The unique sax artistry of Stan Getz seems to go beautifully with everyone. He won the public over singles-wise with Charlie Byrd and "Desafinado" and has done it again with the delightful "Girl From Ipanema" featuring Astrud Gilberto, seen above with Getz. The Getz/Gilberto names are also big in the LP field with the huge Verve album teaming the sax man with the Bossa Nova king, Joao Gilberto in an album titled simply "Getz/Gilberto." Next week a new LP starring Stan and Astrud bows on Verve titled "Getz Au Go Go." The two performers are now touring the U.S. and head to Japan in November. The up-coming MGM film "The Swingin' Set" will feature "Girl From Ipanema" as the song behind the credits.
His Hit!

FREDDIE SCOTT
MR. HEARTACHE
4-43112

Her Hit!

ARETHA FRANKLIN
RUNNING OUT OF FOOLS
4-43113

ON COLUMBIA RECORDS
NATIONAL RECORD MONTH

The naming of October as National Record Month is a spotlight on the industry long overdue. Monthly promotions are nothing new to the business—a month long consumer tribute to its product is.

But, like the telephone, we are apt to take recordings for granted. Few of us are old enough to have lived at a time when both the telephone and the record were NOT miracles taken for granted.

National Record Month will have achieved its purpose, we believe, if many who see its poster or logo are prompted to stop for a moment and reflect on the joy and satisfaction that have become so readily available to them through records.

Though intended for the general public, National Record Month can also make its mark on the trade itself, with the realization, so often lost in the day to day rush to bring disks to market, that it is producing merchandise that can enrich the lives of its purchasers.

The record industry deserves a National Record Month, not just this year, but every year. The Record Industry Association Of America (RIAA) deserves the gratitude of the industry for the sponsorship (without regard to membership in the organization and on behalf of the entire business) of National Record Month.
Cash Box Top 100

1. OH, PRETTY WOMAN - DUGGERS (10)
2. DO WAH DIDDY DIDDY - MANN-FRED (10)
3. BREAD AND BUTTER - MUSCLElidM (9)
4. THE HOUSE OF THE RISING SUN - BRITISH ИСТ (3)
5. REMEMBER (WALKIN' IN THE SAND) - JAMMIES-LAS-Bird-1008 (9)
7. DANCING IN THE STREET - SIEGEL & VANDER (3)
8. WE'LL SING IN THE SUNSHINE - DON'TIE-XA-288 (15)
9. SAVE IT FOR ME - FOUR SEASONS-Philips-4025 (15)
10. I TOLD YOU TO BE IN LOVE - GENE PITNEY-Murder-104 (10)
11. HAUNTED HOUSE - ANGELA-REM (11)
12. FUNNY - DJOE HINTON-Black-Bird-541 (14)
13. WHERE DID OUR LOVE GO - SUPREMES-Motown-1066 (6)
14. WHEN I GROW UP TO BE A MAN - JERRY WATTS (9)
15. BABY, I NEED YOUR LOVING - OCEAN-For-Morgan-106 (18)
17. CHUG A LUG - BROOKLYN SMITH-1926 (26)
18. MATCHBOX - BYRAMS-Capitol-3264 (20)
19. A SUMMER SONG - DIANA & JEREMY CLYDE-World Artists-197 (39)
20. I'M ON THE OUTSIDE (LOOKING IN) - SLUTTLE ANTHONY & IMPERIALS (21)
21. OUT OF SIGHT - JAMES Brown-Smith-1919 (23)
22. YOU MUST SEE ME - THE IMPRESSIONS (12)
23. RHYTHM & BLUES - LANCHE-Okhe-2730 (30)
24. GOOCHIE FREEMAX-Autumn-2 (44)
25. LITTLE HONDA - HANKS-Mercury-72324 (33)
26. EVERYBODY LOVES SOMEBODY - TUCKER (27)
27. TOBACCO ROAD - RAY CONDIT-EP (6)
28. WHY YOU WANNA MAKE ME BLUE - JANETTE (62)
29. MAYBELLINE - CARL-Warner-6056 (12)
30. MERCY, MERCY - BOO BLUES (51)
31. YOU DON'T LOVE ME - O'KANE-Davis-141 (31)
32. YOU'LL NEVER GET TO HEAVEN - GREY-DAKOTA, Imperial-6501 (39)
33. FROM A WINDOW - BILLY J. SHAVER & DAKOTA, Imperial-6501 (39)
34. SLOW DOWN - JAMES Brown-3255 (36)
35. RIDE THE WILD SURF - JAN-DEAN-Liberty-55724 (56)
36. 2000 LIGHT YEARS FROM HOME - WILLIE MITCHELL-H-2075 (43)
37. A HARD DAY'S NIGHT - BEATLES-Capitol-5266 (16)
38. COME A LITTLE BIT CLOSER - DAY & AMERICANS-Liberty-739 (58)
39. HAVE I TOLD YOU LATELY THAT I LOVE YOU? - STEVIE WONDER-Motown-1770 (70)
40. THAT'S WHAT LOVE IS MADE FOR - ANIMALS-41102 (57)
41. MICHAEL - STEVIE WONDER-18100 (42)
42. I DON'T WANT TO BE TONGUELESS - WKH-BOB COLE-Capitol-5266 (72)
43. ON THE STREET WHERE YOU LIVE - CANDY MILLWRIGHT-Columbia-4128 (53)
44. SELFISH ONE - JACKIE Ross-Chess-1903 (17)
45. COUSIN OF MINE - SAM-PCA-4208 (69)
46. DEATH OF AN ANGEL - KINGS-MInder-Wire-164 (71)
47. IN THE MISTY MOONLIGHT - LEE-EP (19)
48. BECAUSE - LEE-Mercury-4200 (34)
49. CLINGING VINE - BOBBY VINTON-7906 (71)
50. ALWAYS TOGETHER - SMART-19192 (57)
51. I'VE GOT MY SAND IN MY SHOES - DOCTORS-Atlantic-2253 (87)
52. THE ANCEHAUS, AZUSA, ETC. - JACKSON, BROWN, SMITH-5100 (60)
53. GOODNIGHT BABY - BUTTERFLY-Red Bird-10-009 (74)
54. SOFTLY AS I LOVE YOU - ANNA PRINSA-Motown-3010 (81)
55. MAYBE I KNOW - GORDON VETERANS-J-7203 (22)
56. UNDER THE BOARDWALK - DOCTORS-Atlantic-2237 (34)
57. C'MON AND SWIM - ANIMALS-19007 (24)
58. I LIKE IT - DOUGIE & THE PACEMAKERS-London-322 (80)
59. YOU AIN'T DOIN' IT RIGHT - MAYFIELD-DO-17 (50)
60. WALK DON'T RUN - 64 - VENTURES-Delton-96 (45)
61. ALL CRIED OUT - BUTTERFLIES-Philips-40279 (84)
62. THE DOOR IS STILL OPEN - DIABLO MARTIN-Reprise-3078 (67)
63. I'VE GOTT NO TIME TO LOSE - SCARLEA-THOMAS-2528 (61)
64. THERE'S NOTHING I CAN SAY - BRICK NELSON-65006 (49)
65. SO LONG, DEARIE - GORDON ARMSTRONG-Mercury-72328 (97)
66. DO YOU WANT TO DANCE - SHANNON-Jammy-911 (77)
67. THE JAMES BOND THEME - BAND (10)
68. EVERYBODY KNOWS - DAVE CLARK-FLY-972 (72)
69. BABY LOOK - SUPREMES-Motown-1066 (80)
70. LUMBERJACK - BROOKLYN, ROBERT-Mercury-72323 (82)
71. PEARL SHELLS - ISLE5-Decca-1959 (79)
72. I WANNA WALK WITH YOU - VONNIE WILSON-Capitol-9254 (83)
73. THAT'S WHERE IT'S AT - MAX WALTER-Victor-8126 (78)
74. I'M CRYING - MANNISH-1M-3274 (93)
75. BABY BE MINE - JELLY BEANS-Red Bird-10-015 (95)
76. SMACK DAB IN THE MIDDLE - CHARLES ARB-Parrot-10585 (94)
77. SHE WANTS-'T SWIM - SCOTTIE-Warner-Parkway-922 (60)
78. HOLD ME - OPI-PROM-Ead-9484 (80)
79. I WOULD TRADE YOU FOR THE WORLD - BACHLORS-London-9693 (89)
80. LLAMADA LA - BLENDELD-Parrot-8791 (87)
81. I HAD A TALK WITH MY MOTHER - JERRY BUTLER-Vee-Joy-76135 (84)
82. SHE'S NOT THERE - ZOMBIE-Parrington-9695 (87)
83. I DON'T WANT TO SEE YOU AGAIN - O'PETTER & GORDON-Capitol-5722 (86)
84. SOMEDAY WE'LL BE FREE AGAIN - KORSCHER-Kap-609 (55)
85. BABY, BABY ALL THE TIME - DOCTORS-55724 (98)
86. HE'S IN TOWN - TOWIE'S-T. Puppy-502 (81)
87. BLESS OUR LOVE - DONNA CONCESSIONI-190 (75)
88. TRY ME - GORDON Himes-Parrot-6403 (81)
89. CANDY TO ME - ODELL-HOLLAND-Motown-1063 (92)
90. THE CAT - SMITH-MVBE-10330 (93)
91. IT'S ALL OVER - SMITH-Do-63 (95)
92. I SEE YOU - SCATIE & JOEY-Smash-9789 (31)
93. IF YOU WANT THIS LOVE - OSORNIO-Motown-430 (98)
94. JUMP BACK - DISCO THOMAS-1937 (19)
95. YOU REALLY GOT ME - O'KINNS-Regine-3066 (93)
96. WHO CAN I TURN TO - BONNIE-RECORDS-Columbia-3141 (91)
97. RUNNIN' OUT OF FOOLS - BILLY J. SHAVER-Columbia-41113 (100)
98. BEACH GIRL - SPAY BOONE-Dec-16658 (63)

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

1. A Hard Day's Night (Scler, Warner-EMI)
2. All Gave It Their All (Ward Records, ASCAP)
3. A Whole Lot Of Loving (Kurtis, Top Rank, ASCAP)
4. A Whole Lot Of Loving (Kurtis, Top Rank, ASCAP)
5. A Whole Lot Of Loving (Kurtis, Top Rank, ASCAP)
6. A Whole Lot Of Loving (Kurtis, Top Rank, ASCAP)
7. A Whole Lot Of Loving (Kurtis, Top Rank, ASCAP)
8. A Whole Lot Of Loving (Kurtis, Top Rank, ASCAP)
9. A Whole Lot Of Loving (Kurtis, Top Rank, ASCAP)
10. A Whole Lot Of Loving (Kurtis, Top Rank, ASCAP)
MGM HAS ENGLAND'S NEW NO. 1 HIT!

