (Stereo)

Now Available At All Decca Branches

Cash Box—August 1, 1960

BILL COSTIN

ED FORSYTH

EDDIE DE RAAY

NEW YORK.

Command Records hosted a cocktail reception at the Hampshire House last week (20) to bow Carol Channing's debut single for the label. Label topper Escohs Light was on hand to introduce Miss Channing to guests and press reps. "Dolly"'s initial entry into the singles field for Command is "Ain't Misbehavin'" coupled with "When You're Smilin'." Our con-
dences to Command's Loren Becker whose mother died recently. Con-
ductor-composer-arranger Stan App-
ich and his band has been in the studio recording a new album with Sergio Franchi for RCA Victor, and that he's also done a lot of work for the Kassians. Rogers, and Crump, the latest release of 20th Fox dropped by the CB offices last week to tell us the label has two potential blockbusters with "What Now My Love" by Remo Capra, and "Mickey Mouse" by Dennis Provisor.

BROADWAY.

"Ain't Misbehavin'" and "Palm Spectacular Vol. 2" by Stanley Black; ... Borky at Redisco in Baltimore buzzes that the little LP is the coming thing for opes. Columbia, Kapp and Command are already tailoring sets for the opes.... Oscar Brand post cards from Edmonton, Canada, where he played for the CBC at the Corral. His Canadian TV show for Procter and Gamble has been renewed.

Rosemary Frinz, who's on the CBS daytime TV's, "At the World Tours," has an album to be released under the Pharo banner. She'll visit 12 Canadian cities as part of the act. Joe Perdwick of Puddy Records is shooting Hot for "Another Like You" by Ray Fleming, and "Don't You Feel It" by Bobby Adams. Miners Records' Bill Darrell reports that sales are mounting for Signed Up, Shocked U Got' Baby Pats & The Emblems, and "La Nuit" by Jimmy Lytell. Fred Perri sets the most seasonal tune around in "New Fangiled Jingle Jangle Swimming Suit From Paris." Motown's Bobby

GIVE ME BACK MY HEART

Bran

Dietrich, who appeared on

Ray (El Watusi) Barret-
to in the first to etch the
evergreen "Nature Boy" with a Latin beat—
the tune is included in Ray's upcoming LP on Tico. Bob Harb, president of Universal Attractions is on an 11-
week South American tour with the
American Beeltes, Doleres Rosaler, former assistant to the administrative secretary of AVOA, has joined Universal's sales depart-
ted to Roy Botachio at Capitol who's back at his desk and feeling better: Roy's taking a vacation the next two weeks, and during his ab-
ience, Nerr Amois is making promo

Kulas of Roll Records buzzed to tell us he's just picked up the option on Shep &

The Limelights; the group has been

with the label four years and will de-

bug a new single before Sept.... Loa

Guarno of World Artists Records sees
the action of Joe Sherman's version of "Seventh Dawn" has turned to the

other side. "Time Alone Will Tell,"

penned by Joe and his partner Geo.

De Weis. London's Phil Wesen is

a family over the sales at the new

Bachelors LP, and the group's next single, "I Believe," along with "Tell Me" and "It's All Over Now" by the Rolling Stones, and two new Phase 4 issues—"Weezer Muller On

BABY."... Jimmy Lynette; "Don't

My Heart" Openings are at

the following night to the

Village's Better End for three weeks. Jackie Hamine, the comic who re-
cently scored a success on the Stern

Allen Show, is working a first album several labels are interested in pick-

ing up. Neil Winkler came by with a
copy of "Blue Eyes" by the Young

Voyagers (Rust), which he produced. The label has high hopes for the tune. David Enos tells us that John

Sands has been booked into "The Or-

chard" in Atlantic City with Jackie Mason, and that she'll premiere a new
deck shortly. Tami Rogers has come to a two-week engagement at Mr. Kol-

's in Chicago this week before en-

barking on a European jaunt which

will wind up at the famed Sun

Singer's Music Hall in Paris. Sonny

Carnell, who's out of Europe for the time being, is looking around at pros who's done an album to be released under the Phares banner. Shell'll visit parts of Asia next month.

Jimmy Lytell, Fred Perri set the most seasonal tune around in "New Fangiled Jingle Jangle Swimming Suit From Paris." Motown's Bobby
JOHNNY RIVERS

That "MEMPHIS" Man
with a brand new single!

THAT'S MY BABE

Now Available all at once
Decca Branches

62425

CASH BOX—August 1, 1964

CHICAGO:

Seymour Schwartz's new label GMA is off to a flying start with The Allmights' "You Talk Too Much," distributed nationally by Jim Golden's USA Records, is really rocking in Detroit and starting up in some eastern markets. Seymour recently signed Jimmy Ford who's already busy touring with the Dick Clark caravan. Paul Hertel writes from South Bend that the cent bash at Stepanian Center Notre Dame attracted 4,000 teens. Stor at Shelly's Manne Hole, have been signed to sing their hit, "The Girl From Ipanema" in "The Hanged Man" TV Project 120 two hour tele-film. The Ginger Sisters, just signed to a Vee-Jay records contract, leave this Saturday for a series of fair appearances across the country.

Henry Maneci established all-time attendance records leading the Cleveland, Ohio, and Kalamazoo symphony orchestras in concerts.

Vic Dana took over as a one week guest deejay for vacationing Bruce Lee at WIND, Chicago. . . . GIL FRIESEN up to regional sales manager for Kapp Records. Tony Lobl's new handling promotion locally for the label. Singer-songwriter, Bill Shaw signed by new coast label, Regency Records to co-produce with A&R chief Judd Hamilton first release by the Nordic Trio. Singer- songer- Jonny Baron and vocalist Nanine proud parents of a son, Jon Casey Baron. . . . in addition to his tour of European Army bases, Reprise star Keely Smith has been making a huge splash for TV and nightclub appearances in England, France, West Germany, and Italy . . . Capitol Records producer, Jim Economides cut additional tracks for the Letterman's new album during their stint at New York's Copa . . . Dick Glasser, Delton Records topper plans an early release for The Standells initial album release, recorded live at P.J.'s.

HERE AND THERE:

PHILADELPHIA—Ted Kelle in a frock of moving singles this week on Columbia including "Invisible Tears" by Ray Conniff, "I Want You To Meet My Baby" by Eydie Gorme, "A Taste Of Honey" by Tony Bennett, "Wah Wahin" by the Byrds, "A Rockin' Kind Of T" by Dave Brubeck, "Silly Ole Summer Time" by the New Christy Minstrels, and "Summer Place" by the J's with James.

BALTIMORE—Dave Carrico at Marshall, Mangold was the distributor in setting the pace in the Balt area with "GTO" by Ronny and the Daytonas (Amy-Malal), "You Don't Know Baby" by the Parettes (Regina) and "Always Something There To Remind Me" by Lou Johnson (Big Bill).

DETROIT—The Marvin Gaye Revue, which broke a lot of attendance records at the Twenty Grand Lounge here have moved into Freedonland with the Miracles and Martha and the Vandellas for four shows a day.

CHARLOTTE, N.C.—Jazz & R's Karl Baxter paid a visit to Ernie's Report shop here to sign copies of his first LP, "Jazz Improv." The train was heavy for Baxter's album and signature.

MERIDIAN, Miss.—John McDonald, Stellar Records disk artist, dropped by the Music Center here to perform his current hit, "Sleek," an updating of an old tune from the 20's.

GOODLETTSVILLE, TENN.—The correct title of Joe Hinton's new deck on Back Beat was "Funky How Time Slips Away" by Willie Nelson.
## 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 JULY 22ND)

### % OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK

<table>
<thead>
<tr>
<th>% of Stations</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>50%</td>
<td>Such A Night</td>
<td>Elvis Presley</td>
<td>RCA Victor</td>
</tr>
<tr>
<td>49%</td>
<td>Because</td>
<td>Dave Clark Five</td>
<td>Epic</td>
</tr>
<tr>
<td>46%</td>
<td>You Never Can Tell</td>
<td>Chuck Berry</td>
<td>Chess</td>
</tr>
<tr>
<td>45%</td>
<td>I'll Cry Instead</td>
<td>The Beatles</td>
<td>Capitol</td>
</tr>
<tr>
<td>43%</td>
<td>I'll Keep You Satisfied</td>
<td>Billy J. Kramer</td>
<td>Imperial</td>
</tr>
<tr>
<td>42%</td>
<td>And I Love Her</td>
<td>The Beatles</td>
<td>Capitol</td>
</tr>
<tr>
<td>41%</td>
<td>Ringo's Theme</td>
<td>George Martin</td>
<td>United Artists</td>
</tr>
<tr>
<td>40%</td>
<td>Maybe I Know</td>
<td>Lesley Gore</td>
<td>Mercury</td>
</tr>
<tr>
<td>39%</td>
<td>I Want You To Meet My Baby</td>
<td>Eydie Gorme</td>
<td>Columbia</td>
</tr>
<tr>
<td>37%</td>
<td>Silly Ole Summerline</td>
<td>Ray Conniff Singers</td>
<td>Columbia</td>
</tr>
<tr>
<td>36%</td>
<td>I've Got No Time To Lose</td>
<td>Carla Thomas</td>
<td>Atlantic</td>
</tr>
<tr>
<td>34%</td>
<td>Always Something There To Remind Me</td>
<td>Lou Johnson</td>
<td>Big-Hill</td>
</tr>
<tr>
<td>31%</td>
<td>Father Sebastian</td>
<td>Ramblers</td>
<td>Almont</td>
</tr>
<tr>
<td>30%</td>
<td>Looking For Love</td>
<td>Connie Francis</td>
<td>MGM</td>
</tr>
<tr>
<td>29%</td>
<td>Sweet William</td>
<td>Millie Small</td>
<td>Smash</td>
</tr>
<tr>
<td>27%</td>
<td>A House Is Not A Home</td>
<td>Brook Benton</td>
<td>Mercury</td>
</tr>
<tr>
<td>25%</td>
<td>Hullo Muddah</td>
<td>Hullo Faddah (64 version)</td>
<td>Allan Sherman- Warner Bros.</td>
</tr>
<tr>
<td>24%</td>
<td>Selfish One</td>
<td>Jackie Ross</td>
<td>Chess</td>
</tr>
<tr>
<td>22%</td>
<td>More and More Of Your Amor</td>
<td>Nat Cole</td>
<td>Capitol</td>
</tr>
<tr>
<td>21%</td>
<td>No One To Cry To</td>
<td>Ray Charles</td>
<td>ABC Paramount</td>
</tr>
<tr>
<td>20%</td>
<td>It Hurts To Be In Love</td>
<td>Gene Pitney</td>
<td>Musicor</td>
</tr>
<tr>
<td>19%</td>
<td>GTO</td>
<td>Ronnie &amp; Daytones</td>
<td>Mala</td>
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<tr>
<td>18%</td>
<td>In The Misty Moonlight</td>
<td>Jerry Wallace</td>
<td>Challenge</td>
</tr>
<tr>
<td>17%</td>
<td>I'll Always Love You</td>
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</tr>
<tr>
<td>16%</td>
<td>I Should Have Known Better</td>
<td>The Beatles</td>
<td>Capitol</td>
</tr>
<tr>
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<td>It's A Cotton Candy World</td>
<td>Jerry Wallace</td>
<td>Mercury</td>
</tr>
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<td>You're No Good</td>
<td>Swinging Blue Jeans</td>
<td>Imperial</td>
</tr>
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<td>It's All Over Now</td>
<td>Rolling Stones</td>
<td>London</td>
</tr>
<tr>
<td>12%</td>
<td>The House Of The Rising Sun</td>
<td>Animals</td>
<td>MGM</td>
</tr>
<tr>
<td>11%</td>
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<td>Dionne Warwick</td>
<td>Scepter</td>
</tr>
<tr>
<td>10%</td>
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<td>United Artists</td>
</tr>
<tr>
<td>10%</td>
<td>He's In Town</td>
<td>Tokens</td>
<td>B.T. Puppy</td>
</tr>
</tbody>
</table>

### TOTAL % OF STATIONS TO DATE

<table>
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<tr>
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<th>Title</th>
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<td>Such A Night</td>
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</tr>
<tr>
<td>54%</td>
<td>Ringo's Theme</td>
<td>United Artists</td>
</tr>
<tr>
<td>61%</td>
<td>Maybe I Know</td>
<td>Mercury</td>
</tr>
<tr>
<td>86%</td>
<td>I Want You To Meet My Baby</td>
<td>Columbia</td>
</tr>
<tr>
<td>57%</td>
<td>Silly Ole Summerline</td>
<td>Ray Conniff Singers- Columbia</td>
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<td>Ronnie &amp; Daytones- Mala</td>
</tr>
<tr>
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<td>In The Misty Moonlight</td>
<td>Jerry Wallace- Challenge</td>
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<td>I'll Always Love You</td>
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<tr>
<td>71%</td>
<td>I Should Have Known Better</td>
<td>The Beatles- Capitol</td>
</tr>
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</tr>
<tr>
<td>10%</td>
<td>He's In Town</td>
<td>Tokens- B.T. Puppy</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Title</th>
<th>% of Stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>One Piece Topless Bathing Suit Rip Chords (Columbia)</td>
<td>23%</td>
</tr>
<tr>
<td>It's All Over Now Valentinos (Sur)</td>
<td>15%</td>
</tr>
<tr>
<td>Sale, Sale, Sale Shirelles &amp; Umberto Marotta (Jubilee)</td>
<td>17%</td>
</tr>
<tr>
<td>Me Japanese Boy I Love You Bobby Goldsboro (United Artists)</td>
<td>9%</td>
</tr>
<tr>
<td>Haunted House Geno Simmons (Hi)</td>
<td>8%</td>
</tr>
<tr>
<td>Thank You Baby Shirelles (Scepter)</td>
<td>8%</td>
</tr>
<tr>
<td>Looking For Boys Pin Up (Stark)</td>
<td>14%</td>
</tr>
<tr>
<td>Jamaica Joe Angels (Smash)</td>
<td>7%</td>
</tr>
<tr>
<td>Let Me Get Close To You Skeeter Davis (RCA Victor)</td>
<td>7%</td>
</tr>
</tbody>
</table>

**Cash Box—August 1, 1964**
Bobby Vinton's

"IMAGINATION is a MAGIC DREAM"

Epic # 5-9705

is from his latest hit album

TELL ME WHY

LN-24113

National Breakout — Billboard July 25

COMING SOON!
1964-1965
ANNUAL WORLD WIDE DIRECTORY
22nd Anniversary Edition
DEADLINE: JULY 31st

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Album Jacket Manufacturers
ASCAP Publishers
BMI Publishers
DJ Poll Results (Pop)
DJ Poll Results (Country)
DJ Poll Results (Past Winners)
Fixtures & Rack Manufacturers
Machine Shops
Manufacturers of Cleaners & Cloths
Material Milling Plants (Biscuits)
Million Sellers
Most Played Records of Past Years
One-Stops
Phono Needle Manufacturers
Printers & Lithographers
Polyethylene Bag Manufacturers
Rack Jobbers
Record Carrying Cases
Record Distributors
Record Exporters
Record Manufacturers
Record Label Manufacturers
Record Platers
Record Pressers
Record Promotion & Publicity Offices
Record Sleeve Manufacturers
Recording Studios
SESAC Publishers
Trade Associations

TIME IS RUNNING OUT . . . . .

This is your chance to be seen and Seen and SEEN!

RUSH YOUR COPY TO US NOW

Advertising Deadline:
JULY 31, 1964

NEW YORK: Jerry Shifrin—1780 Broadway, New York, N.Y.—JUdson 6-2640
CHICAGO: Lee Brooks—29 E. Madison St., Chicago, Ill.—Financial 6-7272
HOLLYWOOD: Jack Devaney—6290 Sunset Blvd., Hollywood, Cal.—Hollywood 5-2129

Cash Box—August 1, 1964

www.americanradiohistory.com
ASTRONAUTS ORBIT KAMPS—RCA Victor LPM 2906

On this, their fourth album offering for RCA Victor, the Astronauts direct their attention at their teen dazein' fans and come up with a high-spirited program of no-holds-barred rockin' melodies and choruses. The crew is in top-notch form on many of the hits, such as "Bony Morison" and "Roll Over Beethoven." A real commercial package.

THE VERY THOUGHT OF YOU—Rick Nelson—Decca DL 74559

Rick Nelson could have one of his strongest LP's to date with this set of oldies and newies delivered with polish and vigor by the chanter. Tagged after his current single, "The Very Thought Of You," this collection spotlights the songster in a variety of moods and tempos as he works his way through such golden gems as "Just A Little Bit Sweet," "Be My Love," "My Old Flame" and the hit tune "Tears Fell." The Nelson crew of oldies will want this one.

MY FAIR LADY—Ferrante & Teicher—United Artists AS 6381

Ferrante and Teicher could have one of their biggest albums to date with this timely issue of familiar hits. "My FairLady" (the film version is set for an early fall debut). The LP's, with some numerous Don Costa arrangements, showcase the keyboard artistry in dynamic fashion on a great Lerner & Loewe score that boasts a host of unforgettable melodies. Best bets here are the overture, "I Could Have Danced All Night," "On the Street Where You Live," "I've Grown Accustomed To Her Face." Watch it soon in sales.

KEEP ON Pushing—The Impressions—ABC Paramc 392

The Impressions tap this new album session after their current chart climber, "Keep On Pushing," which should spark plenty of sales for the album. The lads have a host of singles successes in the past and this collection of tunes is in the same sparkling vein. Best bets here are "Keep On Pushing," "Theme From Lilacs Of The Field" and "I Love You (Yeah)." Both sales and indications are great.

THREE WINDOW COUPE—Rip Chords—Columbia CS 9016

The Rip Chords cash-in on their built-in sales acceptance of their recent smash of "Three Window Coupe" to tag this new Columbia album of teen-aged hot rod and surfin' selections. With an effective raunchy, hard-driving guitar backing, the group unleashes their potent vocal talents full-blast on "Gas Money," "Summer U.S.A." and "Beach Girl." Both sales and indications are great.

DANCING AT THE DISOTHEQUE—Lester Lanin—RCA Victor PHS 600 145

Lester Lanin, a gentleman who has always been sensitive to popular trends, jumps on the discotheque bandwagon with this first-rate danceable set of popular items played in a variety of tempos. Blue-book dancers should really dig the orchestra's impressive renderings of "The Continental," "Call Me Irresponsible" and "Days Of Wine And Roses." One of the best discs that the hardleader has cut in quite a while.

