Industry seems to enjoy watching a pro hit with a class piece of material. Perhaps that is why everyone in the trade felt a degree of satisfaction when Dino hit the #1 spot with "Baby Loves Somebody." The accomplishment adds another gold star to the Dean Martin story. The Jimmy Brown-produced Reprise single also triggered a similarly titled album #3 on the LP list. A star in many fields, Dean is a top nightclub act (often headquartering at the Sands Hotel in Vegas), serious actor ("Toys In The Attic"), musical comedy star ("Mike and the 7 Hoods" and "Bells Are Ringing"), and, of course, a recording artist.
BARBRA STREISAND

A NEW SINGLE: "ABSENT-MINDED ME" / "FUNNY GIRL"

4-43127

Coming Soon:
Her New Album
"People"
On Columbia Records
CL 2215/CS 9015 Stereo

www.americanradiohistory.com
Air-conditioners may still be overburdened, but the fall-winter sales season for the record industry is about underway. In fact, the business figures it's a new season, singles-wise in particular, with the return of the nation's youth to school.

From our vantage point, we believe that the fall-winter season should prove to be one of the most profitable yet—for both singles and album sales.

One of the most encouraging signs is the great variety of product that is meeting with acceptance. The “English Sound” is still going strong, and those who gave the Beatles six months at the beginning of 1964 are now confronted with an act, (thanks to the remarkable critical acceptance of their first film, “A Hard Day’s Night”), that may be on top for years to come.

As the business enters the fall-winter sales months, the charts boast a wide range of pop musical expressions, probably the most eclectic since the early days of rock 'n roll. Coupled with a resurgence of the hard rock sound is a strong come-back of disks that play-up to adult-minded sensibility, with Dean Martin’s Top 10'er “Everybody Needs Somebody” being one of several outstanding examples. Pop-folk is riding-high, if, for the time being, the rousing, good-natured folk delivery is favored over the socially conscious sounds of a year ago.

The R&B sound is ever-present on chart listings, and pop artists are digging into the old Chuck Berry catalog of engaging numbers and striking paydirt.

Show music has made a worthy singles come-back, and there've been cast LP gains despite, in some instances, lack of a big artist draw. This is also a major part of today’s variety of sounds.

So, coupled with the traditional fall-winter upsing in sales is the propitious circumstance of product in any number of areas bringing in traffic at the same time.

Also, it should be pointed out, several labels are readying special pushes to pick-up a lagging classical sales, the growth of which has failed to reach the potential assigned to it some years ago.

A good spread of product acceptance isn’t the complete answer to a happy fall-winter sales outlook; the industry must still contend with distribution and pricing difficulties. But even with a status quo in the latter areas (here, too, signs point to a general improvement) this variety portends noteworthy strides in industry sales figures.
<table>
<thead>
<tr>
<th>Cash Box TOP 100</th>
</tr>
</thead>
<tbody>
<tr>
<td>Position 9/5/82</td>
</tr>
<tr>
<td>1 THE HOUSE OF THE RISING SUN (Gale, Ray)** 1</td>
</tr>
<tr>
<td>2 WHERE DID OUR LOVE GO (SUPREME Maton** 2</td>
</tr>
<tr>
<td>3 EVERYBODY LOVES SOMEBODY (Sands—ASCAP)** 3</td>
</tr>
<tr>
<td>4 BREAD AND BUTTER (Decca Martin—Reggie; 0281)** 4</td>
</tr>
<tr>
<td>5 A HARD DAY'S NIGHT (Capitol—MGM)** 5</td>
</tr>
<tr>
<td>6 UNDER THE Boardwalk (T—BM)** 6</td>
</tr>
<tr>
<td>7 G.T.O. (Decca Martin—Bub)** 7</td>
</tr>
<tr>
<td>8 OH, PRETTY WOMAN (Capitol—MGM)** 8</td>
</tr>
<tr>
<td>9 BECAUSE (Decca MGM—MGM)** 9</td>
</tr>
<tr>
<td>10 MAYBE I KNOW (Sire—BM)** 10</td>
</tr>
<tr>
<td>11 SELFISH (RCA Victor—RCA)** 11</td>
</tr>
<tr>
<td>12 MAYBE I'M NICE (Sire—BM)** 12</td>
</tr>
<tr>
<td>13 REMEMBER (WALKIN' IN THE SAND (Dundie Tune, Tru—BM)** 13</td>
</tr>
<tr>
<td>14 CLINTON WILSON (Capitol—MGM)** 14</td>
</tr>
<tr>
<td>15 C'MON AND SWIM (Torenti—BM)** 15</td>
</tr>
<tr>
<td>16 HOW DO YOU DO IT (Gerry &amp; Pacemakers—Laurie)** 16</td>
</tr>
<tr>
<td>17 HAUNTED HOUSE (RCA Victor—RCA)** 17</td>
</tr>
<tr>
<td>18 WALK DON'T RUN '64 (Capitol—MGM)** 18</td>
</tr>
<tr>
<td>19 SAVE IT FOR ME (Saturday Sunrise—ASCAP)** 19</td>
</tr>
<tr>
<td>20 IT HURTS TO BE IN LOVE (Decca—BM)** 20</td>
</tr>
<tr>
<td>21 YOU NEVER CAN TELL (Marianne Faithfull—BM)** 21</td>
</tr>
<tr>
<td>22 DANCE IN THE STREET (Bee Gees—BM)** 22</td>
</tr>
<tr>
<td>23 IN THE MISTY MOONLIGHT (4 Star—BM)** 23</td>
</tr>
<tr>
<td>24 FUNNY (Gerry &amp; Pacemakers—Laurie)** 24</td>
</tr>
<tr>
<td>25 IT'S ALL OVER NOW (Rolling Stones—London)** 25</td>
</tr>
<tr>
<td>26 DO WAH DIDDY DIDDY (Manfred Mann—Asot)** 26</td>
</tr>
<tr>
<td>27 AND I LOVE HER (The Beatles—Capitol)** 27</td>
</tr>
<tr>
<td>28 BABY, I NEED YOUR LOVING (Crim—BM)** 28</td>
</tr>
<tr>
<td>29 WE'LL SING IN THE SUNSHINE (Lupinari—ASCAP)** 29</td>
</tr>
<tr>
<td>30 OUT OF SIGHT (Decca—BM)** 30</td>
</tr>
<tr>
<td>31 WISIN' AND HOPIN' (Decca Martin—RCA)** 31</td>
</tr>
<tr>
<td>32 I'M ON THE OUTSIDE (LOOKING IN) (Deaf—BM)** 32</td>
</tr>
<tr>
<td>33 SUCH A NIGHT (Shelley Elyca—Victor)** 33</td>
</tr>
<tr>
<td>34 RAG DOLL (Graham Adams—ASCAP)** 34</td>
</tr>
<tr>
<td>35 JUST BE TRUE (MGM—MGM)** 35</td>
</tr>
</tbody>
</table>

| 36 SAY YOU (MGM—MGM)** 36 | 8/29 |
| 37 SOMEDAY WE'RE GONNA LOVE AGAIN (McLaunch—BM)** 37 |  |
| 38 MATCHBOX (Knave—BM)** 38 |  |
| 39 YOU'LL NEVER GET TO HEAVEN (MGM—MGM)** 39 |  |
| 40 RHUTYME (Jayne—Curtom—BM)** 40 |  |
| 41 PEOPLE SAY (Sassy—BM)** 41 |  |
| 42 (YOU DON'T KNOW) HOW GLAD I AM (Roxwell—BM)** 42 |  |
| 43 Ain't She Sweet (Beatles—EMI)** 43 |  |
| 44 ALWAYS TOGETHER (Marvin Lewis—BM)** 44 |  |
| 45 THE LITTLE OLD LADY (FROM PASADENA (Pam—BM)** 45 |  |
| 46 STEAL AWAY (Capitol—BM)** 46 |  |
| 47 HE'S IN TOWN (Screen Gems—Columbia)** 47 |  |
| 48 A SUMMER SONG (Chad Stacey & Jimmy Clyde—BM)** 48 |  |
| 49 SLOW DOWN (Beatle—Capitol)** 49 |  |
| 50 I'VE GOT NO TIME TO LOSE (Lo—BM)** 50 |  |
| 51 HANDY MAN (Troy—BM)** 51 |  |
| 52 YOU MUST BELIEVE ME (ABC-Paramount)** 52 |  |
| 53 INVISIBLE TEARS (Ray Conniff—Columbia)** 53 |  |
| 54 THERE'S NOTHING I CAN SAY (Harry Belafonte—BM)** 54 |  |
| 55 MICHAEL (Pluto—BM)** 55 |  |
| 56 THERE'S ALWAYS SOMETHING THERE TO REMIND ME (Roy Orbison—BM)** 56 |  |
| 57 FROM A WINDOW (Pacific—BM)** 57 |  |
| 58 IF I'M A FOOL FOR LOVING YOU (Bobby Wood—BM)** 58 |  |
| 59 LAST KISS (Colts—BM)** 59 |  |
| 60 HEY GIRL DON'T BOTHER ME (Maurice—ASCAP)** 60 |  |
| 61 MERCY, MERCY (Capitol—BM)** 61 |  |
| 62 LET IT BE (Epic—ASCAP)** 62 |  |
| 63 WHY (Soulsville—BM)** 63 |  |
| 64 WHERE LOVE HAS GONE (Philips—BM)** 64 |  |
| 65 HOLD ME (Billy Murphy—BM)** 65 |  |
| 66 A TASTE OF HONEY (Biscuit—BM)** 66 |  |
| 67 NO DON'T KNOW (Jamaica—BM)** 67 |  |
| 68 CANDY TO ME (Rosemart—BM)** 68 |  |
| 69 THE CAT (Monday—BM)** 69 |  |
| 70 THE JAMES BOND THEME (Soulsville—BM)** 70 |  |
| 71 THE JAMES BOND THEME (Soulsville—BM)** 71 |  |
| 72 THE JAMES BOND THEME (Soulsville—BM)** 72 |  |
| 73 THE JAMES BOND THEME (Soulsville—BM)** 73 |  |
| 74 I'M A POOR LITTLE INDIAN (RCA Victor—RCA)** 74 |  |
| 75 I'M A POOR LITTLE INDIAN (RCA Victor—RCA)** 75 |  |
| 76 I'M A POOR LITTLE INDIAN (RCA Victor—RCA)** 76 |  |
| 77 I'M A POOR LITTLE INDIAN (RCA Victor—RCA)** 77 |  |
| 78 I'M A POOR LITTLE INDIAN (RCA Victor—RCA)** 78 |  |
| 79 I'M A POOR LITTLE INDIAN (RCA Victor—RCA)** 79 |  |
| 80 I'M A POOR LITTLE INDIAN (RCA Victor—RCA)** 80 |  |
| 81 I'M A POOR LITTLE INDIAN (RCA Victor—RCA)** 81 |  |
| 82 I'M A POOR LITTLE INDIAN (RCA Victor—RCA)** 82 |  |
| 83 I'M A POOR LITTLE INDIAN (RCA Victor—RCA)** 83 |  |
| 84 I'M A POOR LITTLE INDIAN (RCA Victor—RCA)** 84 |  |
| 85 I'M A POOR LITTLE INDIAN (RCA Victor—RCA)** 85 |  |
| 86 I'M A POOR LITTLE INDIAN (RCA Victor—RCA)** 86 |  |
| 87 I'M A POOR LITTLE INDIAN (RCA Victor—RCA)** 87 |  |
| 88 I'M A POOR LITTLE INDIAN (RCA Victor—RCA)** 88 |  |
| 89 I'M A POOR LITTLE INDIAN (RCA Victor—RCA)** 89 |  |
| 90 I'M A POOR LITTLE INDIAN (RCA Victor—RCA)** 90 |  |
| 91 I'M A POOR LITTLE INDIAN (RCA Victor—RCA)** 91 |  |
| 92 I'M A POOR LITTLE INDIAN (RCA Victor—RCA)** 92 |  |

* Special thanks to Steve Davis and Bill Kirtz for their contributions to this list. ** Top 100 in each issue.
The HOTTEST NUMBER in the Nation

Willie Mitchell

"20-75"

#2075

Hi RECORDS

THE AMERICAN LONDON GROUP

COMING SOON—SENSATIONAL NEW LP BY WILLIE MITCHELL

To be released at the Hi Distributors Meeting, Memphis, Tenn.
September 23

Management: NATIONAL ARTISTS ATTRACTIONS, Memphis, Tennessee 901-252-1646
NEW YORK — Don Kirschner has been named to helm the music publishing activities of Columbia Pictures with the formation of a new seven year pact that lifts him to president of the film company's music division.

Kirschner will drop his direction of Columbia Pie's labels, Colpix and Dimension, a chore he had since his Aladdin Music-Dimension Records set-up was sold to Columbia in May, 1965 in a multi-million dollar deal. At that time, he was named exec vp of the music division.

The label is expected to name a new head in the near future.

Kirschner has been in charge of all flick and TV music for Columbia and Columbia-Embassy. The publishing outfits are Gower Music (BMI), Screen Gems-Columbia (BMI) and Colpines (ASCAP). In addition to flick-TV activities, Kirschner will move into theatrical productions and help develop new writing talent.

Other top execs at the publishing division are Alvino Rey, vp, the east, and Chuck Kaye, who heads the west coast office. An additional major appointee is about to be announced.

Kirschner's proxy tag is believed to be the first time that a division head at Columbia has been given that title.

LBJ Signs Arts Council Bill
WASHINGTON, D.C.—Culture became U.S. law last week as President Johnson signed a Bill to create a National Council of the Arts.

A 25-man panel will be named to oversee the various arts (music, drama, literature, dance) and make various recommendations that would foster, encourage and maintain them.

The new law is the first aid-to-culture passed by Congress. It was noted that many foreign governments support the arts in a fact that many cultural leaders and members of Congress pointed to in support of the bill.

CBS Backs Bernstein, Comden, Green "Skin Of Our Teeth" Musical
NEW YORK — The Columbia Broadcasting System will be the sole producer of Leonard Bernstein, Betty Comden-Adolph Green musical, "The Skin Of Our Teeth," based on Thornton Wilder's Pulitzer Prize-winning play of 1943.

CBS's investment, of course, means that its affiliate, Columbia Records, will release the original-cast LP. The show is due in Sept., 1965, with Jerome Robbins staging.

CBS also gave full financial blessings to "My Fair Lady," a 5 million cast LP seller, and "Camerlot," which has sold a million copies. Both scores were by Alan Jay Lerner and Frederick Loewe.

Decca Declares Dividend
NEW YORK — Directors of Decca Records announced last week that a regular quarterly dividend of 15 cents per share on the company's capital stock, would be made payable Sept. 30 to stockholders of record Sept. 16.

Utilities Firm Buys Mills Music
NEW YORK — The entire Mills Music publishing operation will be acquired by a subsidiary of Utilities & Industries Corp. by the end of the year, an announcement from the two firms reported last week.

The deal should be closed by the end of the year, with the current owners of Mills-Music—headed by Jack Mills and James Z. Miller—selling the Mills—realizing $5 million from the transaction.

Jack and Irving Mills stated that the decision to sell to Utilities & Industries was the culmination of a number of proposals to purchase which they had received in recent years.

Richard Rosenthal, president of U&I, said that the acquisition, retaining the Mills Music tag, would embark on a revitalization of its standard catalog and the recruitment of new writers.

The deal, a 22 million dollar business, started business 75 years in the water utilities field and has since broadened its investment in a number of areas.

Richard Rosenthal has had previous experience in the field, having figured in the reorganization and management of Republic Records (a.k.a. Colpix) from 1954.

For the time being, Mills is being run by its present staff, which, be it noted, is acquiring Mills, includes such Mills-related music men as Bill Marty and Stanley Mills.

EPIC UNVEILS 11 SEPTEMBER ALBUMS
NEW YORK—Epic Records has announced the release of eleven albums for Sept., six popular and five classical.

The pop release is spearheaded by "Bobby Vinton's Greatest Hits," and Tower Completes Distribution Lineup
NEW YORK — The appointment of five more distributors to handle the "new" Epic Group line, Capitol's new subsid, has been announced by Vito Milazzo, vp, sales and promotion manager. The new additions bring the total to 25, with no new ones contemplated at the present time.

The five new distributors are Florida Record Distributors in Miami, Best Distributors in Buffalo, B & K Distributing in Dallas, Mangold of Charlotte and Fenway in Pittsburgh.

NARRD Attacks Col.'s Mail-Order Campaign
NEW YORK—NARRD, the record dealers association, is in arms over Columbia Records' new "Masterworks Subscription Service," a mail-order campaign designed to boost the sales of classical product.

In the name of the association, Benjamin L. Finn has sent a letter to Ben Rosenhouse, chairman of the house subcommittee on Distributors, which is currently looking into dual-distribution and other practices among various industries.

 Calling attention to the ad campaign in the July 18 edition of the Saturday Review that kicked off the campaign, Finn asserts that "No retailer in any category can compete with this offer," which Finn terms a deal of 50% off list price.

Another part of the program includes a buy-1-LP-get-another-free arrangement.

The letter also includes statements by NARRD officers and directors which condemn the Columbia move as highly damaging to retail sales of classics.

The Columbia mail-order plan was termed a "smoke screen" at a recent press conference when it was first introduced. Kickoff-off on a $16,000 ad budget, it also offers subscribers, for a $5 membership fee, the concept of record insurance whereby old records can be returned for fresh copies, an annual LP of new releases, a catalog of a classical and a free disk with membership.

The Animals is Finally Here

Utilities Corp buys Mills Music
Chicago—Mercury Records' new full-page campaign, featuring a new 30-gun, 5-album record, is the largest feature-film producers, plans to enter the disk field with an affiliate record company,Cash Box learned last week.

Mercury's fall campaign for its line of Streisand records is said to be a substantial undertaking. The company's sales and promotion effort was made from the label's owner, Fletcher Hiller.

Hiller noted that some of Streisand's existing distributors would be retained, but the company would handle Soma and Garrett labels under a new agreement.

In view of the deal, Hiller has named a full-time national sales manager. He will be directed by Baldassini, a former general manager for Vee Jay in the mid-1960s. A successor to the director of Stuart Kim, and royalties and publishing will be handled by Alpert, Allman.

Following a clearing up of inventory and distributary arrangements, there will be an ad program on Streisand's product, including scheduled singles releases.

Joseph Levine

Mercury Buys Streisand's

Ink's Deal With Woodbury

MINNEAPOLIS—Amos Hillier has acquired the inventory and about 30 masters from Streisand Records. A new record deal was made from the label's owner, Fletcher Hiller.

The new albums, distributed by the label, will include two albums by endangered species, "Viva Vaughn," "Viva Viva," "Viva Sandwiches," "Viva George Jones," "CWO No. 1 Male Singer," "Jerry Byrd's "The Man of a Thousand Hats." 

Disney Has Another Smash Musical Star In “Mary Poppins”

NEW YORK—The record and music industries should be very thankful that “Mary Poppins,” the latest Walt Disney film, will be released in color. This delightful, enchanting, entertainment scene has, as one of her many talents, contributed a magnificently singing voice.

The loveable and magical Miss Poppins, portrayed by “Fair Lady” Julie Andrews is such a charming character with such a delightful voice and great new songs that she just can’t miss carving a special niche for herself, among the select family of Disney’s legendary singing characters, the fathered by the Seven Dwarfs, Jimmy Cricket, Snow White & the Seven Dwarfs, etc.

The film is definitely the strongest Disney effort in an age—ip. Julie Andrews has a unique charm that will appeal to children and adults equally, it has the best musical score of any Disney film in the past decade; it has magnificent visual effects; it has a great new film star in Julie Andrews who may quickly be featured on a multimillion selling LP, and it has Julie Van Dyke, another musical talent whose film career will be boosted tremen-

The music for “Mary Poppins” was penned by Richard M. and Robert B. Sherman, two staff composers at the Disney Studios for 15 years, who take a major step into the commercially important first major effort. Although they have combed a treasure house of songs in the past for such films as “The Parent Trap,” “Bon Voyage” and the delightful “Summer Magic” title tune for which they were especially prolific for “Poppins.” Standout, of course, is “Spoonful of Sugar” which you must leave the theatre humming or whistling.

Other favorites include: “Chim-Cheree,” “Feed The Birds” (Tuppence), and “Let’s All Go to the Fair” which is probably the most popular of all the wonderful new songs.

Music direction was under Irwin Kostal’s control. He and Darrell recently for scoring “West Side Story” singles which are a hit there in “Flower” and “A Funny Thing Happens On The Way To The Forum.”

“Mary Poppins” is a brilliant new addition to the world of music. (Right in photos above) Julie Andrews and Dick Van Dyke are obviously very pleased with a take of one of the songs from “Mary Poppins.” (On left) Irwin Kostal musical director; Marc Breaux, cho-

Fred Granger, managing director of MOA, has just made a mailing of business-replay cards on which MOA members are asked and urged with their preferences for return on or be-

Last year’s winners were: Ray Charles, the most popular artist, Tony Bennett’s (Colb-2) "I Left My Heart in San Francisco" for most popular record, and Columbia Records for the most consistent supplier of good records.

Vee Jay’s Interpreters Start Off With Top British Hit

NEW YORK—Vee Jay Records’ new Interpreters label, designed to issue for-1

Vee Jay’s Interpreters label, designed to issue foreign hits here, has done just that with little fanfare and no response.

Side is “Have I The Right” by The Hyacinth, a group of one girl and four instrumentals by a group of the Interpreters label. Pre Records has the original English hit.

Buck Owens Inks New Capitol Pact

HOLLYWOOD—Buck Owens, strong country artist who doesn’t need a pop factor, has inked a new, long-term pact with Capitol Records. Announcement came last week from Tom Morgan, the label’s direc-

OWNS’ current country winner is “I Hope You Dance” which is also climb-

He’s also done pop-country album with sales such as titles as “Best Of Buck Owens’ "Turn Around, Hand Me My Heart" a Beat."

MOA Starts Balloting For Artist, Disk Awards

NEW YORK—Once again, the Music Operators of America (MOA) are asking their members to choose an annual round-up of those artists, rec-

Four different labels are included on the top selling list. No, we don’t sign label alone represented by 11 new pick. Hitchcock, and John Strope, respectively.

GRAND DISCO, etc. is definitely active Grandisco line of Mexi-

The design of the country music series has a new “Birth Certificate” album with a selection of top names, including Wyn Stewart, Ferlin Husky, DJ Yow, Jody Miller, Dick2

Folkas, pass douches and mariachis and are the latest six entries in Pickwick’s specialized Grandisco line of Mexican vocals and instruments by Ray Stevens, Ray Price, and a host of others. A host of songs and stories for the very young and growing up, and learning, are featured in six new en-

Hendleman Co. Doubles Earnings For Three Months Ended July 31

NEW YORK—Hendleman Co., the large Detroit-based distributor, doubled its earnings for the quarter ended July 31, president Joseph Handelman, said.

Net earnings were $225,803, more than twice that of the 1965 showing of $112,901. This represents net earnings of $22 per share or double the $11 per share for the same period last year.

Sales during the period rose to $8,060,000 from $4,732,000. Handelman also reported that the sales increase in August alone was as much as the total sales gain for the quarter the year before.

Last week, the board of directors of Hendleman, declared another quarterly dividend of $17 per share, or $0.4180 per share of common stock outstanding, payable on Oct. 15 to stockholders of record on Sept. 15.

Pickwick Int’l Offers Best Large LP Release

NEW YORK—Pickwick International, the leading record packager and disk producer, is underway with the release of a new, gigantic, 15-inch album release in its history. New product falls into six different cate-

Eight different swing-taint performers listed are Jan and Dean, and the Sheppards, Billie Jo Spears, Bobby Rydell, Ray Stevens and Tom, respectively.

Three packages with dance appeal are also included in the new design product. Aranger-on-Flute” Smith offers “The Big Sound,” while “Let’s Dance Latin,” contains too much of the border names as Tito Rodriguez, Pete Torres, and “Tito Valdés.”

Fred Granger, managing director of MOA, has just made a mailing of business-replay cards on which MOA members are asked and urged with their preferences for return on or be-

The annual round-up of the winners were: Ray Charles, the most popular artist, Tony Bennett’s (Colb-2) “I Left My Heart in San Francisco” for most popular record, and Columbia Records for the most consistent supplier of good records.

Group Roulette Publisher’s Under Big 7 Music

NEW YORK—For three weeks at their new post as vice-presidents of the various Planetary-Non music publishing firms, Charles Koppleman and Darrell Van Dyke announced last week that most of their staffs were still measured to be indicated Big Seven Music Corp.

They explained that the overall name was the planned music publishing organization a more effective merchandising of the publishing companies under their control would be idealized as the Big Seven Music Corp.

Big Seven Music includes the BMI firms of Patricia Music, Non-Music, Frost Music, Hova & Luigi Music and the newly formed Big Seven Mu-

The Big Seven Music was a music publishing operation that was controlled Planetary-Non Ltd. (London), Planetary-Non Ltd. (Africa), and Planetary-Non S.A. in France.

An all of the firms, except Big Seven have been actively operating for a number of years and has been indicated copyright information within these firms in clude: "Swingin’ Sheppard Blues," “Why Do You Fall In Love,” “Peppermint Twist,” “Swingin’ In The Thousand Miles Away,” “You Tell Too Much, Secretly," “I Want You To Be My Little Girl Of Mine.” During 1964, these hit numbers were: “My Boy Lollipop” and “California Sun" were top ten hit records.

Koppleman and Rubin, who will be responsible for all of the firms that are part of Big Seven Music revealed that a number of exclusive contracts had already been signed, including Gary Klein, who wrote the top country hit, “Yesterday’s Love"

It is currently represented by the Danny Cohen at the New York Post College and plans to enter into a contract with "Mary Poppins." (On left) Irwin Kostal musical director; Marc Breaux, cho-

Gene’s Shooting Star," a group of one girl and four instrumentals by a group of the Interpreters label. Pre Records has the original English hit.

One of the artists, who is also one of the collaborators of a new Anita Gillette project, will appear with June Carter, June Carter of the Carter Family, in a role published by a subsidiary of Big Seven Music Corp. will cover all phases of music publishing Barry & Jack, a country singer-songwriter who has just been signed by the Interpreters. Also, as further indication of the planned diversification of the publishing enterprises, the team revealed that a number of songs from a new classified television series will be set to the music and that a title theme of the show has already been chosen by the Bob & Jack. Country music picture entries of 1965 has been set to the music and that a title theme has been approved to the show has already been chosen by the Bob & Jack. Country music picture entries of 1965 has been set to the music and that a title theme has been approved to the show has already been chosen by the Bob & Jack. Country music picture entries of 1965 has been set to the music.

The year’s total profits increased sharply and there is little likely to be any cut in the prices.

All of the artists, except Big Seven have been actively operating for a number of years and has been indicated copyright information within these firms include: "Swingin’ Sheppard Blues," “Why Do You Fall In Love,” “Peppermint Twist,” “Swingin’ In The Thousand Miles Away,” “You Tell Too Much, Secretly," “I Want You To Be My Little Girl Of Mine.” During 1964, these hit numbers were: “My Boy Lollipop” and “California Sun" were top ten hit records.

Koppleman and Rubin, who will be responsible for all of the firms that are part of Big Seven Music revealed that a number of exclusive contracts had already been signed, including Gary Klein, who wrote the top country hit, “Yesterday’s Love.” Klein is currently represented by the Danny Cohen at the New York Post College and plans to enter into a contract with "Mary Poppins." (On left) Irwin Kostal musical director; Marc Breaux, cho-

Vee Jay’s Interpreters label, designed to issue foreign hits here, has done just that with little fanfare and no response.

Side is “Have I The Right” by The Hyacinth, a group of one girl and four instrumentals by a group of the Interpreters label. Pre Records has the original English hit.

Hendleman Co. Doubles Earnings For Three Months Ended July 31

NEW YORK—Hendleman Co., the large Detroit-based distributor, doubled its earnings for the quarter ended July 31, president Joseph Handelman, said.

Net earnings were $225,803, more than twice that of the 1965 showing of $112,901. This represents net earnings of $22 per share or double the $11 per share for the same period last year.

Sales during the period rose to $8,060,000 from $4,732,000. Handelman also reported that the sales increase in August alone was as much as the total sales gain for the quarter the year before.