I'M INTO SOMETHING GOOD

HERMAN'S HERMITS

K-13280

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.
Senator Hartke Speaks of Phonograph Record's Educational Qualities in Effort to Prevent Contemplated Rise in Rate of Mailing Disks

NEW YORK—It has been most gratifying to everyone in the business who has read or heard about Senator Vance Hartke’s (Ind.) comments on the record industry. The Senator is reported to have said that records should be mailed at ordinary postal rates, that records may continue to be purchased at the major centers of the country under reduced “educational material” postal rate. He aimed his remarks at the Post Office Department which has been contemplating revising the postage rates on records because they feel that records represent entertainment value only, rather than educational value.

Senator Hartke’s statement follows:

“Mr. President, it may come as a surprise to some of my colleagues to learn that the State of Indiana is now one of the major centers of phonograph-record production in the country. Three of the major manufacturers of phonograph records employ approximately 16,000 citizens of Indiana, in plants located in Bloomington, Indiana, respectively at Bath, Monticello, and Richmond.

“I am of the opinion that many people think of records as a mere convenience which helps to pass the time while they are engaged in some other occupation, and that these people are willing to pay a price which is only slightly more than the price of an ordinary postal card if the record is mailed on the same basis. However, the records are of great educational value and should be treated as such. I believe that the educational value of records can be increased by a reduction in the postage rates. This would have the effect of lowering the cost of mailing records, thereby making them more accessible to the mass of the people. I think it would be in the interest of the record industry as a whole to have the postal rates on records lowered.”

9 New Camden Oct. LP’s

NEW YORK—RCA Camden will offer three popular and six children’s albums in Oct. The pop trio includes “Ourorgenies of Our Times,” “I Have to Wonder” by the Turtles, “Living Guitars” by the Ventures, and “The Beatles” by the Monkees.

Vee Jay Gets Exclusive U.S. Rights to French Rec. Decks

HOLLYWOOD—Vee Jay, executive vice president of the firm, has announced that the label has exclusive rights to French record decks, which are currently represented on the charts with “Vee Jay’s The Right Stuff.”

Louis Benjamin, managing director of Jye Records in England, visited here last week to complete negotiations and sign the contracts with Vee Jay. Included in the deal were release rights for Vee Jay on another British group, the Takers, and their current product. Peter Pan was recently represented on the charts with “I Can’t Call Him Back.” Benjamin also brought tapes along for a debut LP by the honeycombs.

Johnny Pate Joins ABC-Par’s A&R Staff

NEW YORK—Johnny Pate has been named to the A&R staff of ABC-Paramount Records. It was announced last week by Sam Clark, the label’s president, who moved his headquarters to Chicago, where he has been active for some time as an arranger.

Pate, who is remembered for his hit, “Singing Shepherd Blues,” on the King label some years ago, has been on the staff for a number of years of the Impressions’ hits for ABC-Par, in addition to arranging duties for Jerry Butler and Betty Everett, Gene Chandler, Mance Lipscomb and the late Dinah Washington.

One of the executive’s activities will be the scouting of new talent for the diskery. He has signed a group called the Marvels, which will record for the label in the near future. Reporting to Sid Fields, ABC-Par’s A&R director, Pate will also function as an artist for the company.

Chief Cash Box—October 3, 1963

UNITED ARTISTS BUYS LIONEL BART’S ‘MAGGIE MAY’ FOR MOVIE

NEW YORK—“Maggie May,” a new musical by Lionel Bart and Al Owen which opened to rave reviews in London last week, has already been purchased for the screen by United Artists and Brookfield Productions. Brookfield is the production company formed by Peter Sellers and John Brian.

Sellers will produce “Maggie May” and United Artists will distribute the film in the U.S. and issue the sound track album. Although the plans stages, no dates for production of the film, or its release, have been announced.

Although no plans have been announced for a Broadway production of the hit show, Bart’s smash hit “Oliver,” which is still running Broadway, may be produced by David Merrick, and a similar treatment for “Maggie May” is a possibility.

LIBERTY BOWS ‘64 Rheims Xmas Program

HOLLYWOOD—Robert Rheims’ noted Christmas catalog, featuring one of the most successful lineups of traditional Christmas music, is celebrating its 19th year this hold season with an attractive holiday program offered by Liberty distributer.

Incorporated in the program this year’s hits are “We Wish You A Merry Christmas” and “For The Whole Family Christmas.” Custom-tailored to changing needs for the holidays, is available from Liberty sales.

NARA’S DAVE DIXON DIES

CHICAGO—Dave Dixon, president of the National Association of Record Announcers and program director of WLS in St. Louis, announced his death in St. Louis several days ago, following a long illness. He was 58 yrs. old.

F. F. Watts high mass was conduct for Dixon last week (24) in St. Mary Roman Catholic Church (St. Louis), which was followed by burial services.

Dixon is survived by his wife, Sally; children Catherine and Da Jr.; her mother Mrs. Evelyn Dixon and a brother Jerome Dixon.

Hess New Amy-Mala Sales Mgr.; DeMann Duties Expand

FEED DUMANN

Utah also announced that Fred Mann, national promotions manager of the record industry, namely radio television, personal appearances, The expansion accounted for a rapid growth that the company had over the past year with single successes and the entry of the LP field.

Hess New Amy-Mala Sales Mgr.; DeMann Duties Expand

BETE HESS

NEW YORK—Peter Hess has been named sales manager of all Amy-Mala products. Hess, who has been active in the industry for a number of years, will handle the company’s sales, working mainly in merchandising with the firm’s distributors.
**CAPITOL'S FISCAL '63-'64 BEST YEAR IN HISTORY**

HOLLYWOOD—Sales of Capitol Records in the year ending June 30 reached the highest level in the label's 22-year history.

In addition, chairman of the board and chief executive officer, diskstop, by Arthur Field, was announced that sales totalled $97,460,133, an increase of $8,585,187 over the previous fiscal year. Net income for the year was $1,592,533, an increase of $651,517 over the previous year. Earnings amounted to $4.24 per share of common stock outstanding. Capitol's June 30 compared to last year's $2.17 per share.

In a letter to Capitol stockholders, Wallichs commented: "As was the case for many English-speaking countries, 1963-1964 was for Capitol the Year of The Beatles. With an unbroken string of million-selling albums and singles, the phenomenal British foursome became the fastest-selling artists in the history of the American record industry. With The Beatles leading the way, Capitol clearly dominated the American singles market, with four different records achieving No. 1 chart positions for The Beatles during the year. "

"Equally impressive was Capitol's performance in the album field. Beatles albums were represented on the best-selling albums chart and the band's artists were represented on the best-selling singles chart. Capitol's catalogue already had an outstanding reputation, with products released by such legendary artists as Frank Sinatra, Nat King Cole, Dick Dale, Bobby Darin, Judy Garland, Jackie Gleason, Peggy Lee, and Frank Sinatra, among others."

"During the year, Capitol made a major move with the acquisition of the important Broadway-show field through the purchase of the Original Cast Records label, which was responsible for some of the biggest hits in the history of the record industry. This acquisition marked a major step forward in Capitol's strategy to expand its presence in the theatrical market."

"Similarly, Angel Records enjoyed a year of notable achievement. Among the outstanding items, the release of the complete Beecham piano sonatas as performed by Arthur Schnabel, "Great Voices Of The Century,"" was a major event in the world of music."


**Danny Davis To Phillies**

**DANNY DAVIS**

**NEW YORK**—Phil Spector, president of Philles Records Inc., has announced the appointment of Davis as director of national promotion and publicity.

"Danny Davis will function primarily in the field of developing new revenue-generating linkages in the industry. In addition, however, he will be responsible for the direction of our national sales force, which is a major contributor to the overall financial well-being of the company," Spector said.

Davis is a long-time veteran of the music business and has held national promotion posts for the last six years.

**Vee Jay Sets Push On New Gospel LP's**

HOLLYWOOD—Bill Siegel, national sales director for Vee Jay Records, has announced that the label is releasing an eight-volume gospel album series that will feature a variety of prominent gospel artists.

"The series will feature several of the most popular and respected gospel artists in the industry, and will be distributed through our extensive network of dealers," Siegel said.

"We are very excited about this project, and believe it will help bring gospel music to a new audience," he added.

The eight-volume series will include albums featuring artists such as "The Soul Of The Spirit," "The Soul Of The Church," and "The Soul Of The Singers," among others.

**RCA Victor Unveils '31 LP's For Oct.**

NEW YORK—RCA Victor will release a new series of LPs in October, including a collection of songs from the original cast of the musical "Fiddler On The Roof," along with several other major releases.

"These LPs will be a major step forward in our commitment to providing our customers with the best possible music," said RCA Victor president Bill Bown. "We are confident that these new releases will meet with the same level of success as our previous releases."
THE GYPSY
ROBERT DAVIE
CONGRESS 224
PLATTER SPINNER PATTER

In a formal letter to the Beatles' manager Brian Epstein, WIBC-Washington personality Carroll James has proposed that the Fab Four be allowed to make a personal four- song return to Washington in the near future and appear there for the benefit of the John F. Kennedy Center For the Performing Arts. In a recent special interview, the deejay posed the question to Beatle Paul McCartney and the quartet's press officer, Derek Taylor. Both Englishmen seemed more interested than hurt and would not commit a definite answer to the proposal. James indicated in his letter to Epstein that perhaps the Beatles could return to Washington (where they performed their first 'live' American concert in Feb.) not necessary for another concert, but for a charity party with the entire proceeds going to the JFK Center Fund. Philip J. Mullin, administrative manager of the Center, indicated he felt the idea could easily be set up for raising a large sum for the Fund. Mullin says that at present the Fund is shooting for about $6 million more to assure all administrative costs, since the U.S. Government is matching only contributions that go specifically for construction costs of the Center. James offered to head a Citizen's Committee on this project to get the ball rolling. At present, he is awaiting reply to the correspondence mailed to Epstein.

WIBC-Indianapolis' Jim Shelton knew he had a hot item on his hands when he coined the term "Na Na Na Na Na Na Na Na Na Na...
As It Sounds" during his program and the phone lit up. Five follow-up mentions on his "Pick-A-Pocket" and "Tel-O-Test" programs resulted in more than 4,600 requests for a copy of the mailing piece, each accompanied by at least one stamped self-addressed envelope. Many enclosed several envelopes so that copies could be sent to friends and relatives. The piece is based on an amazing set of coincidences surrounding the deaths of John F. Kennedy and Abraham Lincoln. At last count, more than 100,000 copies had been distributed by mail or by Shelton at his remote broadcasts.

Ten fortunate Pittsburghers will walk away from KDRA personality Rege Cordic's Tenth Anniversary celebration with each lavish, sought-after contest prizes as: the use of a private railroad club car on an all-expense paid tour bound to Connellsville, Pa., a free concert in the winner's home, or 110 square yards of quality Cordic is observing a decade-long association as the morning personality on the outlet with a daily, zany giveaway which will run for ten consecutive days. Among the prizes to be awarded are: a private catered screening of the winner's favorite movie; Christmas shopping for ten names on the winner's gift list; SDRB selecting, purchasing, wrapping and delivering the gifts; free rental for ten hours, of anything from fur to a limousine.