SOMETHIN' ELSE—Jackie Wilson—Brunswick BL 75117

Jackie Wilson has earned many laurels in the pop field with his hip-hops and vocal stylings and this new Brunswick set should earn Jackie another disc. While backed with a full, lush swingin' orchestra, renders top-flight renderings of "Big Boys Line," "Deep Down Low" and "Twisting & Shouting." All of the artist's legions of fans should come out in force for the package.
Cash Box

POPBEST BETS

HI-HEEL SNEAKERS—Tommy Tucker—Check er 2990

Tommy Tucker tags this new Checker LP offering after his recent giant pop-rock triumph of "Hi-Heel Sneakers" and includes eleven other potent blues items of both the uptempo and ballad variety. While backed by a fine funky combo the singer dishes-up alluring renditions of "Long Tall Shorty," "It's A Mighty Hard Way" and "Just For A Day." Plenty of sales potential here.

MUSIC FROM THE NIGHT OF THE IGUANA—Benjamin Franklin—MG M 4274

Benjamin Franklin created a moving, vibrant score for the soon-to-be-released Richard Burton-Ava Gardner starrer, "The Night Of The Iguana." The music, which utilizes various different components including classical, jazz and Mexican strains, powerfully underlines the dramatic qualities of Tennessee Williams' bold story. Disk also includes some south-of-the-border selections not on the soundtrack. LP should do well when the film goes into general release.

THE LAST TIME I SAW PARIS—Jane Morgan

Jane Morgan pays a melodic homage to the city of light with this new Capitol project that happily combines the warm Morgan voice with just the right amount of Gallic charm to insure authenticity. The line gets things going with Anzrow's poignant "The Time Is Now" and follows it with haunting rendition of "Autumn Leaves." "If You Love Me" and many others. Gilding easily from English into French, the thrills are sure to get plenty of day-to-day attention with this effort.

THE MOON-SPINNERS—Original Soundtrack—Buena Vista BY 3523

The music from Walt Disney's new suspense thriller is highlighted on this soundtrack offering from Buena Vista. With a score composed and conducted by Ron Grainger and the "Moon-Spinners" String by Terry Gilkyson, the music holds up well out of context and should get plenty of attention in the current release of the film. The flavor is delightfully Mediterranean. Pleasant listening throughout, particularly the main theme.

BY REQUEST—Ferlin Husky—Capitol ST 2701

One of the best indications a performer has in regard to the success of a particular song is how it goes over with "folks out front." Ace country chanter Ferlin Husky utilizes this adage with this top-rung set of all-request tunes from his recent p.a.'s and club dates. The songster's rich wide-range voice carries him in fine stead on "Timber," I'm Falling," "The Face Of A Clown" and "Love Looks Good On You.

THE UNIQUE ARTISTRY OF PEGGY STUART C O O L I D G E — London PS 377


COME RAIN, COME SHINE—Vivienne Della Chiesa—20th Century Fox TFM 3140

Vivienne Della Chiesa, equally at home on the stage of an opera house or a nifty club, makes an impressive album debut on 20th Century Fox with this collection of far pleasing evergreens. Harold Arlen-Artie Aigner, Mccarey and Lerner & Loewe have provided a top-traver showcase for the lady's winning charms as she feelingly rends "Come Rain Or Come Shine," "On The Street Where You Live," and "Don't Worry 'Bout Me." The chanteuse's loyal coterie of admirers will enjoy the set.

THE DOUBLE SIX OF PARIS SING RAY CHARLES—Philips 6603

The Double Six of Paris, who have been extremely successful with their previous two albums, offer an excellent musical tribute to Ray Charles on this swingin' set of tunes firmly associated with The Genius. Backing Ray's distinctive brand of jazz scat-singing and counterpoint seems aptly highlighted by Charles' "penguin" and "On Top Mint Julep," "Let The Good Times Roll By," and "Hit The Road Jack." Disk should skyrocket.

OSCAR PETERSON TRIO PLAYS—Verve 8550

Oscar Peterson, aided by bassist Ray Brown and drummer Ed Thigpen, demonstrates the keyboard skills that has made him one of the most "listenable" jazz pianists on the scene today as he romps and glides feelingly through such melodic gems as "Satin Doll," "This Nearly Was Mine," "Fly Me To The Moon," "Shiny Stockings" and many others. The package has more than jazz appeal.

RUSSIA GOES JAZZ—Various Artists—UAS 6388

Today Charles and the All-Stars come up with some interesting and inventive treatments of eight traditional and popular Russian melodies. Launching the set with Scherzandradz Blue," the crew continues with vibrant readings of "Love For Three Oranges," "The Bluebeary" and a pulsating "Boroda Rosa Nova." The aggregation includes Jimmy Guiffre, Oss Johnson, Zoot Sims, Jimmy Ranys and others equally important. Very flavorful jazz session.

JAZZ BEST BETS

PERCEPTION—The Art Farmer Quartet—Argo 785

Art Farmer directs his considerable talent to the pages from this new outing on Argo. Harold Mabern on piano, Tommy Williams on bass, and Roy McCurdy on drums complete the crew for this latest in the leader's efforts. Farmer's slick handling of a melody is in evidence here, particularly on the Rodgers and Hart oldies, "Blue Room" and "Nobody's Heart," a first-rate jazz offering.

PEOPLE—Roy Haynes—Pacific Jazz 82

Vet jazz drummer Roy Haynes teams-up with an accomplished crew of players including Frank Stroger (alto & flute), Sam Dockery (piano) and Larry Ridley (bass) and this blue-ribbon set of chart-toppers from Pacific. Although everyone gets a chance to show his stuff, the focus is really all the drummers as he shines on potent midstream readings of "The Party's Over," "Alone Together" and "Softly As In A Morning Sunrise." Fine after-hours, Moody listening.

CLASSICAL PICKS

BEETHOVEN: Quartet No. 15 in A Minor, Op. 110—Budapest String Quartet—Columbia 6386

The Budapest String Quartet comes up with a truly majestic reading of Beethoven's famous, intricate quartet on this first-rate classical offering from Columbia. The musicians do not rely on gimmicks but interpret the somewhat pessimistic work in a free-flowing imaginative style paying close attention to the difficult, rapidly-changing chromatic developments. A collector's item.

STRAUSS: Arabella, Bella Casa, Rothnerberger, Fischer-Dieskau, Keilberth—Deutsche Grammophon SLPM 1388

Deutsche Grammophon has rounded up a stellar cast of operatic performers for this new production of Richard Strauss's opera. Lisa Della Casa, Anneliese Rothenberger, Dietrich Fischer-Dieskau, Fritz Uhl sing the principal roles with the Bavarian State Opera Orchestra and chorus. Directed by Joseph Keilberth. Performances, among the entire cast coupled with the Strauss melodies makes the set a worthy addition to the opera shelf. Set is brilliant in stereo.
On The Dotted Line

HOLLYWOOD—Joe Gilbert and Ed-die Brown, recently re-inked an ex-clusive long-term recording contract with GNP Crescendo Records. Standing (left to right) around Joe, who is signing his pact, are: Eddie, man-ager George Burke and label topper Gene Norman.

Cash Box
CARRIES MORE ADVERTISING BY FAR THAN ANY OTHER TRADE PUBLICATION

Goldwater Livens Up Music Business, Too!
NEW YORK—It isn't a long jump from politics to the music business these days. The controversy surrounding GOP Presidential nominee Barry Goldwater found its way into the business via two developments last week.

Broadway producer David Merrick got supporters of the Senator to drop plans to use the tune, "Hello, Dolly!", from Merrick's smash musical, for a campaign song called "Hello Barry!", following a threat to use party in-volved for $10,000,000. It seems that the song is already booked as a cam-paign song for President Johnson un-der the tag of "Hello, Lyndon!"

Wallace's "Cotton" Is On Mercury
NEW YORK—Last week's Radio Ac-tive chart incorrectly listed Jerry Wallace's label association. It listed his label as Musicor. Actually, the date listed, "It's A Cotton Candy World," is released on the Mercury label, the performer's current disk outlet.

Travelers 3 To Capitol
HOLLYWOOD—The Travelers 3 have been signed to an exclusive contract by Capitol Records. Announcement was made by Tom Morgan, director of artists contracts.

The vocal group—Charlie Oyama, Pete Apo and Dick Shirley—have their first recording session scheduled for early Aug. at Capitol's Hollywood Tower. Producer Jim Economides will A & R the sessions.

The threesome, previously on the Elektra label, organized four years ago at the University of Oregon and since that time has played in clubs and colleges throughout the country.

Currently, they are finishing a three-week stand at the Copaebana in Honolulu.

Italian Newsman Name Pitney Top Foreign Act
NEW YORK—Gene Pitney, Musicor Records star, has been named the "Best Foreign Artist for 1964" by the Canta Stampa in Italy.

The Canta Stampa is an organiza-tion composed of leading Italian journalists, who report on the ac-tivities and popularity of performers in the entertainment field, both native and foreign. Each year they compile a list of the artists who, in their opinion, have scored the greatest im-pact with the public throughout Italy.

This year, Pitney was named be-cause of the popularity of his record-ings in Italy, particularly the records he has sung in Italian. These include "Town Without Pity," "If I Only Had A Dime" and "Half Heaven, Half Heartache."

Pitney also scored a success when he participated for the first time in the San Remo Festival last Feb. He sang two songs, "E Se Donnai" and "Quando Vedrai La Mia Ragazza," both of which he recorded for release in Italy.

Glicken Enters Indie Promo
CHICAGO—Earl Glicken, formerly national sales and promotion manager for Cortland Records, this city, has announced the formation of his own freelance promo firm, temporarily headquartered in Glicken's home at 1770 Winthrop Road, Highland Park, Illinois.

The territories he will cover, in addition to Chicago, include St. Louis, Milwaukee and Minneapolis.

Glicken enters the freelance promo field with many years of experience in the record industry. Prior to his tenure at Cortland Records, he was national sales and promo manager for Del-Fi Records on the west coast and before that held the post of sales manager at Allstate Record Dist. in Chicago.

AGVA’s Performer Of The Year
NEW YORK—Tony Bennett (right) is obviously well pleased with his "Variety Performer of the Year" award, presented to him recently at the Singer Bowl in The New Yer World's Fair by AGVA (American Guild of Variety Artists). The song-sier's long-time friend, Father "Bil" Farella is shown congratulating his backstage. Barbara Streisand and Sam my Davis Jr. were the recipients of the AGVA award the previous year.

Fiesta Offers 6 Fall LP's
NEW YORK—Fiesta Records, the large indie producer of foreign music, is offering six LP's in its fall release including an LP on its Greek Line Greenpho.

Latter issue is "More of the Fab-lous True Bel Canto," the second LP from the label by the strong Greek music attraction in the U.S.

The other acts include: "Hungarian Folk Songs & Chardanes" (mono & stereo), "Polanie Folki, Ocherki, Mi-tzuki I Marse," "Schlagerfully, Jimmy Makula Sing Von Liebe Und Madchen" and "Rudi Schuricke Sing Romantische Lieder."

Great selling combination

"Becket"—dialogue highlights from the highly acclaimed Paramount motion picture with Richard Burton, Peter O'Toole.

This exciting, theatrical and eloquent motion picture has been widely acclaimed by critics, including those of Life Magazine who call it, "A lusty, boldly provocative production with an array of castles, wenchens, and der- rings-do.

This RCA Victor album—the industry's first recording of dialogue highlights from a motion picture—captures all the emotional impact and dramatic power of the major speeches of the film as per-sonally selected by director Peter Glenville. Here is an album that is sure to have strong popular appeal.

LOC/LSO-1091

Cash Box—August 1, 1964
Sherman, DeVorzon Move Activities To Four Star TV

NEW YORK—Four Star Television has acquired the disk and music publishing companies and services of BMI, which owns Valiant Records and two BMI companies, Sherman Music and DeVorzon Music.

Tom McDermott, Four Star president, said that both music men will join Four Star in an exec capacity and report to Four Star’s music director, Alfred Perry. Valiant will continue to be distributed by Warner Bros. Records. Label has had such successes as "Rhythm Of The Rain" and "I Will Love You."

Four Star’s two existing publishing companies, Four Star Television Music (BMI) and BNP Music (ASCAP) will continue to function.

Ivan Magull in New York rep for both firms, while Kelly Gordon is the west coast representative. Michael Boyer is Gordon’s assistant in Hollywood.

Already in the Four Star talent stable, and signed to exclusive recording contracts are Gene Barry, star of the Four Star TV series "Burke’s Law" and Iwan Jones, star of the company’s "Ensign O’Toole" series. Newcomer Marti Barris is also a pactee.

Coming along on the deal will be Bobo Chandler, a writer for Sherman-DeVorzon Music, who will assume BMI’s list and aligning Barry DeVorzon to the temperament.

Writers Stan Crawford, Vorn McEntire and Dick and Don Addrisi will also continue their association with the company. Devorzon-Barr will also be on the Valiant talent list.

Of the top titles in the catalog of 500 that Four Star acquires in addition to "Rhythm Of The Rain," "I Will Love You" are "Angel On My Shoulder," "Just Married," "Hello, My Darlin’" and "Treasure Of Your Love," "I Wonder What She’s Done Tonight." Sherman-DeVorzon has also been

UA Bows 2 Pic Tracks

NEW YORK—United Artists Records has added two more pic soundtracks to its extensive catalog of track LP’s. Latest additions are "The Seventh Dawn," the first American pic scored by Riz ("More"). Oortolan. Main-title has already received wide disk coverage. Pict stars William Holden, Susannah York and Capucine.

The other track is "Zolga," with score by John Barry. This pic stars Stanley Baker and Jack Hawkins.

Label, of course, is riding high—its the Beatles’ soundtrack, "A Hard Day’s Night," with some 1.3 million copies sold to date.

Howie Richmond Forms Musical Comedy Unit, Coleman Is Gen. Mgr.

NEW YORK—The Howie Richmond Organization has formed a new unit to handle musical comedy properties.

Called Musical Comedy Productions, Inc., the new firm will function primarily in the pre-production area. Properties will be created and optioned and writers will receive pre-production grants in order to develop shows.

Header Howie Richmond has named Larry Coleman as general manager of the division. He will be developing properties and writers for stage and theater presentation both in the U.S. and England and be on the look out for books and properties for musicalization.

The division will also work together—established Broadway weekend.

Richmond has published three of the more recent musical comedy hits, including "High Spirits," "Oliver!" and "Stop The World ...!

Richmond will publish the scores to three productions currently planned in London. Successful in the European market, having produced sessions for the up-and-coming group, "Join Buck And The Blazes."

London Inks 3: 2 Singers, Pianist

NEW YORK—London Records has inked three artists, two vocalists and one pianist, all of whom make their debuts via album dates.

"The Unique Artistry of Peggy Stuart, contended" features the female pianist who has played with the Boston Pops and other ensembles. She’s also a composer and conductor.

English singer Tony Dalli, signed to act and sing the role of Mario Lanza in the soon-to-be film bio on the late tenor, will make his LP debut in the fall. One of his songs was written by Mantovani. The LP was cut recently in Rome.

Leni Martell is an up-and-coming English lark, who has played majorities in England and Europe. Her London LP also will be released in the fall. Negotiations are underway for a winter tour of the U.S. and a network TV show.

New Profit Mark Set By 3M

NEW YORK—The Minnesota Mining & Manufacturing Company (3M), makers of more than 27,000 products including tape and tape recorders, has announced a new profit high of $25 million not for its second quarter in 1964. The company also reported a sales gross of $212.8 million, another first for the firm. Figures from the preceding year of $191.4 million reflect an increase of 9.6 percent.

The second quarter net profit paid stockholders 48 cents a share compared to 43 cents the year before.

Bert S. Cross, president, said the company’s acquisition of Ferrania S.p.A., an Italian photographic concern with stock valued in excess of $50 million, would contribute significantly to current programs.

Jazzmen Three

NEW YORK — Jimmy McPartland, Bob Crosby and Eddie Gordon are pictured above just before last week’s midnight jazz concert honoring Condon for his forty years in the biz. Some of the other performers who participated in the event were: Woody Herman, Bobby Hackett, Joe Williams, Billy Butcher and Pee Wee Russell. The narration was done by Bob Crosby and Johnny Mercer.

To Pay Or Not To Pay? That’s The Question For Those Who See Fair Musical

NEW YORK—"To Broadway With Love," the World’s Fair musical, can be a free show—if that’s what audiences think it’s worth.

About to go under, the big show has decided to let audiences decide for themselves whether or not they want to pay for seeing it. Thus, after the curtain comes down, one can either skip the box-office or stop by and pay the man $3.

The musical, whose cast LP has been released on Columbia Records, was set to close last Sat. (20), but producer Angus G. Wynne, Jr. decided instead on the unusual policy.

Richard Rodgers' captivating new production of this beloved musical has been a box-office sensation since it opened to rave reviews from the critics. For instance, the N.Y. Times calls it a "big, fresh, beautiful show..." N.Y. Journal American said, "In Lincoln Center it sounded better than ever before. " Here is the complete cast, including, at top of list the magnetically charming ballet music for "The Small House of Uncle Thoms."

This new RCA Victor Dynagroove album is sure to be a sales sensation. Contact your distributor now.

LOC/150-1092

from RCA Victor

"The King and I"—Music Theater of Lincoln Center production. Original Cast Album with Rise Stevens, Darren Mc Gavin.
Freedomland Drops Rock Acts, Returns To Good-Music Sound

NEW YORK—Freedomland, outdoor entertainment spot in New York, is dropping outright rock 'n' roll acts in favor of the big-band and good-music vocal sounds.

Art K. Moss, managing director of the fun spot, said the move was in response to "requests from many of our patrons" and would mean a return to a format of previous seasons. The shows are offered free at the amusement center's Moon Bowl.

Upcoming acts include Bobby Vinton plus Peter Palmer, his Voices and Orchestra (July 24-30), Paul Anka and an all-star band (July 31-Aug. 2), Lionel Hampton and his orchestra (Aug. 3-6) The Serendipity Singers and Duke Ellington and his ork (Aug. 7-15), Louis Armstrong and his ork (Sept. 1-7). Other acts will be announced shortly.

Danny Crystal remains as the Moon Bowl host and emcee.

7 New Harmony LP's Due In Aug.-Sept.

LAS VEGAS—There'll be seven low-priced Harmony albums released in Aug.-Sept. by Columbia Records, all of which were presented at the label's sales confab in Las Vegas last week. The Harmony product includes "Swamp Cabbage Swings and Sways "My Fair Lady,"" three country music LP's, "Bill Phillips' Best," "Carl Smith's Best" and "The Chuck Warren Gang's Best," three kiddie LP's, "Let's Have A Puppet Show" by Paul and Mary Ritts, Larry Thor's "Galloping My Dinosaur" and "I Don't Want To Go To Bed Record" by Jim Dukas and Ray Lande.