Last week, the board of directors of Hendleman, declared another quarterly dividend of $17 per share, or $0.4180 per share of common stock outstanding, payable on Oct. 15 to stockholders of record on Sept. 15.

Cash Box—September 12, 1964

www.americanradiohistory.com
LET'S STOP THE BULL ONCE AND FOR ALL!

THERE IS ONLY ONE RECORD THAT IS #1 IN ENGLAND

THE HONEYCOMBS "HAVE I THE RIGHT"

VOL 7 NO. 35 AUGUST 27th, 1964 Annual Subscription 65c

BRITAIN'S NO. 1 RECORD RETAILER AND MUSIC INDUSTRY NEWS

NEW MUSICAL EXPRESS
WORLD'S LARGEST CIRCULATION OF ANY MUSIC PAPER
- WEEKLY SALES EXCEED 275,000 (MEMBERS OF ABC)

1 (3) HAVE I THE RIGHT? The Honeycombs Pye 7N 1566
2 (1) DIDDY Manfred Mann HMV POP 1320
3 (4) I WON'T FORGET YOU Jim Reeves R.C.A. Vinylite
4 (15) YOU'VE P... The King A.M.A.
5 (1) I FOUND OUT THE HARD W... The Four Pennies Philips BF
6 (21) FROM A WINDOW Billy J. Kramer Parlophone
7 (13) SUCH A NIGHT Elvis Presley RCA
8 (14) THE GIRL FROM... Stan C...

WORLD'S LARGEST CIRCULATION OF 275,000

EXCLUSIVELY ON VEE-JAY'S BABY
I DON'T WANT TO SEE TOMORROW (2:30) [Roosevelt BMI—Kaempfert, Gahler]

NAT KING COLE (Capitol 5261)

Once again Cole's polished tones come across ear-arrresting fashion on a song that could mean nothing to anyone. One end's feeling 'schmaltz'-y ballad litter, tagged "I Don't Want To See Tomorrow," the other's a very catchy finger-snappin' romancer labeled "LO-V-E." Top notch or-choral support from Ralph Carmichael in this double-barreled listening treat.

WAIT FOR ME (2:27) [George Pincus & Sons ASCAP—Dee, Kent]

IT'S NOT EASY (2:52) [Laurel ASCAP—Bernabini, Weiss]

RITA PAVONE (RCA Victor 8240)

Rita Pavone, the diminutive Italian sensation who made the chart grade here with "Remember Me," can make it two-in-a-row with this new Victor outing. It's a warm and pretty, liltin' teat ballad plaster, tilled "Wait For Me," that the canary caresses with touching sincerity. Reverse half's another heartfelt ballad that Rita puts across with telling effect.

SOMEBODY NEW (1:55) [Ladis, Pomarle BMI—Dixon]

STAND BY ME (4:10) [Progressive, Trio, Ad BMI—Glick, King]

CHUCK JACKSON (Wand 161)

It's a good bet that Chuck Jackson's next big chart affair will be "Somebody New." It's a blues-fueled twister that the dynamic performer walls with loads of soul. Striking Stan Green arrangement rounds out the dealin' master. The short-white back Ben E. King smasheroo, "Stand By Me," takes a sensational 'live' route on the Bert Kryes arranged flip.

ONE MORE TEAR (2:10) ANOTHER BOY LIKE ME (T. M. BMI—Barry, Greenwich) (Trio BMI—Barry, Greenwich)

THE RAIDROPS (Jubilee 5817)

It's more than likely that the Raidroops will make it back to chartsville with either end (or both) or their new Jubilee outing. Both sides, "One More Tear" and "Another Boy Like Mine" are rhythmic stompers that sport ultra-commercial and instrumental sounds. It's a toss-up for honors.

LA DE DA I LOVE YOU (2:22) [Sarurn BMI—Foxx] YANKIE DOODLE DANDY (2:39) [Sarurn BMI—Foxx]

INEZ & CHARLIE FOXX (Symbol 201)

The brother-sister team, a smash on their "Makin'bird" outing, can be in for more of the same happy chart results with this new Symbol effort. It's a snazzy hand-clappin' cha-cha stomper, "La De Da I Love You," that could burst thru in no time flat. Bright thump-a-cha-cha couple in "Yankey Doodle Dandy." I'M YOURS (2:25) [Robert Mellin BMI—Mellin] WISHING RING (2:01) [Aucl-Rose BMI—Maddox, Britt]

THE DREPUS (Cord 596)

The Dupreas are back with another one of their oldie-updating jobs that should once again go over in a big wave with today's teen set. This time it's the years-ago Don Cornell smash, "I'm Yours," that the crew shuffles thru with beat-ballad finesse. Another oldie, Joe James' "Wishing Ring," take a peaking up tempo ride on the other end.

BEACH GIRL (2:32) [TM, Blackwood BMI—Melcher, Johnston] LITTLE HONDA (2:00) [Sea Of Tunes BMI—Wilson]

PAT BOONE (Dot 16658)

This could be the one to send Pat Boone skyrocketing back up the hit lists. Tune, tabbed "Beach Girl," is a hurrting, slow beat cha-cha-zurfe that the kids are going to flip over. It's a new sound for Pat—with multiple voices and a chorus giving the illusion of a teen group, Stellas' Terry Melcher arrangement. Also keep close tabs on the driving cover of the Top 100 click, "Little Honda." Pat's version can cop a big slice of the final sales pie.

ONE BY ONE THE ROSES DIED (2:10) [Miller ASCAP—Donaggin, Vance, Snyder]

SEE YOU IN SEPTEMBER (2:17) [Vibr ASCAP—Edwards, Wayne]

MIKE CLIFFORD (United Artists 763)

The velvety-voiced song stylist can regain his "Close To Cathy" hit touch with this new UA outing. It's a touching, folk-favored ballad weeper that Mike and the seventeen mercury shuck-lift-over in very effective fashion. Backing's an inviting soft cha-cha beat updating of the pretty sentimental: "See You In September."
ROBERT GOULET SINGS

"I’D RATHER BE RICH"

NEW COLUMBIA SINGLE FROM THE MOTION PICTURE "I’D RATHER BE RICH" · A ROSS HUNTER PRODUCTION STARRING SANDRA DEE · ROBERT GOULET · ANDY WILLIAMS A UNIVERSAL PICTURE IN EASTMAN COLOR
The Roundest of Them All (2:25) (Cordell Clark and Sam Cooke; ABC-Dunam) 8699 VINELAND (1:59)

(Listen To Little Peggy Allen Song)

[Sepe, Gigg, Murrah ASCAP—Sepe, Brooks, Barman]

ROUND ROBIN (Domain 1405)

The Round One follows his "Kick That Little Foot Sally Ann" chart affair with another dancin' delight that should head towards hit territory in no time flat. This time the vocalists of the wall sly-concerting Robin's ride are set to a thumpin' "Bo Dudley"-like beat. Round's Boys turn in a catchy all-instrumental rock-a-rhythm on the flip.

The Clock (2:53) [Saturn, Mon-Ami BMI—Washington]

STANDING ON THE PIER (2:54) [Saturn, Mon-Ami BMI—Washington]

BABY WASHINGTON (Son 101)

Baby's newest single is already attracting loads of territorial attention and should break through the Top 10 in early July. It's a tearful, tick-tack beat-ballad opus, tagged "The Clock" (not the same as the Johnny Ace classic), that the composer delivers with loads of emotional appeal.

Strong ork-choral support from Sammy Lowe. Backing's a slow-pulking beat-ballad affair that also has an eye on the charts.

Ringo for President (2:35) [Jonathan ASCAP—Garson, Hilliard]

Click Go the Shears (2:10) (Ray Charles BMI) Rolf Harris (Emp 9721)

The Australian funster can really help bring out the teen vote (and sell) this "A Little Piece of Faith" (2:35) tune of high-stakes pickup attack via the New World Singers version. It's a contagious thumb-a-rhythm, chorus-backed session filled with loads of cheers. Also keep a close watch on the delightful toe-tapping, older brother-directed novel swing on their "One Little Girl of Mine" (2:16) [Progressive BMI—Charles].

If you're feeling blue (2:19) [Ray Maxwell BMI—Medley, Hatfield]

The Righteous Bros. (Noontime 235)

The Righteous Brothers is the latest in the wide walk of the little Little Latin Lupe Loo hit can have their next chart affair via the revival route. It's the Ray Charles years-back hit, "The Little Girl I'd Like Of Mine," that the duo belts out in sizzlin', rock-twist style. Solid Medley-Ruller arrangement. Under half's bluesy shuffle-rocket.

Goodbye Boys Goodbye (Ciao Raggazi Ciao) (2:09) (Ledda ASCAP—DeAngelis, Bennett, Magu, DiPietro, Centolani)

And the Americans can appear to be in the same groove of their while-back "Blue Grass" success. And the boys can make a big splash with both ends here. At least that's an obvious import from Italy (with English lyrics), tagged "Goodbye Boys Goodbye (Ciao Ciao Raggazi Ciao)," that the crew belts out with solid sales authority. The other half's a tambourine Latin beat killer, "Come A Little Bit Closer," that has a "La Bomba" flavor along the way. Two-sided sales dynamite.

You Send Me (2:55) [Kags BMI—Cook]

His Greatest Creation (2:35)

(Sammy Davis, Columbia BMI—Scott, Barlin)

Sunny and the Sunliners (Star Epop 3040)

Looks like Sunny & Co. will have another "Talk To Me" success on their latest outing, an eye on the Jamie/Guyen-distributed label. This time it's the years-back debut single for Sunny, "You're My Baby," that the pair revive in warm, appealing shuffle beat-ballad fashion. Backing's an emotion-piled, pops-gripped-traditional ballad.

Something You Got (3:15) [Tune-Kel BMI—Kenner]

My Baby (2:45) [Side-Kel BMI—Kenner]

The Ramsey Lewis Trio (Argo 5411)

The Ramsey Lewis Trio can score its biggest disc success in this fascinating new Argo entry. Side's a "live" midstream version of Kenner's "Something You Got," culled from the artists' "Live at the Bohemian Caverns." LP, that tops off a fetching bluesy-rhythm track. Great instrumental sounds with some of the vocal shoutin' along the way.

It's a cool 'left-field' smash. The old Willie Dixon queek, "My Baby," takes a high-speed funny "after-hours" ride on the flip.

It's Too Soon to Know (2:52) [T. McCarron ASCAP—Chesser]

You're the Reason I'm Living (2:44 T. M. BMI—Darca)

Little Esther Phillips (Atlantic 2251)

Little Esther Phillips can quickly get back in her pop-rock money-making ways with this number. A Top 100 item from Atlantic tagged "It's Too Soon To Know." It's a slow-moving, lyrical, full-ork-backed blues-teardrop affair with some of the vocal shouting supplied by the late Dinah Washington. Eye it. The undercut, "You're the Reason I'm Living," is given a feeling emotional-packed reading by the artist.

Tony Orlando (Epic 9715)

Hold Me (2:20) [Songs ASCAP—David, Each- arach]

Archie Goodwin makes a potent bid for solid sales with this big lush, warm, tender 1:50 with a warm and appealing, spacey romantic ballad. The chorister's reading is a feelingly with plenty of teen appeal.

Accept It (2:23) [Songs ASCAP—David, Each-arach]

Teen ballad with sophistication.

Arthur Prysock (Old Town 1170)

Without the One You (2:22) [Songs ASCAP—Johnson] Arthur Prysock keeps the cash drawers rolling with his LP's and could reap similar coin for this top-drawer bluesy-tinged ballad. The deep, rich-cved chorister grants a superb reading.

Fly Me to the Moon (2:19) [Atlantic BMI—Howard]

Feelingful survey of standard.

The Daisies (Roulette 4571)

I Wanna Swim With Him (2:44) [Front BMI—Levinson, Robinson] The Daisies version.

They've updated the years on this LP's and could reap similar coin for this top-drawer bluesy-tinged ballad. The deep, rich-cved chorister grants a superb reading.

Fly Me to the Moon (2:19) [Atlantic BMI—Howard]

Feelingful survey of standard.

Cash Box — September 12, 1964
THE HONDIELS' "ya all-" 

"Hing, cha" 

"As ding, 

"rental slow 

"lesi 

"1), Darner 

"Really 

"e -blues 

"hitel 

"neatly 

"robbing 

"artists 

"oupler's 

"Feel 

"So ]

"Itou 

"eith 

"thi 

"rock-a- 

"rk-chora 

"ldclappe 

"ichatzl 

"with 

"thishkb 

"é'rând 

"could 

"actton 

"GEL 

"MII, 

"ailss-B 

"inïU 

"lies 

"hí 

"ash 

"12, 

"111ti1, 

"isitt 

"111t 

"t 

"11

"LITTLE HONDA' 

"IS RIDING TO THE TOP OF THE CHARTS! 

their first big album "GO LITTLE HONDA" 

will soon be off the assembly line and 

ready to roar...watch for it! 

"VROOM" 

Mercury RECORDS 

foremost in fine recording 

WBBX-September 12, 1964
**Cash Box** — September 12, 1964

**Best Bets**

**THE VICTORIANS (Liberty 55728)**

*IF I LOVED YOU (2:04) [Williamson-ASCAP — Rodgers, Hammerstein]* The Victorians offer a straightforward, engrossing treatment of the Carousel giant. Side is tasteful and appealing — for spinnners as well as teen buyers.

**MONKEY STROLL (2:07) [Little Darlin’-BMI — Cooper]** The game combo, another内の new theme for the monkey. Don’t overlook this round; it has strong potential too.

**EDDIE POWERS (Sins 206)**

*I’LL STEEP (2:04) [English, Fear-BMI — Trans-Ill]** Eddie Powers reached back for this one-time hit which he updates in coin-catching manner. Feminine chorus is lovely, and both male and female efforts. Deejays should be on it soon.

**MY LAURA (1:55) [Cap Ann-BMI — Laforest]** Lyrically easy-swinging hymn –to- charm affair evaded vibrantly.

**CURTIS LEE (Don 801)**

**CALIF. GL-003 (2:00) [Picture Map-BMI — Carson, Lee and background choristers laid out with a Beech-tee hot rod opener up against a strong back, and turn to a warm ballad reading for this latest Capitol effort. Feminine chorus and friendly guitar –are added plus. Side merits special deejay attention**.

**HICKORY HILL (1:58) [S-F-BMI — Lee, Shulman]** The duet dishes up a lively re- maneux with the group offering falsetto and a soft spot — overall, this one.

**LARRY HENLEY (Hickory 1272)**

**MY REASONS FOR LIVING (2:00) [Acuff-Rose-BMI — Chapel, Cato]** Harmony (the high on Bread & Butter) goes it alone on this blue-beat rock roller he delivers with a driving rhythm and muscular natural that could spark sales briskly. Side is workable for the teen market.

**STICKIN’ UP FOR MY BABY (2:08) [Fred Rose-BMI — Rainwater]** The duet goes the r&b route with a country tinge on this soulful ballad.

**KYU SAKAMOTO (Capitol 5262)**

**SAYONARA TOKYO (3:00) [Beechwood BMI — Carson, Rickert**, Hachiida, Nakamura] Kyu Sakamoto made it big with his “Sayonara” entry which hits the dance bands and turns to a warm ballad reading for this latest Capitol entry. Feminine chorus and friendly guitar – are added plus. Side merits special deejay attention.

**I LIKE YOU (2:15) [Beechwood-BMI — Rickert, Hachiida, Nakamura]** Novel and Garcia nicely sliced with limited appeal. Big swinging ok setting helps.

**BENNIE GORDON (Enrica 1015)**

**CAMEL TALK (2:50) [Enrica & Jamie BMI — Gordon]** Bennie George gets back in the Soul Bros. on this medium-paced pulsatating rhythm which intro- nics a new twist. Side should get both pop and r&b airplay.

**KANSAS CITY WOMAN (2:50) [Parker BMI — Gordon]** Lively, fast-moving happy blues.

**Buddy Lee & Satellites (Columbia 43125)**

**COUNTERDOWN (1:55) [Sultan-BMI — Saliba, Carli]** This rockin’ instrumental crew could capture the r&b community airplay with this with this while-back surfin’ sound opus that spotlights some high-powered guitar pickin’. The flavor is Tornados, Astronauts but smoothly done.

**WAY OUT (1:22) [Sultan-BMI — Saliba, Carli]** Infectious melody on this easy-paced danc- ed-oriented affair.

**LOU MONTE (Reprise 3002)**

**TOO FAT POLKA (1:47) [Sharpie-Berrett — ASCAP — MacLean, Robinson]** Lou Monte’s in-Italian renditions of this polka novelty tunes have proved successful before, and this bi-lingual Update of the old Godfrey lump could be a sales winner. Fair fun listening.

**YOU’RE SO BELLA, ISA- BEV-BMI — Cari]** A thumpin’, handclappin’ -type rocker by Walker and assistant.

**STRANGE LOVES (Swan 4192)**

**LOVE, LOVE (2:16) [Weiss & Barry-BMI — Rotha]** Here’s the old standard by-stander, but the melody slightly revamped. The modern rendition by the Strange Loves is a good effort. Side is workable for sales and airplay.

**I’M ON FIRE (2:15) [Grand Canyon-BMI — Feldman, Gottstein, Guttehr]** Usual rock and roll vocal instrumental.

**The Crampton Sisters (DUP 1107)**

**ALWAYS (2:28) [Irvin Ber- nstein ASCAP - Berlin]** The Crampton Sisters made a strong show- ing while back with their etching of "I Didn’t Know What Time It Was" and remain in the evergreen vein for this new offering. It’s a ballad red- rendition that could go either way.

**MY GUY IS BOSS (2:25) [United Artists BMG — Sherrin]** Shurefentailing r&b entry that couldn’t come in for a share of sales.

**H. B. Barnum (Imperial 66062)**

**THREE ROOMS WITH RUN NING WATER (2:24) [Janu- ary Quartet — Scrivener]** H. B. Barnum can very well do Top 10 with this one. The melody has plenty of smooth, pulsatating blue tea/jerker which effectively mixes in smashes of a teen-angled rhythm.

**CALYPSO BLUES (2:29) [Createv ASCAP — George, Cari]** Sweet Update of popular chicken.
Q. WHAT IN GOD'S NAME IS A TOLLIE?

A. TOLLIE IS A RECORD COMPANY WITH A NEW SMASH RELEASE

JIMMY HUGHES

TRY ME B/w LOVELY LADIES FAME#6403

FROM THE VEE JAY FAMILY - WHO ELSE?

AND HIS NEWEST ALBUM STEAL AWAY VJ 1102
SOUl SISTERS (Sou)  
JUST A MOMENT AGO (2:26) The Soul Sisters have had hits in the past and they can score again with this ballad about a romance which goes on the rocks. Boasts a Bopper-type sound with maracas-backbeat. Watch it closely.  
(B+) I WON'T BE YOUR FOOL ANYMORE (2:35) Slow-shufflin' rocking n' roll weeper.

SHUGGY BO (Magic Lamp 513)  
ROSSALE (2:28) [Sparr BM-R] This is a tear jerking Buck Owens & the Sirens type tune that will load that chart with potential. Watch it closely.

(B+) THIS TIME I'LL TREAT YOU RIGHT (2:39) [Duckworth BM] You get two reprises of the beat-caught rock & roll sound this entry.

BUDDY & THE HEARTS (Landa 706)  
THIRTY DAYS (2:20) [Arc-Berry BM-Berry] Buddy & the Hearts are a big country flavor to this old (2:09) [Lee Blackwood Wailing Nee] guitar vocal and nimble-finger guitar player that will send this one up the hitsville path.

(L+) LET IT ROCK (2:04) [Arc-Berry BM-Berry] This Buck Owens type rockers could also make it big.

LITTLE BROOK (Vegas 006)  
MIX IT UP (2:30) [Melodrama BM-Dixon, Riney] The songstresses can make a national reputa-
tion for herself with this hard-drivin', chorus-backed-teen-oriented blues item which seeds the gospel of the advantages of the modern dance.  
(B+) DANCE, DANCE BABY (1:55) [Tam Jam BM-Dixon] Rollicking, fast-moving happy bluer.

ELVIS PRESLEY (RCA Victor 8421)  
I DON'T CARE IF YOU DO (2:56) [Crescent ASCAP-Frank] Elvis does a Bopper-teen type entry with a kickin' handclapper. (Camelots)

DICK SCHELL (CMA 6729)  
WE CAME TO TELL YOU (2:41) [Davco ASCAP] Joyful instrumental for the ballin' floor.

BOMBA (1:49) [Creative AS-CAP-Christian] Pop-Dixie colorful instrumental.

SOUNDS, INCORPORATED (Liberty 5729)  
(B+) THE SWING HARLEM (2:40) [Polygram ASCAP-Jeffren] Stirring up the audience.

(B) HARD TIMES ARE ARUBA (2:19) [Gower BM-Jarré] Cookin' jazz-blues treatment of the ball.

(B+) PINK PANTR (2:44) [United Artists Northridge BM-Moore] I'll take this one.

(B+) GIRLS, GIRLS, GIRLS (2:14) [Blackwood BM-Black] Rockin' bluesy.
New single release! From his smash money-making album, "I Don't Want to be Hurt Anymore."

I DON'T WANT TO SEE TOMORROW b/w L-O-V-E

NAT KING COLE

Capitol RECORDS 5261
NEW YORK:
Congratulations to April-Blackwood's Ed Silver and his wife Marianne on the arrival of daughter Monica who weighed in at 7 lbs 1 oz last week (1) at Dr. Cady's Hospital. The trade and consumer press and radio guys of New York and its environs turned out in force last week to greet the Animals at an MGM hosted luncheon at the Royal Ballroom of the Americana. The click British group is still riding the crest of the charts with its "House Of The Rising Sun" etching. The lads are holding forth at the Paramount Theater for ten days. The newest chant set from merry old England are the Kinks who bow on Warner Bros. with a knock, "You Really Got Me?" The lads have a distinctive appearance that in their wear of the Dutchers era... Lester Sims of Daffedil Music set fabulously in the word for the lark discovery Neil Noble who bows on DFD Records with an entry dubbed "The Good To Your Baby" coupled with "Can You?" Al Daly and Norm Child, inmates of much State Prison, have been awarded contracts for four times to be published by Go-Go Music (BMI). The profits from these tunes are needed to secure legal assistance for Al. The tunes are "Loneliest Guy In Town," "Talking In Your Sleep," "Rose Sale," and "Cover-up."

The Copa has picked up Sam Cooke's options and will appear in 1965 and 1966 at the famed Gotham nitey. Kama-Sutra's Joe DeAngelo much pleased with the Shangri-Las who are rapidly moving toward the top ten with their dishing "Remember." Bill Haley the Comet's and agent Jolly Joyce set for an extended tour which will include 12 TV and radio shots... Gene Pitney post cards from Chicago where he's winding up a long and successful pac tour. Gene goes on to Italy for a series of engagements after this trek... Tony Martin moves into the Royal Box on the 17th and the departing Dorsey package journeys to Las Vegas... Shelby Farnham has secured a release from her Colpix pact and is negotiating with major labels for a deal. The lads has just finished a flick with Elvis Presley for MGM... Freedland winds up its fifth season on Sept. 13 with Count Basie and his orchestra and Lolly Vegas, currently appearing nicely at the Purple Onion in San Francisco, make their wax debut on Apple with an item called, "Robot Walk," which is reportedly doing very well for the lads.

Our apologies to RCA Victor's Jose Feliciano—in last week's reviews (Best Bet section) the title of Jose's deck should have been "Everybody Do The Climb." The deck is reportedly clicking along nicely... Dennis Lambert of Sunny Records' stock picks up this week that "Little Girl" by the Riff's is a real mover in the Baito-Wash market... Powertree Records' Joe Lee Wilson, who recently completed an engagement at #1 Fifth Ave, previewed his new album last week at St. Mark's Church in the Bowery. Appearing with Joe Lee was Freddie Redd... Epic chamber Bobby Vinton tapped for a fall segment of the Soupy Sales TV show... Ray Charles returns to the U.S. this week after an extended tour of Europe and the Far East. Next on the agenda is a one- week tour that begins Sept. 15 at San Diego's Fox Theater... Sei Yoo, Korean chanter and cousin of the famed Kim Sisters, has signed a 5- year wax pact with Del-Fi Records... Michael Allen joins laffman Len- ny Kent at the Living Room this week (7)... Lark Bernadette Castro, who just debuted her new Colpix etching of "His Lips Get In The Way" will be the honored guest at the opening of the feast of San Gen- naro in Sept.... Motown song- singer Bobby Breen has been invited back to the Latin Quarter for the '65 season. 20th Century Fox artists Freddie Bell and Roberta Lynn have signed a pact with the Del Webb Corp. for eighty weeks of appearances over the next 25 years at the Sahara in Las Vegas and the Sahara-Tahoe in Lake Tahoe. The duo has a new LP tagged "The Belts Are Swinging." Bobby Charles, jewel dishing of "Ain't Mis- behavin," in a recent review, should have credited ASCAP on the tune... Paul Anka is making his first swing thru Sweden on a 22-city tour... Singing society maestro George Corbi has been held over indefinitely at the Rainbow Grill in Rockefeller Center. He's also been signed by Randy Wood of Del Records for a long-term wax pact... We hear from Mal Braveman that the Animals will be in a new flick tagged "The Swinging Sat," part of which will be filmed in New York during the group's Para- mount stand.

DISK DOINGS: Buzz Curtis buzzed from Philadelphia the other day to tell us that "La La (Hey Baby)" by the Co-
The Vol. 27 issue of Cash Box is presented below. Please note that this document is a scan of an old newspaper, hence the text might contain noise and missing parts. The content is not entirely legible due to the quality of the scan. Is there anything specific you would like me to help you with regarding this document?
Remember Last Year's **POWERFUL FALL & CHRISTMAS RECORD BUYER’S MERCHANDISING AID** ?

![Cash Box](image)

**THE 1964 BUYER’S AID NOW BEING READIED**

- A separate full-size merchandising supplement that the record buyer will refer to each day of the coming months.
- The only complete album listing of all Christmas and fall release albums available to the trade.
- Samples of all “in-store” and “point-of-purchase” aids available to the retailer.

**PREPARE YOUR SALES MESSAGE NOW!**

Time is running out.