Often, something that has been done before can be done again profitably. WFLA-Tampa-St. Petersburg considered this recently. Hurricanes were very much in evidence all around Florida and, of course, the station spent several minutes alerting its listeners to the possible dangers.

Coordinates for locating the storms were frequently given. From phone calls the station soon determined that many listeners would like to track the storm paths but had no suitable map. WFLA had sent out hurricane tracking charts before but had not done so for some time so they hurriedly went out. The piece "Hurricane Information and Tracking Charts" contains not only a handy map for tracking the storms, but a wealth of hurricane information and a listing of life-saving hurricane precautions. WFLA is supplying these booklets free to listeners, and there's been a huge mail response. Just goes to prove that the promotion you're looking for right now may be one you did five years ago and then forgot about.

Jack Eno, who spins 'em on WEBR-Buffalo, recently played a record for a listener and was thanked with a ten pound lollipop, mounted on a napkin handle. It was agreed by his nine children that the giant sucker was too much for them to eat so Jack, the lollipop and a pile of albums are heading for the new School for Retarded Children in West Seneca, a Buffalo suburb for a special lollipop- eating party. His two youngest children will make the presentation.

RSPO-San Francisco's Al Collins recently sent out as the drive to track motorycles for an all-star CORE benefit concert. Al's Masonic Auditorium. Among the headliners on the bill were Dazy Gillespie, Bill Cosby, T-Bone Walker and Vince Guaraldi.

When the Allegheny County Fair recently opened in steel town, KQV-Pittsburgh drove right to the heart of the activities. Highlights of its participation were live broadcasts from the KQV Vehicle during the event day run of the Fair and a special promotion for the Fair's Empire Contest. Each day station personalities Steve Rezn, Dave Scott, Don Shuler, Kenny Jerome and Chuck Hromocka were at the Fair site with records and on-the-spot announcements. KQV received the Pennsylvania's largest outdoor show located in the center of the exhibit and displays, the vehicle served as a top reporter as well as main attraction. The week preceding the Fair the outlet's morning deejay Hal Murray had announced that he would "spend more than the massed" two days of the Fair. The first person who recognized him each day would receive $100, if properly identified with the exact words: "Are you KQV Radio Emperor Murray?" The catch, however, was that Murray was disguise as a collector. In .workman's coat and bushy wig, the Emperor paraded through the Fair grounds stroking his mustache and listening to visits around him asking the quests. Eventually, he was identified.

Congrats are in order to Alain Ber- music director of WKUL-Collins Alain's wife, Dora, recently went birth to a future deejay. The new arrival weighed in at 7 lbs. 9 oz.

Windy Craig, afternoon deejay WOLP-Syracuse, recently broke world's Ferris Wheel riding record and then some. Windy climbed aboard the big wheel one Sunday at and rode continuously until the following Sunday, accumulating 1 hours round and round and round. She agreed that the experience of this ilk, Windy was allowed a minute break every five hours. She sent back live progress reports every half hour to his fellow WOLP platters in item called "Windy's Chops and a microphone."

Martha Crane, director of women's programs for WLS-Chicago, recently addressed the wives of the International City Managers Association associating their annual conference at Windy City's Sherman House.

VITAL STATISTICS: 8.

William Sanders exits his program director's chair on WNOX-Knoxville to assume similar duties on WGMC-Albany. Milton Smith given a light director of music WMWB-Miami Beach. Larry King is now deejaying on WVMC-Milwaukee.
the artist is:
VIC DANA

the song is:
GARDEN
IN
THE
RAIN

the fact is:
IT'S A HIT!
Pick of the Week

AIN'T THAT LOVING YOU BABY (2:07) [Elvis Presley BMI]—The LP order.

BABY LOVE (2:54) [Iolite BMI]—Holland, Dozier, Holland

THE SUPREMES (Motown 1566)

UP ABOVE MY HEAD (1 Hear Music In The Air) (2:14) [Boulevard BMI—Trapez]

SEPTEMBEHM SONG (2:22) [Silvia, Brown & Henderson ASCAP—Well, Anderson]

BABY BLAND (Duke 382)

THE SHANGRI-LAS (Red-Red 10-014)

THE SHANGRI-LAS (Kapp 10014)

LEADER OF THE PACK (2:48) [Tender Tunes, Trio BMI—Barry, Greenwich, Morton]

WHAT IS LOVE (2:55) [Tender Tunes, Trio BMI—Barry, Greenwich, Morton]

JERRY WALLACE (Challenge 59265)

SOLOMON BURKE (Atlantic 7116)

WATCh OUT (2:08) [Chartbuster, LO BMG—Wilson, Roberts, Tucker]

SHE'S ALL RIGHT (2:21) [Ramitary, BRC BMI—Singleton]

JACKIE WILLIAMS (Brunswick 52725)

PRETTY FLOWERS FAD AWAY (1:33) [Epps BMI—Herrera]

RENE AND RENEE (Columbia 13110)

CHAPPELL ASCAP—Rodgers

JACQUELYN ANNE (Donholm BMI—Garth, Siegel, Winkler)

JOHNNY MATHIS (Mercury 72339)

Slaughter on 10TH Avenue (2:17) [Chappell ASCAP—Rodgers]

PICK OF THE WEEK

WHY DONCHA BE MY GIRL (2:35) [Chappell BMI—Eastwick, Sandusky]

Pick of the Week

Look Away (2:36) [Rittenhouse, Mellin BMI—Mead, Russell]

ONE WOMAN MAN (2:21) [Valley ASCAP—Ponca, Ponca, Andreadi]

GARNETT MIMMS (United Artists 773)

Count on Garnett Mims to turn in another pulsating performance. His latest has been a best of luck in both the pop and R&B categories with his current click, "A Quiet Place," and he kids fair to do more for their LP, "Look Away," than the saucy "Lochash-a-cha-cha" that bad Johnnie Ray along the way. Top drawer arranging-conducting credits be- long to Garry Sherman on this Jerrv Rayagov prod. Credits are all the same, the contagious shuffle-blueser, "One Woman Man." Can't be held.

WHEN YOU WALK IN THE ROOM (2:23) [Metric BMI—deShannon]

EVEN THE GOOD TIMES ARE BAD (2:52) [Don BMI—Potts, Bevis]

JERRY WALLACE (Challenge 59265)

Wallace follows his "In The Misty Moonlight" click with another one from the Challenge catalog that has what it takes for a repeat chart performance. It's a solid, clean, chart-endorsed, chart-endorsed, chart-endorsed. "Separate Ways" is another fine Todd Duncan leader. Plus it adds a new dimension to the "If I Only Knew" theme. It's a B-side that's going to go far.

I'M MAKING IT OVER (2:29) [Big Seven BMI—Daryl, Taylor]

JACKIE WILSON (Roulette 45575)

SOLOMON BURKE (Atlantic 7116)

WATCh OUT (Merrimac BMI—Wilson, Roberts, Tucker)

SHES ALL RIGHT (2:21) [Ramitary, BRC BMI—Singleton]

JACKIE WILLIAMS (Brunswick 52725)

KEEP close tabs on this new Jackie Wilson Brunswick stand. It could be a blockbuster in both the pop and R&B departments. Aptly tagged "Watch Out," it's an enthusiastic rhythm thumper that Jackie and the Rev Gordy dir- ected. Or-choral group knock in money-making style. Also stick with the pulsating high-spotlighted blueser, "She's All Right." It could be a double-header. Date's produced by Nat Tarnopol.

YO TE LO DUE (I Couldn't Help You) (2:33) [United ASCAP—Sigman, Van Beuren]

PRETTY FLOWERS FAD AWAY (1:33) Epps BMI—Herrera

RENE AND RENEE (Columbia 13110)

Rene & Rene, the duo that turned a big "Rene" success with the ex- tremely pretty "Angelito," can repeat their chart showing with this new Columbia stint. It's a low-keyed cha cha beat that the artists deliver in attention-getting manner. More of the same on the haunting cha-cha-styled undercurrent.

WHY DONCHA BE MY GIRL (2:35) [Chappell BMI—Eastwick, Sandusky]

STOP THE MUSIC (2:21) [Chappell BMI—Eastwick, Sandusky]
big new singles that tingle & jingle...

(Your cash register, that is!)

GIAN'T CHART SINGLES

"All Cried Out" DUSTY SPRINGFIELD 40229
Our gal Dusty with a real powerhouse release. Immediate bust-out reaction!

"Save It For Me" THE 4 SEASONS 40225
The fabulous singing group's fourth hit in a row for Philips! A real giant!

NEW AND HOT

"The Kangaroo" THE PANICS 40230
The first recording of the new dance craze by the group who invented it. It jumps!

"Follow The Sun" JIMMY CLANTON 40219
The big one for Jimmy! Already getting terrific play from the album!

CAUSING BIG EXCITEMENT

"Village Of Love" VIC THOMAS 40221
Vic's unique style gives this hit great new life! Terrific Pop and R&B potential!

"He Doesn't Want You" THE SECRETS 40222
A teenage sensation by the top-ranking girl group in the country.

JUST RELEASED...AND POTENT

"I'm Not The Hero But The Fool" ALAN VALLONE 40226
A rocking ballad with a sensational teen sound! Expect a big reaction from this one!

"One Step Forward, Two Steps Back" b/w "Now I Belong To You" BRIAN HYLAND 40227
An up-tempo novelty with the feel of Brian's hit "Bikini" and a great ballad!

SENSATIONAL NEW C&W RELEASES

"Hello World" DARRELL McCALL 40233
A strong lyric and a great melody done by America's newest, exciting country singer!

"Tender Years" JOHNNY WESTERN 40221
His first for Philips and the next big country hit!

PHILIPS RECORDS

One World of Music On One Great Label
Cash Box

Pick of the Week

RETURN OF THE WATUSI (2:32) [Keysem BMI—Hammond, Smith]

TERMS OF THE BIG BOUNTY (3:20)

VENICE BMI—Bowmen, Terry

THE OLYMPICS (Duo Disc 165)

With the disk scene under a spell with the comeback of the watusi dance step, it's a big bet that the Olympics will be heading back to chartsville with their "Return Of The Watusi." It's a tantalizing rock-a-rhythm that will keep the boys up with loads of appeal. A year-round name, "Big Boy Fete," makes his return on the flip portion that the crew also dish ed up in coin-catching, thump-a-chara style. Potent Fred Smith prod.

THANK YOU FOR LOVING ME (3:22) [Picturetone A3—Boyce, Hart, Farrell]

OUR LOVE IS EVERYTHING (2:31) [Hill & Range, Shellrose, Tilmar BMI—Ross, Gambi, Renzelten]

SAPPHIRES (ABC-Paramount 10590)

The Sapphires seem destined to keep on up the charts in no time flat with this new watusi-lover from ABC-Paramount labeled "Thank You For Loving Me." The side is slow-moving, full ork-backed, hand-clappin' Jello Biafra Boppers style. With an infectious teen-oriental danceable beat. It's "Our Love Is Everywhere" is a pretty, easy-going pledge of devotion sold with poise and feeling by the gals.