Epic Stars Shine At Sales Meet

MIAMI BEACH — Distributors and salesmen attending Epic Records' annual sales conventions in Miami Beach and Las Vegas were treated to some "in-person performances by some of the label's top artists.

In the above photos (top to bottom), Bobby Vinton and the audience sing along to the chart's new single "Crying Vine," Nashville's Linda Branston does her hit, Buddy Morrow works out on the trombone; Godfrey Cambridge dispenses his distinctive brand of humor; and Adam Wade delivers a ballad.

CBS In Ausy, N.Z. Get Gold LP's For Sales Of "Lady" Cast

LAS VEGAS — CBS Records has awarded two plaques for sales of the Columbia Broadway cast LP, "My Fair Lady," to the Australian Record Company Limited and Philips Records (N.Z.) Ltd., during Columbia Records' national sales convention held at the Sahara Hotel in Las Vegas last week.

The Australian Record Company Limited received a Gold Plaque commemorating sales of over 250,000 long-playing disks of "My Fair Lady." A Silver Plaque was awarded to Philips Records (N.Z.) Ltd. for achieving sales of over 100,000 copies.

The postman only had to ring once for Tania Records' Marvelettes when he delivered their big hit record, "Please Mr. Postman," and he's hoping that Tania Records' sales will continue rising up the charts with "You're My Remedy," have begun to spread to points south of Sydney, and they'll probably continue the pattern since that first reputation-establishing hit bore the "Marvelettes" stamp on its cover.

Heads the group's versatile string section, and the following week, he brought them to the Tania studios where they recorded for the label's president Bert Gordy, Jr. Gordy flipped the group's versatile strings. A recording session was quickly scheduled for them which produced their "Please Mr. Postman" hit.

Cash Box—August 1, 1964
MIAMI BEACH—During its regional sales convention held last week at Miami Beach, Mid Hotel and the Sahara Hotel in Las Vegas, Epic Records presented its distributors with a presentation of “Wonders for New York” to signify its significant contribution to the label’s prosperity.

Presented by the label’s general manager, Leonard S. Levy, the scroll read: “We gratefully acknowledge your contribution toward making this year the most successful in the history of Epic Records.” The parchment was signed by Levy, Victor Linn, merchandising and administrative manager, and Sol Rabinowitz, national regional manager.

Picture received their scrolls are (left to right): Fred Frank, Epic Southern regional and sales manager; Marshall Verbit, Mariner Distributors, Philadelphia; Ben Hoffman, Mariner Distributors, Baltimore; John Martin, Apex-Martin Distributing Co., New York; Bob Anderson, Columbia, Cincinnati; Babe Elias, Tappe Distributing, Miami; Leonard S. Levy, Epic’s general manager who presented the scrolls; Phil Goldberg, Bertox Dist., N. Carolina; Gladys Pearl, Polem, New York; Geoffrey Dickey, Cape Cod, Cleveland; Herb Schinde, Dunmout Dist., Boston; Tony Martell, Mid-West Regional Sales Manager; Marvin Jacobs, Music Merchants, Detroit; John Miller, Eastern regional promotional and sales manager; Mervin Hoffman, Eastern regional sales manager.

Beach Boys Bag Lots of Dough on “Summer Safari” P.A.’s

HOLLYWOOD—The Beach Boys have racked up $109,000 in gross receipts at the half-way mark in their 36-date summer tour. “Group has played to a total of 72,000 admissions in 18 dates averaging out at 4,000 per show. The biggest gross recording was at the highest on the singles and album charts, played to 5,000 grossing $11,000 in Tulsa and 7,500 with a gross of $15,000 in Omaha. On a Monday night in Des Moines the Beach Boys pulled $3,400 for $8,800 and drew 9,500 fans to gross $21,000 in Louisville on a Thursday. In Montecello, Indiana they bagged $9,200 playing to 2,500 and in Indianapolis the gate hit 11,300 for $25,600.

Stereo Tape Offers $4.95 Mono Line

NEW YORK—Stereo Tape Corp. has announced the release of a line of mono pre-recorded tapes under the Encore label. The firm is currently selling Encore Stereo Tapes. The initial mono release list consists of 12 tapes, all 2 track, 7½ IPS, half inch, designed to retail at $4.95. The decision to introduce mono line, according to Julius A. Koniars, president of the firm, was made on the basis of overwhelming popular demand and distrib requests. “Encore is the only line of mono recording tapes available today,” claims Koniars, “and there is a huge market because of the increasing number of mono tape machines being sold.”

Also new from the firm is a line of Encore blank recording tapes in various lengths and thicknesses, all on 3” reels.

Seelig Weinstock Dies

NEW YORK — Seelig Weinstock, father of Prestige Records owner Bob Weinstock, died last week (21) of a heart attack at the age of 67.

Weinstock, known affectionately in the disk industry as “Pop” is survived by his wife, Sadie, and a daughter, Marsha.

New 3M Post For Gavin

ST. PAUL, MINN.—R. J. Gavin has been named vice president and general manager of 3M Company’s Revere-Wollenkarn division. It has been announced by J. G. Wacholtz, vice president of the firm’s photographic products group.

He succeeds G. W. Sandell, who has been appointed general sales and marketing manager of Velostone Productions of New York Inc., a 3M subsidiary.

In his new assignment, Gavin will headquarter in St. Paul and report directly to Wacholtz.

Products of the Revere-Wollenskarn division include a broad line of reel-to-reel and automatic tape recorders and movie-camera and projectors manufactured in Chicago and high speed cameras, advanced optical systems and related products produced in Rochester for the industrial-medical-government market.

Since joining 3M in 1944, Gavin has held a variety of positions with the electrical products group, including five years (from 1944 to 1953) as sales manager for magnetic recording tape.

Most recently, he has served as divisional vice president in charge of the firm’s Livington and Mee divisions, which are primarily manufacturers of electrical insulating materials.

Bill Black Combo To Join Beatles Tour

MEMPHIS—Bill Black and his Combo, H. Records artists, have been set to join the Beatles in a 30-day tour of the U.S. beginning Aug. 19 in the Cow Palace, San Francisco. Other acts to be featured on the tour are Jack Diamond, the Ruggers Bros. and the Exciters.

The schedule is as follows: Las Vegas (Aug. 20), Seattle (21), Vancouver (22), Hollywood (23), Denver (24), Cincinnati (25), Forest Hills, N.Y. (28-29), Atlantic City (30), Philadelphia (Sept. 1), Indianapolis (4), Milwaukee (4), Chicago (5), Detroit (6), Toronto (7), Montreal (8), Jacksonville (9), Boston (12), Baltimore (13), Pittsburgh (14), Cleveland (15), New Orleans (16), Dallas (16), New York (20).

After the tour, the Black Combo flies to Europe for a tour there.

Shaw Re-Signs With Marks

NEW YORK—Arnold Shaw (right) was recently re-signed by the regional manager of the E. B. Marks publishing by Herbert Marks (left), the firm’s topper, who has been with the company since 1955, will continue to direct pop music activities.

WHEN IT'S GOT THAT "HIT-FEELING" THE FEELING IS MUTUAL!!

On All National Charts

"SHE'S THE ONE" THE CHARTBUSTERS Mutual #502

A Hit All Tied Up In A Neat Package

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THE WONDERFUL WORLD OF... WANNER BROs reprise

WILLIE MILLER SMASH

THE WORLD OF JIMMY DURANTE.... ABC PARAMOUNT

HIS MUSICAL MIRACLE SAVOY RECORDER

JERRY LEWIS ABC PARAMOUNT

THE ARMS OF LOVE DECCA

THEY WERE FUNNY ABC PARAMOUNT

SHOE BOX ABC PARAMOUNT

LIVE AT THE LONDON AUDITORIUM RCA VICTOR
Jay-Gee Gets Injunction In "Last Kiss" Suit

PHILADELPHIA—Jay-Gee Records has received an injunction in the Court of Common Pleas in Philadelphia against the manufacture, sale and distribution of a disk on the Tamla label of "Last Kiss" by J. Frank Wilson and the Cavaliers, which Jay-Gee claimed had exclusive rights to for its Jesus label.

Jay-Gee filed suit against Colonial Record Manufacturing, Quaker City Record Distributing, both of 710 Girard Ave. in Philadelphia, and Record Manufacturing, a disk pressing plant at 1314 South Howard St., also Philadelphia.

Jay-Gee produced a written contract between the company and the group

Ten days after the suit, Judge Gerald A. Gleeson, who later issued a consent decree, Josie, of course, continues to keep the disk on release.

Xmas In July

NEW YORK—Al Martino has hit the old song sanya, taken a sleigh ride in July. The star Capitol songwriter was in New York last week to cut a Christmas album, his first Yuletide package. While in Gotham, Martino made a p.a. at Korvettes in Long Island and paid visits to the trade.

3rd Gold LP For Andy Williams

LAS VEGAS—A highlight of last week's Columbia sales convention in Las Vegas was the presentation to Andy Williams of his third gold LP for album sales of more than $1 million, as certified by the RIAA.

The latest gold LP, for Williams, was awarded to him by Goddard Lieber, president of the label, for "The Wonderful World of Andy Williams." The big hits recorded for the album are "Moon River" and "Days of Wine and Roses." The artist entertained the conventioneers.

NEW GOSPEL RELEASE!!

IN GLORY LAND
b/w
SHOE ME THE WAY
Gospel Keynotes
Nashboro 824

MY SAVIOR LIFTED ME
b/w
LORD! FOR ME
Mighty Golden Tones
Nashboro 825

TROUBLED MIND
b/w
WE'RE BLESSED
Williams Singers
Nashboro 826

GOD'S COMIN' AGAIN
b/w
IF YOU MISS ME SINGING
Bright Stars
Nashboro 827

WHAT YOU'VE DONE FOR ME
b/w
GOD GAVE ME A SONG
Brother Joe May
Nashboro 828

SUMMERTIME SMASH!!

"DARLING IT'S WONDERFUL"

DALL & GRACE
MONTREL 930

JOHNNY WATTS,に

JOE HINTON'S
"FUNNY"
BACKBEAT 541

BREAKING BUI!!

BOBBY BLAND'S
LATEST ALBUM

"AIN'T NOTHING YOU CAN DO"
DUKE LP 78

DUKE AND PEACOCK RECORDS, INC.
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"BABY COME BACK"
b/w
"LONG LONG WALK"
JONNY RIVER
Glover 3002
LOUISIANA RED
"I'M TOO POOR TO DIE"
ROULETTE RECORDS
1631 W. way, N.Y.C.
Checkin' The Charts

(Continued from page 7)

Key Exec Shifts At Capitol

NASHVILLE — The smiling people above have good reason to be happy. They are Vic Willis, manager for the Starbay music publishing operation, and Elmore Huddard, who is currently zooming up the Country Top 50 with her Capitol recording of "Second Fiddle (To An Old Guitar)." Starbay published the tune.

Congress Wax Artists Tour To Push Decks

NEW YORK — Shirley Ellis, James Taylor, The Initials, and Ritchie Adams, Congress Records disk artists have just concluded an East coast-Midwest promo tour on behalf of their current decks, "Bring It On Home To Me" (Ellis), "We Got A Thing Going On" (Ray), "Dancing On The Sand" (Initials) and "I Understand" (Adams). Additional promo tie-ins have been skedded for August.

Vee Jay Sales Meet (Continued from page 9)

pany's successful background in the blues, gospel and jazz areas, he pointed out that Vee Jay will also introduce a product in every other area of music.

In addition to the 10 current World's Fair albums, which introduce the top artists and folk music of as many countries, the company's current album product includes the widely variant albums, "Monster Surfing Time," "The Ska" and "The Best of Wynton Kelly."

Among the new albums to be released in the next few weeks are: Pop vocals by the Four Seasons, the first teaming of Betty Everett and Jerry Butler (recorded by A&R vp Cal Carter in Chicago) Sam Fletcher, and the newly-packaged "magazine cover" album of the Beatles.

Instrumentals by Gordon Jenkins, Victor Feldman, and Victoria Valdez/Manichi orchestra.

Blues albums, including top artists recorded "Live at the Whisky A-Go-Go," "Steal Away" by Jimmy Hughes; "Jimmy Reed at Soul City," and "Soulful Oldies."

Gospel albums include albums by the Caravans, the Riehburg Singers, The Highway QCs and Alex Bradford.

The company enters into new areas with LP's in folk comedy, "Them Poems" by Mason Williams; in country music, with "Hello Trouble," by J. ville Couch, in comedy with "Dick Gregory Running for President," and a folk music with "Holy Atonement."

Following the day-long sales meeting, the company hosted the visiting delegates and Vee-Jay artists, and Jabber White, managing editor, Georgia Cary, Victor Feldman, Sam Fletcher, Bill Fair, Gil Peterson, Ray Whitney, and Jason Williams.

Josh Box — August 1, 1964

HOLLYWOOD — Steve Strohman has been appointed national distribution manager of Capitol Records Distributing Corp., according to Stan M. Chitkav, president of CRDC.

Strohman, formerly national inventory and operations manager, is responsible for managing field operations, he will retain his prior duties in addition to being responsible for all aspects of improving product distribution.

Strohman has been with CRDC for over 15 years. He started in 1949 as a salesman for the Hartford branch. In May, 1953, he became Newark branch manager and the following year Philadelphia Branch Manager.

Early in 1956, Strohman became assistant to the branch administrator in New York and in 1956 he came to Hollywood as Assistant national operations manager.

In 1958, he was appointed national operations manager and two years later director of inventory management at Capitol Records. Strohman became CRDC's national inventory and operations manager in Feb., 1962. In his new position, he will report to Chitkav.

Correction

NEW YORK — Phillip Solomon, manager of the English singing group, The Bachelors, has informed Cash Box that they are involved in the production of either of the group's chart disks ("Diane" or "I Believe") as predicted in the last issue.

"Diane," said Solomon, was produced by Michael O'Keefe and Johnny Keating, and "I Believe" by Marvin Holtzman and Artie Harris.

N.Y. NARAS Names New National Trustees

NEW YORK — Saachi Burland, Fletcher Norman and Bill Decker, who have been elected National Trustees of NARAS (National Academy of Recording Arts and Sciences) by the governors of the New York chapter. They replace George Avakian, Don Curcelli and John Hammond as New York reps.

The new trustees are well-versed in the Academy's activities having served at least one term as chapter governors. They join Joe Cofas, Neil Ertegun, Mickey Kapp, and Bob York as trustees.

This may be your last chance to be seen — AND SEEN AND SEEN . . . in the most informative, comprehensive and widely used trade publication of the coming year.

CASH BOX ANNUAL WORLD WIDE DIRECTORY is your best dollar buy in the industry.

DEADLINE FOR ADS IS JULY 31

Chart Bound!

BOYD RECORDS

NEWEST SMASH RELEASE

JILL LAWHON

"JUST LIKE THAT"

(With a Snap of a Finger)

b/w

"ONE TEAR DROP AT A TIME"

BR 135

Dj's Write for Free Samples

Better Records By BOYD RECORDS, INC.

2609 N. West 36th Street
Oklahoma City 12, Okla.

MARY HURT & THE LAMBS

"WHY"

ZEbra RECORDS

Ben Arrigo — Promo Mgr.
157 W. 57 St., N.Y.C. Co. 5-6585
"WATCH THE ZEBRA SPIN"

COMING

TIME IS

RUNNING OUT

DO YOU HAVE THE DATE?

DEADLINE FOR ADS IS JULY 31

THE WONDERFUL WORLD OF ENTERTAINMENT

WARNER/REPRIEVE

BREAKING OUT BIG!!!

MICKEY MOUSE

BENNY PROVISO

Fax 506

the ultimate in entertainment:
Colin Cast Dramas To Tapes At Same Price As LP Counterparts

LAS VEGAS—Columbia Records is marketing cast tapes of Broadway dramas in LPs for the first time. Bruce Lundvall, merchandising manager of the label's original cast catalogue, will present a belt's sales convention gathering in Las Vegas last week that the tapes will sell at the same price as their LP counterparts and will enjoy a luxo insurance. Columbia has cut such cuts as "Hamlet," "Who's Afraid of Virginia Woolf?," "Dial M for Murder," and "The Subject was Roses." Lundvall also reported the label will add 18 releases for the Revere Cartridge System.

Epic Sales Meet Unveils "Hot Line" (Continued from page 6)

siderably in the past year. . . . the basic methods of merchandising and selling have changed. Because of these changes, you haven't seen the usual influx of new labels over the past 12 months. It's a little more difficult to convince people to try to stocks of new labels to sell the "one-shot" label or art-rock discs with a view of selling disc and free merchandise. The days of second-rate merchandising tactics are upon us. A new format is on the way in this area—a label that has the foresight to go with changing market conditions—a label that is attempting to keep you alive and healthy.

The case of Col. Expands status of industry. That's really not so startling since one associated with this business. People have always been big talkers and, after years of being skeptical of anything about doing something to cure the ills of the industry at all. At the Convention, those in attendance heard about a proposed P.T.C. trade practice hearing and an eventual set of industry guidelines by which the government expected us to operate our business. I frankly don't know how many distributors and manufacturers believed or understood what they were hearing. But I do know, how- ever, that more of them thought it was just more talk and they went about doing business in their usual fashion. We all know that practically hearing became a reality and before too long we'll have 'Brother' looking over the backs of our shoulders with a set of guidelines. Something has been done!!

"During that Convention a new phrase was heard: 'Profitless Prosperity'—its underlying meanings were expounded upon time and time again. The trade journals, through their editorial columns and other writing of industry activities, tried to explain the true definition of these words. While I was going on one company, Columbia Records, had already formulated its plans for stabilization. As we all know, the 'Age of Reason' has finally, and in reality at least, one year ago. The eyes and ears of the business were fixed on Columbia to see just how its position would be affected by this unprecedented step.

"One company was watching far more closely and from much closer range than any of the others and that was Epic. By January of this year, we were convinced that Columbia was the right one and Epic embraced a policy which we called the "Era Of Profit." This was the most courageous course of action ever undertaken by an independent record company—an action for which we were both admiring and scorned by our independent counterparts. As of the moment, we still stand alone, the only independent label that has made an honest and sincere effort to put the element of profit back into your business as well as our own.