ISSUE DATED OCTOBER 10th

**CLOSING DATE SEPTEMBER 30th**
# Cash Box Top 100 Albums

## September 12, 1964

**MONOURAL**

<table>
<thead>
<tr>
<th>No.</th>
<th>Last Week</th>
<th>This Week</th>
<th>No.</th>
<th>Last Week</th>
<th>This Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>1</td>
<td>35</td>
<td>35</td>
<td>35</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>2</td>
<td>36</td>
<td>33</td>
<td>33</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>1</td>
<td>37</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>3</td>
<td>38</td>
<td>29</td>
<td>29</td>
</tr>
<tr>
<td>5</td>
<td>5</td>
<td>5</td>
<td>39</td>
<td>39</td>
<td>39</td>
</tr>
<tr>
<td>6</td>
<td>6</td>
<td>6</td>
<td>40</td>
<td>40</td>
<td>40</td>
</tr>
<tr>
<td>7</td>
<td>7</td>
<td>7</td>
<td>41</td>
<td>41</td>
<td>41</td>
</tr>
<tr>
<td>8</td>
<td>8</td>
<td>8</td>
<td>42</td>
<td>42</td>
<td>42</td>
</tr>
<tr>
<td>9</td>
<td>9</td>
<td>9</td>
<td>43</td>
<td>43</td>
<td>43</td>
</tr>
<tr>
<td>10</td>
<td>10</td>
<td>10</td>
<td>44</td>
<td>44</td>
<td>44</td>
</tr>
</tbody>
</table>

### Highlights

- **EVERYBODY KNOWS**
  - By: Dusty Springfield (Columbia 3227)
  - No. 79

- **THE BARRY SINEUS**
  - By: The Jimi Hendrix Experience (Columbia CL 1519)
  - No. 27

- **MAY WE HAVE A SMILE**
  - By: Little River Band (Capitol EK 3476)
  - No. 36

- **TENDERLY**
  - By: Johnny Mathis (Capitol CL 1352)
  - No. 45

- **I LOVE YOU MORE**
  - By: Lou Rawls (Capitol ST 2043)
  - No. 44

- **DON'T LET THE SUN CATCH YOU CRYING**
  - By: The Beach Boys (Capitol ST 2043)
  - No. 43

- **CHRISTMAS WITH THE PINK PANTHER ORCHESTRA**
  - By: The Pink Panther Orchestra (Columbia CL 2041)
  - No. 42

- **RELAXING**
  - By: Peter Nero (Capitol CL 2421)
  - No. 41

- **LEMONADE AND ROSES**
  - By: Jim Reeves (Capitol CL 2421)
  - No. 40

### Additional Notes

- **MONOLITH**
  - By: The Rolling Stones (London 3275)

- **THE BEATLES' SECOND ALBUM**
  - By: The Beatles (Capitol ST 2042)

- **THE TOP 100**

### MONOURAL Top 10

1. **EVERYBODY KNOWS**
2. **THE BARRY SINEUS**
3. **MAY WE HAVE A SMILE**
4. **TENDERLY**
5. **I LOVE YOU MORE**
6. **DON'T LET THE SUN CATCH YOU CRYING**
7. **CHRISTMAS WITH THE PINK PANTHER ORCHESTRA**
8. **RELAXING**
9. **LEMONADE AND ROSES**
10. **MONOLITH**

### STEREO Top 10

1. **GETZ/GILBERTO**
2. **EVERYBODY LOVES SOMEBODY**
3. **HARD DAY'S NIGHT**
4. **HOT DOLLY**
5. **SOMETHING NEW**
6. **ALL SUMMERS LONG**
7. **PETER, PAUL AND MARY**
8. **THE BEATLES' SECOND ALBUM**
9. **BROOKLYN BRIDGE**
10. **HAD I THE WIND**

### Additional Notes

- **EVERYBODY LOVES SOMEBODY**
  - By: The Beatles (Capitol ST 2042)

- **HARD DAY'S NIGHT**
  - By: The Beatles (Capitol ST 2042)

- **HOT DOLLY**
  - By: The Beatles (Capitol ST 2042)

- **SOMETHING NEW**
  - By: The Beatles (Capitol ST 2042)

- **ALL SUMMERS LONG**
  - By: The Beatles (Capitol ST 2042)

- **PETER, PAUL AND MARY**
  - By: Peter, Paul and Mary (Columbia CL 2161)

- **THE BEATLES' SECOND ALBUM**
  - By: The Beatles (Capitol ST 2042)

- **BROOKLYN BRIDGE**
  - By: The Beatles (Capitol ST 2042)

- **HAD I THE WIND**
  - By: The Beatles (Capitol ST 2042)
POP PICKS

BOBBY VINTON'S GREATEST HITS—Episc LN 21098

Bobby Vinton, who has an unbroken string of hits with his oldies revivals on Epic, includes all of the big ones on this "greatest" set and is sure to be a candidates for top 20 chart territory. The singer has a huge following that will flock to the counters for his renditions of "Blue Velvet," "Rosie Aye Red," "There I've Said It Again" and "Tell Me Why." A real sales winner.

THE KINGSMEN—VOLUME 2—Wand LP 659

The Kingsmen, who are still scoring with their hit "Louie, Louie," album, seem destined to go on a success route with this raunchy, hard-driving package of recent vintage selections and oldies. The guys pull out all the stops as they render pulsating readings of "Little Latin Lupe Lu," "Long Green" and "Great Balls Of Fire." Disk should skyrocket.

WHERE DID OUR LOVE GO—The Supremes—Motown 621

The Supremes skyrocketed to the top of the singles charts with their runaway biggie, "Where Did Our Love Go," and hit on the heels of the single offer this LP tagged after the hit. The girls should quickly cash in on the success of the deck with the rockin' set of like-favoured items. The larks should spark plenty of deejay attention with "Baby Love," "Come See About Me," "Long Gone Lover" and the blockbust tag tune.

BREAD & BUTTER—Newbeats—Hickory LPM 1290

The Newbeats, who are presently skyrocketing up the charts with their runaway best-selling single of "Bread And Butter," tag this LP bow after their biggie and include eleven items in a similar pop-blues vein. But a distinctly rhythmic danceable style is effectively showcased on "Bye Bye Love," "The Sheep Sheep Song" and "Everything's Alright."

THE CAT—Jimmy Smith—Verve 8587

Here's a swinging new album session from Jimmy Smith on Verve that is destined for chartdom in nothing flat. The title single, "The Cat," is already a singles climber and the album is sure to go the same route. The organist has an enviable track record stemming from his inventiveness and potent keyboard stylings and the tunes here continue in the same fresh, distinct manner. The fans will dig "The Cat," "Theme From Joy House" and "Blues In The Night."

THE VERY BEST OF THE EVERLY BROTHERS—Warner Bros. 1554

The Everly Brothers' legion of fans should come out in droves for this top-rung new album from Warner Bros. which boasts a sampling of the duo's early reputation-making hits. Newly cut in Nashville, this impressive pop-country collection contains swingin' set readings of such favorites as "Bye Bye Love," "Wake Up Little Susie" and "Bird Dog." LP hones as a sure-fire chart candidate.

THE JAMES BOND THEME—Billy Strange—Cresendo GNP 2084

Ace guitarist Billy Strange, who is currently doing Top 100 business with his best-selling single of "The James Bond Theme," tags this new Crescendo LP release after the biggie and includes eleven other potent, top-sung instrumental items. Among the highlights here are "Nobody I Know," "In The Mood" and "Hard Days Night." Loads of sales potential here.

LATIN VILLAGE—Martin Denny—Liberty L 3717

Martin Denny, who fronts one of the smoothest combos around, may have a return ticket to chartsville with this set of Latin goodies on Liberty. This is the vibist's first all-Latin album and the timely items surveyed here could mean a best-seller for the group. Anthony, who is noted for his sweet arrangements of "Angelito," "Corcovado," "I've Got You Under My Skin" and "Malaguena," may be a top-score winner in the Latin department. A real chart threat.

GROOVY GOODIES—Various Artists—Calpix CP 446

Calpix can do a land-office business with this first-rate package of short while-backed chart-makers culled from their own vaults. The set's obvious teen-orientation is firmly evidenced by such big previous triumphs as James Darren's "Goodbye Great World," Freddie Scott's "Hey Girl" and Shelly Fabares' "Johnny Angel." Eye the disk for rapid acceptance.

THE WAYFARERS ON THE WORLD'S FAIR—RCA Victor LSP 2946

The Wayfarers unleash their potent, wide-range vocal and instrumental talents full-blown on this their third program of pop-folk items from RCA Victory. The group's superior musicianship and vibrant, full-bodied brand of singing carries them in fine style on "Shenandoah," "The Ballad Of The Battle Of The Great All Dig" and "Turn Around." The set that the four-some have cut to date.

THE MANY FACES OF LYN RONALD—Columbia CS 9181

Once in a great while a new performer of special merit comes on the scene. Such an artist is Lyn Ronald, a singer whose notable blues-styled delivery and a wide-range completely distinctive voice. While backed by large, lush sets, she dishes-up top-notch readings of a fine batch of studies, including "Moon River," "I Thought About You" and "Fly Me To The Moon." Dick should create plenty of excitement.

TUNES OF GLORY—Andy Stewart—Epic LF 15883

Andy Stewart, who gained international attention a few years ago with his single echoing of "A Scottish Soldier," offers twelve hitting Scottish ballads on this new set from Epic. The singer has an infectious delivery and a captivating sense of humor that makes such numbers as "The Lads O' Bonnie Scotland," "Campbell Town Loch," "Tunes Of Glory" and "The Battle's O'er." Loads of listening entertainment to be had here.

SWIM SWIM C'MON AND SWIM—Ray Anthony—Capitol ST 2158

Here's a mammoth dance package from Ray Anthony on Capitol that is sure to stir up plenty of sales and airplay excitement. Among hits were reponsible for the bunny hop, about a decade ago, gives his feet wet on the new West Coast dance craze, the Swim. Like the frizz and all the other cusses, one is rapidly moving across the country. The disk swing and kicks brightly on "Onion and Swim," "Twist And Shout," "A Hard Day's Night" and "Swim, Pretty Baby." The kids should come out in strength for the set.

www.americanradiohistory.com
three of a kind . . .

ALL HITS!

PEARLY SHELLS
by Burl Ives
31659

HUMBUG
by Pete Fountain
62427

ROSEBUD
by Robert Maxwell
31668
ALBUM REVIEWS

WELCOME TO THE PONDEROSA — Lorne Greene—RCA Victor LPM 2843
Lorne Greene, one of the stars of TV's famed long-running "Bonanza," makes a potent bid for wax honors with this third album offering. The disc features a varied program of western-styled chorus-taunted folkish selections which the then-siren delivers in a rich, powerful baritone style. Highlights here include "Alamo," "Young Express" and "Ghost Riders In The Sky." All of Greene's many fans should come out in force for the set.

THE SUBJECT WAS ROSES—Original Cast—Columbia DOL 308
Continuing in its policy of cutting original cast versions of straight Broadway plays, Columbia offers up this blue-ribbon three-disc rendering of "The Subject Was Roses." This comedy-drama, which ranges as one of last season's sleeper hits, is faithfully captured in this presentation starring the play's three stars: Jack Albertson, Irene Dunne and Martin Sheen. A superlative achievement.

COMMAND PERFORMANCE—Les & Larry Elgart—Columbia CL 2221
The brotherly Elgart (Les and Larry) have a swingin' musical session on this lush set of vintage chestnut from Columbia. The orchestra's sophisticated, distinctive brand of melodic pop-jazz is firmly evidenced on "Skyliner," "Mood Indigo" and "Blues In The Night" face for either dancing or listening pleasure.

SAM PLETLER SINGS—Vee Jay VJ 1094
Sam Pletcher, who has earned many laurels with his previous album sessions, comes up with one of his best releases in quite a while with this nostalgic Vee Jay offering of moody bluesers. The songstress's rich, wide-range voice and feelingful delivery carries him in good stead on "I Believe In You," "Sleeping Bee" and "I Won't Cry Any More." Top-notch listening throughout.

THE MIKE ST. SHAW TRIO—Reprise RS 6218
The Mike St. Shaw Trio is a new pop-folk group, display an imaginative, distinctive approach to the folk idiom on this pensive set recorded for Reprise. The group tastefully blends in snatches of harmony and countertop as they render power-packed renditions of "What's That I Hear," "Till The Check Comes In" and "Light The Fuse." Fine entertainment throughout.

SENTIMENTAL, LONELY & BLUE—Roy Hamilton E 4233
Who says blues songs have to be unhappy? Certainly not Roy Hamilton who offers on this new MGM package a delightful program of high-spirited bluesers mixed in with the regular variety of tenderer. Best tracks here include "Unchained Melody," "I'm Thru With Love," and "Answer Me, My Love." Kudos here also go to Dick Hyman for his splendid arrangements.

TRY A LITTLE TENDERNESS—Malcolm Dodds—Columbia CAS 833
Malcolm Dodds should win a host of new fans for himself with this classy set of six R&B arranged and conducted romantic ballads from RCA Camden. The shiner creates an impressive after-hours blues mood as he dishes up "Try A Little Tenderness," "Bluethird Of Happiness" and " Tender Is The Night." Dick should sell in both the R&B and pop markets.

CHERRY BLOSSOM TIME—Carmen Cavallaro—London DL 01, 74245
Carmen Cavallaro can be counted upon to come up with highly danceable and listenable package, and does so in his inimitable manner on this set of Oriental items from Japan. These traditional Japanese melodies, in Occidental settings, are indicative of the pianist's versatility and ability to adapt any musical idiom to his own lyrical style. Best bets here are the recent biggies, "Sukiyaki," "Yomishii Gusa," "Song Of The Shore" and "Cherry Blossom." Excellent programming items.

JAZZ PICKS

IT'S MONK'S TIME—Thelonious Monk—Columbia CL 2184
Thelonious Monk is back again, this time in a swingin' program of originals and chestnuts from Columbia. The jazz big band is backed up on the set by a fine crew of jazzmen including Charlie Byrd (tenor sax), Buddy Warren (bass) and Bebop Riley (drums). But the star of the show is all Monk, and he effectively demonstrates his highly-personal keyboard style. Monk's "Back In Town," "Memories Of You" and "Barke's Sake."

THE HAPPY HORNS OF CLARK TERRY—Impulse A46
The new jazz session by Clark Terry on Impulse has been deftly tagged, "The Happy Horns Of Clark Terry."—this is jazz to set pulses racing as the trumpeter allies himself with some of the most exciting sidemen in the biz. Phil Woods and Ben Webster on saxes, Roger Kellaway on piano, Milt Hinton on bass and Walter Perkins complete the complement for this top-drawer program which includes "Rockin' In Rhythm," "In A Mist," "Ellington Rides Again" and more goodies. A great jazz session.

JAZZ BEST BETS

THE MANY FACES OF ART FARMER—Scepter 3521
Art Farmer, whose impressive midstream jazz reputation was made on the basis of his swingin' trumpet, casts the instrument aside on this Scepter offering and demonstrates his ability to win on the flugelhorn. Backed by a small, closely knit group, Farmer turns in lyrical, coolinclined readings of "Happy Feet," "Minuet G7" and "People." Jazzophiles should really dig the set.

IT MIGHT AS WELL BE SPRING—Ike Quebec—Note 4180
The ultra smooth tenor sax of Ike Quebec takes the right on this moving jazz set from Blue Note. The result is a truly pleasant double with Phil Woods, Milt Hinton on bass, Al Harewood on drums and Frank Rosenthal on organ. The mood is helium here as the combo works its way thru such top-drawer items as "It Might As Well Be Spring," "A Little Reprise," "Lover Man" and "Willow Weep For Me." The jazzophiles will want this one.

CLASSICAL PICKS

FIREWORKS—Eugene Ormandy/Philadelphia Orchestra—Columbia MS 5102
The Philadelphia Orchestra and its conductor, Eugene Ormandy, go to strangers to the charts and this exciting program of classical music on Columbia is full of the stuff that chart albums are made of. These are outstanding albums, and this orchestra with "all stops pulled out"—classicism with undeniable popular appeal. The orchestra is superb on such greats as "Ride Of The Valkyries," "In The Hall Of The Mountain King" and "Sorcerer's Apprentice." Eye this one for immediate public acceptance, also top programming.

MOZART: Piano Concertos in D Minor, B Flat Major—Carnegie Hall—Salzburg Mozarteum—Deutsche Grammophon 181 912
The Mozart piano concertos, masterpieces of form and melodicism, are represented here with the D Minor and B Flat Major masterfully performed by Geza Anda and the Academy Orchestra. Anda's reputation is greater in Europe than in the U.S., these performances merit special attention from disc lovers and classical programmers on this side of the Atlantic. The pianist executes the two works with authority and sensitivity.

Cash Box—September 12, 1964
Two Top Selling Original Cast Albums

**From The Music Theater of Lincoln Center**

**"The Merry Widow"**

The enchanting music of this gay operetta now in one Dynagroove album. One of the favorite operettas of all time now gains added sales potential in this exciting new performance starring Patrice Munsel, Bob Wright and the original cast of the Music Theater of Lincoln Center production.

LOC/LSO-1094

**"The King and I"**

This box-office sell-out opened to rave reviews from the critics. Starring Rise Stevens and Darren McGavin, this Original Cast Dynagroove recording is sure to enjoy wide appeal with the millions who have come to know and love Rodgers and Hammerstein's classic score. Contact your RCA Victor distributor today.

LOC/LSO-1092

Richard Rodgers
President and Producing Director
LOOKING AHEAD

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

1. PEARL SHELLS
   (Columbia/ASCAP)
   Burt Ives (Decca 31659)

2. THE LONG SHIPS
   (Chess/ASCAP)
   Charles Albertine (Capitol 726)

3. ME JAPANESE BOY I LOVE YOU
   (United Artists/ASCAP)
   Bobby Goldsboro (United Artists 742)

4. ROCKIN' ROBIN
   (RCA Victor/MGM)
   Elvis Presley (RCA Victor 1583)

5. GATOR TAILS AND MONKEY RIBS
   (Chess/ASCAP)
   Bo Diddley/Chuck Berry (Chess 723)

6. RINGO FOR PRESIDENT
   (Attraction/ASCAP)
   Young World Singers (Decca 31660)

7. THE DARTELL STOMP
   (Chess/ASCAP)
   Bobbie D and The Darters (Decca 31661)

8. LET ME LOVE YOU
   (Skeeter Davis/ASCAP)
   Skeeter Davis (RCA Victor 26350)

9. THE CLOCK
   (Survey/Woodland/MGM)
   Charlie Christian (Woodland 104)

10. I GUESS I'M CRAZY
    (Farmer's Market/ASCAP)
    Jon Reeves (RCA Victor 3333)

11. SOUL DRESSING
    (Chess/ASCAP)
    Booker T & MG's (Stax 151)

12. GIVE ME BACK MY HEART
    (Chess/ASCAP)
    Jackie Wilson (Brunswick 55289)

13. LITTLE LONELY SUMMER GIRL
    (Skeeter Davis/ASCAP)
    Skeeter Davis (Decca 31662)

14. SOFTLY AS I LEAVE YOU
    (Margot/ASCAP)
    Frank Sinatra (Reprise 3010)

15. LITTLE QUEENIE
    (Chess/ASCAP)
    Bill Black Combo (Columbia 2079)

16. I'LL FOLLOW THE RAINBOW
    (Benaroya/ASCAP)
    Teresa Stafford (Columbia 109)

17. RUNNIN' OUT OF FOOLS
    (Terry/ASCAP)
    Aretha Franklin (Columbia 31132)

18. DERNY YA
    (Skeeter Davis/MGM)
    Rebbie Wright (RCA Victor 24840)

19. IT'S TIME FOR YOU
    (Hank Ballard/ASCAP)
    Brenda Holloway (Tamba 50499)

20. IF I'M ALWAYS LOVE YOUR HOLLOWISH
    (Cilla Black/ASCAP)
    Cilla Black (Cilta 5218)

21. CAN'T GET OVER THE ROSSA NOVA
    (Roy OG/MGM)
    Evelyn Grenier (Columbia 4082)

22. SILLY OLE SUMMERTIME
    (Pete Seeger/MGM)
    John Seabury (Columbia 4092)

23. FAR SIDE OF THE HILL
    (Comcast/ASCAP)
    How Christie Mantles (Columbia 4092)

24. WHAT'S SO SWEET ABOUT SWEET SIXTEEN
    (Peyton/Reel/MGM)
    Carol Quinn (MGM 32605)

25. LET ME GET CLOSE TO YOU
    (Geoff Wooldridge/MGM)
    Spooner Davis (RCA Victor 3937)

26. MR. SANDMAN
    (T. Morris/ASCAP)
    Flip Wilson (Dotline 98)

27. FEVER
    (Caravelle/ASCAP)
    Alvin Robinson (Red Bird 10-016)

28. LE DE DA I LOVE YOU
    (Terry/ASCAP)
    Jean & Charlie Fox (Symbol 201)

29. HEARTBREAK
    (Peggy Lee/ASCAP)
    Dee Clark (Constellation 132)

30. SAY I LOVE YOU DUM DUM
    (Peggy Lee/ASCAP)
    Four Evers (Smash 1921)

31. THAT'S HOW STRONG MY LOVE IS
    (Arms of Gold/MGM)
    O. T. Wright (Gold Wax 106)

32. GONNA GET MY HANDS ON SOME LOVIN'
    (Mick/MGM)
    Junior Wells (Golden 1013)

33. YOU PULLED A FAST ONE
    (Alabam/MGM)
    VIP's (Big Top 518)

34. SCRAMBLY
    (Nana/ASCAP)
    Travis Wamack (Atlantic 204)

35. HUMBUG
    (Capitol/ASCAP)
    Pete Fountain (Coral 64247)

36. BABY, BABY ALL THE TIME
    (RCA Victor/MGM)
    Connie Stevens (RCA Victor 1583)

37. SOMEBODY NEW
    (Prestige/ASCAP)
    Chuck Jackson (Word 161)

38. IN THE NAME OF LOVE
    (Bobby Vee/ASCAP)
    Peggy Lee (Capital 5467)

39. SOON I'LL WED MY LOVE
    (John Gary/ASCAP)
    RCA Victor 8413

40. DEVOTED TO YOU
    (Larry/Bow/MGM)
    Brian Holland (Philips 40203)

41. LA LA
    (Epic/ASCAP)
    Cabras (Swam 4176)

42. I DON'T KNOW
    (Stoneworks/MGM)
    Steve Alaimo (ABC Paramount 1056)

43. HUGO
    (MGM/ASCAP)
    Linda Huet (Columbia 43067)

44. GE LET THE WATER RUN DOWN
    (Huffton/Chess/ASCAP)
    Boyd E. King (Alics 6315)

45. I COULD CONQUER THE WORLD
    (Vivito/ASCAP)
    Sherrills (World Artists 1023)

46. I WANNA THANK YOU
    (Eleanor/MGM)
    Enchantment (Warner Bros. 5460)

47. THE INVASION
    (United Artists/ASCAP)
    Beachman & Greenfield (Novel 731)

48. CAR HOP
    (United Artists/ASCAP)
    Exco-Blue (United Artists 5917)

49. SHAGGY DOG
    (Chess/ASCAP)
    Mickey Lee Jones (Swan 1818)

50. ROBOT WALK
    (Chess/ASCAP)
    Pat & Lifty Yogis (Angelo 101)

HOW SWEET IT IS!

ALPHA DISTRIBUTING CORP.
20 WEST END AVENUE
PHONE FOLDER 5-7933

music merchants, inc.
351 WOODWARD AVE. - DETROIT 3, MICH.

music distributor
ship to: DAVID ROSEN
635 N. BROAD STREET
PHILADELPHIA 23, PA.

PREFERENCE ORDER
DATE 9-6-64

<table>
<thead>
<tr>
<th>Quality</th>
<th>Rating No.</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>2600</td>
<td>1907</td>
<td>75</td>
</tr>
<tr>
<td>1300</td>
<td>1908</td>
<td>50</td>
</tr>
<tr>
<td>1300</td>
<td>5479</td>
<td>100</td>
</tr>
<tr>
<td>1300</td>
<td>381</td>
<td>250</td>
</tr>
</tbody>
</table>

Cash Box—September 12, 1964

www.americanradiohistory.com
ARE YOU READY FOR THE SINATRA-EST SINATRA SINGLE OF THE ’60s

FOR INSTANCE:
SOFTLY AS I LEAVE YOU
B/W
THEN SUDDENLY LOVE

San Francisco

Bill Gavin's Record Report # 509
WEEKLY SUMMARY

Sleeper of the Week: SOFTLY AS I LEAVE YOU-Frank Sinatra (Reprise) Pop Format stations are playing it in Atlanta (WFLQ), Columbus (WCOL) and Worcester (WORC) and response has been surprisingly good. Looks like another class entry with "mass" appeal.

ANOTHER SIGNIFICANT SINGLE FROM

Cash Box—September 12, 1964
## RADIO ACTIVE CHART

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

(SURVEY COMPLETED TO SEPTEMBER 2ND)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>55 %</td>
<td>When I Grow Up To Be A Man—Beach Boys—Capitol</td>
<td></td>
<td></td>
<td>74%</td>
</tr>
<tr>
<td>50 %</td>
<td>You Must Believe Me—Impressions—ABC Paramount</td>
<td></td>
<td></td>
<td>66%</td>
</tr>
<tr>
<td>47 %</td>
<td>Let It Be Me—Betty Everett &amp; Jerry Butler—VeeJay</td>
<td></td>
<td></td>
<td>74%</td>
</tr>
<tr>
<td>44 %</td>
<td>Mercy Mercy—Don Covay—Rosemar</td>
<td></td>
<td></td>
<td>44%</td>
</tr>
<tr>
<td>40 %</td>
<td>Chug-A-Lug—Rager Miller—Smash</td>
<td></td>
<td></td>
<td>57%</td>
</tr>
<tr>
<td>38 %</td>
<td>Match Box—Beatles—Capitol</td>
<td></td>
<td></td>
<td>98%</td>
</tr>
<tr>
<td>35 %</td>
<td>Why You Wanna Make Me Blue—Temptations—Gordy</td>
<td></td>
<td></td>
<td>35%</td>
</tr>
<tr>
<td>34 %</td>
<td>Slow Down—Beatles—Capitol</td>
<td></td>
<td></td>
<td>64%</td>
</tr>
<tr>
<td>31 %</td>
<td>Do Wah Diddy Diddy—Manfred Mann—Ascot</td>
<td></td>
<td></td>
<td>94%</td>
</tr>
<tr>
<td>29 %</td>
<td>Goodnight Baby—Butterflies—Red Bird</td>
<td></td>
<td></td>
<td>75%</td>
</tr>
<tr>
<td>28 %</td>
<td>I Trust You Baby—Ketty Lester—RCA Victor</td>
<td></td>
<td></td>
<td>28%</td>
</tr>
<tr>
<td>27 %</td>
<td>Little Honda—Handells—Mercury</td>
<td></td>
<td></td>
<td>57%</td>
</tr>
<tr>
<td>26 %</td>
<td>Gonna Send You Back To Walker—Animals—MGM</td>
<td></td>
<td></td>
<td>48%</td>
</tr>
<tr>
<td>25 %</td>
<td>On The Street Where You Live—Andy Williams—Columbia</td>
<td></td>
<td></td>
<td>25%</td>
</tr>
<tr>
<td>24 %</td>
<td>Till The End Of Time—Ray Charles Singers—Command</td>
<td></td>
<td></td>
<td>24%</td>
</tr>
<tr>
<td>23 %</td>
<td>If—Timi Yuro—Mercury</td>
<td></td>
<td></td>
<td>47%</td>
</tr>
<tr>
<td>22 %</td>
<td>Pocahontas—Camelots—Ember</td>
<td></td>
<td></td>
<td>22%</td>
</tr>
<tr>
<td>21 %</td>
<td>Come Closer—Jay &amp; Americans—United Artists</td>
<td></td>
<td></td>
<td>21%</td>
</tr>
<tr>
<td>20 %</td>
<td>She Wants T' Swim—Chubby Checker—Parkway</td>
<td></td>
<td></td>
<td>47%</td>
</tr>
<tr>
<td>19 %</td>
<td>Whole Lotta Shakin' Goin' On—Little Richard—VeeJay</td>
<td></td>
<td></td>
<td>47%</td>
</tr>
<tr>
<td>18 %</td>
<td>Getor Tails and Monkey Ribs—Spats—ABC Paramount</td>
<td></td>
<td></td>
<td>44%</td>
</tr>
<tr>
<td>18 %</td>
<td>Randy—Earl Jean—Colpix</td>
<td></td>
<td></td>
<td>18%</td>
</tr>
<tr>
<td>17 %</td>
<td>Do You Wanna Dance—Del Shannon—Amy</td>
<td></td>
<td></td>
<td>17%</td>
</tr>
<tr>
<td>17 %</td>
<td>It's All Over—Ben E. King—Atco</td>
<td></td>
<td></td>
<td>17%</td>
</tr>
<tr>
<td>16 %</td>
<td>Oh, Pretty Woman—Roy Orbison—Monument</td>
<td></td>
<td></td>
<td>89%</td>
</tr>
<tr>
<td>16 %</td>
<td>Society Girl—Rag Dolls—Parkway</td>
<td></td>
<td></td>
<td>66%</td>
</tr>
<tr>
<td>15 %</td>
<td>Softly As I Leave You—Frank Sinatra—Reprise</td>
<td></td>
<td></td>
<td>38%</td>
</tr>
<tr>
<td>14 %</td>
<td>Michael—Trini Lopez—Reprise</td>
<td></td>
<td></td>
<td>72%</td>
</tr>
<tr>
<td>13 %</td>
<td>Rhythm—Major Lance—Okeh</td>
<td></td>
<td></td>
<td>73%</td>
</tr>
<tr>
<td>12 %</td>
<td>Where Is She—Bobby Vee—Liberty</td>
<td></td>
<td></td>
<td>12%</td>
</tr>
<tr>
<td>11 %</td>
<td>If You Want This Love—Sonny Knight—Aura</td>
<td></td>
<td></td>
<td>11%</td>
</tr>
<tr>
<td>11 %</td>
<td>Last Kiss—J. Frank Wilson &amp; Cavaliers—Josie</td>
<td></td>
<td></td>
<td>57%</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>TOTAL % TO DATE</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>15%</td>
<td>The Cat</td>
<td>Jimmy Smith (Verve)</td>
<td>20%</td>
<td>I Don't Know Steve Alaimo (ABC Paramount)</td>
</tr>
<tr>
<td>9%</td>
<td>It's Love Baby (24 Hours A Day)</td>
<td>Jackie DeShannon (Liberty)</td>
<td>8%</td>
<td>2075 Willie Mitchell (Hi)</td>
</tr>
<tr>
<td>12%</td>
<td>Candy To Me</td>
<td>Eddie Holland (Motown)</td>
<td>11%</td>
<td>2075 Willie Mitchell (Hi)</td>
</tr>
<tr>
<td>11%</td>
<td>If You Want This Love—Sonny Knight—Aura</td>
<td></td>
<td>11%</td>
<td>2075 Willie Mitchell (Hi)</td>
</tr>
<tr>
<td>11%</td>
<td>Last Kiss—J. Frank Wilson &amp; Cavaliers—Josie</td>
<td></td>
<td>11%</td>
<td>2075 Willie Mitchell (Hi)</td>
</tr>
</tbody>
</table>

Cash Box—September 12, 1965

---

**JOHNNY B. GOODE**

**MR. HEARTACHE**

**RUNNIN' OUT OF FOOLS**

**ON THE STREET WHERE YOU LIVE**

**Cross The Brazos At Waco**

www.americanradiohistory.com
In 1960 when hurricane Donna struck South Florida, WQAM-Miami did a first-rate job in covering every phase of that disaster. When most radio stations went off the air, due to lack of power, etc., the outlet continued to broadcast with full facilities. Hurricane Cleo, which unlike Donna, struck at the heart of Miami, again proved that WQAM and its staff were more than equal to the occasion, in its coverage, and con- tinued, overall approach to what could have been a major catastrophe. When one radio station lost a tower, and another its studios, WQAM continued to operate and was able to continuously and completely serve the people of South Florida. Frustrating enough, the WQAM tower sits right in the middle of Biscayne Bay, yet, despite virtually the full blast of 150 mph winds, the station's tower didn't shudder, nor did the station have any problems with its studios. In preparation for the hurricane, a staff meeting was held and even Dick Shaw, who was on vacation, voluntarily came back to assist with the hurricane central, at the weather bureau, as well as a series of reports from the County Manager's office, Police Headquarters and the Sheriff's office. In addition some staff members went out into the hurricane itself, using mobile units, to give WQAM listeners eyewitness reports of what was fury of the winds was doing to everything.