BABY, DON'T LOOK DOWN (2:28) [Metro BMI—Newman]

I NEVER WANT TO LEAVE (2:15) [Ivy BMI—Daryl, Taylor]

BILLY STORM (Toma 2001)

Billy Strange, who will be remembered for his years-back Top 100 stand of "I've Come Age," can do big business once again with this pretty Toma entry tabbed "Baby, Don't Look Down." The tune is a rolling fast-moving, chorus-backed teen romancer which features a real danceable beat and some reflective sax portions. The couple, "I Never Want To Dream," is a tender, medium-paced Mersey best heart breaker. With its "Return Of The Watusi" flip, they are back to being a giant. The infectious Hank Williams oldie, "Just Waitin'," receives superb talk-sing treatment on the flip.

Newcomer Picks

THE KING (2:05) [We Three BMI—Adams, Kuisk]

ARE YOU CHANGING (2:17) [We Three BMI—Adams, Kuisk]

WATCH ME TALK (2:35) [Rose BMI—Wills, Gazzawan]

Eddie Albert (Hickory 1278)

Pick vet Eddie Albert can make an important contribution to the singles scene in the near future. Eddie Albert is marked by an infectious sentimental lyric penned by top tunesmiths, Boudelais & Felin Bryant. Titled "Fall Away," it's a poigniant affair tenderly song and reception style by the chorus-backed Albert. Watch it. It could be a giant. The infectious Hank Williams oldie, "Just Waitin'," receives superb talk-sing treatment on the flip.

FORGET HER, FORGET HER (2:32) [Amer. Met. Ent. Of N Y. BMI—Hoffman, Berry, Klein]

RETURN OF THE BOUNTY (3:20) [Venice BMI—Bowmen, Terry]

[United Artists ASCAP—Tohias, Pockriss]

DANNY WILLIAMS (United Artists 762)

Philip's Fox BMI—Briar, Mars, Terry

THE BRACELETS (Roulette 407310)

The recently-recognized 20th-Fox label can get off with winging with this one-cut for the new regime. It's a tempting shuffle-rock handclapper. Both sides: called from the "Discotheque Dance Party," are produced by Madera & White.

YOU'RE JUST FOOLING YOURSELF (2:25) [Phillips BMI—Price, Law, Mayes]

YOU BETTER MOVE ON (2:15) [Phillips BMI—Miles, Martin, Terry]

THE BRACELETS (Roulette 407310)

You're just fooling yourself with this chart-stuffer styled shuffle-rock handclapper. Both sides: called from the "Discotheque Dance Party," are produced by Madera & White.

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The hit of the
N.A.R.A. Convention in Chicago!

KING CURTIS'  
HIDE AWAY b/w  
Stranger On The Shore

This single's getting all kinds of play:  
Top 40, Good Music, R&B. Hear it!  
Stock it! Sell it!

Stock it! Sell it!

5270
**Cash Box**

**Best Bets**

**ADAM FAITH (Amy 913)**
- It’s ALRIGHT (2:24) [Angel] Adam Faith already has a top disk seller in England, could make chart inroads on this side of the Atlantic—Tenor) Possessing multi- and high spirited r&b opus he dishes up with the Bouquettes. Side has that click Liverpool flavor.

(B+) I JUST DON’T KNOW (2:11) Free-swinging ballad

**THEM (Parrot 9702)**
- START CRYING NOW (2:09) [Elliotville] Them's attractions are hard to pinpoint. Vocal group has that catch-in-your-throat thing and the music is fun to listen to.

(B+) ONE TWO BROWN EYES (2:40) [Hyde Park ASCAP—Morrison] Funky and unusual opus with some unfamiliar guitar sounds.

**BILLY JOE & CHECKMATES (Brow 1220)**
- CMOM EVERYBODY (Part 1) (2:08) [Meckawillard ASCAP—Chandler] Billy Joe & The Checkmates always deliver a poppy, catchy opus with a touch of rhythm and blues.

**Murry Kellew (M.O.G. 658)**
- DREAMED I WAS A BEATLE (1:52) [Lyn Lou & JEC B.M.] -tender harmony song with a return to the country-swing roots of the late 60s.

(B+) OH HOW SWEET IT COULD BE (2:08) [JEC B.M.—Harris] Harmonious melody with a pop feel.

**The MATYS BROS. (Select 735)**
- BEER BARREL POLKA (2:34) [Shagawa—Herman ASCAP—Capitol] This group has a regional appeal with a blend of polka, country, and pop.

**Marce Blane (Seville 183)**
- Bubby Did (2:19) [An, Met, N.—Diamond, D'Errico] Bubby’s Girl is a pastoral to the charts for Marce Blane a white back—and she remains in the same vein with that same pop feel. “Bobby” is a slick teen-angled affair.

(B+) AFTER THE LAUGHTER (2:22) [Syndicate ASCAP—Goodman, Simon] Smooth teen romancer.

**THE FIREBALLS (Dot 16661)**
- Dumroo (2:12) [Dundee B.M.] Tomastich Here’s an unusual instrumental item from the Fireballs that could stir up some airplay and sales excitement. Slick guitar work and a smooth beat make for danceable appeal. Two listeners—Kissing.

(B+) REED (2:44) [Dundee B.M.] Tomastich This is a multi- dance instrumental offering.

**Roden Foster (Dot 16665)**
- Amore Scusami (2:49) [Parlophone] Foster, a prolific winner in Italy, Lee Foster dishes up an Italian version of “My Love Forgive Me” (done in English by Go hectic). It’s a warm and romantic affair the singer delivers feelingly. A natural for soft programming.

(B-) Ju Hi Ju (1:52) [J.J.—Pallavicini, Menich, Melodie] Uptempo affair in Italian.

**Troy Dodds (Baytown 4001)**
- Earthquake (2:35) [Erteborne] Troy Dodds can acquire a big hit with this hard-driving, chorus-backed pop-r&b-teen-angled affair. It might intro a new, interesting sound effect. Nice change-of-pace programing fare.


**Eddina McGeeff (Capitol 5277)**
- I Want To Be Loved (2:41) [J.B. & Penelope] Edna McGeeff has a good chance of having a hit on her hands. This is a lush string-oriented bluesy item about a gal who prays for a little romantic affection. Plenty of Top Potential.

(B+) Can’t Help Lovin’ That Man (2:45) [Tobie Harris ASCAP—Kern, Hammermeister] Impressive blues-styled reading of the “Show Boat” chestnut.

**Barbara & Brows (Stax 158)**
- In My Heart (2:45) [East B.M.—Cropper, Parker] Barbara & The Brows have hit lots in the past and they can score again with this slow-moving pop-blues tale of romantic rejection. Slick and a pleasingly moody danceable affair.

(B-) Please Be Honest With Me (2:35) [Beckie B.M.—Brown] Tender, soulful traditional r&b toker-jecker.

**You Know Who Group (4 Corners 113)**
- Roses Are Red My Love (2:22) [Tiffany B.M.—Esposito] This new comedy number is a national reputation maker for them selves who have been gummed—popped, shuffled Mersey Beatish and this is a reminder about a guy who hopes her life will swing by him. Loads of airplay here.

(B-) Playboy (1:51) [Tiffany B.M.—R-ios] Another romancer with a slick Nashville-sounding production.

**Vince Mauro (Capitol 5264)**
- Somebody Just Love You (2:36) [Wil-Tone B.M.—Marshall, Chisholm] Displays plenty of style on this haunting romantic ballad with a potent melody and lyric. Subdued string backing and pop effects were produced by Dave Cavanaugh.

(B-) Caught In Your Spell (2:32) [Roswell B.M.—Dazzy, Taylor] Another romancer with a slick Nashville-sounding setting.

**The Spindells (Moonz 1122)**
- Find Out What’s Happening (2:33) [Champion B.M.—Jenkins] The Spindells could pull a good share of pop and r&b with this interestingly racy, rhythmically charged melodic constructions.

(B-) I Found A Love (2:5) [Loynne & Album B.M.—Penelope] Traditional singing and recitation blues lanet.

**The Vernons Girls (Challenge 3261)**
- Only You Can Do (2:39) [Unart B.M.—Blue] But this one could strike with this infectious and captivating rock ballad geared to instant teen success. It's a sparkling rock-a-stomp opus the jocks should be on in a big way.

(B-) Stupid Little Girl (2:00) [Hill & Range B.M.—Blackwell] Moderately-paced rhythm tune with polish and verve.

**Tommy Sands (ARC Paramount 10591)**
- Kisses (2:58) [Kaper, Low] Tommy Sands offers warm and poignant reading of theme from the new flick, "Kiss For Sale." He adds a lot of charm and lyric and melody should sparkle some air play activity.

(B-) Nothing More To Say (Chappell B.M.—ASCAP) Pain, Bergman] Chamber shows his sophistication with this teepee-nerve Delightfully delivered.
JOHNNY MATHIS
+ QUINCY JONES
+ BOBBY SCOTT
+ CLAUS OGGERMAN

THE HOTTEST TEAM IN THE "BIG TEN"

"LISTEN LONELY GIRL"

A reminder: Johnny's newest album is, "THIS IS LOVE"

Management: NOGA ENTERPRISES Agency: G.A.C.
B+ REVIEWS

B&Y LOCKHART (Wren Bros 5475)
(B+)+ BROWN-EYED HANSDOM MAN (2:02) [Arc-BMI—Burry]
(B+) More of the same.

(B+) AUGUST'S HERE (2:35) 
(Tarascet-BMI—Grogan, Supene] Very pleasant and melodic ballad.

BILLY COSTA (Colpix 750)
(B+) LILITH (2:15) [Screen Gems Col-BMI—Hopkins] Catchy theme from new flick.
(B+) BEWITCHED (2:07) [Screen Gems Col-BMI—Greenfield, Keller] Easy instrumental.

LANI & BONI (Garon 4418)
(B+) CHERRY PIE (1:58) [Moder- BMI—Joesa] Updating of years-back biggie.
(B+) HEY, MR. WEATHERMAN (1:59) [Garon-BMI—Biglow] Rock-a-chorus teen opus.

STEVE KARMen (Julable 5486)

(NO ONE HAS EVER MISSED FOR ME BEFORE (LOVE THEME FROM CANDIDATE) [Beel- BMI-Karmen] Has a bit of impact.

OTIS LEAVILL (Limeight 3037)

(B-) DON'T LET ME DOWN (2:00) [Prophet & Westbound BMI—Garler] Medium-paced, teen-aged r&b lament.

JANE GIRL (2:18) [Chromatic Music—Lance, May- field] Swingin' pledge of devotion.