"In the weeks that followed our preannouncements heard of some strange happenings. It was brought to our attention that, for the first time in many years, an independent distributor faith and respect was the product and was now gaining some ground. Distributors were turning down bids by large users to buy Epic merchandise at a price that was lower than that offered by their normal manufacturer. I don't know what to make of that, the distributors were telling each other that they were losing money on the deal. Mr. Levy continued, "Unless there is a complete trust among distributors and manufacturers, each of you has to feel that your own house is a proper financial order you are slowly killing yourselves. If you are going to drive yourself right out of business, I've said it before and I'll say it again. We are in the throes of major changes in the methods of retailing, wholesale and distribution. In the past year we've seen a number of distributors centers closed down completely, and mark my words, you won't see more of them in the coming year. Why were they outlets closed? Simply because they were unprofitable to operate. Remember that word: unprofitable. You can ruin yourself in this business, you must make a reasonable profit. Epic's policies and product offer your company an opportunity to take advantage of this. As I said earlier in my speech, you need you, and you need Epic; but Epic's financial department dictates that we must be represented by financially solvent distributors. The decision is entirely yours.

"The answer to stability and growth remains the same today as it did five, ten or fifteen years ago. . . . We're attempting to open new avenues of sale for you via our first-class cassettes, albums and a unique set of baby albums. We've given you some of the merchandising aids in the industry and that includes the majors. We're constantly offering merchandising ideas and a highly competent force to help you carry them out. But there is just so much that we can do for you, you've got to help yourselves.

"Viva la extended life in the areas of promotion and merchandising will pay off in sales. Those who have tried found it really works, but not enough of you are making a sincere and thorough effort. Many distributors have always had duplication. We are the only one trying hard for you. If you do the full job, we will give you the position and Epic doesn't want to lose you."

In order to insure our mutual growth in the months ahead, you must do the full job. Until we lose many of you, you don't do their duty this month they, to be sure that you are completely satisfied with our service. Until we lose many of you, you don't do their duty to you in turn to the best service and the highest quality. The greatest variety and, of course, the most saleable.

New CBS Test Disk

LAS VEGAS—A new CBS test record was introduced at last week's Columbia Records' annual sales convention in Las Vegas. The SGR 191, designed by CBS Laboratories, features a simplified method through "pink noise" test to determine the accuracy of monoaural and stereo sound in a phonograph system. The record includes easy narrative building written by authority, Henry Tatnall Canby. The product automatically blends the acoustics of the recording system and the consumer ear into one source that will be totally accurate in that particular environment. One side of the record tests mono, the other stereo. CBS Laboratories' new product, called "7 Steps To Better Listening," was designed for usage in the mass market.

Epic Offers More Liberal Dated Billing

LAS VEGAS—Epic Records announced last week that its regional sales meetings last week in Miami Beach and Dallas. On its full album product, payments can be made in the following manner: 25% in Oct., 20% in Nov., 35% in Dec. and 30% in Jan. More liberal billing policy is in line with parent company Columbia's similar moves (see separate story).

Col. Expands "Age of Reason" (Continued from page 7)

Another important factor of this year, Columbia Records' announcement by Gallagher that effective with the Aug.-Sept. release, its top advertising allowances would be 5% for the first five weeks. Since the introduction of the "Age of Reason" program in July 1963, many rock jocks, one-stops and dealers had suggested at various disk industry convention seminars and panel discussions that Columbia used its advertising allowances in a discriminatory manner as an advantage for big users. Columbia has continually denied that such a practice ever existed, indicating that it suggested to everyone an extra advertising allowance during special sales campaigns and at certain special times of the year. But to erase any doubt, the company this year has instituted the 5% year-round policy.

Cash Box—August 1, 1964

JUMPING WITH BULLETS!!!

"I LIKE IT LIKE THAT"

TAMLA 5008

THE MIRACLES

A HIT SHOW A HIT RECORD

THE MESSAGE FROM GOLDEN BOY QUINCY JONES #73266

BOYD RECORDS, INC.

1609 N. West 36th Street
Oklahoma City 12, Okla.

"BE GOOD, BE GOOD"

D.I.'s Write for Free Samples

BOYD RECORDS, INC.

Better Records By BOYD RECORDS, INC.
NEW YORK—Total grosses in excess of $2,000,000 were anticipated for the month-long tour of the Four Seasons package, which goes underway on July 31.

"Advance sales in each of the cities to which they have appeared show considerable crowd capacity and increased expectations," said a representative of General Artists Corporation, who booked the tour. The show will be presented in large auditoriums and arenas.


Hall of Fame Makes Deals

BERKELEY, Calif.—Jerry Speck, president and managing director of Hall of Fame Music Inc., has signed a four-year deal with the Warner Bros. Records label. The deal is for the purchase and recording of 12 songs each year. It is understood that Hall of Fame is buying into a contract for 1,300 records of the material written by Dick Sherman and Milt Larson, immediately with new composition, sales, promotion, and marketing continuing to represent the songs to the labels.

Hall of Fame, a leading Latin-American music firm, has just entered into a contract with the Warner Bros. Records label. Hall of Fame has a library of 12 songs each year. It is understood that Hall of Fame is buying into a contract for 1,300 records of the material written by Dick Sherman and Milt Larson, immediately with new composition, sales, promotion, and marketing continuing to represent the songs to the labels.

Elvis Presley's "King of Rock and Roll" has been elected to the Rock and Roll Hall of Fame. The award was announced at a special ceremony held in New York City. The ceremony was attended by many of the rock and roll legends who have helped shape the music industry.

Clinger Sisters Set Fair Dates

HOLLYWOOD—The Clinger Sisters, just signed to an exclusive recording contract with Vee-Jay Records, have been announced for three dates at the Lenox Hotel, Aug. 14, and at the Metro Theater, Aug. 15 and 16.

Clinger Sisters will also perform at the Fillmore West, San Francisco, on Aug. 17, and at the Palms Hotel, Las Vegas, on Aug. 18.

Two Tape Catalogs From Phonogram

HOLLYWOOD—The introduction of two different types of publications in the field of pre-recorded Tapes has been announced by Phonogram Publishing Company, Los Angeles.

Known as the tape dealer or audiophile, is "List-O-Tapes," a quarterly comprehensive catalog index for reference use. The issue has many listings of more than 3,000 pre-recorded tapes. A printed form such as this is best known for the record trade, but when a tape catalog is drawn by the manufacturers will be called "Tape Parade," a second publication, is a monthly that has Consumer as well as dealer interest. It presents new releases of the month, plus feature stories and current trade in-formation of interest to tape buyers. It will be distributed mainly through tape dealers, with a preview edition out Aug. first.

Subscription Rates

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<td>(UNITED STATES, CANADA, MEXICO)</td>
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<td>$15.00 per year—$2 issues AIRMAIL $30.00</td>
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<td>(ALL OTHER COUNTRIES)</td>
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NEW YORK—Debbie Reynolds, dressed in one of the costumes she wore in the "Undefeated Molly Brown," recently made a personal appearance at Stern's Department Store in Gotham autographing her MGM soundtrack album from the film. Over 500 people purchased the disk and patiently waited in line for almost an hour to get Debbie's autograph on the LP.

39
WHEN IT'S GOT THAT “HIT-FEELING” THE FEELING IS MUTUAL!!

On All National Charts

“SHE’S THE ONE”
THE CHARTBUSTERS
Mutual #502

and
A Hit A1 Tied Up
In A Neat Package

DAVID BOX
“LITTLE LONELY SUMMER GIRL”
on JOED Records

MUTUAL RECORDS
1314-24 S Howard Street

TOP 50 IN R&B LOCATIONS

Pos. Last Week

1 KEEP ON PUSHIN’ 2
Impression (ARC Paramount 10554)
2 UNDER THE BOARDWALK 3
Drifters (Atlantic 12573)
3 STEAL AWAY 4
Jimmy Hughes (Fame 4001)
4 JUST BE TRUE 9
Gino Cimbrini (Constellation 130)
5 GOOD TIMES 3
Sam Cooke (RCA Victor 8566)
6 TENNESSEE WALTZ 9
Sam Cooke (RCA Victor 8566)
7 I WANT A MAN WHO IS BAD 8
Jullie Brown (Red Bird 16-001)
8 SHARE YOUR LOVE 10
Sandy Boyce (Scepter 3771)
9 HEY HARMONICA MAN 5
Little Steve Wunder (Tamla 54996)
10 NO PARTICULAR PLACE TO GO 6
Chuck Berry (Chess 198)
11 I LIKE IT LIKE THAT 14
Miracles (Tamla 54965)
12 DO I LOVE YOU 11
Ronnie (Scepter 411)
13 PEOPLE SAY 23
Donna Cone (Red Bird 10-006)
14 MIXED-UP, SHOOK-UP GIRL 16
Porras de Oro (Capitol 590)
15 YOU’RE MY REMEDY 17
Marvelettes (Tamla 54979)
16 WALK ONE BY 12
Billie Windsor (Scepter 1274)
17 OH BABY, (WE’VE GOT A GOOD THING GOIN’!) 20
Barbara Lynn (Jamie 12799)
18 I’VE HAD ENOUGH 18
Chuck Jackson (Wand 154)
19 TRY IT BABY 18
Marvin Gaye (Tamla 54901)
20 WHAT’S THE MATTER WITH YOU BABY 19
Terrell & New Watts (Matone 16575)
21 NEVER GONNA BOTHER ME 19
Tammy (ARC Paramount 10573)
22 THE THINGS I USED TO DO 26
James Brown (Smash 1908)
23 EVERYBODY NEEDS SOMELOVE 21
Sharon Burke (Atlantic 2346)
24 DEVIL WITH THE BLUE DRESS 29
Charles Lewis (Soul 33001)
25 I’VE BEEN A GOOD GIRL 37
Ray Charles (ARC Paramount 10571)
26 SAILBOY 24
Chiffons (Laurel 1362)
27 MY GIRL 21
Merri Wells (Matone 1056)
28 BABY COME HOME 28
The Starrs (Platinum 5206)
29 SOMETHING YOU GOT 35
Anna Maria Robinson (Tiger 1047)
30 LADY ELSIE MOLLY 27
Chubby Checker (Kentucky 736)
31 A HOUSE IS NOT A HOME 27
Brook Benton (Meatloaf 75711)
32 DREAM WALK 27
Dewey Walker (Capitol 1046)
33 I STAND ACCUSED 42
Numb Butler (Progress 598)
34 LADIES MAN 33
Marty Lawrence (RCA Victor 97719)
35 ONCE UPON A TIME 30
Marvin Gaye & Merl Wells (Matone 1057)
36 WILL YOU LOVE ME 49
B. B. King (Kent)
37 WHAT CAN I MAN DO 39
Ben E. King (ATCO 1305)
38 I’VE GOT NO TIME TO LOSE 39
Cindy Thompson (Atlantic 76137)
39 I NEED LOTS OF LOVIN’ 66
Johnnie Taylor (Soul 1018)
40 GIVING UP 36
Glenn Knight & The Pips (Mercury 3386)
41 USE WHAT YOU GOT 48
Sugar Pie De Sario (Checker 1082)
42 I’D RATHER HAVE YOU 45
Joe Tex (Old 3020)
43 SOULFUL DRESS 44
Sugar Pie De Sario (Checker 1082)
44 WEEP NO MORE 47
Holland/Morley (RCA Victor)
45 HELP THE TWO 38
Tammy (ARC Paramount 10582)
46 EVERY LITTLE BIT HURTS 33
Brenda Holloway (Tamla 54994)
47 A QUIET PLACE 41
Garnet Mimms (United Artists 715)
48 I’VE SEEN MY LOVE 43
Lerone Wilson (Cadmium 1446)

NEW ADDITIONS TO TOP 100

65—BECAUSE... 68—BLUES HOWLER (Scepter 9043)
67—AND I LOVE HER 69—DOOR OF LOVE 11066)
73—I’VE GOT NO TIME TO LOSE 72—HURRAY FOR... 11067)
81—SWEET WILLIAM 82—DO YOUR BEST 11068)
83—SUNNY 84—LET IT BE IN LOVE 11069)
93—G.T.O. 99—CAN’T BUY ME LOVE 11070)
100—DOWN WHERE THE FOUR WINDS BLOW 11071)

AIMED AT OPS

GIRLS FRIENDS MEDLEY LADY MEDLEY Jan Garber (Decca 25544)

 plagiarism

 BOOKER T. 
 & The MG’s 
 SOUL DRESSING
Stax 153

(Dist. by Atlantic)

LA NUIT
Janis Lieblov (Ember 1107)

DON’T TAKE YOUR LOVE FROM ME
Gerri Lynn (Ember 1064)

A THING CALLED SADNESS
Shirley & Hal (Frampton 3277)

NIGHTINGALE MELODY
Johnny Taylor (Galaxy 731)

IT WILL STAND
Shirley & Hal (Rexord 6003)

TITENAT SATIN DOLL
Billy Mann (Kapp 598)

LET ME LOVE YOU
B. B. King (Kent 296)

CLOSE YOUR EYES
Arthur Prysock (Old Town 1163)

A SHOT IN THE DARK
Henny Mannush (RCA Victor 8381)

MY KIND OF TOWN
Frank Sinatra (RCA Victor 2079)

SOUL DRESSING
Booker T. & MG’s (Stax 153)

THE SEVENTH DAWN
Ferrone & Telford (United Artists 31655)

CAN’T BUY ME LOVE/HELLO DOLLY
Sidney Spence (Folio 1014)

SECURITY
Odis Redding (Vall 117)

BOOKER T. 
& The MG’s 

 LA NUIT”
(THAT NIGHT)

BY

JIMMY LYTTLE
E-1107

FOR SAMPLE COPY PLEASE WRITE
EMBER RECORDS • 150 W. 55TH ST., N.Y. 19, N.Y.

A COIN GRABBIN’ INSTRUMENTAL

“LA NUIT”

(THAT NIGHT)

BY

JIMMY LYTTLE
E-1107

FOR SAMPLE COPY PLEASE WRITE
EMBER RECORDS • 150 W. 55TH ST., N.Y. 19, N.Y.

www.americanradiohistory.com
Cash Box – August 1, 1965

**TOP COUNTRY ALBUMS**

1. **MOONLIGHT AND ROSES**
   - Jim Reeves (Capitol CL 7 4541)
2. **THE BEST OF BUCK OWENS**
   - (Capitol T 7 2100 ST 2105)
3. **THERE STANDS THE GLASS**
   - Billie Jo Spears (United Artists UAL 3298)
4. **I WALK THE LINE**
   - Johnny Cash ( Columbia CL 2190 / CS 8990)
5. **BEST OF GEORGE JONES**
   - (United Artists UAL 3298 / UAL 8389)
6. **BEFORE I'M OVER YOU**
   - (Decca DL 4524 / DL 74047)
7. **IN PERSON**
   - Porter Wagoner ( RCA Victor LPM / LSP 3864)
8. **ON THE BANDSTAND**
   - Buck Owens (Capitol T 7 2197 / ST 1379)
9. **LOT NIGHT LIFE**
   - Ray Price (Columbia CL 377 / CTS 877)
10. **OUR MAN IN TROUBLE**
    - (Columbia CL 378 / LSP 2893)
11. **KITTY WELLS STORY**
    - (Decca DKD 174 / DLX 7174)
12. **MORE HANK SNOW SONGS**
    - (RCA Victor LPM / LSP 2812)
13. **THANKS A LOT**
    - (Decca DL 4514 / DL 74047)
14. **SONG WE LOVE BEST**
    - Johnny, Dick (Columbia CL 2188 / CS 8988)

**COUNTRY DJ. REGIONAL REPORTS**

- **LONNIE BELL**
  - KOTV, Billings, Montana
- **JACK RENO**
  - KTVN, Clanton, Illinois
- **SONNY WEATHERBY**
  - KEZV, Albuquerque, New Mexico
- **JERALD SPARKS**
  - KEWY, The Continental Suit
- **VERLYN DEATON**
  - KROQ, Winder, Georgia

**COUNTRY REVIEWS**

- **BILLY PARKER**
  - (Sims 184)
  - "+" SOUNDS LIKE A WINNER
  - [English BMI – Chap-
  e] Parker has a good chance of scor-
  ing the coin department with this me-
  dium-paced tale of heartbreak about a
  fellow who's been hurt so many times
  that he's not even careful before starting
  another romance.

- **WILLIS BROTHERS**
  - (Standay 681)
  - "GOING TO BUY ME A JUKE BOX" (2:28)
  - [Starday, Nashville]
  - Willis Brothers can do Coun-
  try Top 50 business with this com-
  mercial high-ball. This one's a likable
  weeper about an unfortunate husband
  who's always keeping his wife out too
  long even going so far as to turning
  his house into a honky-tonk cafe.

- **DOUG BYRD & WJR**
  - "I'VE BEEN A WALKIN'" (2:10)
  - [Arkansas]
  - Doug Byrd & WJR, who aren't
  afraid to innovate with the tune of
  this one...a personal favorite.

- **JEFFREY BOWMAN**
  - "GET ME SOMETHING STRONGER"
  - (United Artists LPM / LSP 3847)

**THOMAS STRAND**

- **DON HALL**
  - "COME ON, BABY" (2:38)
  - [United Artists]
  - Don Hall is back with a fast
  version of a ballad that was a chart
  favorite last year.

- **TRAVIS TIERNEY**
  - "A NEW START" (2:40)
  - [United Artists]
  - Travis Tierney is back with another
  strong number.

**CHARLES LEE GUY III**

- **ROBBY ROBINSON**
  - (Chart 1295)
  - "RICH MAN'S SONG" (2:18)
  - [Tally]
  - Robby Robinson had a hit with this
  song last year, and it's likely to make
  another hit.

- **FRANK TAYLOR**
  - (Chart 1296)
  - "LONE STAR ORANGE" (2:08)
  - [Tally, Nashville]
  - Frank Taylor is back with another
  strong number that should do well.

- **BERNIE WALDON**
  - (Chart 1297)
  - "TOO MUCH TALKING" (2:32)
  - [Regal]
  - Bernie Waldon is back with another
  strong country number.

- **WILLIAM JAMES**
  - (Chart 1298)
  - "INDIANAPOLIS" (1:51)
  - [Tally, Nashville]
  - William James is back with another
  strong number.

**CASH BOX D.J.**

- **TOWNAND COUNTY**
  - "I'VE BEEN A WALKIN'" (2:10)
  - [United Artists]
  - This one's a real winner.