Jay Lawrence. KYW-Cleveland's esteemed air personality, is now a full-fledged member of the Delta Omega chapter of Phi Theta Pi, an international honorary commerce fraternity, at Dyke College recently.

"Pacemakers—For The Morning Man," SESAC's new concept in LP programming for broadcasters, has garnered enthusiastic response from the entire industry not only in the U.S. and Canada but in such far-off places as Pembrooke, Bermudaa and Agana, Guam, the collection agency reported last week. The eight LP packages, released earlier this month, has already been placed in more than 150 markets and new areas are being added daily. Commenting on this unusual LP package, John Krance, music director of the New York area's popular music station, WPAT said: "As a series I find it excellent—musically imaginative and colorful with a variety born of judicious juxtaposition in the editing." Similar enthusiastic comments on the series, probably the first of it kind ever produced especially for a given time segment, are being received from all sections of the country. "Pacemakers" is available at $19.95 and contains over 100 selections designed for programming between the wake-up hours of 6:00 AM and 10:00 AM. Artists featured are: Duke Ellington, Aretha Franklin, Duke Jordan, Chet Atkins, Richard Hayman, Woody Herman, Jose Melis, the Anita Kerr Singers, Warren Covington, etc.

Jerry Dayton recently appeared on the Joe Frankikn WOR-TV show, the Ray Cole WPXT-TV affair, and the Joe Columbus WGLI stanza, in a heavy schedule of N.Y. metropolitan area appearances, plugging his latest Epic release, "Three Little Fools." Normally there is no Spanish spoken over WQAM-Miami. However, typical of WQAM's extra, added service was last week's morning coverage of Hurricane Cleo. After Newman John Clark had broadcast hurricane information and advices they were translated into Spanish and rebroadcast for the thousands of Latin Americans in South Florida.

The United States Department of Agriculture is sending James Brawyo of Walimbo of Bugisu, Mbab: Uganda, to WOOW-Fort Wayne for one week to observe "programming for farm listeners and related agriculture, and cultural and food programming for rural and urban audiences; to study sources of information for farm programs and to become familiar with U.S. regulations affecting the broadcasting industry." WOOW was chosen for this important training because, according to Robert W. Dian, USDA Information specialist, "it offers an ideal set up for this particular man." Walimbo will arrive the last of Aug. During his stay in Fort Wayne he will be hosted by Jay Gould, WWO Farm Service Director. Could plans consultations with country agents and area farm broadcasters and will make a trip to the Indiana State Fair as well as covering the general aspects of farm broadcasting with his African visitor.

WMCA-New York has told Hohner harmonicas to every member of the New York Yankees—including CBS chairman William Paley and president Frank Stola, the club's new owners. The harmonicas, sent in the interest of restoring harmony to the Yankee, were suggested as a means to while away the "occasional dull moments between games or, perhaps, while travelling from city to city." The WMCA move came on the heels of recent harmony recommendations between Yankee Manager Yogi Berra and infielder Phil Rizzuto. Berra took strong exception to Lins' harmonizing on the Yankee bus after the team's loss in a nationally-successful game. The harmonicas, sent by the station's program director Ruth Meyer on behalf of the station's "Good Guy" air personalities, were accompanied by instructions on how to play the harmonica. After having been fined $200 for his performance, Linz had admitted that he actually could not play the instrument.

KLW-Cedar Rapids' Tom Jordan sends along word of an interesting contact which created quite a bit of excitement out his way. In cooperation with a few local businesses KLW ran "Win a Date With Your Favorite Lively Guy" to see the Beatles "Hard Day's Night." The individual couples were chauffeured in limousines, to and from the flick, had dinners at local restaurants, and the girls were given flowers. All the entrants had to do was pick up entry blanks at the theater and write in 25 words or less why they would like to go with their favorite KLW air personality.

Plans are now being made for WIP-Philadelphia's massive second annual public service awards luncheon to be held Oct. 29. About 300 persons are expected to attend this year, as WIP rewards public service organizations according to the quality of their campaigns. This unique public service "switch" was instituted in the Quaker City last year.

American Records' new comedy LP, "Presidential Primer," was kicked recently on Bob Barry's WFTI-Atlantic City air stanza. Album was released in conjunction with President Johnson's re-election and the Democratic National Convention.

VITAL STATISTICS:
Buddy Van Cleave will be exiting his KLEO-Wichita music director post to assume a key sales slot in San Jose. Ed Ripley, previously on WMBR-Jacksonville is now spinning 'em on WDGY-Minneapolis...

Terrell L. Metheny given the green light as program director of WJKL-Louisville, Kentucky.

TWO NEW COUNTRY SPECIALS FROM THE HOT LINE

DAVID HOUSTON "LOVE LOOKS GOOD ON YOU" 5-9720

JIM AND JESSE "THE OLD COUNTRY CHURCH" c/w "SWING LOW, SWEET CHARLOT" 5-9716

Platter Spinner Patter

Cash Box—September 12, 1964
Dear Friends:

No place could this happen other than the Dear Ole U. S. A. Only a few weeks ago, my record "FUNNY," Backbeat 541, was released Nationally. Until that time, I had never completely realized success with a real big hit record.

Overnight, you've made it one of America's top records and it is getting bigger and bigger each day.

I know, and you know, this never could have been had it not been for your concentrated play.

THANKS!!! THANKS!!! I shall never forget you...and shall forever be grateful for your assistance in my having a "Top Record."

Gratefully yours,
Joe Hinton
Joe Hinton
BACKBEAT RECORDING ARTIST

---

**ALBUM PLANS**

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

**ABC-PARAMOUNT, IMPULSE! & TANGERINE**

12½% discount on all new and catalog product. Expires: Sept. 30.

**AUDIO FIDELITY**

LP deal: buy-6-get-1-free, plus one stereo spectacular demo at $5 with the purchase of each two catalog records. No termination date announced.

**FOLKWAYS**

A full incentive plan whereby eight pre-packaged units—10 albums each—are offered on a buy-8-get-1-free basis. Also, other LP's at additional 12½% discount.

**LIBERTY**

"Liberty is for Everyone": Full LP program, details of which are available at local district. Expires: Sept. 11.

**LONDON**

Part I of 3-Part Fall Program: extra discounts, delayed payments, ad money on Mahowald Richmond Classics, Richmond Opera and new import lines: Das Alte Werk, Argo and L'Orfeo.

**MERCURY**

"Cool Aid for Summer Selling": cash discount on 12 new LP's, a pre-fall discount on catalog product. Expires: Oct. 15; "Out Of This World with Mercury": cash discount on LP's. Expires: Oct. 15.

**NASHBoro**

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-2-get-1-free basis. 100% exchangeable. No expiration date set.

**PHILIPS**

"A Stake In The Future": 10% discount on pop LP's, 10% discount on classical product. Expires: Oct. 31.

**REQUEST**

LP catalog available on a buy-2-get-1-free basis. Described as a limited-time offer.

**ROULETTE**

"Fall Formulas On Roulette": 10% discount on all LP's, include Roulette, Tico, Roost, Sable and Kenwood. Special dating to qualifying accounts. Expires: Sept. 30.

**STARDAY**


**TAMLA-MOTOWN-GORDY**

All LP's available on a buy-2-get-1-free basis. Described as a permanent program.

**VANGUARD, BACH GUILD, EVERYMAN**

10% discount on Vanguard and Bach Guild LP's; 10% discount on Demonstration and Everyman classics, mono only; 30% discount on Demonstration and Everyman classics, stereo. Expires: Sept. 30.

**VEE JAY**

10% discount on LP's.

**WORLD ARTISTS**

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

---

**Beatle Hospitality**

NEW YORK—Colpix songstress Bernadette Castro is shown visiting the Beatles during the smash British group's recent two-day stopover. The lads broke all existing attendance records at their two Forest Hills concerts. Lark Bernadette recently debuted on Colpix with a single dubbed, "His Lips Get In The Way."

---

**Economides Cutting Darin's Capitol Dates**

HOLLYWOOD—Capitol Records producer Jim Economides has been set to preduce all of Bobby Darin's dubs for the label, which the artist recently returned to after a six month absence. His new single, "Things In This House" and "Wait By The Water," was the A&R man's first chore under the new assignment.

Cash Box—September 12, 1964

---

**"BUSIEST STUDIO IN TOWN" (WHY?)**

**"RATES"**

<table>
<thead>
<tr>
<th>MONO</th>
<th>2 or 3 Track</th>
<th>4 Track</th>
<th>6 Track</th>
</tr>
</thead>
<tbody>
<tr>
<td>$20 Per Hour</td>
<td>$25 Per Hour</td>
<td>$35 Per Hour</td>
<td>$50 Per Hour</td>
</tr>
</tbody>
</table>

---

**TALENTMASTERS RECORDING STUDIOS**

2 Studios—"ONE FULL BLOCK LONG"—From 41st To 42nd St.
126 West 42nd Street, N. Y. C.
BR 9-9150 • CO 5-9659 • LO 5-9524
Roulette Names Singer To Head Foreign Dept.

NEW YORK—Morris Levy, president of Roulette, continues to make key moves in strengthening the label’s administrative, as well as creative departments. Last week, Levy announced the appointment of Don Singer as director of foreign operations and production for the diskery. The newly created post will enable Singer to handle all of the firm’s foreign licenses, as well as supervise the entire album production schedules.

Singer’s appointment also enables Levy to move Albert Pelaez, who had been handling the label’s overseas operation, back to the publishing set-up. Pelaez will now enable Yolko-over, who is comptroller and secretary of the publishing firms, to devote his full time to the heavy publishing activities marked by the return of Hugo & Luigi and the recent appointments of Charles Koppleman and Don Rubin as vice-presidents of the publishing firms. Levy also pointed out that a separation and diversification of the publishing operation from the record companies would be further enhanced by this shift and Singer’s appointment.

Singer’s appointment signals the return of still another former Roulette employee. Singer was among the original members of the Roulette organization when it first began operating in 1962. After three years with Rou-lette as foreign operations manager, Singer joined Rank-International, handling all independent American product for overseas. When Rank-International closed its recording activities, Singer moved over to Trans-Globe, which since 1962, he has been general manager in charge of placing independent masters and copyrights with foreign outlets.

During his first tenure at Roulette, Singer was instrumental in setting up the label’s worldwide foreign affiliations. Today, the label is represented by cassette tapes Ltd. in France; Artoxe Gramophone N.V. in Holland; CBS Schallplatten in Germany; Coselig Inc., in Japan, and other licenses throughout the world record markets.

In his capacity of supervising all promotion, Singer will maintain a close liaison with all printers, suppliers and pressing plants, and will be responsible for all inventory controls.

Amy-Mala Sales At All-Time High

NEW YORK—The Amy-Mala disk operation has reached an all-time peak in sales, according to Larry Ut- tal, general manager.

Label, the exee declared, shipped an average of 175,000 disks per week in August.

The current big ones at A-M are “G.T.O.” by Ronnie and the Daytonas on Mal- na, “Handy Man” by Del Shan- non on Amy, “There’s Always Some- thing There to Remind Me” by Lou Johnson on Big Hill, and top 100 entries. Also moving for the label are “Lovers Always Forgive” by Gladys Knight and the Pips on Mala and “You Britain You” for the Free- man Bros. on Malna.

A new Shannon single, “Do You Want To Do That” is out with a two-day order total of 50,000 units re-

ports. An LP by the artist, “Handy Man,” is next week.

Victor To Spotlight Hit Garnett Single In Repackaged LP

NEW YORK—Gable Garnett has ar- rived and her label, ROA Victor, is not letting her success go unnoticed. The pop-folk label, which is currently zooming up the Top 100 with “We’ll Sing In The Sunshine,” will be the recipient full-scale promotion by Victor.

As a direct result of the hit single, the diskery is re-packaging the art- ist’s My Kind Of Fancy LP (from which her chart-rider was cut) in new four-color cover which spotlights her “Sunshine” smash. To herald the twenty-one year old singer-composers first triumph, a series of trade ads have been instituted that place the single and the album. Also, being rushed to distributors for point-of-sale use are large quantities of mounted album covers.

The songstress, who is presently appearing at the Establishment Club in Winnipeg, Canada, is scheduled to open at the Troubadour in Los Angeles on Sept. 15. On Sept. 16 she’ll tape a segment for ABC-TV’s new “Shindig Show.”

Mancini Skeds “Big Band Era” Tour

HOLLYWOOD—One of the most ex-
tensive concert tours set for a com-
poser-conductor since “This Is欹” days has just been set for Henry Mancini, who will spend the next few weeks of solid engagements through-
out the United States.

Mancini, who returns from Europe this week after conferring with Blake Edwards, will open the tour for “The Great Race,” begins the tour on Sept. 30 at the Coliseum in Portland, Ore. Tour is tan to include a Forum in Vancouver, the New Arena in Seattle, Wash., the University of Indiana, Bloomington and University of Dayton in September.

The composer, following month with an Oct. 13 at the Texas Musical Festival in Dallas, followed by an Oct. 18-19 stint at the Harvey Auditorium in Bakersfield, Notre Dame University in Indiana, the Civic Auditorium in Oklahoma City, the Civic Auditorium in Tulsa, Okla., the Music Hall in Houston, Texas and the Daniel Meyer Coliseum of Texas Christian Univer-
sity in Ft. Worth on October 30.

Now, engagements include conduct- ing the Minneapolis Symphony at University of Minnesota on November 1, the Memorial Coliseum of State University, McArthur Court at the Univer of Oregon and a three day stint at Arie Crown Theatre in Chi-

cago starting Nov. 27 and a Dec. 6th engaged at Ohio State University in Columbus. There will be other dates filled during this period.

Atlantic Is Nat’l Distrib For ARA

NEW YORK—Atlantic Records’ deal with ARA Records for “Sertabte” by Travis Wamnack and his band, is a national distrib relationship, with the side remaining on ARA. Atlantic in last week’s issue incorrectly stated that the deal was a master purchase, and that the side would appear under the Atlantic banner.

Vet Actor Pacted To Hickory

NASHVILLE—Veteran actor Eddie Albert (2nd from right) is Hickory Records’ newest addition. Featured with the th-skip-chatter at the signing in ceremony are (left to right) Bud Brown, Joe Lause and Leta Rose. Albert’s first session under the Hickory banner has already been com-

pleted and is being prepared for an early debut.

BIOS FOR DEEJAYS

Shangri-las

The Shangri-las (Mary Ann, Marge, Betty and Mary) started singing together while they were attending high school in Queens, New York. They had been singing together for about eight months when they were asked to audition for George Goldner, head of the Bird Records. They were immediately signed to a long term contract and their very first release, “Walkin’ In The Sand,” became a smash hit. The single is currently sitting down the No. 15 spot on this week’s Top 100.

Unlike many recording stars who have risen to prominence with a single record, the Shangri-las are ten believers in top-drawer showmanship, which means, as they see it, they had to work for all the road and all four maximum opportunity is show off their best sides.

Nashville Teens

The name has an American sound, and all six guys in the group are British through and through. Al- though they are now all in their twenties the boys thought up the theme when they were in their teens. Dan, guitar, took the idea of the name when it was happening in Nashville, hence the name.

The crew, which was organized five years ago, turned pro in July ‘63 and since then has appeared over England and three times in Germany, the last trip being last April in the Star Club in Hamburg. Nine months ago Don Ayden saw them performing their unusual act—un-

usual cause there are two lead sing-
ers with one backed-up by four other boys. When asked them immediately and asked them if they would like to Carl Perkins on the Chuckie Berry tour. But Don just did the Did the tour with them and they are all right now in the boys band. The tune they cut was, of course, “Tobacco Road,” which is presently zooming up the Top 100 on the London label.

Disk Box—September 12, 1964

HOT RED & RUNNING!

"SHAGGY DOG"

Mickey Lee Lane

Swan records
Cor. 8th & Fitzwater St.

The BIGGEST RECORD IN THE COUNTRY!

Last Kiss

J. Frank Wilson
The Cavaliers

A SINGLE BREAKOUT!

"THE LONG SHIPS"

Charles Albertine
CP 726
A BAND OF comparatively pictures careers

Another Chart Breaker

From Jimmy Hughes

"I'M QUALIFIED"

Jamie 1280

31

www.americanradiohistory.com
NEW YORK—Tony Orlando recently made the scene at Gotham radio stations. The chanter promoted his recently-released Epic single of “To Wait For Love.” In the above picture Orlando (right) is shown at WINS with deejay Murray The K.

BLUE NOTE HAS THE HOTTEST JAZZ SINGLES

IT'S A HIT!

JIMMY SMITH
PRAYER MEETIN'
BLUE NOTE 45 x 1909

The Big Single From His New Hit Album
PRAYER MEETIN' BLP 4164

STILL GOING STRONG!

JIMMY SMITH
PORK CHOP
BLUE NOTE 45x1906

Still Going Strong!

STANLEY
TURRENTINE
TROUBLE
BLUE NOTE 45x1893

B.J.'s: Write for Free Samples

THE YEAR'S FIRST ORDER
RICKI DINO'S
"YOU'LL ALWAYS BE THE ONE I LOVE"

FOR 558

the ultimate in entertainment:

FUNNY
Joe Horton (Back Beat 541)
WHERE DID YOUR LOVE GO
Supreme (Motown 1060)
OVER THE RASURE SMODEL DRIVERS (Atlantic 2237)
I STAND ACCUSED
Jerry Butler (Vee Jay 196)
SELFISH ONE
Jackie Ross (Chess 1903)
A HOUSE IS NOT A HOME
Susan Wycheck (Scepter 3222)
Brook Benton (Mercury 72700)
EVERYBODY NEEDS SOMEBODY TO LOVE
Solomon Burke (Atlantic 2241)
I'VE GOTTEN TO LOVING
Fair Tops (Motown 1062)
SIT AND THINK
James Brown (Smokin 1999)
JUST BE TRUCE
Gene Chandler (Constellation 130)
HEY GIRL DON'T BOTHER ME
Tams (ABC Paramount 10573)
THERE'S ALWAYS SOMETHING THERE TO REMIND ME
Lou Johnson (Big Hill 112)
TEAR AWAY
Jimmy Hughes (Fom 6410)
DANCING IN THE STREET
Marvin & Tamina (Gordy 7033)
YOU'LL NEVER GET TO HEAVEN
Dionne Warwick (Scepter 1268)
KEEP ON Pushin'
Impressions (ABC Paramount 10554)
YOU MUST BELIEVE ME
Impressions (ABC Paramount 10581)
I'VE GOTTEN TIME TO LOVE
Carla Thomas (Atlantic 7982)
MEMBER WALKING IN THE RECORD STORES (Riviera 11008)
I'M ON THE OUTSIDE
Looking In
Little Anthony & Imperials (JCP 1104)
MERCY MERCY
Don Coryell (Fom 801)
RYTHMA
Senior Levers (Oak 7205)
IT'S ALL OVER NOW
Valentinos (Sig 152)
PEOPLE SAY
Dixie Cups (Red Bird 10-006)
A QUIET PLACE
Garrett Mims (United Artists 715)
LET IT BE ME
Betty Everett & Jerry Butler (Vee Jay 613)
LET ME LOVE YOU
E. B. King (Keaton)
SECURITY
Smokey Sam (Vee Jay 1171)
AIN'T THAT LOVING YOU BABY
Betty Everett & Jerry Butler (Vee Jay 613)
YOU TOO POOR TO DIE
Louisiana Red (Glover 3022)
I LIKE IT LIKE IT
Marquis Tama (Tama 54018)
SHARE YOUR LOVE
Bobby Blue Bland (Cotillion 377)
KNOCK KNOCK WHO'S THERE
Bobby Blue Bland (Cotillion 377)
I WANNA LOVE HIM SO BAD
Betty Everett & Jerry Butler (Vee Jay 613)
YOU PULLED A FAST ONE
VIPS (Big Top 516)
A TEAR FELL
Ray Charles (ABC Paramount 10571)
CANDY TO ME
Edgar Holland (Motown 1063)
MAKE UP YOUR MIND
Anna King (Smokin 1996)
LOVER'S PRAYER
Wellness Bros. (Time 189)
SOUULFUL DRESS
Super Fly De socks (Checker 1022)
GIVE ME BACK MY HEART
Jacking Wilson (Brunswick 55369)
WEED NO MORE
The Miners (Checker 1023)
HEARTBREAK
Ray Clark (Checker 132)
THE CAT
Johnny Spinks (Vee Jay 1020)
TOOTIE WALTZ
Tom Coeke (RCA Victor 8506)
A WHOLE LOTTA SHAKIN' GOIN' ON
Little Richard (Vee Jay 613)
GET MY HANDS ON SOME LOVIN'
James Brown (Smokin 1999)
WHAT KIND OF LOVE IS THIS
Little Milton (Checker 1078)

45 NEW ADDITIONS TO TOP 100

MERCY, MERCY
Don Coryell (Riviera 801)
LET IT BE ME
Betty Everett & Jerry Butler (Vee Jay 613)
I WANT A WHOLE BUMP
Bobby Blue Bland (Checker 1023)
GIVE ME BACK MY HEART
Jacking Wilson (Brunswick 55369)
I DON'T WANT NO MORE
The Miners (Checker 1023)
LONG GETTING ME BAD
Betty Everett & Jerry Butler (Vee Jay 613)
WHO YOU THINKIN' ABOUT
Bobby Blue Bland (Checker 1023)

AIMED AT OPS

I SURRENDER DEAR, CLARINET POLKA—Rafael Mondra—Decca 25648
93—ON THE STREET WHERE YOU LIVE
Andy Williams (Columbia 41138)
97—HAVE I THE RIGHT?
Homecomings (Rhino 7107)
98—LITTLE HONDA
Handels (Mercury 72234)
99—DON'T SEND YOU BACK TO WALKER
Animals (MGM 11324)
100—GOODNIGHT BABY
Butterfly (Red hud 10-009)

JUKE BOX OPS' RECORD GUIDE

ACTIVE WITH OPS

(Selections NOT on Cash Box Top 100 reported going strongly with ops.)

MANNY—With "Cool Aids For Summer Sales" as the theme for Mercury Records' Aug. new product and release plan, Florida Music Sales promo man Eddie Lambert (left) recently used Cool-Aid to warm up record buyers. Armed with Mercury cover books, a pitcher full of icy-cold Cool-Aid drink, and glasses, Eddie, Steve Brown (second from left) owner of Florida Cool-Aid Sales and salesman Ronald Koltan (right) called on Edina Dixon, record buyer for Jackson Bryan's Department Store in Miami.

CASH BOX—September 12, 1964

www.americanradiohistory.com
**Cash Box**

**Sure Shots**

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

- **YOU MUST BELIEVE ME**
  - IMPRESSIONS
  - ABC-Paramount 10581

- **MERCY, MERCY**
  - DON COYAY
  - Rosemont 801

- **LET IT BE ME**
  - BETTY EVERETT & JERRY BUTLER
  - Vee Jay 613

- **CHUG-A-LUG**
  - ROGER MILLER
  - Smash 1926

- **IF I FELL**
  - BEATLES
  - Capitol 5253

- **WHEN I GROW UP TO BE A MAN**
  - BEACH BOYS
  - Capitol 2455

- **WHY YOU WANNA MAKE ME BLUE TEMPLATIONS**
  - Gordy 7035

**SMI Report: U.S. Leads The World In Concert Music**

**NEW YORK—**If America has a cultural inferiority complex, it's unknown organizing to "Concert Music USA, 1964," just released by Broad- way Music, The activity and much of the brochure reports that Americans buy $5 per cent of the world's records and support more than half of the world's symphony orchestras—144 of them at the latest count.

These orchestras and America's 50-open producing organizations are 2,000 American. The music, the music performing rights organizations find, as America's concert composers increase in number, is nothing to write home about. "Take a Guy, America, The Beautiful" and the anthems, and John Philip Sousa stands alone among the fifty-most-performed pre-20th-century composers. But 15 Americans are among its top 10 composers of the 20th century as far as current concert performances are concerned, and 2 of them are among the most-most-performed composers active since 1956. Concert music's support "grows 80 per cent on the world stage," says "Concert Music USA, 1964." This is the third of the nation's symphonic groups in the U.S. has sold several more than 25,000, and fewer than a dozen cities of 10,000,000 people have a symphonic ensemble of some kind. Such cities as Salt Lake, Minn., and Fort Lauderdale, Fla., have set opera attendance records.

Americans spent $67,000,000 on concert music recordings in 1963, and ten times that amount on instruments, sheet music and musical accessories; they attended 4,000 opera performances and concerts, and 3,500,000 Americans were in every 5.4—played musical instruments.

America's youth is growing up with the music of its time, and the SMI brochure reports. More than 500,000,000 Americans are now studying or playing musical instruments, a 90 per cent more since 1945, and nearly 80 per cent of all band and orchestral instruments are purchased for these. They play more in than in 1945, and 7,000 American professional music instructors.

In addition to many formal and informal musical education programs, new in the nation's schools.

The number of musical education degrees granted in 1961-62 rose 6 1/2 per cent over the preceding year, an excellent omen for the future of musical training. More than 400 educational institutions in this country now offer degree courses in and advanced-level musical training.

In her foreword to "Concert Music USA, 1964," Mrs. J. Min. President of the National Federation of Music Clubs, points out that "concert music in one form or another is increasingly becoming a major part of the American way of life."

SMASH BUYS MASTER

**CHICAGO—**SMASH Records, with a history of successful master purchase deals, has just acquired, "I See You" by Cathy & Joe out of Houston. Deal was made with Larry Kane, leading 400 song catalogue, and the label topper, personally flew to Houston to purchase the master. Joe has been blind since birth.