MYSTICS (Constellation 138)

(B-) JUST A LOSER (2:00) [Joni BMI—Haskins, Simmons] Throbbing, rhythmic pop-blues.

SHE'S GONNA GET EVERYTHING [Lucky Joe, Haskins] Slow-moving, heartfelt r&b weeper.

GEO GIIOS (RCA Victor 8438)

(B+)+ I WANT TO RIDE YOUR RAGGED (2:21) [Duchess-BMI—Lennon, McCartney] Beatles big hit.

LUNA BROS. TRIO (Rovolo 107)

(B+)+ MOZARIBE (2:55) [Col- ver-BMI—Carrum, Redman] Haunting Latin-tropic.

ORQUIDIAS NEGRAS (2:20)

(B+) ORQUIDIAS NEGRAS (2:20) [Colver-BMI—Benia, Redman] Moodful cha-cha opus.

B&Y REVIEWS

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(B+)+ BROWN-EYED HANSDOM MAN (2:02) [Arc-BMI—Burry]
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ELVIS

has a new single!

45 RPM
RCA VICTOR
47-8440

ELVIS

AIN'T THAT LOVING YOU BABY

ASK ME

COMING SOON! "ROUSTABOUT" LP ALBUM

#8440
RCA VICTOR

© The most trusted name in sound
Bubbling Over

HOLLYWOOD—More than 200 top Hollywood personalities turned out at Chasens to honor John Bubbles at the Vee-Jay party celebrating his 55th anniversary in show business, and the release of his first record album, "Bubbles, John W. That Is." Mr. B. is seen in the top photo being greeted by Bob Hope, (right) and Vee Jay v.p. Randy Wood, second from right. The gent on the far left (wearing specs) is Jay Lasker, exec. v.p. of Vee Jay Records.

Center photo: Lou Adler (left) president of Dunhill Productions, who produced the Bubbles LP, is seen with another of his artists, Johnny Rivers, Bubbles, and his partner Bobby Roberts.

In bottom photo: Randy Wood scores with a line that breaks up Eartha Kitt and Bubbles.

**ALBUM PLANS**

**ABC-PARAMOUNT, IMPULSE! & TANGERINE**
15% discount on all new and catalog product. Expires: Sept. 30.

**AUDIO FIDELITY**
LP deal: buy-4-get-1-free, plus one stereo spectacular demo at 50c with the purchase of any two catalog records. No termination date announced.

**COLPIX**
"Fall Cuts: From Colpix": Six new albums on a buy-seven-get-one-free basis.

**DOOTO**
Buy-3-get-1-free. No termination date announced.

**FOLKWAYS**
A fall incentive plan whereby eight pre-packaged units—10 albums each—are offered on buy-6-get-1-free basis. Also, other LP's at additional 12% discount.

**IMPERIAL**
Program terms, effective immediately, are valid through October 16, 1964. See your Imperial salesman for special terms.

**LONDON**
Part 1 of 3-Part Fall Program: extra discounts, delayed payments, ad money on Maxe, Richmond Clasics. Richmond Operas and new import lines: Das Alte Werk, Argo and L'Oisys.

**MERCURY**
"Gold Ads for Summer Selling": each discount on 14 new LP's, a pre-fall discount on catalog product. Expires: Oct. 15; "Out of This World with Mercury": each discount on LP's. Expires Oct. 15.

**NASHBORO**
Buy-3-get-1-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

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

**PHILIPS**
"A Sales In The Future": 10% discount on pop LP's, 20% discount on classical product. Expires: Oct. 31.

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

**ROULETTE**
Full Formule On Roulette: 15% discount on all LP's, include Roulette, Too, Round, Syl and the Wood Special. Details to qualifying accounts. Expires: Sept. 30.

**STARIDAD**

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

**VANGUARD, BACH GUILD, EVERYMAN**
10% discount on Vanguard and Bach Guild LP's; 20% discount on Demonstration or Everyman classics, mono only; 15% discount on Demonstration and Everyman classics, stereo only. Expires: Sept. 30.

**VEE JAY**
10% discount on LP's.

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

**WORLD PACIFIC**
Fall Print—10% discount, extra 5% on LP orders of 10 or more on any item.

**"Hard Day's Night" — Easy Gold**

New York—Gold records are neither a novelty or a surprise to the Beatles but they continue to warm the heart and the wallet. Added to the growing collection are decks for the United Artists soundtrack from "Hard Day's Night," which has passed the million mark, and according to the label execs, is approaching the two million mark. Pictured with the smallest Beatles is label topper David V. Picker—also pleased by their progress.
The Newest...The Best...in COUNTRY!

GONNA LAY DOWN
MY OLD GUITAR
C/W
WABASH CANNONBALL
BILLY GRAMMER
31669

YOU’RE FREE TO GO
C/W
THREE’S A CROWD
GOLDIE HILL
31675

TOO MANY TIMES
C/W
YOU DON’T CARE
FOR ME
LUCKY LEE
31673

MARY AT THE HOME PLACE
C/W
SHENANDOAH BREAKDOWN
BILL MONROE
31658

SUE MAE SAN
C/W
YOU’RE STILL ON MY MIND
JIMMY “C” NEWMAN
31677

GUITAR LESSONS
C/W
DON’T GIVE UP
THE SHIP
JOHNNY WRIGHT
31679
NEW YORK — MGM’s hot vocal group from England, the Animals, paused during their recent Gotham visit to gather up all the stuffed animals given to them by their fans. After they had gotten together a vast assortment, they donated them to the children’s ward of Bellevue Hospital. Pictured with just a few of the toys are Eric Burdon and Alan Price in front, and (left to right) John Steel, Charles Chandler and Hilton Valentine.

The Animals, who zoomed to the number one slot on the Top 100 with their discing of “House Of The Rising Sun,” are heading in the same direction with their newest, “I’m Crying.” They’ll make an appearance on the Sullivan CBS-TV’er on Oct. 18, just after concertizing in 23 major cities.

BLUE NOTE
HAS THE HOTTEST JAZZ SINGLES

**NEW ADDITIONS to TOP 100**

62.—THE DOOR IS STILL OPEN  
Dave Martin (Reprise 807)
68.—EVERYBODY KNOWS  
Dave Clark Five (Epic 9722)
69.—BABY LOVE  
Sue & Sue (ABC Paramount 10522)
74.—I’M CRYING  
Animals (MGM 13374)
78.—SMACK DAB IN THE MIDDLE  
Roy C (ABC Paramount 10525)
83.—I HAD A TALK WITH MY MAN  
Holly Collier, Class (Clint 1965)
84.—SHE’S NOT THERE  
Nancy Livingston (Decca 35727)
85.—I DON’T WANT TO SEE YOU AGAIN  
Peter & Gordon (Capitol 5277)

87.—BABY, BABY, ALL THE TIME  
Supers (Decca 715)
89.—BLESS OUR LOVE  
Gerry Chappell (Capitol 190)
90.—PAPA MAMA MAMA MAMA  
Jimmy Hughes (Fame 6043)
94.—I SEE YOU  
Cathy & Jay (Smash 2929)
96.—JUMP BACK  
Karen Thomas (Chess 153)
97.—YOU REALLY GOT ME  
Kinks (Reprise 3305)
98.—WHO CAN I TURN TO  
Tony Bennett (Columbia 1015)
99.—RUNNIN’ OUT OF FOOLS  
Archie Franklin (Columbia 4313)
100.—BEACH GIRL  
Pat Boone (Decca 35635)

AIMED at OPS

BEER BARREL POLKA: MY TRULY, TRULY FAIR—Matty’s Bros. (Select 735)
NARCISISSUS: QUEEN PRINCESS POO-POO-LY HAS PLENTY PAPA-YA—Alfred Apaka (Decca 25651)

Fund Raising — The Beatles Way

HOLLYWOOD—The Beatles recently took time out from their West Coast concert schedule to participate in a charity garden party hosted by Alan Livingston, Capitol Records president. The affair netted the Hemophilia Foundation more than $13,000. In the left photo, Mrs. Alan, W. Livingston (Nancy Olson) and her daughter view the many pictures taken at the garden party. At right, Mrs. Livingston, Foundation, at the check-presentation ceremony.
HICKORY, THE BREAD-AND-BUTTER LABEL, PROUDLY ANNOUNCES OUR FIRST RELEASE

by

EDDIE ALBERT

FALL AWAY

c/w JUST WAITIN'

HICKORY 1278

SELLING! SELLING! SELLING! SELLING!

LARRY HENLEY

STICKIN' UP FOR MY BABY
HICKORY 1272

THE OVERLANDERS
DON'T IT MAKE YOU FEEL GOOD
HICKORY 1275

THE NEWBEATS

DEAN & MARK

WHEN I STOP DREAMING
HICKORY 1249

LONNIE DONEGAN
BAD NEWS
HICKORY 1274

Hickory
RECORDS, INC.
2510 Franklin Road. Nashville, Tenn. 37204

www.americanradiohistory.com

October 3, 1964
THE NEW EPIC SINGLES HEADED FOR HITDOM!

ROLF HARRIS

"RINGO FOR PRESIDENT"

5-9721

THE VILLAGE STOMPERS

"OH! MARIE"

5-9718

NEW EPIC SINGLES HEADED FOR HITDOM!

THEM

"RINGO
FOR
PRESIDENT"

5-9721

THE VILLAGE STOMPERS

"OH! MARIE"

5-9718

HOLLYWOOD—Dean Martin, (left), guesting on a recent "Bob Hope Comedy Special," received his RIAA-certified gold record for his Reseure single, "Everybody Loves Somebody." The presentation, made by Hope, commemorated the over-one-million sales that the disk chalked up. Martin is also high on the LP charts with "Everybody Loves Somebody," a follow-up, stands "The Door Is Still Open To My Heart," is also a hit.

THEME SONGS

SUCH A NIGHT
ELSUS PRESTLEY
RCA VICTOR
33-4304

NEVER ENDING
ELSUS PRESTLEY
RCA VICTOR
33-4305

THE MEASURE
SAYS YOU'RE HERE ANYTIME
ELSUS PRESTLEY
RCA VICTOR
33-4303

WHEN YOU LOVED ME
BRENDA LEE
VOLLIE DAVIS
VOL 3505

YOU BETTER BELIEVE IT DARY
CHUBBY CHECKER
PARKWAY
HP-550

UP AND DOWN
RAY CHARLES
ABC PARLOPHONE
P-742

I WAKE UP CRYIN'
RAY CHARLES
ABC PARLOPHONE
P-743

THE HUSTLE
B.B. KING
EMI-RECORDS US.
33-4306

HERE I GO AGAIN
THE HOLLIES
EMI-RECORDS US.
33-4309

PRAISE ME RICHARD PEASALL
RAY CHARLES
ABC PARLOPHONE
P-744

SERIOUSLY
RAY CHARLES
ABC PARLOPHONE
P-745

WHAT AM I LIVING FOR
MILLIE SMALL
SMASH
33-4310

P.J. PROBY
THE CARNABY STREET STORY

LONDON

I'M NOT SURE WHAT TO DO WITH MYSELF
TOMMY HUNT
LITI-US. SONGS

SOMETHING TO REMEMBER ME
LOU JOHNSON
ELLIS JAZZ BAND

DON'T DO WHAT I DID
BROOK BENTON
MERCURY
33-4311

THE ABEBACH GROUP
1655 Granjay, New York, N.Y.