**THE CASH BOX BULLSEYE**

- **I WAS COMING HOME TO YOU** (2:29)
  - [Lowery BMI – Hayley, Raleigh]

- **HELLO HEARTACHE** (2:15)
  - [B. Marks BMI – Wayne, Raleigh]

- **HANK LOCKLIN**
  - (RCA Victor LPM 3899)
  - The vet, Victor hitmaker who scored last time out with "Followed Close By Teardrops" should easily duplicate that success with this top-
  notch follow-up stanza tagged "I Was Coming Home To You." The title is a reassuring, slow-shuffling tale of woe with winning verse and
  polish by Locklin.

**JUKE BOX**

- **BILLY PEARL**
  - "BUTTERFLY" (2:45)
  - [United Artists]
  - Billy Pearl is back with another
  strong number.

- **JIM REEVES**
  - "MEETING AGAIN" (2:28)
  - [United Artists]
  - Jim Reeves is back with another
  strong number.

- **PORTER WAGONER**
  - "IT'S NOT EASY" (2:10)
  - [United Artists]
  - Porter Wagoner is back with another
  strong number.

- **LONNIE BELL**
  - "IF I HAD A HAT" (2:12)
  - [RCA Victor]
  - Lonnie Bell is back with another
  strong number.

- **JACKIE ROBISON**
  - "DID THE BLUES LEAVE YOU" (2:26)
  - [RCA Victor]
  - Jackie Robison is back with another
  strong number.

- **J. DONALD WALKER**
  - "DON'T FORGET ME" (1:51)
  - [United Artists]
  - J. Donald Walker is back with another
  strong number.

**HOT SONGS**

- **CHARLIE MAJORS**
  - "MIDNIGHT RIDE" (2:43)
  - [United Artists]
  - Charlie Majors is back with another
  strong number.

- **JAYE JONES**
  - "WE'LL MEET AGAIN" (2:28)
  - [United Artists]
  - Jaye Jones is back with another
  strong number.

**STANDARDS**

- **JOHNNY CASH**
  - "I'M COMING HOME" (2:32)
  - [Columbia]
  - Johnny Cash is back with another
  strong number.

- **BILLY WARD**
  - "WITH THE RAGGED EDGE" (2:22)
  - [United Artists]
  - Billy Ward is back with another
  strong number.

**TENDER HEARTS**

- **VALERIE DEATON**
  - "DON'T FORGET ME" (2:43)
  - [United Artists]
  - Valerie Deaton is back with another
  strong number.

- **JIM REEVES**
  - "MEETING AGAIN" (2:28)
  - [United Artists]
  - Jim Reeves is back with another
  strong number.

- **ROBERT WALKER**
  - "MIDNIGHT RIDE" (2:43)
  - [United Artists]
  - Robert Walker is back with another
  strong number.

**GOLDEN GATE**

- **DANIEL EDWARDS**
  - "IF I HAD A HAT" (2:12)
  - [United Artists]
  - Daniel Edwards is back with another
  strong number.

- **WALTER WOODS**
  - "DON'T FORGET ME" (1:51)
  - [United Artists]
  - Walter Woods is back with another
  strong number.

- **EUGENE HICKS**
  - "WITH THE RAGGED EDGE" (2:22)
  - [United Artists]
  - Eugene Hicks is back with another
  strong number.

- **WALTER WOODS**
  - "DON'T FORGET ME" (2:43)
  - [United Artists]
  - Walter Woods is back with another
  strong number.
**Great Britain's Best Sellers**

**This Last Week's Top Ten LPs**

<table>
<thead>
<tr>
<th>Rank</th>
<th>LP Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>1</td>
<td>The Rolling Stones</td>
<td>The Rolling Stones</td>
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<tr>
<td>2</td>
<td>A Hard Day's Night</td>
<td>The Beatles</td>
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<tr>
<td>3</td>
<td>It's All Over Now</td>
<td>The Shadows</td>
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<tr>
<td>4</td>
<td>The House Of The Rising Sun</td>
<td>The Animals</td>
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<td>5</td>
<td>Hold Me—P.J. Proby</td>
<td>Proby Campbell</td>
</tr>
<tr>
<td>6</td>
<td>To Do With Myself</td>
<td>Dusty Springfield</td>
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<tr>
<td>7</td>
<td>I Won't Forget You</td>
<td>Jim Reeves</td>
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<tr>
<td>8</td>
<td>The Beach—Cliff Richard</td>
<td>The Beachmen</td>
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<tr>
<td>9</td>
<td>We Are The Highway Boys</td>
<td>The Highway Boys</td>
</tr>
<tr>
<td>10</td>
<td>Someone—Brian Poole</td>
<td>The Shadows</td>
</tr>
</tbody>
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**This Last Week's Top Ten EPs**

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<tr>
<td>3</td>
<td>Witches' Story—Soundtrack</td>
<td>The Beatles</td>
</tr>
<tr>
<td>4</td>
<td>Dance With The Shadows</td>
<td>The Shadows</td>
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<tr>
<td>5</td>
<td>The Beatles—The Beatles</td>
<td>The Beatles</td>
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<tr>
<td>6</td>
<td>Wonderful Life—Cliff Richard</td>
<td>The Shadows</td>
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<tr>
<td>7</td>
<td>Buddy Holly Showcase</td>
<td>The Shadows</td>
</tr>
<tr>
<td>8</td>
<td>I'll Be Your Baby</td>
<td>The Shadows</td>
</tr>
<tr>
<td>9</td>
<td>The Beatles &amp; 16 Great Songs</td>
<td>The Beatles</td>
</tr>
<tr>
<td>10</td>
<td>Kissin' Cousins—Elvis Presley</td>
<td>The Beatles</td>
</tr>
</tbody>
</table>

**Great Britain (cont.)**

**The Best in Britain...Bens**

New musical is a big hit, "Oliver!" in London's West End. "Oliver!" was written by Lionel Bart and directed by Anthony Newley and Leslie Bricusse. The musical opened at London's West End's Theatre Royal, Drury Lane, on 29 September. It was a huge success, running for 1,402 performances and winning five Tony Awards, including Best Musical. "Oliver!" became one of the most successful musicals in Broadway history, and its popularity led to numerous productions worldwide. The success of "Oliver!" helped to establish the career of musical theatre director Richard Eyre, who became known for his innovative and realistic approach to staging musicals. "Oliver!" remains a beloved and iconic musical today, often performed in revivals and local productions around the world.
DENMARK

Imudio A/S has released orchestral foils of the local copyright, "Cha-It-Le" composed by A. E. Christiansen, from the lyrics by Susanne Palabo. It was recorded by GTT for HMV and turned out to be a top seller on records. Other very successful songs this week include "Green, Green," which is to enter the Danish market. In general, the summer looks very good, and many of the songs from the Multitune publishing house have been recorded by local talents and likes.

Dansk Grammofon-Butik has released "Chapel Of Love" with The Dixie Cups for RCA Victor, and the company has just released a special Superphonograph catalog of records available at the Danish markets.

MARKS Music Charger has released "Night Train" with the 5th Beatle, Jimmy Nicol, on an RCA Victor for "Rytmik". Jimmy Nicol replaced Ringo Starr in The Beatles at the concerts in Denmark.

Stockholms Grammofon AB has rushed out "A Hard Day's Night" with The Beatles on Parlophone, and Nordisk Polyphon Acts has released "It's All Over Now" with The Rolling Stones on Decca.

FINLAND

New single from Musichouse Westerlund Oy includes local copyright, "I'm Doin' Fine," a record by Eino Virtanen. The song was a winner at the Westerlund Oy contest last week. Other Finnish singles include the tangos "Vain Muistet Jauhat" and "Hiljaa" by Eino Virtanen, "Tanssi Nuoli" and "Tyttyni Ruusulla," also tangos. "I Love You Because" with Finnish lyrics ("Son Vuoksi") by Veikko Vallas and "I Love the Little Things" with Finnish lyrics ("Rakkauden Pienest Sanaat") by Helena Korpela.

Rymtim, Finland's only folk magazine, celebrated its 30th anniversary recently. Founded in 1943 by Cel R. Backman, it is one of the oldest jazz magazines in the world. The magazine has a strong following for its monthly releases since 1949. Rymtim is also a concert bureau and during the last 15 years it has arranged most jazz concerts of importance in Finland.

 NORWAY

Coming up on the charts here is "I Won't Forget You" by Jim Reeves on RCA Victor, this week in eighth spot from nowhere, and "It's Over" by Roy Orbison for Prestige.

The latest releases from Manu includes "Tears And Roses" with Sam Payne, "Daddy" with Jean Le Ferre and The Jokey's, and "Madrid" with Chris & Merino.

SWEDEN

Sonet-Grannofon AB just signed a contract with Specialty Records and will be selling the first Specialty Records recordings in Sweden. The first label last week. The interest in the record is very great, Cash Box learned.

Larry Finnegan, who toured Sweden between June 19 and July 19, will stay another week in Stockholm. Finnegan radio relations for the R.C.R label. Except for records with himself, he is also interested in making records with Soviet's local talents, as Zane and Jon Rodhe, Sonet will soon release an LP including old and present Larry Finnegan hits, among others "Don't Dip." A correction: the local song "Grändlsanger" (The Gate-Money) with Sten & Stanley on Decca, debuting at the charts here last week, was reported as being published by Forlaget Copenhagen. However, the correct name of the publishing house is Forlaget Viger & Latar, operated by Gunnar Olson, in Aria, some miles west of Stockholm. His publisher is an artist himself, and the song was featured in a film. A second song from the same publisher that publishing house is out of business and its copyrights have been taken over by Forum AB.

The latest EMI releases here includes the "House Of The Rising Sun" with The Animals on Columbia, "I Get Around? (Don't Want My Baby)" with The Beach Boys for Capitol. "On The Beach" with Cliff Richard on Columbia and "A Kind Of A Knockin'" with The Shanes on Odeon.

Among this week's releases are "Ask Me She Sweet" with The Beatles on Polydor and "Mule Singer Blues" with The Streamers on Columbia.

A new four piece group in Stockholm has been followed up by Karusell Grammofon AB with the band's hit song. The group is called The Heads, and the song "Hello" was recorded in special promotion campaign. Also Ray Charles is coming here soon and has got a lot of extra publicity for his AB single "Barbara's Song." A new four piece group with a debut record just released is The Mascots, recording for Decca. RCA Victor has released an LP with "Tom's Cat'sen and Lars Lomdahl, two local talents. The title is "En Kväll Med Tova och Lasse" (An Evening With Tova And Lasse). The couple is touring Sweden this summer and has got a lot of press from the artists.

Latest releases from AB Knipprup includes Irma Thomas in California with "Greedy Man," Pat Boone on Decca with "Honey, Honey." John Rivers at Cali- fornia with "Memphis." Rick Nelson on Columbia with "Lucky Star." Jack Jackson, "A Little Bigger Than The Rolling Stones." A new country group from AB is "Four for Four" with the same title, and Jimmie Rodgers on Decca with "The World I Used To Know."
Cash Box

Cash Box had the pleasure of talking with Elio Leoni, A/R Manager of SAAR: He informed about the artist recently stipulated by SAAR's managing director, Ennio Crescini, to represent the Italy in one of the world's biggest music festivals, Dot Records.

SAAR also scheduled for September, the new great American hit "Chapel Of Love" as recorded by the Dixie Cups, under the mark Red Bird. This label, present in the US by Stiefel & Stoller, was recently purchased for representation in Italy by SAAR.

The most discussed garment of the Summer Fashion 1961, the topless bathing suit, serves as a subject for the new release of Dot Records: the recent recording with the title "Topless." While the garment, at least in Italy, is not having a strong sales success, the record devoted to it seems to be enjoying a really big reaction on our market. The pop trio Los Marcellos Ferial, singing "You're Only Young Once," under "Angelita Di Anzio" and the other summer hit "Seidiventata Nana" is this the third success of the group.

Under the Liberty label, EMI Italiana has released one of the recent successes of the American group The Ventures: the title chosen is "Fugitive," sub-published in our country by the publishing firm Giove-Vidio.

Helene and Alice Kesler, the two twin sisters who enjoyed a large popularity in our country, thanks to their participation on a TV series in past Italia, are back in Italy for a singing tour. It started in Puglia on July 25. Helene and Alice will present their last release: a single published by Phonogram under the Polydor label, containing "E La Storia Continua" b&w "Ciao A Tutti.

Another single just presented on our market under the Polydor label contains two recent recordings of the well-known hit maker, Bert Kaempfert: The two titles chosen for the new disk are "The Big Build Up" and "Dancing with the Dreamer," both penned by Bert himself.

Gino Trioli is the name of a new discovery recently pacted by Phonogram: "A Dream of a Wistful God," a song for which the Italian took a grand corridoio contest devoted to the unknown singers, and he was at the fourth place in the final classification. He is making his record debut under the Polydor label, singing "The End of a Dream," a song from the Polydor program, which this year has planned a special promotional campaign on this release.

Other important releases under the Phonogram: under the Philips label, the firm recently released in Italy the first recording of the pop American talent of Diversity: "I'm Really Bothered," a hit which was chosen for the Italian debut of the songstress." A second disk of Dinoino is already scheduled: the title of the singles are: "Don't Make Me Over" and "Walk On By." Both titles being sung in English are devoted to a limited public, but we hope that soon Dinoino will have the possibilities of enlarging the team of her fans, with a title like "Don't Make Me Over." Anyway, our market is becoming more and more difficult for original releases.

Let's conclude the list of the new releases of the week by mentioning a new release of the immediate past the market by Capitol. This album contains some of the greatest hits of the top French artist, Yves Montand, from the famous "Mon Manege A Moi" to the evergreen "Anzio War" - the song in the World War, "Anyone Who Had A Heart," which was first chosen for the Italian debut of the songstress. A second disk of Dinoino is already scheduled: the title of the singles are: "Don't Make Me Over" and "Walk On By." Both titles being sung in English are devoted to a limited public, but we hope that soon Dinoino will have the possibilities of enlarging the team of her fans, with a title like "Don't Make Me Over." Anyway, our market is becoming more and more difficult for original releases.

Rialto Des Festival is the yearly contest organized by Gianni Ravera with the purpose of spotlighting new talents. In fact, the winners of this particular festival are:

1. Una Laccimansa Uiso - Venerino, Migel Recorded by Bobby Solo (Festival) Pub. firm "Caravelle"
2. Zolfrad - Aler - Stiefel & Stoller Recorded by Henry Salvador (Rigolett).
3. A Present Tu Peux Ten Aller - Raimondo Haber - Riviere Recorded by Le Surf (Festival)
5. Of Hopa - Luisa & Fanzoli - Recorded by Gigliola Cinquefetti (Festival)
6. Eddie Barry" Pub. firm "Eddie Barry"
7. Des Que Le Prendrais - Affroney - Plante Recorded by Huegues Affroney - (Barclay) Pub. firm "Barkle"
Cash Box

ARGENTINA

The party offered by CBS to the press and dealers celebrating the first anniversary of Leo Dan's first recording (and hit) and the one organized by Philips honoring classical music group I Musici were recent social highlights. But a different sort of celebration took place last Friday night at the Alvear Palace Hotel, while Philips gathered the trade people at the Roof Garden of the Automovil Club, I Musici are in Buenos Aires to give a series of concerts, and are very well appreciated by local music lovers. Philips has several albums by these artists in its catalog. Planning a tour to Spain and probably other European countries are singer Juan Ramon and composer Ben Mula. The trip will last about ten days and is intended mainly to promote Ramon's name in that area, it was reported that it will be so short because of several contracts signed in Buenos Aires that oblige the artist to perform at dance parties and on TV till March.

In Buenos Aires, it was reported that Gisella Cunietti will hit the charts once more with her new record, "Ti Pido Baci al Che Divo," just released by Music Hall under the CGE label. Gisella's "Non Ho L'Etta" is still selling pretty well, and the lark may be repeated. Gisella recently recorded "Salve Betto Ferma," whose "Noche De Verano" receives strong reports from the North American market, and the crossover in Europe is very promising. Other artists that have arisen interest in other countries and will probably be published there.

There are smiling faces at RCA when you mention "Fiesta Pepsi," the new album authored by the label in cooperation with the famous soft drink. A strong promotional campaign is being planned, and everybody expects the album to be popular, especially in the LP field, but this single seems to have found a big part of the market. Kaminsky plans several new recordings by Los Cinco with an eye on the International market, too.

More about Philips: Osvaldo Pugliesi has recorded four tunes released as an EP and to be included in his next album. Titles are "La Payaza," "Un Trompe," "Que Pata Que Me Haces," and "Norteno." Sonia, one of the label's tour artists, has started a series of programs on TV, with Marty Cesari; her latest records were "El Vino," "El Cigar," and "La Rueda." Some time ago, newspaper "Cronica" printed the biography of Palito Ortega, as it was told to the artist by the columnist and publisher man Leo Vares. Now, the recent trip of Ortega to Mexico started the idea of shooting a film (as a co-production between that country and Argentina) telling Palito's life, beginning as a child wandering the streets of Buenos Aires, his early days of recording, and his future career in the world of popular music. The new LP has not been released yet, but the album included in his tour is called "Sol Y Sombra," composed of songs by Menotti, Borthayre, and other composers. Over in Spain, Palito Ortega is still a national hero and has been invited again to participate at the future "Festival de Música Popular."

Ricardo Korn of Julio Korn Publishing has issued, on his own label, a new LP, I Musici - "Canciones de Daniel," the last album released by the label. Besides the usual arrangements, Korn has added new themes in Spanish and in English, and has created an interesting new LP that has been well received in France.

Cash Box

BRAZIL

As announced before in this column, the TV and Radio Record is presenting currently at its own theater two Argentinean teen music groups - Los Jet's and Los Ríos, which, together with the young African twist singer Cecilia Rene, from whom we reported earlier (see this column), are among the most popular teen bands in the nation.

Other Russo, in charge of the promo and PR department of CBS do Brasil in Rio, is now requesting that young Brazilian record labels RCA, EMI, Philips, and other labels to release more young Brazilian rock bands, asking that the young Brazilian chapter, 17 years old, with a foreign name-Jerry Adriani. The name of the waxing is "Italianization." Also, that the three U.S. bands, Andy Williams, Jan and Dean, and The Beach Boys (who recorded the "Route 66") have new albums on the market which are having a tremendous reception, "Los Ríos" are already planning an album for next summer. "Edison Machado e Samba Nova" is the name of a new and excellent LP cut by that talent division of the international hit "Samba Nova." Playing along with Edison are other good young musicians of the newest wave—Paulo Moura, Raulin and Raulinho, J. T. Meirelles, Pedro Paulo, Tita Netto and Fernando Colombo (of the I Mocum arrangements)

Companhia Brasileira de Discos (Philips) is making an outstanding promotion of a set of albums of the famous Brazilian orchestra "J. Musi." This extraordinary group, comprised by many an expert the best in the world, is currently in Brazil on a successful tour.