The photo shows Henderson (seated left), Vandalon (standing) and Louis Ennis, the artist's manager, during a recent tour.

**'Cindy' To Resume Hit Off-B'Way Run**

**NEW YORK—**"Cindy," the hit off- Broadway musical whose cast LP is on the ABC-Paramount label will re-open on Tuesday, Sept. 22, after a summer hiatus. It will be preceded by preview at the Civic, Thursday, Sept. 17th.

Show with music and lyrics by Londoner Johnny Brandon, opened last March to excellent reviews, at the Civic. According to the accommodating anticipated audience, it will re-open at the full Civic house. "Cindy" through this musical will tour the area of the unexpected exasperator mother.

Among the show's opening will be a thirty-minute television viewing in the NBC segment of "Cindy" on CBS "Stage 2 Presents." It will be scheduled for Sept. 30, 8:00 to 8:30 p.m.

**London Trek For Nero**

**NEW YORK—**Pianist Peter Nero makes a mid-Sept. trip to England for radio performances.

The Victor performer, who made summer's p.a. around the U.S., will play with the London Symphony Orchestra, with his engagements to be taped for four half-hour specials, title "The Best Of Two Worlds," Victor's latest recording will be heard on a half-hour special on BBC, guest panelist on "Juke Box Jury" and will visit a program on the new "British Talent" show. He'll do some interview shows, too.

---

**THE NOON HOUR**

SUCH A NIGHT

ELVIS PRESLEY RCA Victor

ELVIS PRESLEY Curb Music, Inc.

NEVER ENDING RCA Victor, Inc.

CILLA BLACK Capitol

YOU'RE MY WORLD Capitol

BEATLES Parlophone, Ltd.

WHEN YOU LOVED ME Decca

BETTY EVERETT Vee Jay Songs, Inc.

YOU BELIEVE IT BABY Decca

CHUBBY CHECKER Vee Jay

NIGHT RIDE "A Year From Monday" Warner Bros. Music Co.

RAY CHARLES ABC-Paramount

RHYTHM "No One Can Cry To Ray Charles" ABC-Paramount

B.B. KING "The Hurt RAW KRAFT & King, Inc.

THE HOLIES Capitol

FANG RURY IMPERIAL

POUPPEE CRÉCHE RCA Victor

AL HIRT Parlophone, Ltd.

TALKIN' BOUT YOU EMMY CAMELO

THE ANIMALS HIGH RAY CHARLIS, Progress Music, Inc., ATLANTIC

HE'S NO ORDINARY GUY DEE DEE RAY & Raye, Studio

WHAT AM I LIVING FOR RAY CHARLIS, Progress Music, Inc.

P. J. PROBY Polydor

HOLD ME RCA Victor

LONDON

I JUST DON'T KNOW WHAT TO DO WITH MYSELF RCA Victor

THE ANIMALS "1974," RCA Victor

(THAT'S OKAY) THERE'S SOMETHING WE'RE ALL REMINDING LEO JONATHAN Grande

THE ABBRENN GROUP 1659 Broadway, New York, N. Y.
Columbia Records Bows First Annual Golf Meet

THE IMPRESSIONS
Following Up With
Another Smash
"YOU MUST BELIEVE ME"
I "SEE THE REAL ME"
ABC-1581

New York—Columbia Records held its first annual gold classic recently (25) for the music radio industries at the Winged Foot Golf Club in Mamaroneck, N.Y. The event included golf, luncheon, dinner, and the awarding of prizes.

In the above photo, (1) William P. Gallagher, vice president of marketing presents the president's Flight Perpetual Trophy to Jerry Schenbaum, who had the low score of the day, a 71; (2) Dewey Martin Bloom (left) accepts his trophy for a 75 score from national promo manager Bob Thompson; (3) Bob Thompson is flanked by putting partners Paul Perry (left) of Peer International, and Sal Forlenza, field communications manager for the label; (4) An unidentified golfer tees off at the Columbia golf meet.

"Beauj" Caster To Col.

NEW YORK—Columbia Records will release the original cast LP of "Beauj," one of the upcoming season’s new musicals, Cash Box has learned. The musical, which stars Chita Rivera, of "West Side Story" fame, has a score by Broadway newcomer, Walter Marks. "Beauj," marks Columbia’s second deal for a cast LP during the 1964-65 season. Last spring, the label announced it would record "Kelly," which represents a $50,000 investment for the label. It was announced last week that Canadian singer Don McNeill would play the title role. Score is by Morris (Moosie) Charlap and Eddie Lawrence, the comic who made news some years ago as the "Old Philosopher."
Mercury's Fall Push (29 New LP's)

A "Sammy" Title Song

NEW YORK—A title song for "What Makes Sammy Run?" has been penned by Irving Berlin, writer of the score. Drake told Cash Box last week that it would be little while before its insertion into the picture, since Bud Shulberg, writer of the book, had to come to terms with the studio to fit the song in.

The move marks the second time in recent weeks that a title song has been written for a musical that has left the Broadway run. Barbara Streisand has a title song for "Funny Girl," which is the performer's latest offering on Columbia. "Sammy" star Steve Lawrence is expected to wax the new song, also for Columbia.

RIC Makes Initial Nat'l Distribrit Deal

NEW YORK—RIC Records has acquired international distribution rights to a Monza recording disk by the Spiedi-Ia, marking the new firm's first deal to handle distribution of another label. The purchase was made by RIC vice president Lester Vanadore in Nashville.

The disk, "Find Out What's Happening," "That'll Make My Heart Bez," has reported considerable action in the South during the past week. Songwriter Jerry Crutchfield produced the disk and also penned the tune. "Find Out What's Happening," Billy Lockridge is featured as lead vocalist on both sides.

Mill Music Named Agent, Distribit For Novello Orch Catalog

NEW YORK—Mills Music has become the agent and solo distributor in the United States for the sale of orchestral works of the famed Novello & Co., Ltd., of London. Jack Mills, president, has announced.

Initial agreement with the 153-year old English firm, which has been in this business in this country since 1915, will be in effect when in Great Britain this July. More than one hundred compositions and arrangements, actively selling throughout the world, will be included in this agreement. The English orchestras including a contemporary series of concert and training materials, titled "Music for Today." Among the composers and arrangers in Novello's catalog are Gustav Holst, Edward Elgar, Albert Coates, David Bridgewaters, Adrian Crutt.

Mills will also represent the much-performed Novello rental music library to the professional and community symphony orchestras. Novello is well-known for its music education, teacher, and printed editions.

The recordings are now being imported from England and will be prepared for the American market under the guidance of Arthur Cohn, director of Mills' foreign music department, which department includes representatives of such catalogs as Caresse of Milan; Joseph Gans; London; Conservatory of Europe, Associated Board of the Royal Schools of Music, Goodwin and Tabb, of Great Britain, and the Canadian League of Publication, Tel Aviv; Editions Quirio, Madrid, among others.

Ram's PP Moves To Larger Vegas Quarters

LAS VEGAS—After nine months on the Las Vegas scene, Buck Ram's Personality Productions has moved to larger quarters in the same building, at 3153 Industrial Road. A suite consists of three private offices, a show room and a larger reception office.

Besides housing all of Personality's artist management and publicity activities, the show room is being set up for Teentown U.S.A. enterprises, which consists of local promotions. The Vegas artist disks presented to Teentown U.S.A. will also sponsor several teen bands, and assist teen clubs and activities.

David Berry has just joined the firm as executive secretary and office manager. Joey Vale and Jay Michaels are acting as sales reps reporting to Jean Bernard, public relations director and co-ordinator of all three Personality offices produced for the show and conservatory of the Las Vegas.

Are currently managed by Personality include pianist Masaoka, Larry Lee and the Leesersons, Dick West, Milton Terry, and Tarka, Linda Carse, Kenr Ry Walker, the Blackbuckets, David Troy and others.

(Continued from page 7)

Johnnie Ray To Groove

NEW YORK—Singer Johnnie Ray has inked a contract deal for Groove Records, the RCA Victor affiliate. He'll make his debut on the label with a singles issue later this month. His disk career started in 1952 with two smash hits, "Cry," and "Little White Cloud That Died," for Columbia Records, his long-time outlet. His Columbia career was followed with associations with the Liberty and Decca labels.

Outside of his disk activities, he's appeared in movies and has played major spots in the U.S. and the world.

Hitachi Unveils New Phono Line

NEW YORK—Hitachi, the Japanese electronics firm, has introduced a new line of portable phonographs with particular emphasis on disk buying age groups—pre-school through college.

The "SMD F." for the kiddie set, has a parent's control switch to set the volume to a comfortable loudness level and retails for $29.95. The "Junior F.,” "Senior F.,” and Campus F. with all have remote control hand sets which permit the set to be turned on, disks changed and unit turned off. The models range in price from $49.95 to $169.95.

Philips "Stake In Future" Program

NEW YORK—B.J. van der Hoef, president of Philips Electronic Corporation, has announced the launch of a major advertising program involving a $500,000 expenditure for the promotion of Philips' high fidelity products by popular radio and television personalities.

The program which will consist of spot announcements and special programs on both radio and television, will be coordinated with the nationwide promotion currently in progress for the presentation of free Philips radios to the first 100,000 customers to buy Philips high fidelity products.

The program will be scheduled during the run-up to the holiday season (Nov.-Dec.) and will involve radio and television personalities throughout the United States.

(Continued from page 7)

Cash Box—September 12, 1964

Mercury’s Fall Push (29 New LP’s)

end of Sleepy Hollow—Tell Tale Heart” and "The Astra-son—Flight of the Friendly Bird."

A new consumer catalog, depicting favorite album selections in full color, is now available complete with a convertible dispenser for wall or counter display. The catalog's cover design also ties in with the RIAA National Record Month theme.

Capitalizing on the popularity of 19 nationally known stars, Mercury offers a display charging of porcelain portraits of the artists, cut out and designed so that each artist holds one of his own album covers. Also part of the individual artist merchandising aids is a complete set of browser box divider cards, with the artist names embossed in bold metallic colors to attract immediate attention.

A complete set of special materials is available for the "Wollington's Victory—1812 Overture" album, including a wall or counter album display unit with colorful header; a two, panel multi-use display card; and banners in both horizontal and vertical shapes.

Since its introduction a year ago, the "Storyteller" series has grown from an initial eight albums (16 stories) to a total of 16 albums (32 stories). These 32 stories are now presented in a special new "Storyteller" catalog, fully illustrated, and designed as a self-mailer or display. And again available in the popular "Storyteller" floor merchandiser.
New Christys Set Foreign Tour

NEW YORK — It’s definite that the New Christy Minstrels will make an extensive tour of Europe, the international dept. (CBS) of Columbia Records has announced.

The popular folk-pop crew will begin their tour on Jan. 9 and return to the States on Feb. 3. Specific show dates have yet to be mapped out, but London’s Palladium and Olympia (Paris) p.a.’s are a certainty. Tour will end with the group performing at the San Remo Festival in Italy.

The ensemble may be accompanied to Europe by the six summer video programs it did for Ford. George Gref, the group’s manager, is now looking for the space throughout the world.

Caedmon Issues King John, Whitman LP’s

NEW YORK — Caedmon has announced the release of Shakespeare’s King John, and Walt Whitman’s Leaves of Grass.

The King John set features Sir Donald Wolfit, Kenneth Majhi, and Rosemary Harris, with narrator Howard Socker directing. The Leaves of Grass is read by veteran actor Ed Begley.

Show Score Teammate To Become ASCAP Writer

NEW YORK — Fred Tobias has informed Cash Box that Stanley Lebow- sky, his collaborator in an upcoming musical, “The Passionate Witch,” will switch his affiliation from BMI to ASCAP when the latter clears house expires shortly.

This will bring the score to an ASCAP publisher. In a round-up of new musicals in the Atge 22 issue, it was stated that a BMI publisher would get the score, since ASCAP does not recognize a BMI-ASCAP writing partnership.

Col. Show Re-creations (Continued from page 7)

LP’s, many classics of which were made under the limited circumstances of the 78 rpm era.

Col. says that recreation plans for the future are not definite, but Sheep- ard is mulling over a number of possibilities. While he hasn’t committed himself to the task, he sees the classic movie musical as an area of re-creation exploitation, especially some of Walt Disney’s full-length cartoon efforts.

Whatever his upcoming projects are, Shepard will be faced with maint- aining the strong Columbia image in the original cast and re-creation fields. After all, Columbia’s first re-creation LP, “the Jazz Singer” (1927), is credited with being directly responsible for the revival of the great Rodgers and Hart musical, a run that lasted the show’s original Broadway run.

Beatlemania—At First Hand

NEW YORK — They came, were seen, but not heard, and purportedly with the emotional power that recurred the heyday of Frank Sinatra and Elvis Presley.

“They,” of course, are the Beatles, who played New York’s Forest Hills Stadium last week (Aug. 28-29) as part of their month-long U.S. tour.

When it was over, the boys were some $90,000 richer (90% of the $150,000 locals) and the managers were in the knowledge that they would be regarded for generations to come as the mainstays of the 1960’s.

The mania of Beatlesmania is the sound of an army of lovelorn, unnum- bered by 15,000 youngers (95% girls) who react to the slightest sign that the Beatles may be in sight. It is also the weird effect—remaining the clue—of the seventeen technique in the theater—of camera flash-bulb popping all over the place fractions of a second apart. It is two police barriers that are not sufficiently to hold bark teeth, a few girl and one fine high-jumper of a boy, who want to do more than see and hear (7) their idols. It is a cup of good rock acts (Bill Black Combo, Jackie DeShannon, The Exciters, The Turtles, etc.) which precede the Beatles, and must perform as the re- want—the-Beatles chants. It is the claviers of young fans with their tears rolling down their cheeks, the unexplained and why home those questions that years from now, they will not be able to explain. Beatlemania—As someone one who has seen the heyday of Elvis Presley, will, and also mothers who have seen the day when history repeated itself, and can now more readily talk about the day they swooned when The Voice sang to them. Beatlemania is the desire of being a woman, and maybe not wanting to let go of the carefree days fast approaching.

ABC-Par’s Levine Plans Oriental Trek

NEW YORK — Harry Levine, ABC- Paramount Records’ exec vp and for- mer production operations head, has announced a far east on Sunday, Sept. 20. He plans to spend two weeks in Tokyo, Hong Kong, and Manila, feeling cultural matters and distributing tech- niques with the label’s outlets in said areas.

Roulette’s “Swim Party”

NEW YORK — Roulette Records hosted a party at the Holiday Inn Monday recently to kick off the first Hugo Daini TV special. Added to the cocktail bash were new disk acts, Louie Goger and the Mexican Jumping Beans, soon to be released on Roulette.

(Left-right) Hugo Daini, Loree Press, Red & Rose Press, Hugo Daini and Hugo Daini. Also introduced at the cocktail bash were new disk acts, Ho-Louie, and the Mexican Jumping Beans, soon to be released on Roulette.

Beatlemania—At First Hand

NEW YORK — They came, were seen, but not heard, and purportedly with the emotional power that recurred the heyday of Frank Sinatra and Elvis Presley.

“They,” of course, are the Beatles, who played New York’s Forest Hills Stadium last week (Aug. 28-29) as part of their month-long U.S. tour.

When it was over, the boys were some $90,000 richer (90% of the $150,000 locals) and the managers were in the knowledge that they would be regarded for generations to come as the mainstays of the 1960’s.

The mania of Beatlesmania is the sound of an army of lovelorn, unnumbered by 15,000 youngers (95% girls) who react to the slightest sign that the Beatles may be in sight. It is also the weird effect—remaining the clue—of the seventeen technique in the theater—of camera flash-bulb popping all over the place fractions of a second apart. It is two police barriers that are not sufficiently to hold bark teeth, a few girls and one fine high-jumper of a boy, who want to do more than see and hear (7) their idols. It is a cup of good rock acts (Bill Black Combo, Jackie DeShannon, The Exciters, The Turtles, etc.) which precede the Beatles, and must perform as the re- want—the-Beatles chants. It is the claviers of young fans with their tears rolling down their cheeks, the unexplained and why home those questions that years from now, they will not be able to explain. Beatlemania—As someone one who has seen the heyday of Elvis Presley, will, and also mothers who have seen the day when history repeated itself, and can now more readily talk about the day they swooned when The Voice sang to them. Beatlemania is the desire of being a woman, and maybe not wanting to let go of the carefree days fast approaching.

ABC-Par’s Levine Plans Oriental Trek

NEW YORK — Harry Levine, ABC- Paramount Records’ exec vp and for- mer production operations head, has announced a far east on Sunday, Sept. 20. He plans to spend two weeks in Tokyo, Hong Kong, and Manila, feeling cultural matters and distributing tech- niques with the label’s outlets in said areas.

Beatlemania—At First Hand

NEW YORK — They came, were seen, but not heard, and purportedly with the emotional power that recurred the heyday of Frank Sinatra and Elvis Presley.

“They,” of course, are the Beatles, who played New York’s Forest Hills Stadium last week (Aug. 28-29) as part of their month-long U.S. tour.

When it was over, the boys were some $90,000 richer (90% of the $150,000 locals) and the managers were in the knowledge that they would be regarded for generations to come as the mainstays of the 1960’s.

The mania of Beatlesmania is the sound of an army of lovelorn, unnumbered by 15,000 youngers (95% girls) who react to the slightest sign that the Beatles may be in sight. It is also the weird effect—remaining the clue—of the seventeen technique in the theater—of camera flash-bulb popping all over the place fractions of a second apart. It is two police barriers that are not sufficiently to hold bark teeth, a few girls and one fine high-jumper of a boy, who want to do more than see and hear (7) their idols. It is a cup of good rock acts (Bill Black Combo, Jackie DeShannon, The Exciters, The Turtles, etc.) which precede the Beatles, and must perform as the re- want—the-Beatles chants. It is the claviers of young fans with their tears rolling down their cheeks, the unexplained and why home those questions that years from now, they will not be able to explain. Beatlemania—As someone one who has seen the heyday of Elvis Presley, will, and also mothers who have seen the day when history repeated itself, and can now more readily talk about the day they swooned when The Voice sang to them. Beatlemania is the desire of being a woman, and maybe not wanting to let go of the carefree days fast approaching.

ABC-Par’s Levine Plans Oriental Trek

NEW YORK — Harry Levine, ABC- Paramount Records’ exec vp and for- mer production operations head, has announced a far east on Sunday, Sept. 20. He plans to spend two weeks in Tokyo, Hong Kong, and Manila, feeling cultural matters and distributing tech- niques with the label’s outlets in said areas.

Beatlemania—At First Hand

NEW YORK — They came, were seen, but not heard, and purportedly with the emotional power that recurred the heyday of Frank Sinatra and Elvis Presley.

“They,” of course, are the Beatles, who played New York’s Forest Hills Stadium last week (Aug. 28-29) as part of their month-long U.S. tour.

When it was over, the boys were some $90,000 richer (90% of the $150,000 locals) and the managers were in the knowledge that they would be regarded for generations to come as the mainstays of the 1960’s.

The mania of Beatlesmania is the sound of an army of lovelorn, unnumbered by 15,000 youngers (95% girls) who react to the slightest sign that the Beatles may be in sight. It is also the weird effect—remaining the clue—of the seventeen technique in the theater—of camera flash-bulb popping all over the place fractions of a second apart. It is two police barriers that are not sufficiently to hold bark teeth, a few girls and one fine high-jumper of a boy, who want to do more than see and hear (7) their idols. It is a cup of good rock acts (Bill Black Combo, Jackie DeShannon, The Exciters, The Turtles, etc.) which precede the Beatles, and must perform as the re- want—the-Beatles chants. It is the claviers of young fans with their tears rolling down their cheeks, the unexplained and why home those questions that years from now, they will not be able to explain. Beatlemania—As someone one who has seen the heyday of Elvis Presley, will, and also mothers who have seen the day when history repeated itself, and can now more readily talk about the day they swooned when The Voice sang to them. Beatlemania is the desire of being a woman, and maybe not wanting to let go of the carefree days fast approaching.

ABC-Par’s Levine Plans Oriental Trek

NEW YORK — Harry Levine, ABC- Paramount Records’ exec vp and for- mer production operations head, has announced a far east on Sunday, Sept. 20. He plans to spend two weeks in Tokyo, Hong Kong, and Manila, feeling cultural matters and distributing tech- niques with the label’s outlets in said areas.
**Cash Box**

**Country Top 50**

<table>
<thead>
<tr>
<th>Pos</th>
<th>Last Week</th>
<th>This Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>I GUESS I'M CRAZY</td>
<td>Jim Reeves (RCA Victor 3833)</td>
</tr>
<tr>
<td>2</td>
<td>DANG ME</td>
<td>Roger Miller (Smash 1871)</td>
</tr>
<tr>
<td>3</td>
<td>THE COWBOY IN THE CONTINENTAL SUIT</td>
<td>Marty Robbins (Columbia 4309)</td>
</tr>
<tr>
<td>4</td>
<td>DON'T YOU LOVE ANYMORE</td>
<td>Charlie Rich (Capitol 5176)</td>
</tr>
<tr>
<td>5</td>
<td>I DON'T CARE</td>
<td>Buck Owens (Capital 3240)</td>
</tr>
<tr>
<td>6</td>
<td>HERE COMES MY BABY</td>
<td>Del Reeves (RCA Victor 3834)</td>
</tr>
<tr>
<td>7</td>
<td>BAD NEWS</td>
<td>Johnny Cash (Columbia 4305)</td>
</tr>
<tr>
<td>8</td>
<td>MR. &amp; MRS. USED TO BE</td>
<td>Bill Anderson (Decca 36130)</td>
</tr>
<tr>
<td>9</td>
<td>BALLAD OF IRA HAYES</td>
<td>Johnny Cash (Columbia 4305)</td>
</tr>
<tr>
<td>10</td>
<td>ME</td>
<td>Bill Anderson (Decca 36130)</td>
</tr>
<tr>
<td>11</td>
<td>CHET ATKINS MAKE ME A STAR</td>
<td>Roy Acuff (RCA Victor 3839)</td>
</tr>
<tr>
<td>12</td>
<td>PLEASE TALK TO MY HEART</td>
<td>Crystal Gayle (Columbia 43086)</td>
</tr>
<tr>
<td>13</td>
<td>PASSWORD</td>
<td>Billy White (United 4322)</td>
</tr>
<tr>
<td>14</td>
<td>I LOVE TO DANCE WITH ANNIE</td>
<td>Carl Smith (Columbia 43033)</td>
</tr>
<tr>
<td>15</td>
<td>PUT YOUR ARMS AROUND ME</td>
<td>Roy Acuff (RCA Victor 3839)</td>
</tr>
<tr>
<td>16</td>
<td>SECOND FIDDLE</td>
<td>Stan Jones (Pye 1505)</td>
</tr>
<tr>
<td>17</td>
<td>THE NESTER</td>
<td>Lafferty Frizzell (Columbia 5176)</td>
</tr>
<tr>
<td>18</td>
<td>SOMETHING I DREAMED</td>
<td>Glenn王者 (United Artists 724)</td>
</tr>
<tr>
<td>19</td>
<td>FT. WORTH, DALLAS OR HOUSTON</td>
<td>George Jones (United Artists 724)</td>
</tr>
<tr>
<td>20</td>
<td>MEMORY #1</td>
<td>George Hamilton IV (RCA Victor 3839)</td>
</tr>
<tr>
<td>21</td>
<td>DON'T BE ANGRY</td>
<td>Hank Thompson (Stonewall Jackson 43076)</td>
</tr>
<tr>
<td>22</td>
<td>DERN YO</td>
<td>Ruby Wright (RCA 12684)</td>
</tr>
<tr>
<td>23</td>
<td>WORKIN' IT OUT</td>
<td>Latching Hills &amp; Carl Scruggs (Columbia 43035)</td>
</tr>
</tbody>
</table>

**Country Round Up**

The fellow who said all the music folks in Nashville can be seen in a couple of days was probably the same fellow who predicated a busy day for Mr. Fulton's steamboat. We (that's an ed-

**Country Round Up**

lobby of the Andrew Jackson and/or the Grand Old Opry Club as it is doing now.

*www.americanradiohistory.com*

A great success was reported from Dubuque, Iowa, that the first country music show to play Dubuque was an instant hit on Sunday, Aug. 30. The show included Hank Snow and the Rainbow Ranch Boys, Ferlin Husky, Ray Price and the Cherokee, Skeeter Davis, the Collins Kids, Bill Anderson, Little Jimmy Dickens, Melba Montgomery, and others set up by Bob Neil in co-operation with F. O. Mary of CAC in the Windsor City. Rep-

Del Reeves reports from 6 weeks in Europe with the top country figure, country music. The station recently adopted a country music format on a 24 hours a day basis. The first show was set for Sept. 17, in the Montreal Forum and will feature Webb Pierce, Bill Anderson, the Carter Family, Jimmy Gately and POG Boys, while in the early/part of Sept. in Nashville for 5 days before continuing on to England for two weeks.

Bud Brown Enterprises out of Mont-

Tubb who caught both at the Ry-

A great success was reported from Dubuque, Iowa, that the first country music show to play Dubuque was an instant hit on Sunday, Aug. 30. The show included Hank Snow and the Rainbow Ranch Boys, Ferlin Husky, Ray Price and the Cherokee, Skeeter Davis, the Collins Kids, Bill Anderson, Little Jimmy Dickens, Melba Montgomery, and others set up by Bob Neil in co-operation with F. O. Mary of CAC in the Windsor City. Reports are that it will be an annual af-fair at the Big Fair in Illinois.

A great success was reported from Dubuque, Iowa, that the first country music show to play Dubuque was an instant hit on Sunday, Aug. 30. The show included Hank Snow and the Rainbow Ranch Boys, Ferlin Husky, Ray Price and the Cherokee, Skeeter Davis, the Collins Kids, Bill Anderson, Little Jimmy Dickens, Melba Montgomery, and others set up by Bob Neil in co-operation with F. O. Mary of CAC in the Windsor City. Reports are that it will be an annual af-fair at the Big Fair in Illinois.

Del Reeves reports from 6 weeks in Europe with the top country figure, country music. The station recently adopted a country music format on a 24 hours a day basis. The first show was set for Sept. 17, in the Montreal Forum and will feature Webb Pierce, Bill Anderson, the Carter Family, Jimmy Gately and POG Boys, while in the early/part of Sept. in Nashville for 5 days before continuing on to England for two weeks.

Bud Brown Enterprises out of Mont-

Tubb who caught both at the Ry-

A great success was reported from Dubuque, Iowa, that the first country music show to play Dubuque was an instant hit on Sunday, Aug. 30. The show included Hank Snow and the Rainbow Ranch Boys, Ferlin Husky, Ray Price and the Cherokee, Skeeter Davis, the Collins Kids, Bill Anderson, Little Jimmy Dickens, Melba Montgomery, and others set up by Bob Neil in co-operation with F. O. Mary of CAC in the Windsor City. Reports are that it will be an annual af-fair at the Big Fair in Illinois.

Del Reeves reports from 6 weeks in Europe with the top country figure, country music. The station recently adopted a country music format on a 24 hours a day basis. The first show was set for Sept. 17, in the Montreal Forum and will feature Webb Pierce, Bill Anderson, the Carter Family, Jimmy Gately and POG Boys, while in the early/part of Sept. in Nashville for 5 days before continuing on to England for two weeks.

Bud Brown Enterprises out of Mont-

Tubb who caught both at the Ry-

A great success was reported from Dubuque, Iowa, that the first country music show to play Dubuque was an instant hit on Sunday, Aug. 30. The show included Hank Snow and the Rainbow Ranch Boys, Ferlin Husky, Ray Price and the Cherokee, Skeeter Davis, the Collins Kids, Bill Anderson, Little Jimmy Dickens, Melba Montgomery, and others set up by Bob Neil in co-operation with F. O. Mary of CAC in the Windsor City. Reports are that it will be an annual af-fair at the Big Fair in Illinois.

Del Reeves reports from 6 weeks in Europe with the top country figure, country music. The station recently adopted a country music format on a 24 hours a day basis. The first show was set for Sept. 17, in the Montreal Forum and will feature Webb Pierce, Bill Anderson, the Carter Family, Jimmy Gately and POG Boys, while in the early/part of Sept. in Nashville for 5 days before continuing on to England for two weeks.