SOLOMON BURKE
YES I DO

ATLANTIC 2254

BIO FOR DEEJAYS

J. FRANK WILSON

THE driving force behind the Hollands, who are presently plucking with "Little Honda," is a 25-year-old young man named Richie Bena. Richie began to take life and a career seriously at the age of 10 when he formed his first music group at his grade school in Batsonia, Maryland. In high school Richard, who not only sings but plays bass, guitar and piano, continued his musical activities with a group that performed at school functions, private parties and charity bazaars. After high school, he attended the University of Maryland. But a music career still tempted him and finally he headed for Southern California in 1962, where he became a familiar face performing at fraternity and sorority parties at USC and UCLA. Richie became friends with Indie producer Nick Venet. Richie to work with him on an album of hot rock tunes. He agreed and LP enjoyed moderate success. Then the Honda hit. Venet contacted Mercury. Would they be interested in the Holland record. The an- swer was yes, and Richie quickly con- tacted three friends, Wayne Edwards, David Bauer, and Terry Davis, to form the Hollands. Their first cut ef- fort was "Little Honda."

THEME SONGS

J. FRANK WILSON, who is currently zooming up the charts in his "Last Noel" (rescued up from the trash of the training room), is also the bassist on the Josie label, was born 23 years ago in Lufkin, Texas. He grew up in the Texas lumbering town and graduated from the local high school. Shortly after graduation, J. Frank joined the U.S. Air Force. During his career with the Air Force, he and his group were stationed at San Angelo, Texas. As a lead vocalist with a group called the Cavaliers. With the group he played school proms and teen dances and soon became the number one attraction in the entire area. After his discharge from the service, J. Frank opted to stay in show biz. For eighteen months things were rough. Then, in the spring of 1964, things began to happen. Indie producer Sonny Bono dug the guys and recorded some tunes with them. Enter, Major Bill Smith, an associate of Roush's, who took J. Frank's demo, which just happened to be "Last Noel," to Josie Records. The rest is history.

Hollands

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Hollands

THEME SONGS
THE EXCITEMENT IS ABOUT TO BEGIN...

THE ORIGINAL SOUND TRACK RECORDING
ALSO AVAILABLE - 8 GREAT "MY FAIR LADY" COMPANION ALBUMS!

ON COLUMBIA RECORDS
## 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 totals from left plus the percentage title received in prior week or weeks.  
(SURVEY COMPLETED TO SEPTEMBER 23RD)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>60%</td>
<td>I'm Crying—Animals—MGM</td>
<td></td>
<td></td>
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<tr>
<td>55%</td>
<td>Everybody Knows—Dave Clark Five—Epic</td>
<td></td>
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<tr>
<td>50%</td>
<td>The Door Is Still Open—Dean Martin—Reprise</td>
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<tr>
<td>48%</td>
<td>Cousin Of Mine—Sam Cooke—RCA Victor</td>
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<tr>
<td>46%</td>
<td>I Don't Want To See You Again—Peter &amp; Gordon—Capitol</td>
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<tr>
<td>43%</td>
<td>All Cried Out—Dusty Springfield—Philips</td>
<td></td>
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<tr>
<td>40%</td>
<td>Smack Dab In The Middle—Ray Charles—ABC Paramount</td>
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<tr>
<td>37%</td>
<td>So Long, Dearie—Louis Armstrong—Mercury</td>
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<tr>
<td>35%</td>
<td>I've Got Sand In My Shoes—Darters—Atlantic</td>
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<tr>
<td>32%</td>
<td>Baby Be Mine—Jelly Beans—Red Bird</td>
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<tr>
<td>31%</td>
<td>Ride The Wild Surf—Jan &amp; Dean—Liberty</td>
<td></td>
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<tr>
<td>30%</td>
<td>I Like It—Gerry &amp; Pocemakers—Laurie</td>
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<tr>
<td>27%</td>
<td>She's Not There—Zombies—Parrot</td>
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<tr>
<td>26%</td>
<td>Softly As I Leave You—Frank Sinatra—Reprise</td>
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<tr>
<td>25%</td>
<td>Lumberjack—Brook Benton—Mercury</td>
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<tr>
<td>24%</td>
<td>Who Can I Turn To—Tony Bennett—Columbia</td>
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<tr>
<td>24%</td>
<td>Funny Girl—Barbra Streisand—Columbia</td>
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<tr>
<td>23%</td>
<td>Death Of An Angel—Kingsmen—Wand</td>
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<tr>
<td>22%</td>
<td>I Wanna Be With You—Nancy Wilson—Capitol</td>
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<tr>
<td>21%</td>
<td>Tobacco Road—Nashville Teens—London</td>
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<tr>
<td>20%</td>
<td>I Had A Talk With My Man—Mitty Collier—Chess</td>
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<tr>
<td>19%</td>
<td>Bless Our Love—Gene Chandler—Constellation</td>
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<tr>
<td>19%</td>
<td>Have I The Right—Honeycombs—Interphon</td>
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<tr>
<td>18%</td>
<td>Baby, Baby All The Time—Superbs—Dore</td>
<td></td>
<td></td>
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<tr>
<td>17%</td>
<td>Wait For Me—Rita Pavone—RCA Victor</td>
<td></td>
<td></td>
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<tr>
<td>16%</td>
<td>Beach Girl—Pat Boone—Dot</td>
<td></td>
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<tr>
<td>15%</td>
<td>You Really Got Me—Kinks—Reprise</td>
<td></td>
<td></td>
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<tr>
<td>15%</td>
<td>I See You—Cathy &amp; Joe—Smash</td>
<td></td>
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<tr>
<td>14%</td>
<td>That’s Where It’s At—Sam Cooke—RCA Victor</td>
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<tr>
<td>13%</td>
<td>Jump Back—Rufus Thomas—Stax</td>
<td></td>
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<tr>
<td>12%</td>
<td>Teen Beat ’65—Sandy Nelson—Imperial</td>
<td></td>
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<tr>
<td>11%</td>
<td>The Anaheim, Azusa, etc.—Jan &amp; Dean—Liberty</td>
<td></td>
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<tr>
<td>10%</td>
<td>I Won’t Tell—Tracey Dey—Amy</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Needle In A Haystack—Velvelettes (VIP)</td>
<td>Promise You’ll Tell Her Swinging Blue Jeans (Imperial)</td>
</tr>
<tr>
<td>9%</td>
<td>9%</td>
</tr>
<tr>
<td>I’m Not Gonna Worry—Cinnamons (R. T. Pappy)</td>
<td>Opportunity—Jewels (Dimension)</td>
</tr>
<tr>
<td>9%</td>
<td>1%</td>
</tr>
<tr>
<td>Letter From Elaina—Casey Kasem (Warner Bros.)</td>
<td>9%</td>
</tr>
<tr>
<td>1%</td>
<td>9%</td>
</tr>
</tbody>
</table>

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26

Cash Box—October 3, 1965

www.americanradiohistory.com
Harvest of Profit-Making Albums for your Fall Selling Season
—New from RCA Victor

**Frankie Carle**

In this second solo album, 6D displays the same fine handling of words and music heard on his first. Album includes "He's MaJic," "Fly Me to the Moon," "Night and Day," and 2 others. Dynagroove. LPM/LS-2910.

**Bobby Bare**

The Travelin' Bare

With two hit singles and a fine album to his credit, Bobby Bare's latest tunes from country and city folk will have "Down in Mexico," "Sitter and Thinker," "When I'm Gone" and 7 others. Dynagroove. LPM/LS-2958.

**Sam Cooke at the Copa**


**Fess Parker & Daniel Boone**

First (Gary Cooper!) Fess sings the theme of his new TV show, "Daniel Boone" plus a packet of other songs. His TV fans alone add up to a wide audience for this new album. Dynagroove.

**New Christmas Albums Available Now!**

**Rita Pavone**

"Christmas With The Norman Luboff Choir," 20 traditional like "Joy to the World," "O Come, All Ye Faithful," and 6 pops such as "White Christmas," and "Santa Claus is Coming to Town." Dynagroove.

**Anita Landscape**


**The Rogues**


**Homer & Jethro**

"Fractured Folk Songs"

When Homer and Jethro do folk songs, the laughs are many and the rales tremendous. They feature "Mama Don't Whip Little Baby," "Highwayman," "Sweet Dreams" and 9 others. Dynagroove. LPM/LS-2954.

**David Merrick**

Hits From His Broadway Hits

"Dracula's Greatest Hits


**Fess Parker & Daniel Boone**

Fess Parker sings and plays piano in a tenderly sweet acoustic style with accompaniment by his son, "John Gary." 9 hits, plus 5 more. LPM/LS-2946.

**John Gary & Ann-Margaret**


**Fess Parker & Daniel Boone**


**Fess Parker & Daniel Boone**

This Original Cast album, filled with mirth, gaiety and pathos, stars Zero Mostel. Sure to be admired by his growing audience of fans. Jerry Beck and Sheldon Harnick wrote the score. Dynagroove. LPM/LS-2949.

**Homer & Jethro**

"Fiddler on the Roof"

"The Worthy Yet To Come"

Stan Worth sings and plays


**Frankie Carle**

Frankie's piano magic on foreign tunes that climbed the U.S. charts. "Wine" (Italy), "Ochankow" (Belgium), "Wine on Sunday" (England), "Dominique" (Italy), "Gigi" (Belgium), "I'm Gone," "Gigi," "Sittin' and Thinkin'," plus 8 others. Dynagroove. LPM/LS-2910.

**David Merrick**

"I Want To Be A Christian"


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FISHING FOR MORE SALES?

SELL MORE SINGLES!

CASH BOX

MOA CONVENTION ISSUE

Cash Box—October 3, 1961
POP PICKS

NY FAIR LADY—Original Soundtrack—Columbia—ROI 8099

This filmtrack version of "My Fair Lady" has been preceded and heralded by more than a dozen
different recorded treatments in recent weeks, but this version, along with its ancestors, the original
past-archived recordings, will emerge as a champion.

Rex Harrison and Stanley Holloway repeat their
original roles as "The King and I." Julie Andrews
takes over as a delightful Eliza Doolittle. "Wouldn't It Be
Lovely," "I've Grown Accustomed To Her Face," "The Rain
In Spain" and all the others have not lost one iota of their charm. Giant sales and top
ten chart status appear guaranteed.

WALK, DON'T RUN VOL. 2—The Ventures—Dot

This Ventures, with a long string of chart-ridden
albums to their credit, comes up with another
that's loaded with the stuff winning LP's are
made of. Here's a collection of tunes for listening
and dancing enjoyment that should send the fans
to the disk counters as the lads work their way through "Walk Don't Run 44," "The House Of The Rising Sun," "Night Train," and many others. Watch this one move out.