RCA Victor and another company want to release a Diverse hits album of truesuccess among the erudite music fans. The "Boston Symphony Orchestra" playing "Symphony No. 9" by Gershwin. Another album features the famous "Bestseller," with "Midnight Summer's Dream." The popularity of those albums is very high and the demand of each CD is satisfied.

Axel Payu, of the international department of Discos Continental (Graça Elettricas S.A.) advises that the company will join the international launching of the album label WEA's single which is being released in all over the world—the reputed hit "The Flipper" by the famous Breakaways. From the piano department, headed by Diogo Muler, the popular "Palmiers," comes the following news: Demetrios, after his hit with the Portuguese version of "Rhythm Of The Rain" (Rita do Chava), is on the market with a new LP, "Please Remember," and fans are already waiting for the next one, "Jua Do Braz," which was on the "I Musici" LP, "El Titere," and "Salve Betto Ferma." The LP, Leila Silva, following her success with "Jua Do Braz," which is available next month, is now working on a new LP, "Salve Betto Ferma." The teen music group The Clevers, who had the best promotion accompanying Rita Pavone and becoming her favorites, are celebrating their first anniversary. Discos Continental has already brought the first hits of this young group, releasing waxings by the same LP: "On Inverses The Clevers" vol. 2 and "On Inverses The Clevers" vol. 3. The LP is also being released in Brazil, that, in spite of several original versions of this number, the most requested is the one by The Clevers. The five boys are preparing their tours Italy and Argentina.

J. Rahmi, general manager of Discos Chantecler, has important news from his company: the domestic LP "Los Hermanos Carrion," recorded by Brazil by Chantecler. An intelligent move of the active exec and a good promotion campaign is trickling the LP on its way to the top. The LP is titled "Los Hermanos Carrion" and according to the executive, in the market won't be so easy to hit.

Alberto Chaves, (Luis Chaves, Hamilton Godoy and Rubinho) with numbers by the most famous composers in Brazil, for example "Cidade Maravilhosa" by Luiz Feitosa: "Cidade Maravilhosa," Luiz Gilberto, Luiz Bonfa, Raffaello, that great hit with her rendition of "Dominique," has now a new LP on the market. The label has already released a very nice LP titled "Los Hermanos Carrion," and is now working on another. The LP is composed of several LP's released by Chantecler. The LP "Los Hermanos Carrion," has a great variety of LP's released by Chantecler. The LP "Los Hermanos Carrion," has a great variety of LP's released by Chantecler.
Mexico's Best Sellers
1. Tijana—Las Perdianeras (Gamma) (Grever)
2. Movin' Toces (Twist and Shout) Los Rebeldes del Rock (Orfeon)
3. La Fama (Spanish) (CBS)
4. El Chino (Spanish) (CBS)
5. El Capital (Spanish) (CBS)

Argentina's Best Sellers
1. Me Permite (Korn) Polito Ortiga (RCA)
2. Santiago Querido (Molotov) Leo Dan (CBS)
3. Tu Vuelves Conmigo (Martino) Lino Fransan (CBS)
4. Como Te Extraño Mi Amor (Mundial) Leo Dan (CBS)
5. Lo Que Pasó Se Pasó (Korn) Pepe Pérez (Discorama)

Germany's Best Sellers
1. Männlichen (German) (CBS) (CGD)
3. Schlimmen Larmen Man Im See (Watch How Bobby Runs) (CBS)
4. Kein Gold Im Blau (River) (CBS)
5. No Zu Do (Greek) (CBS) (CBS) (CBS)

Brazil's Top Five Compacts
1. Rita Pavone—Rita Pavone (RCA Victor)
2. Romeu —Cidade de Deus (RCA Victor)
3. O Ritmo Da Chama (Decca/Universal)
4. Juliete —Gizou (Decca/Universal)
5. The Beatles—The Beatles (Eagle)
Under the impulse of its sales manager, Albert De Reuck, the Fonior firm has reaped success with its American product in Belgium, which compares to Disney in the U.S.A. We must take into account the following titles on London: "It's Over" by Roy Orbison and "Suspicion" by Terry Stafford. Better still, on the Decca-label came out, with practically simultaneous launch, the French language version of "My Guy" sung by Jenny Siren and "Chapel Of Love" (Tant Pis Tu N'aures Pas Mon Coeur) by the Invaders. That was also the most successful by the roll-and-grow listens ennervant in the national field, the Belgian lady-crooner, Tonia is doing wonderfully well with "Pour Mon Anniversaire Je Vous Fournirai Une Ballade" At Disc, comes Two Unique One's with "Tu Ne Peux L'acheter" and on Vega, Eric Charden is making headway with "J'ai La Tete Pleine De Princes".

Bika Zarai, a Bel-Air attraction, will appear as top-performer at the finale of an impressive Summer festival, sponsored by two giants on the Belgian coast, "The Dirty Days Night" and "A Hard Days Night" both by the Beatles, the former on EP, the latter on single, have come out on Parlophone. S.A Gramophone has released Tino Mattias' disks to climax the hits from one after the other. The same has been happening for practically two years with Richard Antoon. In August, Antoon's records at the festival just in summertime. Gramophone performers are appearing: Ria Bartok, Alice Dona and Dick River.

Henri Salvador has transferred distribution of his Ricola brand to Vogue. First record to come out at Vogue's with this label and done by Salvador himself, is "Dance Easy For Awhile". Also belonging to the Vogue team are Jacky Molière and Tiny Dionne. Warwick will be in Knokke, Belgium from Aug. 7 till 13, in Ostend from Aug. 14 till 15 and in Bruges, Aug. 16. Dick River is extremely successful in Belgium and her next tour over here is sure to be a great hit. AZ Records has produced a record called "Choucheau Chante." A very promising career lies ahead here, too.

Mr. Darlery, managing director of Herman Bramer Music Publishers, told us that all the following titles are extremely successful to-date: "Jailor, Bring Me Water" by Trini Lopez; "Dis lui" by Johnny Holliday; "Baby Don't You Do It" by Ray Charles and, of course, still "I Want To Hold Your Hand" by The Beatles. On Air, little disks by Eddy Wally and Joske Harry are not doing badly at all.

Belaïri has also been sending out some of its crack performers. Among them: Moustique, the French "Chanteur: Terrible," who a couple of years ago caused a sensation with his new hit: "I Will Oust Holiday In A Jiffy." Moustique is still very popular and he has been engaged to appear at the opening night of the aforementioned festival. Mr. Brigitte, sister of Barry-la-Belgium, is also astounded about sales of Huguette Aufrach and Rachel records; the latter distinguished themselves at the recent EQUATEUR-Festival at Copenhagen. A Dany Owezor and Beni is still hearing the sales lists at Barclay's, together with Dalida however Alano and Eddy Middelkoop.

Show Reports reported that its star performer Alberto Cortez will have an outstanding part in a high-budget Scandinavian musical. Meanwhile, follow- ing the hits of the top bands: the first new single hit "Il Primo Bacio" for Tony Sheraton, and then "Kom Terug" by Hedwig (she is the sister of Hugo Rassouet, a well known and respected Dutch man); records by Tony Gys of "Anchochi" (Hank Levy's top-man) and also "Non Ho L'Eta". Tony Gys is extremely popular in Flanders and he sings at his roadside cafe practically every day. Some of these songs find their way to other bands andninger shows and have a very success. Tony Sheraton has just come out with his first record featuring "A Million Drums" and "I Want To Be Where You Are." Also, another show-winner, called music (soon at the top with Down By The Riverside) will be heard of the next few months.

Meanwhile, the Belgian coast has become the Mecca of the light music. Everyone of the four casino's (Oostend, Blankenberge, Middelkerke, Knokke) has now a new "Dinners Table" or "Saloon." Among them: "A Hard Days Night" by The Beatles, "The Beatle" by "Hedwig" (she is the sister of Hugo Rassouet, a well known and respected Dutch man); records by Tony Gys of "Anchochi" (Hank Levy's top-man) and also "Non Ho L'Eta". Tony Gys is extremely popular in Flanders and he sings at his roadside cafe practically every day. Some of these songs find their way to other bands andnew shows(3,7),(996,988) and have a very success. Tony Sheraton has just come out with his first record featuring "A Million Drums" and "I Want To Be Where You Are." Also, another show-winner, called music (soon at the top with Down By The Riverside) will be heard of the next few months.

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New releases of the Fonior firm: "Je L'aime" by Daniel and "Ballott" The Reflections (Artone) — appeared on the USA Top Ten Hit Parade; "Back In The USA" Ron Winters (Consolidated) — appeared on the USA Top Ten Hit Parade; "To Make You Wave" Ray Ortegon took part. Two extremely popular weeklies "Hawk" and "Zandri News" (every week-end at a different seaside resort) whilst at numerous places, discotheques were the stage for the showcases of Guito. At the small Wauwau town of Ciney, the coming jazz festival at Ciney is being advertised. The highlights in the Walloon country. Ray Charles is expected to arrive in Ciney.
Early indications are that Quality will have a smash in its first release from R.C. "Johnny Loves Me" by Florraine Darlin is one of the happiest sounds to miss the usual promotional director, George Martin and Orchestra.

Capitol has a blockbuster; happening for them with the release of The Beatles' new LP, "Something New." The set contains the songs from the movie soundtrack track of "A Hard Day's Night," plus six brand new tracks. It has been an instant air play item with Canadian deejays and seems certain to beat any previous Beatles product, and boy that is going to keep things on the move for Paul White and his people. At this writing, the big sale in the new Beatles LP appears to be "Slow Down." John Lennon featured in sound checks on this side. Many deejays report sensational audience reaction to the Ringo Starr vocal item in the new set, "Matchbox." Just to keep things interesting Capitol has four-point cut singles all clicking for the shaggy haired one. "Sie Lieht Dich" has developed into the firm's eighth ranking best seller, while three parings from the name "A Hard Day's Night" are moving in car loads lots out of all Capitol branches.

While on the subject of the Beatles, it is interesting to note that the UA single of "Ring of the Phone" (This Boy) credits The Beatles with the performance when in fact it is a selection from the soundtrack LP featuring the musical group. Chris Connors.

Art Young's Trans World label will shortly release a new single featuring the well-known Montreal Country songster, Ronnie Prophet. The new release will mark two artists of the making and quality currently are seen from Clevelands Red Bird in the U.S. "People Say," the newie by The Dixiecups is getting a lot of exposure. "The Boy Is Leaving Town," is an initial warm setting, "Chapel Of Love," while "I Wanna Love Him So Bad," is an all out promo push from the Quality people. The trade is reminded that the Quality plant will close for vacation from July 20, through and including the 26th. of July. During this period quality currently are seen from the Clevelands Red Bird in the U.S. "People Say," the newie by The Dixiecups is getting a lot of exposure. "The Boy Is Leaving Town," is an initial warm setting, "Chapel Of Love," while "I Wanna Love Him So Bad," is an all out promo push from the Quality people. The trade is reminded that the Quality plant will close for vacation from July 20, through and including the 26th. of July. During this period.

The London Records' Convention is set for the beautiful Mont Golfier Lodge north of Montreal. Another gathering of the firm's sales people from coast to coast is expected to be a piece of business for the many Canadian branches. The Festival will feature the 20 outstanding folk artists in concert on that weekend outside the central Ontario town of Orillia. Many of the participating artists will be joined by Patti Page, an event which was undertaken because of the close relationship of the cause of civil rights to the folk music scene.

The new "Like Young" teen segment on Montreal's CFRC-Radio will be broadcast nightly from seven P.M. to eleven, Monday through Friday, by Sandee Duval. She is the daughter of Milton "Buck" Duval who has been a local opera star for many years. Sandee Duval will feature telephone calls with leading record stars through the week. As a young star with a wide world in his nightly show. An extra added attraction country coastline opportunities to participate in the phone conversations with leading lights of the world simply by dialing a conference connecting number.

15x873

Gotham Visitor

For a long time it was the custom of Cos Cob to have two of its own songs, has been consistent in stepping the Artistic charts for the past two years, was able to make a move to Rome when he stopped off in the

NASHVILLE—Well wishers "Shorty" Laverne, manager of the Nashville Mercury, Ray Morgan, and club operator, Ben Reeves, depart on a two-month European tour which will take them across France, Belgium, and Italy, before Reeves returns to Nashville Sept. 21. Just before leaving, the long-time agreement with Long's Music Rose publicy.
The Seeburg automatic Income Totalizer has proved its dependability. It tells you—for sure—every coin is accounted for.

Only Seeburg has built-in income protection

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

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

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

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

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

A free booklet explains in detail how the operator benefits from the Income Totalizer. Ask your Seeburg Distributor for it.
Cash Box Editorial

ATTENTION, BUSINESS PRESS

Here's A New Avenue Of Reader Interest

While this isn't exactly avoiding the journalistic responsibility, our business writers might not do bad to spend more time reviewing what goes on in our coin machine and vending plants when acquisitions, mergers and retooling programs take place. We can attest to the interest and excitement to be found in these quarters. The preparation of our forthcoming Annual Directory has necessitated our presence on many of these scenes. General Motors and Dupont look out! This is the way you got started!

What is so encouraging personally is that the picture beams with health, as reported here several weeks ago. At the top, we've seen the giants discuss plans for the fall season and it makes you want to go into the operating business. There are that many opportunities which will come about through management planning and the production of new and specialized equipment. Without going into detail, one area we refer to is that of the general merchandise field, where several of our manufacturers have great expectations, and for this coming season. They're not talking about the future anymore.

New ideas and entirely new merchandising concepts are traveling the assembly lines and management either is not at all concerned with the usual psychological resistance to newness, or they are convinced the operator is ready and willing to take their word for it. Time was when a new piece of chrome stirred the conservative elements out of their pre-war shells. Not so today.

The appointment of new music and vending distributors during the past several months indicates that the factories want representation in certain area from people who believe in the basic idea, not just the first week's collections. They're finding 'em too.

Perhaps in the fall we'll be in a position to write some of the behind-the-scenes stories which today are shaping into tomorrow's sales programs. They should make interesting reading.

Which brings us back to the point we began to make several paragraphs back. With a little cooperation from the nation's business press, our industry can proceed at a more rapid pace to place the business of coin-operated machines in a category with autos, and packaging, and transportation, where the headlines attract investment as well as an image which smooths many of the paths ahead. The PR meet conducted by NAMA and industry leaders in New York City last week did much to emphasize this mood among many of the liaison people who work with the business and consumer press. Next time we ought to take these writers on a tour of our plants. They'll probably thank us for opening a whole new avenue of excitement to their present business world.

Someday the nation's leading business journalists are going to place their collective heads together and look inside the coin machine and vending business, at the sales and marketing levels, and what they see will make headlines, and we're not talking about the kind you've been reading in some of the industry journals just recently off the press.

Business analysts have long since been intrigued with automotive and chemical doings and they can't let an issue get by without devoting a section to railroads or utilities.

Cash Box—August 1, 1964
Seeburg Premiers LP-480 Console Before European Distributs At Antwerp

CHICAGO—July 15th was Premiere Day in Antwerp for Seeburg distributors and subsidiaries as the Seeburg Factory Tour for the first time took the company's new LP-480 with the much talked about Spotlight Award feature. W. F. (Bill) Adair, Executive Vice President of the company, accompanied by Marie Lebovitz, Vice President-Field Operations and John B. Parrott, President of the Seeburg European Internation, joined Maurice Rosen- gren, the French Seeburg sales manager with G. L. H. Gilbert, Seeburg International Vice President, who hosted the tour. Mr. Rosengren was accompanied with Seeburg in a joint venture ar- rangement in Europe, and Mr. Gilbert has attended the Antwerp meeting. Seeburg technicians and service specialist, preceded the group by several weeks in order to assist in the phys- iCAL arrangements.

The theme of the show, "Seeburg Sales Power," duplicated the theme of the United States presentation which was held last January and preceding month. All Seeburg European distributors are anticipated to attend the tour. A special exhibition of the "Spotlight Award" feature brought the interest of the audience. The LP-480 a chime light pauses, and holds, behind one of the albums. A second chime indicates that the light to hold behind this album selection for ap- prox 40 seconds, and, during this time, the patron may press this 50c selection for half-price—one quarter. Seeburg has also Award a "compelling new force in the industry that appeals directly to the Impressive nature of co-invoice- graph pattern.

What's more, Seeburg anticipates that Spotlight Album Award will in- crease the interest of patrons, by appealing to that certain percent of location patrons who seldom or never use the coin phonograph.

Three-Way Audio

Another significant engineering ad- vancement on the LP console 480 is the new Three-Way Audio feature that Seeburg refers to as the "Biggest News in sound in news since Seeburg intro- duced stereo in 1959.

A total of six high-fidelity speakers are now built into phonograph, creating a dramatic cascade of sound. Two super Hi-Fi "Listen Level" tweeters and four Precision Wide Range Drivers are "live music" impact. Two 6x9 "ellipti- cal" speakers of revolutionary new design provide the "Lows". All "12" bass speakers immerse the entire area with prime outputs for games. Durable, sensitive diamond stylus re- productive of LP records for all of those in the LP console 480 has a realism, a "presence" that permits the melody to be heard clearly even when the volume is turned down low. A "Selection Now Playing" Light, as the name intimates, makes it easy for patrons to see what selection they're now hearing. Seeburg research has shown that many people learn their favorite songs by hearing them first on the coin phonograph. With 40 seconds allowed to run from, Seeburg feels that the "Selection Now Playing" solution to this problem is a quick way to bring the title of the long heard hits up.

The new "Album Merchandising Panel," strategically located at the focal point of the LP console 480, serves to remind customers of the availability of album play. With its colorful letters on a field of burnished aluminum, and two "Albums of the Week" on either side, the Album Mer- chandising Panel adds to the attrac- tive "flash" of the new Seeburg LP console 480 and does an able job of promoting album music. (Complete details on specifications of the See- burg LPC-480 were published in Cash Box earlier.)