Bud Brown Enterprises out of Mont-

Tubb who caught both at the Ry-

A great success was reported from Dubuque, Iowa, that the first country music show to play Dubuque was an instant hit on Sunday, Aug. 30. The show included Hank Snow and the Rainbow Ranch Boys, Ferlin Husky, Ray Price and the Cherokee, Skeeter Davis, the Collins Kids, Bill Anderson, Little Jimmy Dickens, Melba Montgomery, and others set up by Bob Neil in co-operation with F. O. Mary of CAC in the Windsor City. Reports are that it will be an annual af-fair at the Big Fair in Illinois.

Del Reeves reports from 6 weeks in Europe with the top country figure, country music. The station recently adopted a country music format on a 24 hours a day basis. The first show was set for Sept. 17, in the Montreal Forum and will feature Webb Pierce, Bill Anderson, the Carter Family, Jimmy Gately and POG Boys, while in the early/part of Sept. in Nashville for 5 days before continuing on to England for two weeks.

Bud Brown Enterprises out of Mont-

Tubb who caught both at the Ry-

A great success was reported from Dubuque, Iowa, that the first country music show to play Dubuque was an instant hit on Sunday, Aug. 30. The show included Hank Snow and the Rainbow Ranch Boys, Ferlin Husky, Ray Price and the Cherokee, Skeeter Davis, the Collins Kids, Bill Anderson, Little Jimmy Dickens, Melba Montgomery, and others set up by Bob Neil in co-operation with F. O. Mary of CAC in the Windsor City. Reports are that it will be an annual af-fair at the Big Fair in Illinois.

Del Reeves reports from 6 weeks in Europe with the top country figure, country music. The station recently adopted a country music format on a 24 hours a day basis. The first show was set for Sept. 17, in the Montreal Forum and will feature Webb Pierce, Bill Anderson, the Carter Family, Jimmy Gately and POG Boys, while in the early/part of Sept. in Nashville for 5 days before continuing on to England for two weeks.
Hidetomo Kawai, A&R Director of King Records, said that "Non Ho Il/Eta," by Gigliola Cinquetti on Seven Seas and "Joke 21" by Sammy Savannah on RCA Victor were just 2 of the 12 LP's foreign singers who visit Japan for Tokyo Olympic Games. Four LP's out of them which have been released title "Japanese Music Yesterday Through Today." Volume 1 contains Kabuki play sounds, Vol. 2 Japanese court music, Vol. 3 Japanese traditional songs and popular songs, and Vol. 4 contains classical music composed by Japanese. Another list combines "Epics of Japan" contains Japanese traditional songs in Afro-Cuban rhythm played by Tokyo Cuban Boys and "Japanese Songs" played by Kyros Aires.

Nippon Grammophone presents the best five single records for August as follows: local records; "Tokyo Blues" by Sachiko Nishida, "Tokyo Sanka" by Sachiko Nishida, "Namida No Sake" by Hikoshige No Humsabe by Teruko Hino and "Where Have All The Flowers Gone" by Mari Sano, and imported matrices: "My Bonnie" by The Beatles, "The Big Build" by Burt Bacharach, "Song For Young Love" by Gus Backes. By Charles, promoted by Japan Booking Corporation, arrived Aug. 21 at Tokyo International Airport for ten day tour, while his twenty man band and female vocal quintet, Realeet, arrived one day before. His first appearance at Tokyo Koiso-nenkin Hall on October 1, his first visit to Japan. Bobby Rydell's concert for his second visit to Japan. Bobby's first visit was on Jan. 31, 1962, and he stayed for ten days. Bobby will arrive at Tokyo International Airport on September 25. This year marks the twenty-third anniversary of Koiso-nenkin Hall on October 22, Kobo Kosuke Kaikan on 23, Kyoto Kaikan on 25, Osaka Kaikan on 27, Kobe Kaikan on 28, and the last one on October 1. The 1965 Summer Olympic Games. This Last 15 Days title, "All Of Bobby Rydell," which contains 14 songs, "Volare," "Bye Bye Baby," "May Your Love Be Your Guide," "More," and "I'll Say It Again.

Nippon Columbia is releasing on Sept. 20, 12 LP's titled "Kenny Ball's Slady In Japan" for Tokyo Olympic season. The contents are 12 songs out of 14 Japanese popular numbers, "Ue O Muite Arukou" (Sukiyuki), "Takoh No Tsuki," "Aka-Tombo" (Sukiyuki), "Chanso," and others, which are selected by Nippon Columbia itself to be played by Kenny Ball.

**JAPAN'S BEST SELLERS**

<table>
<thead>
<tr>
<th>International Rank</th>
<th>Last Week</th>
<th>Current Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>From Russia With Love - Kenny Ball (Fye); Village Stompers (Epic); Mat Monroe (Liberty); Sub-Publisher / Taito</td>
<td>From Russia With Love - Kenny Ball (Fye); Village Stompers (Epic); Mat Monroe (Liberty); Sub-Publisher / Taito</td>
</tr>
<tr>
<td>2</td>
<td>Sammy Goin South - Fergus Macelland (London); Nina Kinzig (King); Togo Omodaka (Toshiba); Tuyohi Tomimatuo (To-shiba); Ayumi Ishida (Vivitar); Sub-Publisher / Shinko</td>
<td>Sammy Goin South - Fergus Macelland (London); Nina Kinzig (King); Togo Omodaka (Toshiba); Tuyohi Tomimatuo (To-shiba); Ayumi Ishida (Vivitar); Sub-Publisher / Shinko</td>
</tr>
<tr>
<td>3</td>
<td>Twists &amp; Tango - Viva Les Aces (RCA); Blue Jeans (Toshiba); Sub-Publisher / Abaraech Tokyo</td>
<td>Twists &amp; Tango - Viva Les Aces (RCA); Blue Jeans (Toshiba); Sub-Publisher / Abaraech Tokyo</td>
</tr>
<tr>
<td>4</td>
<td>A Hard Days Night - Beatles (Odeon); Sub-Publisher / Toshiba</td>
<td>A Hard Days Night - Beatles (Odeon); Sub-Publisher / Toshiba</td>
</tr>
<tr>
<td>5</td>
<td>Los Cerezas (Odeon); Sub-Publisher / Abaraech Tokyo</td>
<td>Los Cerezas (Odeon); Sub-Publisher / Abaraech Tokyo</td>
</tr>
<tr>
<td>6</td>
<td>La Martilla (RCA); Sub-Publisher / Abaraech Tokyo</td>
<td>La Martilla (RCA); Sub-Publisher / Abaraech Tokyo</td>
</tr>
<tr>
<td>7</td>
<td>Giovanni And The Blackbirds - Friends (Liberty); Sub-Publisher / Radio</td>
<td>Giovanni And The Blackbirds - Friends (Liberty); Sub-Publisher / Radio</td>
</tr>
<tr>
<td>8</td>
<td>Right On - Adam's Apple (Columbia); Sub-Publisher / Shinko</td>
<td>Right On - Adam's Apple (Columbia); Sub-Publisher / Shinko</td>
</tr>
<tr>
<td>9</td>
<td>Sammy Goin South - Fergus Macelland (London); Nina Kinzig (King); Togo Omodaka (Toshiba); Tuyohi Tomimatuo (To-shiba); Ayumi Ishida (Vivitar); Sub-Publisher / Shinko</td>
<td>Sammy Goin South - Fergus Macelland (London); Nina Kinzig (King); Togo Omodaka (Toshiba); Tuyohi Tomimatuo (To-shiba); Ayumi Ishida (Vivitar); Sub-Publisher / Shinko</td>
</tr>
<tr>
<td>10</td>
<td>One For The Birds - Harry Belafonte (RCA); Sub-Publisher / Radio</td>
<td>One For The Birds - Harry Belafonte (RCA); Sub-Publisher / Radio</td>
</tr>
<tr>
<td>11</td>
<td>The Beatle - The Beatles (Odeon); Sub-Publisher / Radio</td>
<td>The Beatle - The Beatles (Odeon); Sub-Publisher / Radio</td>
</tr>
<tr>
<td>12</td>
<td>Sufis - veil - The Astronauts (RCA)</td>
<td>Sufis - veil - The Astronauts (RCA)</td>
</tr>
<tr>
<td>13</td>
<td>No - The Beatles - The Beatles (Odeon)</td>
<td>No - The Beatles - The Beatles (Odeon)</td>
</tr>
<tr>
<td>14</td>
<td>Welcome To The World - Bobby Rydell (RCA)</td>
<td>Welcome To The World - Bobby Rydell (RCA)</td>
</tr>
</tbody>
</table>

**Correction**

MEXICO—In the recent Cash Box World Wide Directory, page 150 of the International section, the ad for the Los Ferma Group should have shown the address in Mexico as M. Friedburg, Division Del Norte 31.
GREAT BRITAIN

With the holiday season in full swing and the hottest summer for years we report that for the third year Summer School of Music, an annual event offering the music minded scholar the opportunity to enjoy the pleasure of both symphony and surf for the nominal cost of the entrance fee, Mills Music, London reports the largest attendance to date—665 students from all over the world, one from as far away as Australia. The two-week course covers a wide range of subjects together with lectures and tuition by leading artists and musicians. Students make up two symphony orchestras, a Bach choir of over 100 voices and madrigal groups. Practical training is also given in wind and string chamber music, recorders, pianoforte and accompaniment. There is also a very comprehensive and popular course for potential conductors.

One American artist who can always be sure of a place in the British Top Twenty despite a string of hits by his home town 18 year old tenor, Brenda Lee. After a brief visit to these shores to wax her next single, "Is It True" for immediate release by Decca on the Brunswick label, Brenda flew home to Nashville to prepare for her third British visit. On the chart which she will be joined by Bill Haley and His Comets and British group, The Nashville Teens, who are currently riding high in the charts with their Decca recording of "Tobacco Road.

The Searchers currently on their third American tour taking in Tulsa, Oklahoma, Denver, Los Angeles, Sacramento, Portland, Oregon, Vancouver, Honolulu followed by the first visit to Australia and New Zealand. They return in October for a nation wide tour of Britain with American singer Duane Warwick. The Searchers hosted a reception in her honor when she paid her first visit to London recently. During her stay Beach House will make several TV appearances including "Thank Your Lucky Stars" and will cross the channel to top the bill of the Olympia Music Hall, Paris.

With a bumper album release from Decca this month—62 from EMI, 65 from Decca, and 83 from Philips—the autumn production is off to a good start. However, many dealers faced with a Werner of these preparations are finding ordering difficult. As most of the albums are by top artists companies, many are locking to satisfy every possible demand calls for considerable financial outlay.

EMI album releases include a new series "Holiday In..." featuring music and artists of many overseas holidays in Germany, Italy, Spain, France, Greece, Austria and Switzerland.

The Searchers and The Rolling Stones Records kick off with 52 LPs featuring artists such as Richter, David and Oscar Istrian and Reservoir with several opera sets by The Belshoi Theatre Company. October

Great Britain's Best Sellers

This Last Week
Week Week On Chart
1 A Hard Day's Night—The Beatles (Parlophone)
2 It's For You—Cilla Black (Parlophone) Northern Songs
3 99 Red Balloons—The Shadows (Holland,r) Various
4 1073 The Right—The Honeycombs (Parlo) Ivey
5 1004 Who Didi Diddy—Manfred Mann (HMV) West One
6 1008 You Really Got Me—The Kinks (Pye) Kastner
7 1007 Shame My Heart—Davy Graham (Ardmore) Burke
8 1009 Happiness—Bob & Bob (CBS) Fury
9 1006 The Crying Game—Davy Berry & The Band (Columbia) Hamburg
10 1003 Rag Doll—The Four Seasons (Philips) Arndor & Beech
11 1005 Heartbreak Hotel—Elvis Presley (RCA) RCA
12 1006 Only Make Believe—Billy Fury (Decca) Francis Day & Hunter
13 1007 I Love You Because—Jim Reeves (RCA) K.P.M.
14 1008 Such A Night—Bruce & The Mermaids (Hollywood) MGM
15 1009 That's All—The Ventures (Decca) Belton Jones
16 1006 She's Not There—The Zombies (Decca) Marquis Music
17 1001 Walkin' And Listenin'—Cliff Richard (Columbia) Eistree
18 1002 Live With The Beatles (Parlophone)
19 1003 Have I Told You—Jim Reeves (RCA)
20 1004 The Beatles—The Beatles (Parlophone)

Top Ten LP's

1 A Hard Day's Night—The Beatles (Parlophone)
2 The Rolling Stones—The Rolling Stones (Decca)
3 Wonderful Life—Cliff Richard (Columbia)
4 King & Country—Elvis Presley (RCA)
5 The Bachelors Plus 16 Great Son—The Bachelors (Decca)
6 West Side Story—Soundtrack (CBS)
7 Gentlemen Jim—Jim Reeves (RCA)
8 Have I Told You—Jim Reeves (RCA)
9 The Beatles—The Beatles (Parlophone)
10 Walk Of Velvet—Jim Reeves (RCA)

Top Ten EP's

1 Five By Five—The Rolling Stones (Decca)
2 Long Tall Sally—The Beatles (Parlophone)
3 The Rolling Stones—The Rolling Stones (Decca)
4 Peter, Paul & Mary—Peter, Paul & Mary (CBS)
5 From The Heart Jim Reeves (RCA)
6 Wonderful Life—Cliff Richard (Columbia)
7 Loving—The Beatles (Parlophone)
8 Walkin' With The Merseys—The Merseys (Columbia)
9 Onstage With The Merseys—The Merseys (Columbia)
10 Walkin' Alone—Richard Anthony (feed)

Holland's Best Sellers

This Last
Week
Week On Chart
2 It's All Over Now (Rolling Stones/Decca) (Basart/Amsterdam)
3 A Hard Day's Night (Beatles/Parlophone) (Basart/Amsterdam)
4 My Baby Loves Me (Kinks/Pye) (Basart/Amsterdam)
5 Quand Les Roses (Adamo/Pathe) (Anagon/Music/Bremstede)
6 On The Beach (Richard/Parlophone) (Basart/Amsterdam)
7 Long Tall Sally (Beatles/Parlophone) (Basart/Amsterdam)
8 The House Of The Rising Sun (Animals/Columbia) (Basart/Amsterdam)
9 Ruben-25-48 (Decca) (Basart/Amsterdam)
10 I Won't Forget You (Jim Reeves/RCA) (Altona/Amsterdam)

GREAT BRITAIN (Continued)

The title of the Shadows new single "Kangaroo" is one of the more incredible songs of the year. The group found it very difficult to spell. The song was penned by Brian Epstein and produced by Chris Hargraves. The single is expected to be a number one hit for the group throughout the world. The new single has been recorded in both English and French, and will also be released in the United States, where "The Shadows" have done well in the past.

The Shadows are currently on tour in Britain with their new single "Kangaroo". They have released a new album, "The Shadows In Stereo", which has been received with great acclaim. The album features ten tracks, including the single "Kangaroo" and "The Shadows In Stereo".

The group is one of the most popular in the world, with a string of hits under their belt, including "Apache" and "The Shadows In Stereo". They have sold over 50 million records worldwide, and have won numerous awards for their music and performances.

The Shadows have been described as "the world's best rock and roll group", and are a major influence on the music industry today. Their music has been featured in many films and television shows, and their songs have been covered by countless artists around the world.

The group consists of Tony Meehan, Cliff Richard, and Terry Mountain. They have been together since the 1950s and have released over 20 albums. Their music is characterized by its catchy melodies and driving rhythms, and they are known for their high-energy performances on stage.

The group has been very successful in Europe, and has also had a number of hits in the United States. They have been inducted into the Rock And Roll Hall Of Fame, and are considered one of the most influential groups of all time.
SHE'S OUR GIRL DUSTY

ALREADY A STEADY CHART-TOPPER IN GREAT BRITAIN AND THE USA, AND A RECURRENT BEST-SELLER IN MORE THAN JUST A FEW CONTINENTAL COUNTRIES. THIS VOCAL MARVEL FROM ENGLAND IS NOW ALL SET TO CAPTURE STILL MORE EUROPEAN MARKETS. ESPECIALLY RECORDED VERSIONS OF HER HIT SONGS IN FRENCH, GERMAN, ITALIAN AND SPANISH WILL BE MAKING THEIR MARK ANY DAY NOW.

DUSTY SPRINGFIELD

TOO, BELONGS TO THE INTERNATIONAL SET, THE CIRCLE WHOSE MEMBERSHIP CONTAINS ONLY THE BEST: THE PHILIPS' PHONOGRAPHIC INDUSTRIES GROUP OF COMPANIES, WHO RELEASE THEIR RECORDS THROUGHOUT THE WORLD.

PHILIPS

MAKE RECORDS IN MORE WAYS THAN ONE!

This is a publication of Philips' Phonographic Industries - Central Offices: Baarn, The Netherlands.
Country music continues to thrive in Canada's Capitol. CKOY-deejay Ted Davidson and his Music Men, featured on the London's morning talk show into the hotel business. Ted has become a partner in a hotel in Angers, Quebec, formerly owned by his father, (Paul's Uncle) Anka. Ted and his band are featured four nights a week at the new hotel. The band will be joined by name country artists appearing weekly, as the deejay-singer introduces a new "big name" policy at the Quebec location. ($2/week) weekend saw Grand Ole Opry star Rusty Warren head- lining the bill at Ted's Royal Hotel. The following weekend, charming Marion Williams, sister of London's top sidemen, will be the host of their Capital. Ted told Cash Box he is in the market for name attractions, particularly those with records to their credit. Any Canadian entertainer interested in a break at Davidson's new spot can reach him in care of CKOY-Radio in Ot- tawa.

Walt Greatz's new look RPM newsheet is a very impressive addition to the Canadian music magazine. Congratulations definitely in order.

Frank Henry at Capital's Toronto outlet feels considerable air action has been noted on an outing by the Esquires, featured in their new Capitol LP. CPRK, Montreal is leading the way, followed by name country artists appearing weekly, as the deejay-singer introduces a new "big name" policy at the Quebec location. ($2/week) weekend saw Grand Ole Opry star Rusty Warren headlining the bill at Ted's Royal Hotel. The following weekend, charming Marion Williams, sister of London's top sidemen, will be the host of their Capital. Ted told Cash Box he is in the market for name attractions, particularly those with records to their credit. Any Canadian entertainer interested in a break at Davidson's new spot can reach him in care of CKOY-Radio in Ottawa.

Walt Greatz's new look RPM newsheet is a very impressive addition to the Canadian music magazine. Congratulations definitely in order.

Frank Henry at Capital's Toronto outlet feels considerable air action has been noted on an outing by the Esquires, featured in their new Capitol LP. CPRK, Montreal is leading the way, followed by name country artists appearing weekly, as the deejay-singer introduces a new "big name" policy at the Quebec location. ($2/week) weekend saw Grand Ole Opry star Rusty Warren headlining the bill at Ted's Royal Hotel. The following weekend, charming Marion Williams, sister of London's top sidemen, will be the host of their Capital. Ted told Cash Box he is in the market for name attractions, particularly those with records to their credit. Any Canadian entertainer interested in a break at Davidson's new spot can reach him in care of CKOY-Radio in Ottawa.
GERMANY

The torrid summer months are coming to an end and although business in the singles field wasn't always soaring, the top hits did great business. "Liebeskummer" by Siw Malmkvist which led the hit parade the whole summer passed the 1 million mark in sales which is fabulous for a Christmas or spring hit and until now almost impossible in summer. Other chart toppers turned up in performances which contained the most of the hit tunes. The sagging singles business has turned into a field where top hits move over the 100,000 mark and the sales of the old 30,000 seller.

In other words, the singles either do great business or no business. The record companies report good sales on English and American rock records, especially those by the Beatles and other U.S. and British groups are not doing great business as the British product. This was not the first or the last time this field has hit a sales plateau. Deutsche Grammophon reports that the firm just celebrated its 19th year and that for Germany and Switzerland there is more of the hit business than ever. The firm also writes that over the past two years visits to their TV show have more than doubled.

Larry Yaskiel of German Vogue called to say that Larry Castle and Peter Knight of Pev Records from England were in town for talks with the management of the company and that Larry Castle is planning a trip to the U.S. to talk with pop record artists and the publishers. Larry promised that a trip to the U.S. will be arranged for Larry Castle.

German LP Best Sellers

<table>
<thead>
<tr>
<th>This Month</th>
<th>Last Month</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>3</td>
<td>2</td>
</tr>
<tr>
<td>4</td>
<td>3</td>
</tr>
<tr>
<td>5</td>
<td>5</td>
</tr>
</tbody>
</table>

Ariola are celebrating a major milestone in their history: the 10th year of business. They have been in business since 1954.

German Record Sales are up 10% from last year. The reason for this is the increase in the number of hits that have been released. The hits have also been more popular with the public.

France

The vacation period is nearing the end and for the time being it does not seem that we have any known hits for the moment. This is due to the fact that the summer season is coming to an end and the well-known hits are not yet on the charts.

The new record companies are working hard to come up with new music. One of the new companies is mycket, which has just released a new album. The album is called "The Best of." The album features a variety of artists, including the Beatles, The Rolling Stones, and The Who.

Other novelty releases include a single by Lucky Blonde, "Une Fille Maman." Also a new single by Danyel Gerard titled "I Plect In Ma Maison."
A meeting of all A/R Managers of RCA associated in all Spanish speaking countries was held here on September 30, 1964. Cash Box received news directly from Francesco Fanti Salvoni, head of International Liaisons Dept. of RCA Italiana, Giuseppe Ornato, general manager of RCA Italiana, and several other present representatives of the various RCA record firms of Brazil, Argentina, Peru, Chile, and others. Among the guests were Dario Soria, Mr. Cook, and Mr. Daily, all VPs of RCA International.

Our renewed contacts with the industry started with an optimistic remark, in the wake of a long-continuing strike which the A/R Managers hope will be over the great slump of these last months. According to the execs of our industry, record sales, which were completely down, as reported during the past weeks, are becoming more and more promising.

While it's a bit too early to come to a definite conclusion, but let's say that the execs look forward to a good business resumption this coming year, at the beginning of the record crisis, that slump was due more to an "overproduction" than to a general economical crisis. Now, in fact, that the series of summer promotional shows is finished, and no more endless records will come over the market, the public starts to make his choice. Many unfortunate reissues are completely forgotten, and more clear in evidence, the few records surviving the great summer battle is our music field. On these few disks are now continuously a few of the best and usages preferences of record buyers.

One of the protagonists of this summer season was our top songstress Mina, who is enjoying a very good reaction with her disking of "Un Buio Nella Salasou" published by Sugarmusic; and published under both "Mina" and "Mina Italia". This number is climbing our charts. But Mina is now under the spotlight for her first LP, "Fuori Del Sol". Fanti Salvo, has been chosen among the best all time world productions interpreted by Mina with her usual personal style. It's sufficient to mention the twelve titles chosen for this release to confirm the appearance of a new star of international success. Among them are "B之类的, "Ninquen Me Ana", "La Barca", "Stella By Starlight", "Insects", "Festa del Poppy", "Peppe", "Cento di Fiamme" and "Mio, Foll On Alabama", "Everything Happens To Me". The arrangements have been done by one of the youngest A/R men of Italy: Augusto Martelli. The disk is published by Sugarmusic, and distributed by RCA.

Pino Velona, head of the export office of RLI, informs Cash Box that the LP "Sousa Innamorati" (Teldec Records), in Canada, (by Bravo Records), in U.S.A. (by Vesuvius Records), in Spain, (by Belter), in Germany and Holland (by Polydor), in Argentina, (by Incanto) and in Brazil (by RCA). While her LP is getting world-wide release, the songstress is also following suit in the united states.

Tour dates, since 1964, were guest of a top TV program shown in Madrid, (Spain), September 8, she will leave for Australia where she will sing in Melbourne, Sydney, Adelaide, Perth, Sydney, and other cities in the States and in Canada.

On the occasion of having a long conversation with Enzo Leon, A/R Manager of SAAR, Leon had the occasion of putting the accent on one of the most interesting events of the month of September. Our TV, in fact, will put on the air on the 1st of September, two titles of Ennio Morricone produced by Walter Gurtler, head of the record firm SAAR. The titles are "Il Tempo della Batteria" and "Il Tempo della Battez". Ennio, a young musician, born in Rome, (Italy), on November 25, 1936, is the youngest member of the famous "La Sibila" film score symphonic orchestra. Among the other artists, who are taking part in a promotional campaign scheduled by SAAR, which started September 1, is the list of singers and the titles chosen: Dorello Morabito, "La Sibila"; (published by Sugarmusic); Paolo Ferrara, "Tu Non Poni" (published by Sugarmusic); Tina La Sibila, "L'italiana"; (published by Sugarmusic); Peppino Gagliardi, "La Bella"; (published by Sugarmusic); Nicola Di Bari, "Non Sono Farina Piacevole"; (published by Mas); Francesco Hardy, "Lo Tua Mano"; (penned by Enzo Leon himself, and published by Mas); Tina Tosti, "Lamento" (published by Mas); Luigi Tenco singing "Ho Capito Che Ti Amo" (published by Ricordi), and Udo Jannsen; and "Ti Amo" (published by RCA), among the other artists, the disk is released by the record firm: Ed Villar (CDD) who sings "Micaela"; Vanna Briony (EMI) and Glenda Aureli (RCA) and the Los Marellos Ferial present once again their best seller "Angelita". The disk is published by Delphi CDD.

Enrique Lebediger, the well known publisher Italian American was once again in Summer music fest in a top tour in Europe. Cash Box had the pleasure of having a long talk with him, and we learn that he is introducing with good results in Europe, too, thanks to a recording of the pop Spanish group Duo Dinamico (EMI), three titles are enjoying a particularly strong reaction. We refer to "Canzoni Triste," Adina Adriana, and "Caramillo" (the last one licensed to Abersach). Other titles delivered from the Lebediger bag are: "O Sogno Maio Puro"; (published by Iberia) and "Sanavio Sabao." The latter will be recorded by Giglio Cinquetti. Continuing his tour, Lebediger will also visit London, where he will sign an agreement with Kelvin Manch. As announced by Johnny Porta of CDD International, Swedish songstress Eike Sommer was guest of Italy from August 31st; she recorded in such occasion, her first Italian single disk. One of the two titles is the hit "Verdi Label." Among the other rumors concerning the next Festival of San Remo is the fact that Eike Sommer, the famous Italian disk, will take part in the next International Festival of Barcelona (Spain). The two artists are Bruno Filippini and Caterina Casali of NMC.

According with the results of the "Festival-Ball" as a special public competition "Festival Bar," it seems that Bobby Solo (Ricordi) the "Festival-Ball," was during this summer the most played artist on joke boxes. His record "Crepax Cor" is, in fact, at the top of the classification of the "Festival-Ball" competition.

For one day only the "genius," Ray Charles, was a guest in Italy: the EMI artist was recording during his "Summer Music Scene" at the Music Hall "La Bussola" of Viareggio, a success quite to his taste. Ray Charles is becoming more and more popular in Italy. EMI Italiana has also announced that the release of his disks are strongly increasing, but, of course, a personal appearance of the "genius" or a tour to Italy might bring a strong record success would be necessary. Until this moment, in fact, the buyers of Italian records are the great for within a period of connoisseurs. His great pop sound is the "I Can't Stop Loving You" and "Take These Chains From My Heart" are well known in Italy only thanks to the Italian versions of other singers (John Foster of Phonocolor), who had the advantage of introducing them during the "Festivals." Or, this is the hope of a great part of the Italian people to see this artist perform on our TV screens.

Published some weeks ago, this year it seems that the Festival of Naples, particularly devoted to the popular music, will recover its status among the various musical contests in Italy. This Festival, from which derive some years ago such names as "Lazzabali", and "Guaghione," lost its importance during the recent editions. This year, the Napoleonic contest selected on September 1st, the winners among the artists, who will join the San Remo Festival, "patron," Gianni Raversi. Rumors are it's a lot of promises will take part in it, but we don't know yet all the names of the performers. In any case, the "Hey Los Marelos Ferial, will be certainly present on the Naples stage. We have received this news from Kriker Mintangian, preacher of Durium.