THE SLIGHTLY IRREVERENT MITCHELL
TRIO—Mercury SR 6094

The Mitchell Trio that is back again and this time in a
delightful program of satirical pop-folk take-
offs and adaptations of folk evergreens into a
spookin' form. The threesome have exactly the
right touch of mock-tragedy on "A Dying Business,"
"Handy Lane" and "If I Gave You." Included in the set are a string of funny, unpub-
lished gems as yet. E. Y. Harburg-penned quickies.

PETER NERO PLAYS SONGS YOU WON'T
FORGET—RCA Victor LSP 2935

Taking his tip from the popularity charts, Peter
Nero offers up a handsome selection of re-
cent vintage hits which could well be the chest-
nuts of tomorrow. 8'Vee does not carbon-copy any previously-done renditions of the songs, but picks each selection in his own distinctive, full-
bodied keyboard style. Best listening bets here include "Hello Dolly," "People," and "The Girl
From Ipanema." Sure-fire hits for the disk

THE LITTLE OLD LADY FROM PASADENA
—Jan & Dean—Liberty LRP 3277

Jan and Dean, who are currently skyrocketing up
the charts with "Ride The Wild Surf," tag this
new Liberty after their recent smash of "The Little Old Lady From Pasadena" and in-
clude eleven other rockin' items. The duo's
imaginative brand of singing and musicianship
are effectively showcased on "Memphis," "Side-
walk Surfin'" and "One-Piece Tepless Bathing Suit." Eye the disk for rapid consumer accept-
ance.

HERE WE A GO AGAIN—Johnny Rivers—
Imperial 5274

Johnny Rivers should stay on the chartville path with this powerful follow-up to his initial
live-effected "Johnny Go." The chart entry also cut this set at the famed West Coast water-
spout and the atmosphere is charged with ex-
citement as he rocks through such goodnuts as "Marrybella," "Roll Over Beethoven," "Can't Buy
My Love" and "Johnny B. Goode." Loads of
loot to be made with this one.

HANDY MAN—Del Shannon—Amy 8023M

Del Shannon who recently scored with "Handy
Man" takes this newly-cut pop LP date after the
biggie and this one fits perfectly on the orient-oriented selections. The songster's rich, wide-range baritone and dis-
tinctive, lyrical singing carry him in good
stead on "That's The Way Love Is," "I'll Be
Lonely Tomorrow" and "World Without Love." Album will pull plenty of loot.

THE UNBEATABLE 16 HITS—James Brown—
King 919

James Brown has an almost unbroken chain of hit singles and albums. Now he has another set
of rhythm and blues items appearing destined to
triple the same best-selling path. The chart entry
and its Flames serve up a whole bag of rompin',
stampin' blockbusters coupled with four or five
crazy blues that should bring the fans out in droves.

IN THE MISTY MOONLIGHT—Jerry
Wallace—Challenge 619

Jerry Wallace, who struck gold in his "Shutters And Boards" and "In The Mitty Moon light" singles, cashes in on the success of the lat-\net with this new album offering on Challenge.
All of the charters efforts here are in the same
vein as the "nonlighten' entry's"-tunes which
prove a natural showcase for the songster's warm
and easy delivery. Best bets here are "Move Over," "You'll Never Get To Heaven," and "There She Goes." Heavy sales are indicated.

EXCITEMENT ON PARK AVENUE—Paul
Anka—RCA Victor LSP 2366

Paul Anka, who recently proved to be a top
draw in a sophisticated supper club, repeats his
Empire Room nifty performance on this new
cut "live" disk on RCA Victor. The versatile
chart-producer-composer works his way through a wide
diversity of tunes with teen and adult appeal. No
stranger to the charts, the songster could easily
do it again with this top-notch set that includes
"Hello Dolly," "The Longest Day," "Gigi Volta," and many others.

THE MORMON TABERNACLE CHOIR AT
THE WORLD'S FAIR—Columbia ML 6013

The famed Mormon Tabernacle Choir is not a
stationary unit. This mighty program of deeply
moving religious music was recorded last sum-
mer in the replica of Choir's Tabernacle at the
N.Y. World's Fair. The group's performance is
as sensitive and fluid as they are back in Salt
achievement.

THE MERRY WIDOW—Music Theater Lincoln
Center Original Cast—RCA Victor LSP 1094

Pavel Lehár's chamber operetta, "The Merry Wido w," recently produced at the New York State Theater, is featured here by the original cast
on RCA Victor. With a cast of top names that
draws the talents of Richard Burton, Frank Fort-
ettta, Joan Weldon and Muschata. Setter and Franz
Alfers conducting, the principals shine in their respective roles. One of the finest sets of the year.

JOAN SHAW IN PERSON—Sue 1931

Joan Shaw comes up with an impressive debut
date here on Sue. Joan, "in person," set featuring
the lark backed by the Herman Foster Trio. Excep-
tionally fine jazz vocals are a rarity, but this one
is sure to take her place among the top

gos in the coming years. Substantial pop tunes with pure jazz orientation make up the
bill-of-fare here and serve as a first-rate show-
piece for the lark's warm and feeling talent.

Slick entries here are "Through A Long And
Sleepless Night," "River," and "I Believe In
You." Top programming fare.

POP BEST BETS

TEAR DOWN THE WALLS—Joe & Eddie—GNP
Crescendo GNP 2005

Joe and Eddie, whose previous reputations were
made on their hard-core folk-blues readings, display their versatility and
islands in the pop data gamut on this new disk offering. The duo's diversi-

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TERRY BLACK

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UNLESS YOU CARE
AND
CAN'T WE GO SOMEWHERE?
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(YOU KNOW VEE-JAY'S COUSIN)
PRODUCED BY DUNHILL PRODUCTIONS FOR VEE-JAY RECORDS

BREAKING IN CHICAGO/DETROIT
BARRET STRONG/ I'D BETTER RUN
T-9023
ALBUM REVIEWS

HAPPY TO BE UNHAPPY—Roy Clark—Capitol ST 2631
Roy Clark tags this session after Gary Buck's while-back edw hit of "Happy To Be Unhappy" which sets the pace for this program of soulful country tearjerkers. While backed by a full orchestra and chorus conducted by Hank Levine the charter drive arrangements of "Through The Eyes Of A Fool," "A Million Years Or So," and "Quiet Pictures." All of Clark's fans should come out in droves for the package.

ON STAGE!—Buddy Greco—EmArcy LN 2411
Although this new Buddy Greco set was cut in Columbia's N.Y. 30th St Studio, a special invited audience gave Buddy Greco the same milieu as a club session. The charter effectively communi-
cates with his audience as he belts out top-notch jazz-flavored versions of "She Loves Me," "Op-A Dee-Doo-Dah" and "The Best Is Yet To Come." Delightful listening throughout.

THE JUDY COLLINS CONCERT—Elektra ELK 286
Judy Collins established among America's top-rung folk singers after her concert last spring in Gotham's Town Hall. Elektra effectively captures the pulse and spirit of this concert with this fine album boasting a rich sampling of the songs she sang that night. The folk-guitarist's sensitive rich voice and lyrical delivery shines as she delivers "My Ramblin' Boy," "The Lonesome Death Of Hattie Carney" and "Bottle Of Wine." Plenty of potential here.

PUT ON A HAPPY FACE—Joni James—E SE 4238
Joni James directs her musical attention to a gray plane on this warm-hearted, set of happy standards and popular newies from MGM. Chuck Sagle, who has created all the arrangements here, directs the orchestra and the Jack Hallo-

FOH DANCING SAMMY KAYE SWINGS & SWAYS MY FAIR LADY—Harmony HL 7321
Sammy Kaye adds is a little swing and sauce to these Lesner and Loewe melodies from "My Fair Lady" on this album of dance items aimed at the adult dance crowd. For three decades the omb-

INSIDE DAVE VAN RONK—prestige FL 14025
Dave Van Ronk makes a significant departure from his familiar folky-blues vein and offers a top-drawer program of traditional folk items on

HAWAIIAN KAI—The Walklkes—Kapp KL 1366
Here's a bouncy and lilting package of Hawaiian melodies from Kapp spotlighting the Walk-

JAZZ PICKS

LATIN FEVER—Herbie Mann—Atlantic 1412
Herbie Mann, who saw considerable chart ac-
tivity with his while-back "Soul Bag" package could stir up plenty of sales excitement with this vigorous set of Latin rhythm tunes. The flutist has taken some evergreen and enhanced with a Latin beat, the balance of the set are original Latin numbers when he which he expertly surveys. Mann fans will surely dig his approach to these items.

WARM WAVE—Cal Tjader—Verve V 8545
Cal Tjader, who can create hard-driving cocktail statements with the best of 'em, displays the easy-going soft and subtle side of his music in this new Claude Ogerman-arranged album from Verve. The set which renders some real in pressive midstream lyrical versions of "When Do You Sleep," "People" and "Poor Butterfly." Please late hours mood companion.

JAZZ BEST BETS

GREAT SCOTT— Shirley Scott Trio—Impulse A
The Shirley Scott Trio, potently abetted by a

OSCAR PETTERSON TRIO + ONE CLARK TERRY—Mercury SR 60975
Yet jazz trombonist Clark Terry teams up with

LOVE ME WITH ALL YOUR HEART—Vic Feldman—Vee Jay VJ 1086
Vic Feldman's jazz rep has grown by leaps and bounds over the past few years in this coun-

CLASSICAL PICKS

BARTOK: Concerto For Orchestra: Eugene Ormandy conducting the Philadelphia Orchestra FL 6026
Bartok's twenty-year-old "Concerto For orch-

PUCCINI: MADAMA BUTTERFLY, Mod Leinsdorf— RCA Victor VIC 1408
Puccini is the complete Madama Butterfly offering on Victor's low-priced Victrola line and featur-

Cash Box—October 3, 1964
**SURE SHOTS**

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

**THE DOOR IS STILL OPEN**

DEAN MARTIN
- Reprise 0307

**SO LONG, DEARIE**

LOUIS ARMSTRONG
- Mercury 72338

**EVERYBODY KNOWS**

DAVE CLARK FIVE
- Epic 9722

**BABY LOVE**

SUPREMES
- Motown 1066

**LUMBERJACK**

BROOK BENTON
- Mercury 72333

**I'M CRYING**

ANIMALS
- MGM 13274

**FUNNY GIRL**

BARBRA STREISAND
- Columbia 43127

**BABY BE MINE**

JELLY BEANS
- Red Bird 10-001

**SMACK DAB IN THE MIDDLE**

RAY CHARLES
- ABC-Paramount 10588

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**Backstage Chit-Chat**

**NEW YORK—** Wins deejay Murray "The K" and Kirk Dusty Springfield are shown backstage at the Brooklyn Fox during the recent Labor Day holiday rock and roll show hosted by the spinner. The show, which featured a host of top disk names, set a new record for box-office receipts from a live R&R show—more that $204,000 for a 10-day period.