Record Firms Release Little LP Through Normal Distribution

The machine has been on location in the USA for approximately two months and factory orders are de- lighted with results to date. Since the Columbia Records, RCA Victor, Capi- tol, Capitol International, Columbia Records, Recording Industries Corpora- tion, Sue Records, and Seeburg American Records, have announced that Little LP Programs have been set. Regular releases will be made available for all operators through normal distribution channels. The move followed several years of special pressings for Seeburg who pioneered the Little program. The model was featured in an open letter to the Coin-Operated Music Industry. Lou Casola, president of the Music Operators of America, has been appointed in the association by its members through the prompt payment of dues, and has appointed seers to join the ranks of MOA now. Casola advised that this campaign for association strength is necessary to continue and called for action by writing to the Celler Bill HR 719 which, if passed, would re- quire music operators to pay royalties one their programming material. (See letter above.)

As before, the Music Operators of America (MOA) needs the support of every operator in the indus- try.

It is not only important and urgent that members pay their current dues promptly. It is also important and ur- gent that all non-members join MOA now. It is time for everybody inter- ested in the welfare of this industry to stand up and be counted.

LOU CASOLA

Chicago—In what has been termed an "Open Letter to the Coin-Operated Music Industry," Lou Casola, president of the Music Operators of America, has made his first campaign in the association by its members through the prompt payment of dues, and has appointed seers to join the ranks of MOA now. Casola advised that this campaign for association strength is necessary to continue and called for action by writing to the Celler Bill HR 719 which, if passed, would re- quire music operators to pay royalties on their programming material. (See letter above.)

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It is not only important and urgent that members pay their current dues promptly. It is also important and ur- gent that all non-members join MOA now. It is time for everybody inter- ested in the welfare of this industry to stand up and be counted.

The Board of Directors and many members of MOA are cooperators and staunch advocates of the Operators of America who represent us in Washington, D.C. Let's make it 100% support by extending the same friendly co- operations to all other operators and others associated with the industry con- tinues.

This is the only way that the Music Operators of America can present a solid front.

It is up to you! (Loul Casola)

President

"Cotton Candy's" A Twin Pack

CHICAGO—The Seeburg Corporation's "Little LP" releases for the week of July 25th feature an album under their 'International' heading by the Everly Brothers titled 'Golden Hits on Teldeck label. For the operator who offers a wide selection of materials in their "Pop Instrumental" category with Sam Be- rere's "Thinking Man's Sax" on Recent Junior Mange and his Capitol record- ing 'Get Ready, Set, Jump', and Al Hirt's "Twin Pack" release of 'Cotton Candy' on RCA Victor.

Seeburg released its first Twin Pack several months ago on 'Sinatra, Sinatra!' and the demand for this LP surpassed expectations of the most optimistic Seeburg execen-
Nova Expands Office and Plant Facilities

HAMBURG—A. W. Adickes, president of Nova Apparate, European distributors of music, amusement and vending machines, announced the extension of their plant and office facilities at their Semperstrasse quarters located at 24 Semperstrasse. The expansion became necessary, according to Adickes, because of a steadily increasing turnover in Rock-Ola phonographs, Gottlieb Flipper, other amusement machines, and lately in vending equipment.

Nova has been conducting business at this Semperstrasse plant for over ten years. Until recently, the Semi-Official Number Lottery occupied the top floor of the building. Nova immediately seized upon the vacanzy as the perfect solution to their space problem and now occupies the entire building—henceforth to be known as "Nova House."

Adickes stated that "this increased space has enabled the installation of a more efficient and larger telephone and teletype system. The accounts department has also moved to the third floor, and this has made it possible for an attractive showroom to be created. The record department has been moved into Nova House and the greater facility afforded us will enable an increase in the efficiency of our record service." Adickes further added that he plans a fall season open-house for members of the trade.

Service and factory space just around the corner from Nova House

Wurlitzer Names New Distrib. For South Texas Territory

Joe Steele Heads Gulf Coast Dist. Of Houston

NORTH TONAWANDA, N.Y.—A newly formed organization, the Gulf Coast Distributing Company of Houston, Texas, has been named distributor for Wurlitzer phonographs and remote equipment in the south Texas area. It was announced by Robert H. Bear, Manager of Sales, Wurlitzer Phonograph Division. Gulf Coast will replace Bill Williams Distributing Company, former Wurlitzer distributorship, which has been dissolved.

Heading the new organization as President is Joe R. Steele, who for twelve years, from 1948 until 1960, represented the Wurlitzer Company in the same area. His partner and Vice-President is "L. C." Butler, a man of long experience in the vending and coin machine business in Houston and environs. Gulf Coast Distributing Company is located at 2517 Ledall Avenue in Houston and is completely equipped to handle all types of needs for phonographs, allied equipment, parts and service.

Joe and L.C. have the red carpet out and extend a very cordial invitation to operators in their territory to visit them and become fully aware of the profit producing potential of the new Wurlitzer 2800 with its special feature of Ten Top Tunes by which ten top sides of ten records or the top half and bottom sides of five can be played for a half-dollar coin. Wurlitzer is also offering single piece location personalization strips with artwork designed to point up the specialties of the house.

According to Joe Steele, "The new Wurlitzer phonographs offer the greatest flexibility of any instrument of its kind ever designed. Half-dollar play is a must today and Wurlitzer has it both on the phonograph and from the wallbox. In offering musical bargains to patrons, the cash box always contains more coins in a Wurlitzer."

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C.C. ROYAL FLASH—2P
C.C. CHAMPION GUN
WMS. HEAT WAVE
WMS. GRAND SLAM
WMS. 10TH INNING
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Tel-A-Sign's Acquisition Of Scopitone Approved

CHICAGO—Stockholders of Tel-A-Sign, Inc., approved the acquisition by the company of Scopitone, Inc., U.S. manufacturers and distributors of the Scopitone audio-visual machines. Tel-A-Sign's president, A. A. Berger, stated that once the acquisition was approved, the Scopitone and "Snod" are the other manufacturing activities of the company.

Although Tel-A-Sign bought 90% of the shares of Scopitone, Inc. last March, company officials stated that they couldn't move "full steam" with their machine's production and distribution until the purchase was approved by the company's shareholders. Joe Miltik, the sales manager or Scopitone, who has just recently starred from a seven-week road trip broad the Scopitone mobile unit, added that the stockholder's approval was all he needed to put the ground work of the last few months into a "most impressive" number of machines on location.

While approving the purchase, the shareholders also elected as company directors Alvin Malnik, Scopitone, the president, Irving Malnik, a St. Louis attorney, and Pierre Janichewski, vice president of Cameca Corp., the French firm which originally introduced the machine.

Sign Of The Times—

During the Coin Shortage...

We have been having an awful time trying to get together enough coins to make change. We would greatly appreciate it if you would pay your bill in small coins if you have them.

Typical of the signs spotted at many retail stores throughout the New York metropolitan area is the one reproduced above, which has been placed on the counters of Check-Point O'Nuts stores, requesting the cooperation of their patrons in lieu of the current coin shortage. (See story on the shortage in the July 25th issue of Coin Dr.)

T.N. Box—August 7, 1964

32
Eastern Flashes

There's no better way to begin a column than with a bright note such as the one following. Convinced that the sales current sales boom in progress these days at Mike Munves's distributors. Both Mike and brother Joe, who just recently returned from an extensive trip through the New England territory, have pushed so brisk an amount of action for this generally slow time of the year. Mike advised that sales were particularly quiet during January, and at that time he took a degree the past three weeks that all vacations have been forestalled temporarily in order for them to catch up with equipment orders.

A number of notes of interest have graced the trade over the recent Harlem and Brooklyn riots. Although no coin box pilferage has been reported at any of the offices in that area, enough machinery has been moved that it has assured that their collection men have found it difficult to go about in those normally popular sections. Some entertainers who have signed to perform in clubs in this area have also expressed their fears that the trade will be slow until their commitments or not.

New York.-A sea of red faces and enthusiastic conventioners last week as hundreds of the nation's shriners turned the big city into a madcap play ground of their more ardent members. Ted Guiling and Paul King, DJ's from station KRLA on the coast of California, have been in town for the last three weeks. They have been taking advantage of their opportunity to check the West Side Machine Corp., which was cited some of his worthwhile experiences with coin box pilferage and route collections. He stated that the reason is that some salesmen hire their own relatives as collection personnel, they are family trust.' Harry said the most frustrating result of pilferage is when a machine has to be yanked from a location because the operator hired enough machinery, or it is enough machinery to be able to make a selection. On the lighter side, Harry was happy to get his hands on four season's worth of incoming remarkable new gaming games. He has been a great advocate of the 'Arms' gun game. Several 'Arms' are now on location in the various areas. Harry is anxiously awaiting the first sales reports. He said he's been trying to offer the best selection if even anything goes. He's been told by his salesmen that they can now make deliveries in 27 columns, which are hot with his ops. They include: "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes or "Steal Away" by Jimmy Hughes.

Bill and Murray Wiser's vending equipment outlet on Tenth Ave. was definitely the place to be last week if you wanted to take the edge off your appetite. The Tabacco's had cartons full of "Eskimos" for $1400.

Wencil's second "new' Cyclone machine, and if you were polite enough you'd be offered a free sample by all operators. Bill and Murray Wiser's vending equipment outlet on Tenth Ave. was definitely the place to be last week if you wanted to take the edge off your appetite. The Tabacco's had cartons full of "Eskimos" for $1400.

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Chicago Chatter

Bill Weikel, sales director for Fisher Sales & Mfg. Co., is particularly pleased over the sales action he's receiving on the Fisher "Empire" (models 101 and 92) and "Regent" (models 91 and 77) coin-operated pool tables.

Sam Stern is back at his desk at Williams Electronic Mfg. Corp. after a whirlwind European business jaunt which carried him to Paris, London and Antwerp. He explained that there is a constantly growing interest and inroads of Williams flipper amusement sales in foreign markets. Bud Lurie spends most of his time on the road calling on Williams distributors throughout this country.

Joe Lyon, sales chief of DaKane Corp.'s new "Ski 'n Shore" coin-operated amusement game, reports progress in the eastern part of the country. He is particularly concentrating on setting up national distribution. Teddy Cohn, the late Nate Cohn's son, revitalizing Coats Distributing, in New York, and "Ski 'n Shore" will get VIP treatment.

Although Alvin Gottlieb, of D. Gottlieb & Co., was expected back from his vacation early last week, he was delayed a few more days. Since amusement games were okayed for locations in Canada, Marval Mfg. Co. has been working double shifts and adding to the factory personnel to keep up with orders on electrical scoreboards, according to proxy Ted Ruby. Estelle Dye, in lieu of taking her annual vacation, will have her daughter, Mrs. Loraker Anderson, and granddaughter, Melissa, visit her for a couple of weeks.

Atlas Music proxy Eddie Ginsburg is very gratified over the many people who've taken the time to write him telling him what a wonderful time they had at his recent fest "coin-op" party. Stan Levin tells us that popular music is booming at Atlas Music despite the humid, warm weather. Over at National Coin, Mort Levinson reports export business is a big factor of late.

Now that Chicago Coin is back at full production after having been sheltered from sales during the vacation period Sam Wolberg has decided to take his much needed vacation. Sam Wolberg returned from his father's death. Mort Scorer and Ralph Wyckoff are busy writing orders on Chicago's "Bronco" two-player.

Empire Coin owner Gil Kitt, Jack Burns and Bill Milner are mindin' the store while Joe Robbins motored to the Upper Peninsula of Michigan to visit Bill Gullagher, of Milliken Dist. Co., in Gun Loder. Stan Levin tells us that factory and tourist hotels are booming at Whitehall during the summer season.

Herb Jones, of Bally Mfg. Co., reports that now that the large factory is back in production after a short summer hiatus he's pushing for increased volume to all markets of Bally's "Mad World" two-player, "Grand Tour" single player, and the single player add-a-ball model, "Happy Tour." All he and Bill O'Donnell say, are enjoying brisk sales action.

Seeburg Corp.'s marketing vice proxy Tom Herrick addressed the recent NAMA Vending Industry Public Relations Conference in NY. Herrick, head of the PR committee, chaired the session. Other speakers were: Walter W. Reed, NAMA's public relations director; and Dale O'Brien, public relations counsel to NAMA on the cigarette-health issue. World Wide's Steve Feinstone took his "road show" of the Seeburg LP console 480 model phono in its last leg in the Voyager Inn in Davenport (the tri-cities) Iowa. Nate was assisted throughout the entire tour by Art Wood and Tom Higdon. Hank Z,Nardi, head of Seeburg, was on hand, along with digital demonstration mobile studios (vans).

Harry Mosley, president of Roanoke Vending Co., advises that Bill Snow, who recently joined Roanoke's staff, suggested recently that they change the name to "Rowe-noks" vending. Bill claims they sell so many Rowe products that the name would be very appropriate. (This was Paul Huebsch and Bob MacGregor's contribution to this column.)

Swinging over to Franklin Park to visit with Hank Ross, Marcine "Iggy" Wolverton and (achin' back) Bob Jones we learned that Midway Mfg.'s "Trophy Gun" is still enjoying a banner season in most markets. The feature at peak production is the "Gawd Almighty".

Dick Cole, head of Ditchburn Vending Machines, Inc. is planning to move to larger headquarters shortly. He advises that the new Ditchburn "Minicold" cold drink machine is enjoying great popularity in the midwest. Jack Hafner, of Midway Mfg. Co., in Grand Rapids, Michigan reports that some territories are available for the new "Formula 365" lubricant and rust inhibitor for phonos steppers, printed circuits, etc. Miller-Newmark is the national distributor for the product. Bill Miller is still ailing, and drops occasionally on the floor with the boys.

MOA's managing director Fred Granger is readying a jet trip to the west coast to meet with record company officials there. He plans to be there about the middle of August. Fred, and Lou Casola, proxy of MOA, will attend the Midyear Convention, Sept. 17-19, in the Holiday Inn, Huntington, W. Va. John "Red" Wallace is president of the association, as well as an officer of MOA.

Now that United, Inc., of Milwaukee, Wisconsin, bought all the Wurlitzer parts and equipment from the defunct First Coin Machine Company, Harry Jacobson, the Wurlitzer equipment parts depart. west of the factory in Tonawanda. Woody Johnson was on the road last week concentrating in the Wisconsin Dells area. . . .

Cash Box—August 1, 1964
NEW YORK — "The Thundering Tigers" are moving out of the United East Coast Corporation's showrooms here, according to President Irving Holzman, who distributes the United line throughout a seventeen-state area. The reference of course is to United's "Tiger" shuffle alloy and the "Thunder" bowler, newest of a steady crop of coin-operated amusement machines flung from the Chicago factory to distress around the nation. Manager Lou Drueckmann confirms the acceptance of the equipment by operators in this area by pointing to a full staff of showroom employees unloading the Windy City trailers and checking each machine out for local destinations.

Holzman described the 6-player shuffle alloy as the factory's most successful shuffle to come along in months. "We're stealing some of the gasoline company 'thunder' when we tell every operator to 'put a tiger on location,'" stated Holzman, whose showroom radio was blaring the "Put a tiger in your tank," commercial being aired over the radio and TV waves these days.

"Tiger" offers five ways to score and a tiger-colored backglass with stripes that can be seen from the furthest point in any barroom. "We've got a tiger by the tail already," continued Holzman, who has a new chicle for every operator dropping by the outlet. "With a name like 'tiger' we are using the creative selling approach more than ever before," explained Holzman, who added that the firm has announced special deals during the month of July and August.

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SHAKOPEE, MINNESOTA

California Clippings

The export business continues to boom with many shipments of used equipment leaving distributor warehouses this week. At California Music Co., a unit of National Music Corp., Bob York, former vice-president of RCA Victor, now residing in Los Angeles and is visiting with some of his old friends. Jerry Wallace is busy as usual, ex-Adelman hit record on sale before leaving on his vacation.

Joe Duarte back at his desk at Duarte International Sales Co., after spending a pleasant two-week vacation in New York. In this visit he was able to check with Buddy Robison on sales and to set up some appropriate deals for the future.

Hope you heard about the new five-day-a-week vacation trip to Yosemite National Park. Several of the older salesmen are due to leave for the Far East soon.

Bud Hoffman and George Smith conducted a very successful show in San Diego for both operators and service men.

Lou Wolfer from San Francisco visiting the local office of American Radio History, and we are pleased with the way things are going. Sonny Lomborg calling on operators in the Long Beach-San Pedro area. Jack Leonard reported the mail order business in the parts department increased 25 percent.

At the R. P. Jones Co., Row-AMI field service engineer Ralph Phipps conducted a vending service trip which included visits to the San Francisco and San Diego operators. Don Edwards in Bakersfield, and Johnny Rotz in San Diego assisting the operators for a few days. Chuck Klein spent a day at the home office of R. P. Jones in San Francisco, visiting with Mr. and Mrs. Matthews in Monterey. Don Mcgowan, manager of the communications division, visited local FM operators on the West Coast, attending the Air Research division of the Garrett Corp. Ralph Phipps back from San Francisco where he attended the convention who was there for the recent Republican National Convention. Previous to that, Ralph spent two weeks in Texas holding service school for the operators in that territory. This week he is in charge of the San Francisco office and on the one-week vacation with his family in Hawaii. All the Jones boys still working together at the Row-AMI sales office.

Bob Adelman will be leaving for the West Coast with his family after the South Coast Show, and will be back in New York for his one-week vacation from the East Coast.

Brett Adelman still out serving jury duty in Santa Monica Superior Court Judge ended his entertaining visitings relatives from Galveston, Illinois. Visiting Folie this week were: Tex Mowka, San Bernardino; Tom Felkins, Apple Valley, and Lloyd Cruts from Sherman Oaks.

Houston Happenings

Dan J. Mechina, sole owner of Allstar Records, Inc. and Allstar Music Enterprises, has climbed into big league class since moving into his own brand new modern building in the modern building area of downtown the city of South Houston, Texas. Dan is producer and national distributor of two major labels, Allstar and Cool, together with many labels including Allstar, Teen and Spoke. Collectively his outfit embraces 17 separate projects aimed directly at the manufacturing, distributing and retailing of music products. The list is written. His building has every necessary facility including spot for testing amateurs with a yen to go professional. One of his projects, a live show program that might make history, is scheduled to hit the airwaves for Fall, 1964. Local operator E. J. Slanina Jr., partner with his Dad in Sly Distributing Co., and charming wife Hilda out for an evening of the latest in teen music. Junior hinted that while the event was supposedly straightforward recreational window shopping, the night was dinner and dancing, but sometimes led to other types of spending. Veteran operator K. T. Pace, Bluebonnet Music Service, inferred that despite record breaking hot weather and business not booming to boost about, he was ahead in bookkeeping for the month of July.