Farmacia Antico del Colle, are now occupying a period of particular success; these are the winners of the summer contest. "A Romance For The Summer" with their best seller: "Sei Diventata Nera." They are once again selling their other disk, "Angela," which is coming back a new disk record score.

It seems that slowly but surely record sales in Italy are increasing; this is also the opinion of the Discchi Reali, who have this moment have "C. E. M." as sung by Bobby Solo, at the top of their best sellers list. This disk performed by the million seller was at the winner of the Juke Box contest Festi.

At the second place of the best sellers list of Discchi Ricordi there is "L'Emotivo Del Giorno" sung by Katharine Spack, followed by Orvella Yannoni singing "Siamo Piagiati." A clear symptom of the recovery of the Italian record market after the bottom beside EMI, RCA Italiana, which is followed by the Ricordi, Anthony just released by EMI Italiana: we refer to "Il Mio Mondo." (You're The Only One) performed by a young and promising writer, the song is published by Alarmon Publishing Group, and Alfredo Rossi informed Cash Box that the record performed by Richard sold in one week more than 60.000 copies.

News from Brazil: the Cilla Black disk's "You're My World," sold in England and Europe, will be published in English speaking countries by Hill & Range Songs (Aberbach).
This week we devote our entire column to a look at various aspects of the local record scene. It seems that everyone in the trade here has been having his say in the domestic press, and Cash Box feels it should be brought to the attention of our readers. And just which way to turn—if they offer English sounds they are accused of "not keeping up with the trends"—it seems to be "not keeping up with the trends"—so we have a situation which poses as a problem of which no one wins. Clearly Australian stars have found it difficult to come up with a good sized hit for some time.

We must face the fact that the trade problems in Australia cannot be separated from the state of the music market, a great deal of the headache lies right here in our own country. We must face the fact that Australian music must be peculiar to Australia! For some unaccountable reason many Australian music relations accept Australian talent—no matter how good. This has been an old cry throughout the entire music field. Perhaps this means that something must be done, not many are actually prepared to take the necessary action to correct the situation.

In the disk jockey field, for instance, we find that the top-rated men are quite conscious of the need to support a good local record and some are doing a fine job. We were quite clearly the case among the many not-so-highly rated disk jockeys, who are nonetheless capable in their field, we felt a local disk jockey would be better off going overseas. (At stage in our story we wish to emphasise the fact that this article is not intended to "knock" overseas products—there is good and bad in both fields.) The outlook of disk-jockeys who exercise an important influence on public taste, the record industry faces one of its most important problems: how do you get these people to show some enthusiasm for the local product?

The top disk-jockey will rightfully make up his own mind about whether to neglect good local product. A lower-rated colleague is likely to say, "Joe is on the record so you don't need to worry what he says."

In view of this, it is not much of surprise that every label promotes every record as a "no. 1" and "best" effort of the year. Of course, this point goes to the vital question of who is the best judge of good records—type of disk jockey. It is obvious that those who says of his completed product—"this is good—I think it will make it"—is a man of this same self-same world, adds it, says, "I'm sorry man—I couldn't even think it will go." How is this problem solved? The record producer respects the record store buyer's judgment of disk jockeys. The record buyer respects the record man's judgment of disk jockeys. The disk jockey respects the record store customer's judgment of disk jockeys. There is no lack of belief in a particular record. But such records are still given a fair amount of exposure here—only because they are good or stand a chance, but purely because they rate good publicity. Anything but a "no. 1" is fine and good.

In relation to the local product most responsible and intelligent disk-jocks do not try to make it. They keep their record store customers informed of the local music product is to continue developing. And most disk-jocks rightly maintain that there is no "one" record to program an Australian record simply because it is Australian. They say "if the band is worth they play it simply because it's a local product."

This week's column leads us all to the big question of "who is the final judge between good and bad as far as local records are concerned?" The record companies have to date felt that people are more qualified to judge this than most disk-jocks. Disk jockeys maintain that record people are "too close" to a record to give an unbiased opinion. The fact is that every label promotes every record as though it's going to be a No. 1 hit, the result is that jocks tend to pay little attention to record company blurb, and in cases a record which could have been a No. 1 hit across the nation has been lost. Against this, record people says that all they want for the local product is equal exposure alongside imported records—give the local product equal airplay and use it in a more serious way. A no. of weeks as much as any overseas record—then, if anything happens, then all people can help. But at least give it a fighting chance—in this the key of record companies interested in the Australian record.

**RECORD COMPANIES & THE LOCAL DISK**

Since we've had a look at the disk-jockey angle let's now examine the position the record companies in this discussion. It would be easy to start the story of the local scene by English artists create more than a little confusion in the local record industry. The English record companies are constantly changing and dominating the whole picture like nothing else has before, the local record companies either produced nothing to combat the takeover, or tried to beat the English record houses by producing all the most trendy and popular records, in most cases he came off second best with material that sounded like a second-rate copy of the original.

When record companies found this didn't work they decided that perhaps they had found a way to make a record that would sell. They began to appear on record labels when the established stars were hard pressed to turn out hits, but most of the new names did little or no business. Certainly, they were not the type of record that would ever become an all-time classic as ever. Volume of releases doesn't produce any greater proportion of number one hits. In case of the English record companies good artists are not put "so and so" on a record and see what happens? In most cases, failure turns up simply because the artist just wasn't ready to record. A recording artist is in most cases, the culmination of an artist's achievements—NOT THE STARTING point!
COIN MACHINES

Cash Box Editorial

Why The Candy Sales Increase?

We have been inundated of late with statistical evidence showing that the nation’s candy suppliers are having a mild field day comparing vending sales this year with what operators purchased during previous comparable sales periods. But no one has pinpointed one of the prime reasons for this increase, namely, the diversification of literally thousands of music and amusement machine operators into the candy vending business.

Our source of information is, alas, still another survey—our own. The Cash Box staff is now in the process of culling returns which, to date, represent more than 500 operating firms, none of whom are among the giants (whose every move seems to be duly recorded by others, without further assistance from us) and therefore reflect a picture, which to our knowledge, has not been clear to the vending supplier, if he has been aware of it at all.

About four years ago, just as it became evident that the soaring sixties were not really soaring, the cry of ‘diversify!’ was heard around the coin machine world. We plead guilty to having shouted louder than most others. This was not because we go to press more often, but rather because there was the imperative need, on the part of the coin machine operator, to enter into the field of vending. He did just that, contrary to the wishes of some, and he has evidently succeeded, contradicting the forecasts of others.

At this moment, it is evident that a determined corps of some three thousand and more coin machine firms, who founded a business based on juke boxes and amusement games and remained specialized during World War II and throughout the decade immediately following, are now also operating cigarette, coffee, cold drink, ice cream, pastry, general merchandise, canned drink, popcorn, snack, and yes, candy vending machines, to return to our intended point. Here is an important reason why confectionary sales have increased between 20% to 25% this year.

This increase is not due, we believe, to increased numbers of operating companies, as reported elsewhere, because the number of operating companies has actually declined. The coin machine operator, through his diversification, has given the candy supplier more exposure than previously possible. The machine manufacturer has enabled operators to display and stock a larger variety of products than ever before. The ultimate result must bring about increased sales.

To return to our current survey, the coin machine operator—who wisely continues the profitable operation of music and amusement machines—intends to contribute to an even greater degree, judging from his buying plans for 1965. We might add that other vending suppliers can expect similar growth as this segment of the operating business continues to grow in the others areas of automatic merchandising.

Candy sales are not up because America has suddenly conceded to its sweet tooth and with all due respects to the improved packaging and merchandising techniques being used, it is the sale to the coin machine operator in Reserve, N.M., Pullman, Wash., Toccoa, Ga., and White Clay, Neb., as well as New York and Chicago, and hundreds of other town and cities across the country, that comprise what has blossomed into a fertile field for the confectionary plant and its vending supplier colleague.

Our analysis of this interesting pattern will unfold as a separate report later, but not before we step into this editorial space again with other pertinent observations, too timely to withhold.

Cash Box—September 12, 1964
Seeburg Acquires United's Assets, Stern Named Chief Exec Of Games Firm

■ Acquisition Includes Inventory, Patents, Games Bix Machinery

(Chicago) - The Seeburg Corporation has announced the acquisition of the amusement games business assets of United Manufacturing Company of Chicago. Included in the acquisition are the company's inventory of finished product, patents and applications for patents, plus equipment and machinery, dies, tools, molds, jigs, and fixtures relating to United's game business.

Earlier in the year, Seeburg bought the Williams Electronic Manufacturing Corporation, leading manufacturer of amusement games products. The current acquisition, along with the company's coin-operated phonograph and vending lines, reinforces its claim to being the world's largest manufacturer of coin-operated equipment and extends its line of amusement games to being the most complete in the industry.

Sam Stern, President of the Williams subsidiary, will be the chief executive of the company, in addition to his identical position with Williams Industries. William F. Adair, Seeburg executive vice-president of sales, commented that the addition of the United line to the company's existing spread of widely diversified coin-operated equipment, now makes it possible for the largest locations to provide a full array of one hundred percent Seeburg-produced music, games, and vending equipment, an achievement never even closely paralleled by any manufacturer in history.

Cinevision Contracts Film Company To Produce 100 Films For Cinebox

NEW YORK - The Image Film Company, a Manhattan based film production firm, was recently contracted by the Cinevision Corporation of America to make 100 all new, specially produced three-minute color films during the next twelve months, for use by operators of the Cinebox audio-visual machine.

Jerome Guardino, Image production race, advised last week that five of the films have already been shot and will shortly be off the editor's table, into the can and ready for Cinebox operators. Joseph Albanese, Image Films vice-president and producer stated that the schedule, established by Cinevision Corps, calls for eight new films to be produced each month.

Guardino stated that all films produced by Image for Cinevision will be marked "technical excellence and entertainment." They will be shot in brilliant Eastman color on 16mm film and subsequently reduced to the 8mm size which the Cinebox machine requires.

Guardino further advised that two of the five films already shot are of the ultra sophisticated variety, while the other three are more earthy and racy and feature plenty of girls, good music and fun. "Our forte will be the integration of three-minute story line with the musical background," Guardino stated, and added that all Image productions for Cinevision can definitely be termed "adult entertainment."

Henry A. Schwartz, president of Cinevision stated that, although the present Cinebox film library is substantial, there is an increasing need for films produced specifically for adult American taste. The new films produced in this country, as well as the prior American productions for Cinebox, will provide a standard of entertainment not normally found in the foreign films, he explained.

In addition to featuring established stars of show business, Cinebox films will be used as a showcase for new talent and new musical scores, he added.

Elaborating upon Schwartz's statement, Guardino stated that, "through these productions, we will be the discoverers of the stars of the future."

Carl Keesling Dies At 64

SALEM, VA. - Carl Keesling, former president and owner of the West Virginia Amusement Company, with offices in Bluefield, Va. and in Welch, W. Va., died two weeks ago in a Roanoke, Va. hospital. Keesling was also a member of the West Virginia Music & Vending Association.

Keesling was a member of the Welch American Legion Post No. 8, a 32nd degree Mason, a member of the McDowell Lodge No. 112, A.F. and A.M., a Shriner by Scottish rite, a member of Beni-Kedem Temple, Ancient Arabic Order and Nobles of the Mystic Shrine.

Keesling is survived by his wife Hazel Keesling, three daughters, two brothers and two sisters. He was buried at Sherwood Burial Park here in Salem.

Seeburg Most Diversified In History Of Coin Industry

■ See Stock Exchange Acceptance As Milestone

LONDON - Coin machine news of the week in Britain comes from Phonographic Equipment Ltd. and their decision "to go public." Two million ordinary shares at one shilling each are being offered for sale at seven shillings and sixpence per shilling - the closing date for applications being Thursday, September 3rd.

The news comes just ten years after the company entered the coin machine business. The fact that the industry has become "respectable" enough to receive the blessing of London's Stock Exchange reflects much credit on the coin machine industry generally and Phonographic Equipment in particular.

One of the company's Directors, Mr. Cyril Shack, told Cash Box that they would not be "in the business for the year ended April 1963/1964 were £366,000 before taxation. Shack conceded that 1964/1965 figures will reach £400,000."

Phonographers await with interest public reaction to this unique offer, the results of which will be published in Cash Box next week.

Phonograph Equipment Ltd. distributes coin boxes, amusement games and slot machines. It is believed that this is the first time a slot machine firm has attracted public money.

THE THREE DIRECTORS OF PHONOGRAPHIC EQUIPMENT LTD., CHAIRMAN MAX FINE (CENTRE) AND JOINT MANAGING DIRECTORS CYRIL SHACK (LEFT) AND GORDON MARKS (RIGHT).

NYMA Confab Nears

HURLEYVILLE, N.Y. - Mrs. Millie McCarthy, President of the New York Motion Picture Association, notified all members last week of the importance of a forthcoming meeting scheduled to be held in Rochester's Sheraton Hotel on Thursday, September 19th.

In addition to the usual coin machine industry leaders, stress a three-point program with ops, as follows: 1) read the trade press and stay informed "knowledge is our greatest weapon," advised the Association's head; 2) ask the ops to organize local groups to solidify their position to be helpful "when the SOS is made." She was referring to an article in Variety which advised that solution unfair to the industry here had been planned; and 3) the associ- ation's proxy asked that all ops who are in earnest say their dues.

Mrs. McCarthy spent most of the previous week at the New York State Convention held in NYC, contacting legislators with whom she has discussed industry problems in the past.

Cash Box — September 12, 1964
ARA Agrees To FTC's Restraining Order
But Two Of Its Vending Routes Must Be Sold

PHILADELPHIA — Automatic Retailers
Association, the nation's largest full line vending
machine operators, has agreed to a Federal Trade
Commission order requiring it to sell two of its vending
businesses, and also to discontinue some sales in certain
areas, without prior approval of the FTC for the next three
years.

The FTC order terminates a three
year investigation by them of Philip Morris's corpo-
rations, and also concerns in
Co., of New York, and
Fox's Vending Service, Inc., Rock-
eter, N. Y., and Fox Cigarette Service
Co., Chicago.

It requires that the FTC sell the
vending operations and all of their
inventories, if any, at a price
representative of 3% of the
company's annual volume.

Further, it advises that the
ruling will affect only ARA's vending opera-
tions and with the other busi-
nesses in which it is active.

The two concerns which ARA
must divest itself of within one
year are the American Vending
Division, doing business as Servo-
Vending Co., Inc., Rochester,
N. Y., and Fox Cigarette Service
Co., Chicago.

The FTC does not require
that ARA sell additional
concerns that it acquired.

The FTC order requires that
ARO sell or divest itself of the
Rochester Standard Metropolitan
Statistical Area (SM
A) and Chicago SMSA if Spooner's and its
acquired concerns have
$1,000,000 or $1,750,000, respec-
tively, for aggregate sales of
and vending sales sufficient
to total these inventories.

In addition, ARA must divest
itself absolutely, to purchasers approved by the
FTC, of two or more vending
routes in the State of Hawaii having
aggregate sales of not less than
$1,000,000 in the 12 months preceding
divestiture and 2) of one or more
vending routes in each of the follow-
ing SMSA's having aggregate sales of
and in the 12 months preceding dis-
trust: Rochester, N. Y., 1,750,000; Chi-
ago, Ill., 1,750,000; Dayton, Ohio, 1,500,000;
and San Diego, $145,000.

(Vending business" was defined by
the FTC as "soliciting and obtaining
locations and installing, operating and servicing vending machines and
installing, operating and servicing vending machines through the
vending business." It includes the
properties, rights and privileges, tangible or intangible, and
location rights required to operate the
route.

ARA is charged in the FTC's com-
plaint with violating both Sections 6
and 7 of the Clayton Act, as amended, which
outlaw corporate acquisitions of
sufficient business, and with
Section 5 of the FTC Act, which broadly
prohibits unfair competition activity.

According to the complaint, in 1962
vending sales amounted to ab-
out $1,378,700. Total sales of ARA in
the period were approximately $180,000,000.

As of April 1962, the cumu-
late sales of companies acquired by
ARA in 1960, 1961 and 1962 (at a
cost of approximately $67,000,000)
totaled approximately $114,000,000
for the year prior to acquisition.

ARA, organized and incorporated in
1955, serves approximately 2,000 indus-
trial manufacturing locations in 25
cities throughout the country.

The complaint alleges that the
effect of 16 acquisitions by ARA may
be to substantially lessen
competition or to create a monopoly
in the vending business in relevant areas,
in violation of Section 7 of the Clayton Act, in the following, among other
ways:

Actual and potential com-
petition between ARA and acquired
corporations, and between ARA and
other vendors, has been elimi-
nated and may be substantially les-
ened, respectively; ARA has achieved
dominant positions in a number of
financial resources, marketing power, and other
selling and vending business
properties, as a result of its acquisitions,
and other vending fixtures, access-
ories and supplies has been increased
through the buying power and
unnecessary competition; ARA's
power to
inhibit or eliminate competition;
and an actual or potential restraint
of trade that ARA has imposed on
locations and none of these statements is true.

The order was issued as a con-
sequence of a settlement by
ARA and FTC staff counsel, which the
Commission accepted.

The agreement is for settle-
ment purposes only and does not con-
stitute an admission by ARA that it has
violated the law.

Prokup Named Clark Gum Director

NEW YORK—Jack Prokup has been
named Director of Gum Sales for the
Clark Gum Company, Inc., subsidiary of
Philip Morris Incorporated. Jack R.
O'Connor, current National Sales
Manager for the national cigarette
business, said, "Gum is important to
the success of our company, and
Jack is a vital addition to the Clark
Gum business."

In his new position, Mr. Prokup
will supervise sales for Clark;
operating in 20 territories.

During the course of his career
with Philip Morris, Mr. Prokup has
been responsible for the
national sales of some
$49,000,000 in

Gumb will be marketed with
Julius Kaysor & Company and the E. J. Willis Company.

Clark Gum Company makes Clark
Teetotal chewing gum and others,
In addition, Cinnamon and Dile chewing
gums.

Abramsron Addresses NAC Confab;
Confers With Redstone On Trade Show

CHICAGO—Louis L. Abramsron, ex-
cutive director of the National As-
He was introduced in June, 1964,
and by February, 1962, this line
has established itself as a
designer and manufacturer of
packaging to meet the product's
needs, as well as to serve the
needs of the consumer.

Stancraft was formed in September
1960, as a division of Standard Pack-
ing Corporation to specialize in
merchandising and marketing vending
products through retail distribution
channels. Their first line, pla-
osis, was introduced in June, 1964,
and by February, 1962, this line
has established itself as a
designer and manufacturer of
packaging to meet the product's
needs, as well as to serve the
needs of the consumer.

Stancraft was formed in September
1960, as a division of Standard Pack-
ing Corporation to specialize in
merchandising and marketing vending
products through retail distribution
channels. Their first line, pla-

Cash Box—September 12, 1964
**Meeting Dates & Trade Events**

**SEPTEMBER**
- 9 N.Y.S. Operators Guild Place: Terrace of Clifton Hotel, Kings- ton, N.Y.
- 13 National Automatic Merchandising Association Place: West Baden Springs, In-
- 17 N.Y.S. Operators Guild Place: Loew's Hotel, Minneapolis, Min.
- 19-20 State Association of Tobacco Distributors Place: St. Louis Hilton, St. Louis, Mo.
- 21-22 Pennsylvania Association of Tobacco O & C Distributors Place: Damascus Inn, Lewisburg, Penn.
- 25 Mich. Tobacco & Candy Distributors & Vendors Association Place: Dayton Hilton, Dayton, Ohio
- 29-30 Midland Picture & Confectionery Industries Association Place: Conrad Hilton Hotel, Chicago, Ill.
- 30-1 Ohio State Restaurant Assn. Place: Franklin Cnty. Vets. Memorial Bldg., Columbus, Ohio

**OCTOBER**
- 1-4 New York State Association of Tobacco Distributors, Inc. Place: Concord Hotel, Kanas湖, N.Y.
- 1-5 Mass. Assn. of Tobacco Distributors Place: Shafter Hilton Hotel, Boston, Mass.
- 5-9 Tobacco Distributors Association of New Jersey, Annual Convention Place: Crowne Plaza, Atlantic City, N.J.
- 14-16 Music Operators of America Place: Topper Motor Hotel, Cleveland, Ohio
- 17-19 Ohio Association of Tobacco Distributors Convention-Exhibit Place: Shafter Hilton Hotel, Cleveland, Ohio
- 20 National Automatic Merchandising Association Place: McCormick Place, Chicago, Ill.
- 24-29 Wisconsin Food and Tobacco Institute Place: Schroeder Hotel, Milwaukee, Wisconsin

**NOVEMBER**
- 6-7 Wholesale Tobacco Distributors of Maryland Place: Sheraton-Belvedere Hotel, Balti-
- 11 American Bottlers of Carbonated Bever-

**Early Returns**

**MOA Banquet Sell-Out**

CHICAGO—MOA officials here have advised that early returns indicate another sell-out for the annual Music Operators of America banquet scheduled for Oct. 31 at the Sherman House on the evening of the close of the 79th annual convention. Last year's show packed the grand ballroom of the Morrison Hotel where Tony Bennett, Al Martino and a host of stars performed for the coin machine audience.

In addition to the exhibitors named in previous statements, Business Manager Fred Granger said that Dale Engineering Corp. and National Shuffleboard, two amusement machine firms, had signed exhibit contracts to display equipment at the annual trade show.

**Greenwald Announces Two New Series Of Time Control Meters**

GREENWALD TIME ACCUMULATORS

NEW YORK—Two new series of coin meters designed to control the operating time of coin-operated devices such as amusement machines and kid-die rides is now being manufactured by the H. Greenwald Co. of Brooklyn, N.Y. One of the main features of these new coin meters, the manufac-

**Japanese Rep Previews Handkerchief Vendor**

NEW YORK—Mr. Fumio Suzuki, President of Videocast Corp., a Japa-

**Leslie Uggams Visits Seeburg’s Australian Rep**

SYDNEY, AUSTRALIA—Whether it’s under, or smack in the middle of the U.S.A., recording artists seldom use their “at liberty” time to pass the time of day. Generally speaking, most are pouring the publicity best, and this included calls on jockeys and the distributors of coin-

**Leslie Uggams Visits Seeburg’s Australian Rep**

Pictured, left, is one of the more talented recording artists around to-

**SPECIAL**

**45/45/45**

**MUSIC**

**SPECIAL**

**8-Track Tape**

**Late 1963 Models**

**PHONE**

**FREIGHT**

**C»S**

**1970**

**1971**

**1972**

**1973**

**1974**

**1975**

**1976**

**1977**

**1978**

**1979**

**1980**

**1981**

**1982**

**1983**

**1984**

**1985**

**1986**

**1987**

**1988**

**1989**

**1990**

**1991**

**1992**

**1993**

**1994**

**1995**

**1996**

**1997**

**1998**

**1999**

**2000**

**2001**

**2002**

**2003**

**2004**

**2005**

**2006**

**2007**

**2008**

**2009**

**2010**

**2011**

**2012**

**2013**

**2014**

**2015**

**2016**

**2017**

**2018**

**2019**

**2020**

**2021**

**2022**

**2023**

**2024**

**2025**

**2026**

**2027**

**2028**

**2029**

**2030**

**2031**

**2032**

**2033**

**2034**

**2035**

**2036**

**2037**

**2038**

**2039**

**2040**

**2041**

**2042**

**2043**

**2044**

**2045**

**2046**

**2047**

**2048**

**2049**

**2050**

**2051**

**2052**

**2053**

**2054**

**2055**

**2056**

**2057**

**2058**

**2059**

**2060**

**2061**

**2062**

**2063**

**2064**

**2065**

**2066**

**2067**

**2068**

**2069**

**2070**

**2071**

**2072**

**2073**

**2074**

**2075**

**2076**

**2077**

**2078**

**2079**

**2080**

**2081**

**2082**

**2083**

**2084**

**2085**

**2086**

**2087**

**2088**

**2089**

**2090**

**2091**

**2092**

**2093**

**2094**

**2095**

**2096**

**2097**

**2098**

**2099**

**2000**

**www.americanradiohistory.com**
Album Programming Ups Collections 20% In One Location For Chicago Music Ops

- Singles Play Remains Same, Says Menconi of G & M Music

CHICAGO—Gino Menconi, veteran coin machine operator who together with his sons Barry and Carl head the G & M Music Company, a Chicago automatic music executive, announced last week that their additional programming of little LP adult material has been directly responsible for a 20% increase in the collections of one location, while taking in the same amount of money on singles as they did before.

“Since we installed a new Seeburg LPC-460 Console at Nardo’s Restaurant a few weeks ago,” Barry Menconi said, “our collections have increased 20%. All of the increase has come from the albums, because we are still taking in the same amount of money on singles as we did previously. The further added.

Continued Barry: “I feel albums are the coming thing and that ‘adult’ music definitely means more money in the cash box. It makes sense. We will always get the teen buyer, so many on singles, so by having both types of music in the juke box we have to take in more money, because now we are also getting adult play from albums.”

ABC’s Berlo Div. Feeds Thousands
At Dem Convention
ATLANTIC CITY—State troopers, the staffs of the three major networks and members of the working press were added to the list of delegates who required food and beverage service during the Democratic National Convention at Atlantic City’s Convention Hall between August 24 and 27 and the hereinafter above task of providing this service fell to the ABC Consolidated Corporation’s Berlo Vending division.

Roy Wallach, ABC’s manager at the Convention Hall, estimated that his staff of more than 150 cooks, bakers and servers handled an average of $25,000 at the Convention each of the four days.

His main activities, he said, were in the two VIP rooms flanking the rostrum and main stage of the Hall.

Rutgers of Allen County; Barry here.

COLUMBUS: Ohio’s Restaurant, at its own made

Chinks in the wall, in addition.

Catholic University, and members of the press there during the sessions. In addition to the feedings for the Ragtime opened on July


Columbia’s Weiss Increases Little LP Order For Second Release To Music Ops

N.Y.—Gene Weiss, General Manager, Columbia Records, has increased the number of pressings on stereo singles and Little LP’s scheduled for release later this month. The move was based on the widespread first in the month.

In addition, Weiss stated that production at the distributor level and direct to jube box outlets will be increased. He added that one-stop distributor interest has gained momentum.

These stops are the key distribution point in many areas since one stop direct from these outlets in many cities.

The new release consists of six seven-inch stereo singles and six Little LP’s. Sleeves offer title strips on the flip with color rows of the album cover on the display side.

A programming guide listing Little LP material plus Hall of Fame data a long-time series from Columbia which has become standard fare to jube boxes, will also be made available.

In other areas along the Little LP front, Seeburg’s Stan Jarold, manager of the multi-faced coin change platform manufacturers of Seeburg has offered through its distributors for several years, a RCA Victor Little LP edict “Madame Butterfly” has brought about unusually large collections of certain Italian restaurants in the Chicago area.

The openers, a set of disc picked by Jarold, who has retained and is not surprised both factory, distrib.

The neon operator. This has been in a series of case hit sometimes pinpointing the value of specialty material for certain locations.

Generally speaking, it appears that most most have found too, that the 4 rpm single, once the only available for options, has a collection value, even where a product is included on the machine.

Cash Box—September 12, 1955

Cough too much? Short of breath?

See your doctor, says your Chinks Seals organization.

You may have a Respiratory Disease. Can’t see chances.
SMART MONEY BUYS CASH BOX

WHY?
because CASH BOX delivers more value per advertising dollar!

HERE'S THE PROOF

Up To The Minute Totals
Jan. 1964 through August 1964 total pages of paid coin machine and vending advertising:

CASH BOX ............. 318 1/4 Pages
BILLBOARD ............. 185 3/4 Pages

CASH BOX CARRIED 132 1/2 PAGES
—OR 71.5%—MORE THAN BILLBOARD
DURING THE FIRST 8 MONTHS OF 1964.
Seeburg Adds Another Little LP Twin Pack

CHICAGO—The Seeburg Corporation has added one more ‘Twin Pack’ two-in-one little LP package to their already impressive collection of these specialty items which began with ‘Sinatra’s Sinatra’ and has gone on to include such juke box luminaries as Ray Charles and Al Jolson. This latest little LP ‘Twin Pack’ is called ‘Dance Discoteque,’ is performed by the Discotheque Orchestra on Decca Records and highlights such location favorites as ‘Make Someone Happy’, ‘Fly Me To The Moon’ and ‘Hello, Dolly!’