From stands of a junior rodeo glimpsed Hazel Turner, secretary-treasurer San Music Service, offering as usual as arena secretary. Poor girl actually appeared hungrier than when working big time rodeos. Could have been she was, as many junior league baseball umpires often have to do, struggling against too much parental interest. Extended visit with local newcomer L. T. Butler ended with a view of his sizable collection of silver dollars. A. I. C. Galanti leaving his wife and local operators, spent considerable days in a large stock brokers office watching quotations on the big board. He has a reputation down there of being a pretty shrewd trader too.

Ed Arzuello, representative of AAA Record Co., San Antonio, in Houston on a routine business trip connected with placing the firm's records on the market there. Arguello's current best seller was "Together Again," released by The Rens. Bops. Ed Arwardy, American Music Co., out of the city as his vacation continued. T. H. Johnson, distributor for Aeronaut, and Harrington recently acquired distributorship of Athon Background Music over southwestern part of State of Texas.

Happy Birthday This Week To:

Joseph A. Bannard, Antwerp, Belgium. — Howard Berk, Bayonne, N. J.
Tom Howes, F. P. Sales, Inc. — Elmer D. Cook, Delphi, Ind.
Theodore Nichols, Pennsylvania — Leo Phipps, Beverly, Ky.
Ralph B. Zelles, Shaker Hts., Ohio. — Josephine Welsh, Charlotte, N. C.
Howard Miller, Oakland, Calif. — Jerry Harris, Omaha, Neb.
Alexis H. Mitchell, La. — Mrs. Mary H. Bickel, Ladoga, Ind.
World Wide Completing
LPC 480 “Road Show”

Final Show Stated For Aug. 4

NATE FEINSTEIN

CHICAGO—World Wide Distributing Company’s “road show,” featuring the new Seeburg L.P. Console 480 model coin-operated phonograph, is on the last leg of its Downstate Illinois tour, heading into the Davenport, Iowa (Trio-Cities) area, Tuesday, August 4. This final showing will be held in the Voyager Inn.

The World Wide contingent includes Nate Feinstein, Art Weed and Tom Higdon. The Seeburg Corporation is represented by Charles (Chuck) Gatto, field service engineer.

A novel addition to this series of showings, according to Harold Schwartz, head of the World Wide Music Division, is the use of Seeburg’s demonstration mobile studios. In this manner operators are easily able to go directly to locations and explain deals with all the equipment at hand.

Seeburg demonstration studio people are also on hand to help the operator seek out new locations and facilitate service to present locations.

This series of five showings, which started July 14 in Champaign, Ill., was described as a “treasure success” by Schwartz.

The World Wide contingent moved on to Decatur, July 16, Springfield on July 21, and then Quincy, Illinois, July 22.

NEW YORK—“The Thundering Tigers” are moving out of the United East Coast Corporation’s showroom here, according to President Irving Holzman, who distributes the United line throughout a seventeen state area. The reference of course is to United’s “Tiger” shuffle-alley and the “Thunder” bowler, newest of a steady crop of coin-operated amusement machines flowing from the Chicago factory to distributors around the nation.

Manager Lou Druekern confirms the acceptance of the equipment by operators in this area by pointing to a full staff of showroom employees unloading the Windy City trailers and checking each machine out in their various destinations.

Holzman described the 6-player shuffle-alley as the factory’s most successful shuffle to come along in months. “We’re stealing some of the gasoline company ‘thunder’ when we tell every operator to ‘put a tiger on location’,” stated Holzman whose showroom radio was blaring the “Put a Tiger in Your Tank” commercial being aired over the radio and tv waves those days.

“Tiger” offers five ways to score and a tiger-colored backglass with stripes that can be seen from the furthest point in any barroom. “We’ve got a tiger by the tail all right,” continued Holzman, who has a new niche for every operator dropping by the outlet. “With a name like tiger we are using the creative sell. Our new theme has announced special deals during the month of July and August.”

Miller-Newmark Co.
Offers Dealerships
For ‘Formula 336’

CHICAGO—Jack Gallagher, of Miller-Newmark Distributing Company, with offices and showrooms in Grand Rapids and Detroit, Michigan, has announced special deals during the month of July and August.

NEW EXCLUSIVE WILLIAMS FEATURES:
• Trouble-free Drum Units
• Large, Locked Cash Box
• Catch-Locked Playfield
• Improved Motor Unit
• Coin Switch

We’re Celebrating
Our 30th Year

THANKS TO OUR MANY FRIENDS AND CUSTOMERS

Established 1934

CHICAGO—Jack Gallagher, of Miller-Newmark Distributing Company, with offices and showrooms in Grand Rapids and Detroit, Michigan, announced this past week that dealerships are still available in many parts of the United States for “Formula 336”, a new type of lubricant and rust inhibitor for phonograph steppers, printed circuits, etc.

Gallagher explained that “Formula 336” is recommended by many manufacturers and distributors as a lubricant for parts and components which heretofore could not be effectively lubricated.

Miller-Newmark is the national distributor for this new product for the entire coin machine industry.

SPECIALS!

AMI “STEREO” CONTINENTAL I-200
33 1/3 and 45 R.P.M. $575

BALLY

FUN PHONES ... $69.50

Write for Complete List: Phonographs, Vending, Games

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WANT

JUKE NATIONALLY KNOWN (f-1300). Top features, early acoustics.但对于可能无法阅读的区域，无法提供自然文本代表。
CHICAGO—Building the individual operator's pride in his business is the single biggest public relations need facing vending, according to the industry's professional public relations director and counselors. They expressed this opinion at a special Chicago Industry Public Relations Conference sponsored by the National Automatic Merchandising Association.

The Conference, held July 13 in New York City, was the third such meeting conducted by the NAMA public relations department in recent years. Threefold purpose of the meeting, according to Conference Chairman Thomas L. Herrick, was to "establish agreement on the major public relations problems of the vending business; to sketch out possible long, and short-range approaches to meeting the problems, and to provide a forum for coordination among all vending personnel professionals who serve the vending industry." Herrick is chairman of the NAMA public relations committee and vice president, marketing for The Seeburgh Corporation, Chicago. He said nearly every public relations professional related to the vending industry was present at the Conference.

The day-long discussion followed the introduction by Walter W. Reed, NAMA public relations director, and Dale Cross, publicity relations counsel to NAMA on the cigarette-health issues.

Among public relations subjects analyzed were machine design, how operators merchandise their machines, the "small business character" of vending, and the need for public relations to keep the nation's purchasing power up during the middle of the year. Herrick pointed out that the first comparable conference sponsored by the NAMA relations department was held in 1959 following the McCellan Commission hearings on vending. Such a meeting was part of the highly regarded Fiftieth Anniversary Conference of NAMA in 1961. A total of 29 public relations professionals who serve vending industry and supplier companies took part in the Conference.


Scout Jamboree Has Microwave Cooking

 VALLEY FORGE, PA.—All the meals served at the Sixth National Jamboree, held here aren't being cooked by the $2,000,000 mobile kitchens. According to a chief, one has to serve the visitors, the staff and the executives, and for the fifth consecutive year the honor has gone to ARA Slater School and College, Kennewick, Wash.

Richard Aschwanden, who heads a Slatekirk, Wash., '62 crew of 12 persons who are seven chiefs, advises that the company will provide meals and snacks for 19,000 scouts during the 23rd annual Jamboree. He notes his enthusiasm for the boys. Aschwanden said sales at the snack bar had exceeded $3,000 in one day's time.

At the headquarters cafeteria, which is open for breakfast, lunch and dinner, Aschwanden said sales at the snack bar had exceeded $3,000 in one day's time.

At the headquarters cafeteria, where many of the 18,000 scouts, officials and guests at one time, 48,000 people can sit, Aschwanden points out that the Jamboree Hubert Perbus, executive chief, like Aschwanden says a lot of money is saved. He notes that the ARA Slater is a division of Automatic Retailers of America, which serves more than 180 schools and colleges in 32 states and Puerto Rico. When camps shut down for the summer, the Slater people in many cases are assigned to Boy Scout camps throughout the country.

ARDA Board Recommends Increased Dividend

 PHILADELPHIA.—The finance committee of Automatic Retailers of America recommended to the ARDA board of directors that the quarterly dividend to shareholders be ten cents a share, payable September 5 to shareholders of record on August 5, it was announced by the committee chairman, Herman G. Minter, senior vice president.

The committee further recommended that a regular quarterly ten-cent dividend policy be adopted, and that the ARDA paid the first dividend in its history, also a ten-cent dividend on June 5 of this year.

If new accounts sales in the month of June will add approximately $700,000 to the company's $179,941,838, the company will pay a dividend of $179,941,838.

The company said that the dividend would be 10 cents per share on June 5 of this year, which is open from 9 a.m. to 1 p.m. to the company's shareholders. The board of directors is authorized to increase the dividend at any time.

The dividend is payable to shareholders of record on May 1, 1964, and will be payable on May 15, 1964.

The company said that the dividend will be paid on all outstanding shares of the company's common stock.

The company said that the dividend will be paid on all outstanding shares of the company's common stock.
Cash Box

VENDING NEWS
The Vending Machine Industry's Only Newsweekly

NAC-TOA Trade Show List Continues To Grow

CHICAGO—Growing interest in the forthcoming Motion Picture and Concessionaires International Trade Show, held September 28-October 1 at the Conrad Hilton Hotel, Chicago, is very much in evidence, reports Spiro J. Papas, president of the Gold Medal Candy Corp., high point of the year.

An interesting development taking place in this year's show, according to Papas, is the fact that requests for booths have been received almost daily from many new companies who are exhibiting for the first time and are introducing new developments in food preparation, concession products and services and motion picture theatre equipment.

Among the latest additions to the Trade Show, which is co-sponsored by the National Association of Concessionaires and Theatre Owners of America, are such companies as: Ron's Concessions Div., Gold Medal Candy Corp., Brooklyn; Bristol Electronics, Inc., Riverside, N.Y.; Nabisco Foods Co., New York, Canada Dry Corp., New York, Penn.; Drive-In Theatre Mfg. Co., Edwardsville, Kansas; P&F Laboratories, Chicago; Griggs Equipment, Inc., Belton, Texas; Hayward-Wakefield Co., Menominee, Michigan; Jet Spray Cooler, Inc., Waltham, Massachusetts; and Pronto Food Corp., Chicago.

This year's NAC-TOA exhibit should prove to be one of the most all-embracing shows of its kind," said Papas. "not only ensuring delegates who will be in Chicago attending the conventions of both organizations an opportunity to see first hand the latest developments in the field of concession, theatre equipment, products and services. Many new and exciting items of equipment will be introduced for the first time."

Cig Sales Dip May Off 13%

NEW YORK—Cigarette sales reportedly dropped about 13% during May of this year, as compared with the same month last year, according to industry reports. The vending machine segment of this business, while not officially reported, appeared to have dipped accordingly.

While sales have been slow since the health hazard bandwagon, they have picked up during January-February periods after the big dip in late December and early January. The switch to cigars has continued and sales increases have shown a monthly consecutive rise for the past five periods.

The May figure was 13% ahead of last year's total. Of the first five months of 1964, cigarette sales during April appears to have either held or exceeded the previous year's monthly figure.

A report from the National Tax Tobacco Association indicates gains in cigarette sales in June in 29 of 41 reporting states. The increase, however, may have come about from tax increases in some of the states. Reporting in this area was on a dollar basis rather than individual product sales.

PM Satirizes With 'Multifilter' Ads

NEW YORK—In a move to supplement the already extensive "Multifilter" campaign, Philip Morris Incorporates has announced a program of large print ads in 182 newspapers covering 85 markets.

The print ad campaign, according to Ross R. Millhiser, V.P. and Director of Marketing, stresses the health and importance of rare coco-nut shell charcoal which Philip Morris Multifilter employs exclusively.

1963 Candy Sales Of $1.32 Billion Mark 8th Record Year

NEW YORK—According to a report by the U.S. Department of Commerce, the sale of candy at the wholesale level during 1963 reached a record high of $1.38 billion, or 5.5% above that of 1962. This marks the eighth straight time that annual candy sales have surpassed those of the previous year.

The sale of bar candy during the year claimed 34.4% of the total and was only surpassed by boxed candy or "packaged good," which accounted for 30.5% of the total candy volume. The Dept. revealed that bulk type confections were responsible for 17% of the $3.9 billion sales while penny candies took 4.9%.

The department's figures were presented at the annual convention of the National Confectioners Association which was held in the Americana Hotel here last June. NCA president Douglas S. Steinberg advised association members that present trends indicated to him that 1964's candy sales figure ought to mark the ninth straight year during which this industry continued its fantastic record of growth.

CANDIMAT
8 or 9 COLUMNS FOR CANDY OR SNACKS

Manufactured and Guaranteed By Westhouse For Universal Vendors, Inc.

A good looking, good working vendor at a cost that enables you to buy and place 2 Candimat for the approximate cost of 1 competitive unit. For the widest distribution of product and assured profits even in marginal locations. Available in 8 or 9 columns with a choice of Candy or Snacks display signs. Vends at 5¢ and 10¢ with nickels or dimes. 9 columns...illustrated...7 columns of 24 shelves and 2 columns for 100 packs of 5¢ gum or 68 packs of 10¢ gum...or more. Total capacity 226 items. 8 columns...24 shelves to column. Capacity 192 items.

Order from the Candimat distributor in your area or write for complete details...
Measuring Places & Trade Events

AUGUST

2-4 National Candy Wholesalers Association Place: Sherraton Park Hotel, Washing- ton, D.C.
3-5 American Management Association Place: 135 W. 50th St., N.Y.C.
4-6 American School Food Service Association Place: Portland Hilton Hotel, Portland, Ore.
26-30 National Automatic Laundry & Clean- ing Council Place: New York Hilton, New York City

SEPTEMBER

6 Music and Vending Association of South Daka, Business Meeting Place: Mitchell, S.D.
18-19 Minnesota Candy & Tobacco Distributors Association Place: Loening Hotel, Minneapolis, Minn.
18-20 Iowa Association of Tobacco Distribu- tors Place: Hotel Savery, Des Moines, lowa
24-26 Pennsylvania Association of Tobacco & Candy Distributors Place: Vanhorn-In-The-Poconos, Tamaquen, Pa.
24-26 Texas Merchandising Vending Associa- tion- Texas and Oklahoma Tobacco Distributors (joint meet) Place: Air Hotel, Dallas, Tex.
25-27 MONY, NYS Operators Guild and Westchester Operators Guild Place: Novotel Hotel, Ellenville, N.Y.
27-Oct 2 National Association of Concession- ates Place: Conrad Hilton Hotel, Chicago Annual Convention
28-Oct 1 Motion Picture & Concessions Indus- tries Trade Show Place: Conrad Hilton Hotel, Chicago

OCTOBER

1-4 New York State Association of To- bacco Distributors, Inc. Place: Concord Hotel, Hauppauge, Long Island, N.Y.
9-11 Tobacco Distributors Association of New York, Annual Convention Place: The Century, Athletic City, N.J.
14-16 Music Operators Of America Place: McCormick Place, Chicago Annual Convention
15-17 Ohio Association of Tobacco Distribu- tors, Convention-Exhibit Place: Sherraton-Hilton Hotel, Cleveland, Ohio
17-20 National Automatic Merchandising Assoc. Place: McCormick Place, Chicago Annual Convention
29-30 Wisconsin Club and Tobacco Institute Place: Schneider Hotel, Milwaukee, Wisconsin

NOVEMBER

6-7 Wholesale Tobacco Distributors of Mass. Place: Sheraton Belvedere Hotel, Bul- timore, Md.
9-12 American Bottlers of Carbonated Bever- ages Place: McCormick Place, Chicago, Ill.
With The Fabulous
TEN TOP TUNES
FEATURE

Of all the features found on phonographs calculated to stimulate play, the Wurlitzer Ten Top Tunes for Fifty Cents not only lapped the field right from the start, but has proved a consistent winner ever since.

Get this musical bargain at the touch of a golden bar going for you. It appeals to all ages in all types of places — beats all previous earnings wherever installed.
THE COMPLETE BUYERS' GUIDE TO EQUIPMENT, SUPPLIES, SERVICES

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BACKGROUND MUSIC
List of manufacturers of players using cartridge, tape, special disk—with illustrations of all models and specifications. Distributors in U.S. markets.

KIDDIE RIDES
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VENDING MACHINES—GENERAL
List of manufacturers of all types of vending equipment classified as to types of equipment manufactured by each firm.

CIGARETTE VENDORS
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CANDY MACHINES
List of manufacturers of candy and cookies machines. Illustrations of current model candy-cookie-snap vendors.

SUPPLIERS
Complete lists of firms supplying the coin machine and vending equipment industries: parts, supplies, merchandize, candy, cigarettes, allied industries.

EXPORT—INTERNATIONAL
1963 export statistics of phonographs, amusement machines and vending equipment, new and used, shipped to foreign markets during 12-month period. Analysis of volume, country-by-country breakdown of dollars, units, by category.

HISTORY OF YEAR IN REVIEW
Month by month record of trade events as they happened. People, equipment, and trade news reference.

JOBBERS-DISTRIBUTORS
Complete listing of every known equipment jobber in the U.S. State by state breakdown for easy reference.

ADVERTISEMENTS
Institutional sales messages from leading firms supplying the coin machine and vending equipment industries. Quick reference to buying sources.

ANNIVERSARY SECTION
In observance of Twenty-Second Year serving the trade.

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COMING IN THE AUGUST 15th ISSUE!

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new world of sound from ROCK-OLA
the 1964 grand prix...the prestige phonograph for all locations

160 PLAY STEREO MONOURAL PHONOGRAPH WITH 7" LP FEATURE—MODEL NO. 425

SPLENDOR OF STYLING Rock-Ola design simplicity distinguishes the new Grand Prix, versatile stereo sound center for any location. It takes up to 80 records, singles or albums, in any combination.

Its fine furniture styling in a mellow walnut tone imparts the warmth that inspires more frequent plays. And its mar-resistant, stain-resistant "Conolite" plastic laminate finish makes it easy to clean, gives it the rugged durability that keeps it smooth and gleaming.

Here at last is the ultimate in outstanding design, built-in Rock-Ola quality, and profitable Rock-Ola versatility. The mechanism itself is a triumph of Rock-Ola simplicity, engineered for the finest possible performance and the easiest possible servicing.

NEW WAY TO PROFIT... Twin stereo speakers in the new coin-activated Phonette remote speaker-selector unit beam the music to booth or bar for private listening pleasure—and more profits for you. Simple selector panel and personal volume controls add play appeal. Use the Phonette with any current model Rock-Ola phonograph, and boost profits right down the line.

Look to ROCK-OLA for advanced products for profit.

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