Also included in Seeburg’s release of 33 rpm material for the week of Sept. 7, are in the ‘Country & Western’ category—Jimmy Martin’s ‘Jim- my Martin Sings Widow Maker’ on Decca; and in the ‘International’ slot the Telefunken release of ‘Treffpunkt Hamburg’ which is performed by various instrumental artists.

NOW DELIVERING UNITED’S “ORBIT” AND “POLARIS”

ANNOUNCED SPECIALS GUARANTEED

AMI “STEREO” CONTINENTAL 1-200

ROW VENDORS

L-1010A, Ice $1195
L-1000 995
147 ALL PURPOSE
137 HOT FOOD
77 CANDY
20-700 CIG.
86 CIG., 14 Col.
54 CANDY, 8 Col.
145 SANDWICH

CLOSEOUT:

BALLY 597 Whipped Cream complete, working $150

Write for complete 1964-1965 Catalog of Phonographs, Vending and Games

Established 1934

Cable: ATMUSIC-Chicago

2122 N. WESTERN AVE., CHICAGO 47, ILL. ATmega 6-5005

DEVILLE

6 PLAYER PUCK BOWLER

• SPARE-LITE! • STEP-UP! • SPOT-LITE!

NEW! WIDER AND HIGHER PLAYFIELD . . . FOR INCREASED PLAYER APPEAL

CHICAGO DYNAMIC INDUSTRIES, INC. '725 DIVISION AV. CHICAGO 14, ILLINOIS

EASTERN FLASHES

Louise Wolber, the ‘lion’ of Eugene, New York, who is currently battling a respiratory bug, has been further harassed by the seasonally high pollen content of the city’s air. Meanwhile, Irv Kemper and Sid Gerber are don’t double duty to fill in for the sales ace. Kempy and his family recently returned from a two week vacation in San Francisco where they visited their son Rich, who is an electronics engineer at Lockheed Aircraft. Their trip ended when her birthday, August 28, and his birthday August 30, reveals that Ronyon will be preparing for another great season now—this one of increased action has already been noted on the Rowe ‘Tropicana’ phonograph.

Irving Holzman, president of United East Coast Distributors, says United’s new big ball bowler ‘Polaris’ is stirring up a storm with operators in his territory. The even newer attraction, Seeburg’s ‘Hitchhiker’ which has a tremendous sales rush he says, especially now that the fall season has commenced, has been a great hit in Lipsey’s Bay Area, making the Seeburg company a hit with the local operators.

U.S. Army reservist, 1st Lt. H. W. Hirt, has performed ‘International’ records at the Canal Zone. He is currently a private in New York music. W.S. Hirt, who has been a member of the United defense army since July 1945, is called ‘Dance Discoteque.’

Murray Wiener and service engineer Frank Troia down at the Wiener Sales Co. looked a little breathless last week as they lent the truck drivers a hand unloading a shipment of Automatic Products Smokeshop cigarette machines. Murray reports that he and brother Bill do a whole of a business with Smokeshop in the New York market, saying that the machine, with its modern design, decorative face, half-dollar coin changer and other features, practically merchandises itself. Visitors to the Wiener showrooms recently were J. E. Evans, president of the Gold Medal Products Co., and his nephew, regional sales manager Bovian Briel. The two Gold Medal execs were in town for two weeks, visiting the LCC conference in New York, where the company’s laundry products, popcorn and peanut vending machines were on display for the coin-op laundry trade.

Murray Wiener and service engineer Frank Troia down at the Wiener Sales Co. looked a little breathless last week as they lent the truck drivers a hand unloading a shipment of Automatic Products Smokeshop cigarette machines. Murray reports that he and brother Bill do a whole of a business with Smokeshop in the New York market, saying that the machine, with its modern design, decorative face, half-dollar coin changer and other features, practically merchandises itself. Visitors to the Wiener showrooms recently were J. E. Evans, president of the Gold Medal Products Co., and his nephew, regional sales manager Bovian Briel. The two Gold Medal execs were in town for two weeks, visiting the LCC conference in New York, where the company’s laundry products, popcorn and peanut vending machines were on display for the coin-op laundry trade.

Atlantic New York Corporation’s sales and service ace Murray Kaye reports that metrow New York music operators’ growing acceptance of the little LP is amply demonstrated by currently good sales of the 33 rpm material. Besides Seeburg’s weekly issue of little LP’s, additional material is being offered by other manufacturers, and retailers, recent into their own lines. With this increased variety, operators should have little trouble filling their programming needs. Assisting at Atlantic in demonstrating Seeburg’s equipment most lately is Duke Gasser, Seeburg vending engineer who’s been assigned by the factory to help out in the territory covered by Atlantic’s N.Y. and N. J. offices. Another other Pennsylvania has been doing a tremendous job with Seeburg’s vending line for metro area ops, who are generally as pleased with the machines as the distrib was to display them in the showroom.

As Labor Day passes, and with it those generally slack summer sales days, Mike Munves of Munves Distributors reports that he has enjoyed an unusually fine season game-sales wise. Seashore arcades, vacation locations and those road trips of brother Joe have all combined to make for a great summer for the games, Mike says, and his bookkeeper Dick Greenberg bears him out. Paulan’s due to many more locations, one of many brands in the business, the Inland Credit Corp. announced last week that execs from the company will be on hand at both the MOA show and the following NAMA exhibit.

Fresh from his vacation, Irving Kaye, president of the Irving Kaye Co. announced that his billiard table and accessories division has gone on full shift to meet orders and maintain an adequate supply of his many popular models such as the Eldorado and Klub Pool. Howard Kaye reports that bartenders at locations with one or more pool tables on the floor have taken to the new Kaye cue-rack as it facilitates the storage of cue sticks at all time. Kaye also reports that many operators claim the new cue rack danger which could result from scattered sticks, and also damage to the sticks themselves. . . . Epic recording artist Jerry Dayton has been visiting pipe box one-stops in the metro N. Y. area to put in a good word for his latest release, “Three Little Books.” . . . Boston’s Bill Schwartz, Seeburg distributor in New England, delighted over sales on the Walter “Stop ’N Go” pin. The W.S. Distrib’s vending program is reportedly growing well, too.

Harry Koeppel, service wizard at Albert Simon Distributors, says he’s been busy right along through the summer making sure the outlet had enough records. On Grand Prix phones on the short-goodies line ready to go out to metro area music ops. Harry says the phonograph is so popular that the best he can hope for is to have enough its on hand to fill orders of “immediate” needs. Simon’s regional sales and service manager Harry Steenky and the company is to satisfy the immediate phonograph needs of Long Island operators from the U.S. Records plant in Amityville, N.Y., where they maintain a number of machines for just that purpose. Steenky observed that the population explosion (over 5 million people to date) has created many more locations, for both the phonograph and pool table, and, as such, the island has become one of the most lucrative coin-bits spots in the country.

William sales exec, Bud Lurie, in town to visit the Ronyon outlets in Springfield and N.YC before departing for Philadelphia, Baltimore, Columbus and St. Louis. Bud’s completing his third national trade trip for William’s discussing production, sales and delivery between the two plants. He added that the Chicago plant’s full program receive the utmost support. Lurie has believed in the truck delivery plan since he first did it during his many years in the business. Claims sales have already increased because of it and looks for greater gains what with the new machines being released for market.

Cash Box—September 12, 1964

www.americanradiohistory.com
Chicago Chatter

Big news of the week of course was the acquisition of United's games business by Seeburg. The factory is now the most widely diversified in the history of the business, and can you remember when the soothsayers were saying cigarette box firms would never go into the vending business? Seeburg now has music, amusement and vending—across the board. "Our achievement is not even closely paralleled by any other manufacturer in the history of our business," is the way Bill Adair put it last Wednesday evening following the final meeting. Sam Stern, who is chief exec of the Seeburg-purchased games unit, will hold the same post under United as is concerned.

Del Coleman handled the acquisition personally, of course. Tom Herrick saw to it that the deal was set before the industry got the final word. And Jack Gordon was expected back from Europe with information on new programs for Europe. The factory never stops, it seems, and when you get a look at that sales booth in the show you'll see the widest array of vending equipment ever displayed by the factory which once specialized in making joke boxes without diversification.

Bally's Herb Jones says the factory's shipping the new Slot Machine to Nebraska and foreign countries. Meanwhile the "2 in 1" 2-player pin is sitting all over the lot in slot machines. Phonograph Equip- ment Ltd., a major slot machine distributor in the United Kingdom, has gone public. Observers say it's the first time a slot machine business has ever attracted public funds (for the stock, that is).

Joe Lyons, sales manager of DuKane Corp.'s amusement games division, heads west and southwest this week to hear the praises of "Shi 'N' Shores." He infers that the popular Dukane game is rapidly attaining great acceptance in the northern, northeastern and midwestern regions in this country.

Back home, John Ryan couldn't contain his excitement over the prospects of forming a group of "Dime-N-Bowl" bowling leagues in Illinois. The move was engineered by World Wide Distribute. Joe was aided by Fred Skor, World Wide's manager of the amusement games division. Also on hand were Nate Feinsteiner and Ronny Schwartz. Joe Robbins represented Empire Coin Machine Exchange. Empire's owner Gil Kitt was unable to attend, although he originally planned to be there. Operators came in for the show from as far away as 200 miles.

Sales operations in this area last week centered around the mysterious bowling (with negligible damage) of Automatic Music Co., owned by Arturo Velasquez, a veteran of the machine trade. Velasquez had been singularly honored on numerous occasions for his devotion to community affairs and activities. And, for his sponsorship of aid programs for the Spanish speaking Democratic political organization of Cook County, and chairman of the Mexican Chamber of Commerce and Industry here.

During our rounds recently we bumped into VP operator Longone Carroll, courtesy Vend-Tory & Music Co. of Watertika, Ill. USA says he's experiencing fine growth in his operating company this year, and that the coming season looks very good to him. Campbell is looking forward with eagerness to the MOA and NAMA conventions in October.

Alto Music's Stan Levin ended a lengthy road trip calling on customers in Chicago. Al and Jim Kline also took off to sing the praises of Rowe AMC's M-200 coin-operated phonos. Mort Jacobs vacationed in New York with his family for the fun and frolic at the World's Fair.

Sales reports coming out of Sam's office at Williams' Electronic Mfg. Corp. have never been better. In fact, Sam advises that even this terrific report could easily be topped in the full season. Rod Garie, sales manager, is back home again. Sales vice presy Jack Mittel says all the "stoppers" were wiped out in production run for the heaviest possible shipping to all points on Williams' "Stop 'N' Go"-2-player flipper game.

Stan Jarocki Jr. (Seeburg) would like a big push on the fact that Atlantic Records has just picked up 1500 LP's of the little LP program. The label will shortly release 5 new LP's for the lineup. Stan was also excited about the fact that the second edition of "Overplay" (published by Seeburg for the music ops) is now in stores and uptown operators across the country can edit their own book of favorite records.

Howard Ellis called to tell us the date for the CO.LIN meeting date has been set for October 14 at the old rink that the Nebraska ops meet during the MOA conflag. . . Fill out that business-reply card and return it to MOA to make your vote for the record artist who made you the most money and give us an award come MOA's banquet time.

Dick Tennes, Vend-Rite chief exec, back from a successful laundry show in NYC . . . Art Weinand will head up Jennings vending sales along with product responsibilities, namely the production of uprights for export.

Fred Granger still optimistic about the "guarantee 12 record exhibitors" statement last week. And for good reason. He spoke to practically all of the record industry during these last six months. So he ought to know.

Art Brier, Smoke-shop's head, got mad at Standard-Changemakers when they said that "9 million half-dollars are loose in the USA and none of them will sit in a vending machine." Brier, whose Smoke-shop not only accepts half-dollars but demands change as well, asked for, and received, a retraction. Hey, what about Wurlitzer?

Ralph Wycuff and Mort Scrieck mapping plans for the post-Labor Day period with production geared on "Royal Flash" pin, "DeVille" shuffle and "Mar- jal" bowler.

Cinch box is having 100 films produced between now and the end of next week by the film producer and he claims six are "in the can." Lotsa leg art, but then Cinchbox vice-presy Hank Schwartz once said he wants to be the Hugh Hefner (Playboy) of the business. . . Fitcher priming a big push with districts. . . J. C. Evans, back at the Cinsey plant, will stay there in town until the NAMA show and then its poporn displays (and general merchandise) all over again.

Rock-Ola's Ed Doris may be out of town all week. Important business.

Sam Scheer handling the details (countless) for Rock-Ola's vending exhibit at the show. The "Grand Prix" will of course be at the Sherman House (MOA) earlier.

We miss Fred Polish and the Rowe AC gang. Time was when we could count on him Newlander again boys. But Whigam's too far to just "drop in." We'll leave that to our New York friends. To see the Rowe crowd again at NAMA we hope.

Sam Scheer will exhibit at MOA with a line of kiddie rides. . . Herb getting his top with details following the Seeburg-United deal. . .

Valley's John Ryan couldn't be heard over the phone last week. Too much noise from the "expanders," a Bay City contracting firm who intend to finish the plant expansion by deadline.

Cash Box—September 12, 1964
**World Wide To Hold Classes**

**HAROLD SCHWARTZ**

CHICAGO — Harold Schwartz, manager of the music division of World Wide Distributors, Inc. announced this past week that the firm's service department will conduct service schools in four key territories during September.

The first in this new series will be in the Holiday Inn in Springfield, Ill. on Tuesday, September 8. Then the group departs to Decatur, where the session will be held in the Holiday Inn there, Thursday, Sept. 10.

The next service school class on Seeburg's LP Console 400 will be conducted in the Holiday Inn in Peoria, Ill., Tuesday, Sept. 14. The final session in this series is scheduled for Thursday, September 17, at the Voyager Inn in Davenport, Iowa.

Charles (Chuck) Gates, Seeburg's field service engineer in the midwestern region, will supervise the service classes. He and the World Wide staff will permit operators and their service personnel to trouble shoot and make corrections on phonos which will be actually rigged for failure, and in need of service, Schwartz said.

**CLEVELAND COIN**

Machine Exchange, Inc.

2301 Prospect, East-Cleveland, Ohio

**Upper Mid-West Musings**

Bun Couch, of Grand Forks, has returned home after ten days in the hospital. Bun suffered a slight stroke recently but has responded to treatment very well and is in satisfactory condition. John and Leona Couch of Grand Forks are visiting their many friends in Canoga Park, Calif., and showed the first shipment of Goff's new Sea-Shore 2-player at the F.P. Jones Building in Los Angeles. Mr. and Mrs. Couch have been looking over all the new machines that Advance had received their floor sample of Williams new 2-player, Mint-Golf which was received very enthusiastically by all the operators who have seen it. Bun also said that Chicago Coin's Majestic Bowlers are moving out rapidly and they are awaiting a new shipment.

Guy Salmas of The Salinas Trios stopped in at Lausenhammer's this week to check out Elliot Records, "Earthquake My Heart." Guy invited the Sole tourist stop at the Jamaica Inn in Cape Park, where the Thursday music is installed. Bill Gray vacationing in Hawaii for one week and Don Edwards covering route 101 accompanied on this trip by his wife, Berti, Jack Harper, president of Rowe Manufacturing Co. in Chicago, and paid a visit to the Jones Co. Ed Wilkes announced that Jones is now handling the Pacific Amusement Kiddie line which features a motorcycle and a rocket kidide. Ed also said that all sizes of the Fischer Regiment pool tables with the easy-latch feature are now in stock. Ed's son Danny, home from Andrews Air Force Base on a thirty day furlough. John Malones, in the mail room of the background music department attended the band and electronic association—convention held at the Hollywood palladium last week.

John and his family vacationing this week in Orrville, Calif. visiting relatives, John expecting to get in some fishing in the High Sierra country. At Paul A. Laymon Co., secretary Britte Elderman home this week with daughter, down with a case of the mumps. Paul Laymon busy heading the decorating committee for the St. Johns Hospital Benefit Luxu. Russell Early of the 955 Valley Pool table that shop was working on. The Daniels said the RockOla Grand Prix console phonographs moving out very well.

Mr. Lou Bosberg, president of the New Orleans Novelty Co., and his son, Jack, visiting their many friends in the business this week. Hank Robinson and Rob Robinson Co. said the first shipment of Seeburg's new Polaris bowling alley had arrived, and it looks like a 'real beautiful piece of equipment!' Also doing very well with the operators, according to Hank, is the new model 955 Valley Pool table. In town this week calling on whole-

**Happy Birthday This Week To:**

Algot L. Kropp, Tuscaloosa, Ala. .... Gerald Barron, Belmont, Calif. Robert M. Carlin, Grand Rapids, Mich. .... Malcolm Ward, Monroe, La. O. H. Rushing, Phila., Miss. .... Phil Vanderzande, W. Jilip, N.Y. .... Nat Lessner, New London, Conn. Fred Ivenson, Syracuse, N.Y. .... G. C. "Buster" Lee, Columbia, S.C. Jack Kaufman, Laconia, N.H. ..... Arthur M. Anderson, La Jolla, Calif. Mr. and Mrs. Fred G. Clevenger, Cleveland, Ohio. .... E. T. Davis, Jr., Atlanta, Ga. .... Martin Wills, Ithaca, N.Y. Carl F. Jackson, Seminole, Okla. .... Philip J. Mason, Washington, D.C. ..... Gene Daddio, Pequannock, N.J. .... Harvey J. Grogan, Big Bay, Ont. Canada. .... Neil Ford, Treasure Island, Pa. Leo Grantham, ... Leo Grandtham, ... Leo Grantham, ... Leo Grantham, ... Leo Grantham, ... Leo Grantham, ... Leo Grantham, ... Leo Grantham, ... Leo Grantham, ... Leo Grantham, ... Leo Grantham, ... Leo Grantham, ... Leo Grantham, ... Leo Grantham, ... Leo Grantham, ... Leo Grantham, ... Leo Grant...
MOA Polls Its Ops For Best Artist

CHICAGO—Not to be outdone by balloting last month in San Francisco and Atlantic City, the country's music operators will once again have the opportunity of nominating those artists, records and record companies which in their opinion of the most in the automatic phonograph industry during 1961, and subsequently voting for one in each category to be honored at the upcoming MOA Convention and Trade Show.

Here's how it works: MOA's managing director, Frank Robbins, sent members to jot down their preferences on a business-reply card and return it to MOA headquarters on or before Sept. 12. After the post cards have been totalized, operators will be forwarded ballots listing the nominees for each category. Winners will then be announced at the Convention scheduled to be held at the Sherman House Oct. 14-16.

The winners of MOA's disk awards 1962 were: Ray Charles of Artie Schuff and Bennett's 'I Left My Heart In San Francisco' on Columbia for 'Most Popular Artist' and the Columbia Recording Company for 'Most Com.

Lurie Blends Williams-Distrib... For Drive

BUD LURIE

T YORK—Bud Lurie, Sales Manager of Williams Electronic Manufacturing Corporation, called on distributors in half dozen cities last week ending the exec's third national sales trip since joining the Seattle-based firm several months ago. According to Lurie, purpose of the trips has been to solidify factory-distributor relations in order that the fac-

Peter ALFIERI

T YORK—Peter Alfieri, Sales Manager of Williams Electronic Manufacturing Corporation, called on distributors in half dozen cities last week ending the exec's third national sales trip since joining the Seattle-based firm several months ago. According to Lurie, purpose of the trips has been to solidify factory-distributor relations in order that the fac-

ALFIERI

NEW 2-PLAYER
ADJUSTABLE 3-or-5 BALL

NEW Bonus FEATURE
SWINGING TARGET SCORES 10 TIMES VALUE WHEN LIT

SHOOTER AT BOTTOM OF PLAYFIELD SHOOTS BALL BACK ONTO PLAYFIELD FOR ADDITIONAL PLAY AND SCORES

- Number Match
- Slug Rejector
- Plastikote Finished Playfield
- Stainless Steel Trim
- Twin Chutes (opt.)

PLUS MANY EXCLUSIVE WILLIAMS FEATURES

WILLIAMS ELECTRONIC MANUFACTURING CORP.
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

Cable Address: WILCOIN, CHICAGO ... NEVADA 2-4900

BUY THE BEST—BUY WILLIAMS


MECHANIC We are seeking a man with diversified experience in repairing amusement and pinball machines. For a qualified person we can offer an excellent weekly salary commensurate with past experience and ability. 3 day week. Liberal employee benefits. Write or phone Ken Lewis or Allan Buede.


Our modern new factory is devoted exclusively to manufacturing SCHMELKE QUALITY CUE STICKS Professional Design—Long Life Write for details.

SCHMELKE MFG. CO. SHAKOPEE, MINNESOTA

players Stop for greater fun... operators Go for bigger profits

WILLIAMS

NEW 2-PLAYER
ADJUSTABLE 3-or-5 BALL

NEW Bonus FEATURE
SWINGING TARGET SCORES 10 TIMES VALUE WHEN LIT

SHOOTER AT BOTTOM OF PLAYFIELD SHOOTS BALL BACK ONTO PLAYFIELD FOR ADDITIONAL PLAY AND SCORES

- Number Match
- Slug Rejector
- Plastikote Finished Playfield
- Stainless Steel Trim
- Twin Chutes (opt.)

PLUS MANY EXCLUSIVE WILLIAMS FEATURES

WILLIAMS ELECTRONIC MANUFACTURING CORP.
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

Cable Address: WILCOIN, CHICAGO ... NEVADA 2-4900

BUY THE BEST—BUY WILLIAMS


MECHANIC We are seeking a man with diversified experience in repairing amusement and pinball machines. For a qualified person we can offer an excellent weekly salary commensurate with past experience and ability. 3 day week. Liberal employee benefits. Write or phone Ken Lewis or Allan Buede.


Our modern new factory is devoted exclusively to manufacturing SCHMELKE QUALITY CUE STICKS Professional Design—Long Life Write for details.

SCHMELKE MFG. CO. SHAKOPEE, MINNESOTA

players Stop for greater fun... operators Go for bigger profits

WILLIAMS

NEW 2-PLAYER
ADJUSTABLE 3-or-5 BALL

NEW Bonus FEATURE
SWINGING TARGET SCORES 10 TIMES VALUE WHEN LIT

SHOOTER AT BOTTOM OF PLAYFIELD SHOOTS BALL BACK ONTO PLAYFIELD FOR ADDITIONAL PLAY AND SCORES

- Number Match
- Slug Rejector
- Plastikote Finished Playfield
- Stainless Steel Trim
- Twin Chutes (opt.)

PLUS MANY EXCLUSIVE WILLIAMS FEATURES

WILLIAMS ELECTRONIC MANUFACTURING CORP.
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

Cable Address: WILCOIN, CHICAGO ... NEVADA 2-4900

BUY THE BEST—BUY WILLIAMS


MECHANIC We are seeking a man with diversified experience in repairing amusement and pinball machines. For a qualified person we can offer an excellent weekly salary commensurate with past experience and ability. 3 day week. Liberal employee benefits. Write or phone Ken Lewis or Allan Buede.


Our modern new factory is devoted exclusively to manufacturing SCHMELKE QUALITY CUE STICKS Professional Design—Long Life Write for details.

SCHMELKE MFG. CO. SHAKOPEE, MINNESOTA
WANT

WANT TO BUY COIN-OPERATED PHONO- gram and amusement machines in the New England area. Please send particulars in BOX 716 1780 B'WAY, NEW YORK 19, N. Y.

WANT

WANT TO BUY COIN-OPERATED PHONO- gram and amusement machines in the New England area. Please send particulars in BOX 716 1780 B'WAY, NEW YORK 19, N. Y.

WANT

WANT TO BUY COIN-OPERATED PHONO- gram and amusement machines in the New England area. Please send particulars in BOX 716 1780 B'WAY, NEW YORK 19, N. Y.

WANT

WANT TO BUY COIN-OPERATED PHONO- gram and amusement machines in the New England area. Please send particulars in BOX 716 1780 B'WAY, NEW YORK 19, N. Y.

WANT

WANT TO BUY COIN-OPERATED PHONO- gram and amusement machines in the New England area. Please send particulars in BOX 716 1780 B'WAY, NEW YORK 19, N. Y.

WANT

WANT TO BUY COIN-OPERATED PHONO- gram and amusement machines in the New England area. Please send particulars in BOX 716 1780 B'WAY, NEW YORK 19, N. Y.

WANT

WANT TO BUY COIN-OPERATED PHONO- gram and amusement machines in the New England area. Please send particulars in BOX 716 1780 B'WAY, NEW YORK 19, N. Y.
The first Wurlitzer 2800's to go on location proved that they have really got what it takes to hit all-time high earning totals. What it takes includes smart styling, the industry's finest stereophonic sound, and the extra play-promoting power of the Ten Top Tunes feature plus LP Album selections. Only Wurlitzer has them ALL.

SEE YOUR DISTRIBUTOR

WURLITZER 2800

THE ALL-FEATURE PHONOGRAPH

THE WURLITZER COMPANY · NORTH TONAWANDA, N. Y.

106 Years of Musical Experience
Gottlieb's

NEW 2-PLAYER WITH EVERYTHING IT TAKES!

SUN! Fun! PROFIT!

- Two consecutive hits on red targets multiply Roto-Target values by 100
- Top rollovers and kick-out holes spin Roto-Targets — light corresponding colored pop bumpers
- Pop bumpers light for high score
- Bottom rollovers score up to 100 points
- "Bumper-Rings" protect playfield under pop-bumpers
- Sturdy metal "Jewel-Posts"
- 3 or 5 ball play • Match feature

Ask your distributor for a feature demonstration!

D. Gottlieb & Co.
1140-50 N. Kostner Avenue • Chicago, Illinois 60651

That Extra Touch of Quality
<table>
<thead>
<tr>
<th>Machine Name</th>
<th>Location</th>
<th>Year</th>
<th>Type</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beauty (11/56) Beach Time</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MUSIC MACHINES</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ABC Machines</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ARCADE</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ART &amp; Gun Rifle Range</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bally</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Beauty (11/56) Beach Time</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Music Machines</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>N. Am.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>AMERICAN</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CHICAGO COIN</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gotthold</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴぴписан</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Machine Markets</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Duskin</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MUSICAL INSTRUMENTS</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MUSIC MACHINES</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Music Machines</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>California</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Music Machines</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Music Machines</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Music Machines</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Music Machines</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Sell BOTH Conventions with Cash Box

the only trade publication which will be distributed at the

MOA and NAMA

CONVENTIONS!

plus, get round the world readership from buyers of coin machine and vending equipment who may not be present at either show!

OCTOBER 17, 1964 ISSUE

The October 17, 1964 issue will be edited for the convention-going coin machine and vending buyer planning to attend the Music Operators of America Convention (October 14-16, Sherman House, Chicago) and the National Automatic Merchandising Association Convention (October 17-20, McCormick Place, Chicago).

Everyone attending either Convention (or both) will receive a copy of the CASH BOX CONVENTION ISSUE. Many MOA visitors will stay on in Chicago to attend the NAMA show. Vending operators are planning now on early arrival in Chicago to attend the MOA show. CASH BOX will be on hand at BOTH conventions thereby giving every advertiser of coin-operated equipment and supplies a powerful 2-for-1 convention sales tool.

Features Programs For Both Trade Shows

Here are some of the features which will appear in this all-important industry convention guide:

• Listings of exhibitors at BOTH trade shows with equipment and supplies to be shown plus names of personnel on hand at each booth. Puts contact between buyer and seller on a more personal basis. Hospitality Suites will be recorded where desired.

• Listings of forums, panel discussions and meetings for BOTH trade shows. Helps operators plan their convention hours.

• Up-to-the-minute pre-convention news as gathered by our editorial staff, up to near-departure time.

• Pre-convention announcements designed to break with new equipment introductions at show time.

• All regular weekly features found in every issue of Cash Box. Reach the readers who left home before their subscription copy arrived!

Advertising Deadline—October 7th

Using An Insert? Call JUdson 6-2640 for mechanical requirements. Increase your print run now and include CASH BOX in your Convention coverage!
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

ROCK-OLA MANUFACTURING CORPORATION
800 North Kedzie Avenue • Chicago, Illinois 60651

Phonette remote speaker-selector unit