---

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**"DEATH OF AN ANGEL"**

The Kingsmen
(Wand 164)

**"TURN ON"**

Don & The Goodtimes
(Wand 165)

**"SHE WAS YOU AGAIN"**

Gary Bryant
(Four Corners 109)

**"MISTER CLYDE"**

Dave Lewis
(A&M 749)

“MISTER CLYDE”

Dave Lewis
(A&M 749)

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*b/w*

“Ballad of a Teenage Queen”

Bobby Wayne
(Jerden 737)*

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*Distributors now being appointed.

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**Polydor Sets**

N. American Distrribus

**NEW YORK—Polydor, the popular English label of Deutsche Grammophon Hamburg, is now available by direct import from Germany. Deutsche Grammophon has completed a nationwide distribution set-up by appointing the following six major record and indie distributors on the North American continent.

Eastern seaboard and west coast:
- German News Company, 200 E. 56th St., New York, N. Y.
- Ohio Hans Import House, 2718 Lorain Ave., Cleveland 13, Ohio
- Midwest: Gerd Skolmer, 4770 N. Lincoln Ave., Chicago, III.
- Southwest and south: Mayer Enterprises, 7001 Geneseta, St. Louis, Mo.
- East Canada: Armin Haus, 2008 Dundas St. West, Toronto 9, Ontario.
- West Canada: Talyn Distributor, 519 Fraser St., Vancouver 15, B. C.

While a certain portion of the Polydor catalog is and will continue to be released by various U.S. labels (e.g. MGM, Decca, London, Mercury, etc.), there remains a large repertoire for distribution in the original German jacket under the Polydor label. The label's distributors will not only carry record dealers in predominately German communities, but will also endeavor to make available this product via major retail outlets. They will concentrate their efforts on the LP catalog of the label which comprises approximately 250 items. A complete listing of this catalog will appear in the Oct. issue of Schwanz.

**P. J. Proby Sets**

British TV Stints

**LOS ANGELES—** P. J. Proby, the Texas singer who dresses ala "Tom Jones" and currently a click American performer in London, has been signed by Granada Television to star in television shows to be aired in England this month. Proby also has been set for personal appearances in New Brighton and Manchester, where he will feature his hit London Records' dialing, "Hold Me." Proby was seen on the Beatles Spot last month.

---

**Backstage Chit-Chat**

**THE SAPPHRES**

Coming on strong with
'THANK YOU FOR LOVING ME' c/w
"OUR LOVE IS EVERYWHERE"

ABC-10590

**HEADIN' FOR #1**

**THAT'S WHAT LOVE IS**

TAMLA 54012

**MIRACLES**

**WATCH THIS ONE MOVE!**

NASHVILLE TEENS

"TOBACCO ROAD" LONDON 9689

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**SMASH HIT ALL OVER!**

"BE CAREFUL LITTLE GIRL"

THE FENWAYS
R-4573

**ROULETTE RECORDS**

1631 8th Way, N.Y.C.
NEW YORK: Bobby Rydell was the victim of over-ealorous teenage souve- nir hunters recently when a horde of serious fans mobbed him at the Bushnell auditorium in Hartford. In addition to losing his shirt, tie and jacket, the popular songster wound up with a black eye, scratches and bruises. Bobby's answer to this is larger suits so he can make a fast getaway... Our congratulations to Herb Rosen (Kamp) and his wife Toby on the arrival of a new son last week. They are also the parents of a daughter... Show biz and music trade reps showed up in force last week at the Manhattan Center for the Reprise original cast etching of the Broadway eck, The Committee... The Beach Boys, currently on their first East Coast visit to appear on the Ed Sulli- van TV show on the 27th, were hosted at a luncheon and champagne party this past week (25). Capitol Records feated the surfers at a Gaslight Club luncheon and Nancy Erikson, editor of Record Parade and Screen Life played hostess to the lads at a cham- pagne party... Esther Obarin, Philips disk artist and European thrush, off on a concert tour with the Smothers Brothers... After Mervyn Mokela closes at the Village Gate, she'll trek to Israel for several concerts for the benefit of African students studying there, and then on to Syd- ney, Australia for a six-week engage- ment... Jule Sherman and George D. Weiss, who penned the music for the recent Vaught Meader special on ABC-TV, have been tapped by ABC for future production... Colpix comic-singer Rip Taylor has completed etching his first comedy LP for the label with national release skedded for next week. Lovely Angela Martin excitedly awaiting her Atlantic bow, out L.A. way promoting "Tirely"—the fashion model coloring set... Allen Black, former Ted Heath band vocalist, has been signed to Arista Records pact by label presy Leonard Chess. Gene Simmons, hit wax artist clicking with a single (Haunted House) and an album (Jumpin' Gene Simmons) prepping a Midwest tour through Oct. 18... Words out that Tony Martin is turning away nicely at his Royal Box Engagement. The vet songster scored in a big way with the nifty reviewers... London Records' Mantovani jetted to New York last week to begin his eighth American tour. The popular maestro will take his orchestra to almost 60 cities during the next two months before returning for a concert on the 29th of Nov. Monty has a new album tagged, "The Ir- comparable Mantovani," that label exec Phil Wetzer says is sure to be a giant. Phil also info the Jacques Loussier Trio has added 4th volume to its Bach Jazz series, and that a new set to watch for is "Don't Make Waves" with Bill beans- brook of Jameco-Hawk Records up to month about "Sweet Little Jumpin' Linwood Taylor which is reportedly happening in the Washington D.C. area. Label is negotiating for Euro- pean release of the deck... A popu- lar meeting place for disk and pub- pery people these days in the Casa Maria... Kapp Records Greenwood County Singers, who scored a disk success with their "New Frankie & Johnny" dishing, return to the Ice House in Pasadena to debut their "Cake Walkin' Baby." The folksters began their professional career at the Ice House. Former Copa produc- tion thrush Cally Dodds to do a solo at the White House in Minneapolis beginning this week... Irving Fields has been held over at the Mermaid Room of the Park Sheraton for an indefinite stay... Susan Rafey, 17-year-old Jubilee lark, has been signed by JLL Enter- prise, the Joe Mele-Jeanette Hendler management office. The lark's initial LP is being recorded by Allen Lork. ... The Barry Sisters are off to Ger- many for p.a.'s and a German TV stint in Munich before returning here to rehearse their new nifty act set for a Persian Room debut Dec. 22nd. Glamour magazine is offering a Peter Duchin Debut at the Persian Room Dance Party," as part of a dancing-beauty package. The pack- age includes a booklet of dancing hairdos. Singing restaurateur Leo Fuld of the Cafe Sahara nitey to wax an LP of popular Christmas songs in five languages for releases on London this season. Motown has finished Bobby Breen's first album in more than ten years for release next month. Sue Records Inez and Charlie Foxx are enjoying a smash tour with the Rolling Stones in England, according to reports from label topper Syd- ney Murray. The duo's capturing ples of encore at every show. They sked their last tour in the near fur- ture. In last week's issue we re- ferred to JLL Enterprises—it should have been JlL Enterprises. From Roselle's ubiquitous "Ribs" Schwartz comes word that the label has a pair of possible smash winners with "Just For The Boy" by Anna Humes (formerly of the Eriers), but the recently acquired Fenway ma- ter, "Be Careful Little Girl." Welcome to Susan Scott, new PR rep for-pro promo exec for Blast Records. The new promo gal, who also acts, models and dances, is putting all her effort these days on a deck by Velons tagged, "Shelly"... boxer Jake L. Lamlu is breaking a new nitey act at the Three B Instruction in Syracuse with the Maggie Sisters beginning Oct. 22nd. Jake is set aside the gloves in favor of octa- edy... Rip Records lark Michael Ann was hosted at a cocktail recep- tion given by her manager Louis Kaufman last week. Among the star- hit luminaries there was charter De- Roman who pleased the guests with an impromptu performance... Rip Records' Bernie Lawrence bur- es the label beat a half dozen of the competition for the Monica dishing, "Find Out What's Happening" by S. Spedele... Capitol's Tom Rogers n
HOLLYWOOD:
Ray Whitley, Vic-Jay's answer to Elvis Presley, makes his TV debut as a Beatle-like singer in "Nobody Sings Around Here" episode of "My Three Sons." Gia Malone (Mrs. Louis Prima) getting good local airplay on her Prima Records waxing of "I've Got A Crush On You." Vocalist Sanford Clark who had some while-back hits on Janie label returns to the recording scene for Warner Bros. Records with first single "She Taught Me" now in release. Philips-Mercury artist.

CHICAGO:
Freelancer Ray Hill dropped us a card last week on returning from Nashville and advised that the Hank Williams Jr. single "Endless Sleep" is starting to click, as is Hickory teen "When I Stop Dreaming" by Joe & Mark. "Mantovani and orch..." will perform in Arleene Crown Theater 9/11. Jack Jones made his Mister Celly debut 9/21 for one week only. Date had to be cut due to Jack's shaky TV commitments. Hot off the presses at Chi-based Renee Records is a single by Sterling Blake signed "Son Of Paul." A speedily recovery to gospel queen Mahalia Jackson who was hospitalized last week. Summit's Norm Ladd is on the scene with latest Dave Clark Five offering "Everybody Knows" (Epic) and "Don't It Make You Feel Good" by The Overlanders (Hickory).... Louis Armstrong and Ella Fitzgerald to Oct/24 for a one-nighter at McCormick Place, the Motor Trend Show autobody Room 9/22.... Bobby Garmis's ongoing heavy play on singles "Find Out What's Happening" by The Spin-dells (Montz), "Why" by The Chart-busters (Atlantic) "School Girl" by The Ramblers (Almo) and "Lost Love" by Teddy Randazzo (DUP).

Frank Fred, through his Triangle Theatrical Productions, gets the annual folk series underway with a Pete Seeger concert in Orchestra Hall (10/2), followed by Clancy Bros. & Tommy Makem (10/18) and Bob Dylan (11/20). Harry Glenn's "The Glenn label is "Rockin' For Goldwater" on 45 rpm. Artist is Paul Parker. Harry added that Detroit jocks are hooked on a new "monster" novelty "On-Ga Boo-Ga Boo-Boo" by Billy Hall & The Arabs (Clen). With Liberty's Mike Allen, the ones to watch are "Torn Right 65" by Sandy Nelson, "Garden In The Rain" by Vic Dana and "Anna, Anna, etc." by Jan & Dean. WGN's Wally Phillips deserves mention for his efforts in behalf of a South American laborer who was a hit and run victim here. Wally raised enough funds to defray costs and aid the injured's family during his hos-pitalization.... Gene Chandler's "Bless Our Love." "(Concertellation) and Freddy Gorman's "In A Bad Way" (Ric-Tie) top Dick Atkins' plug list (without "You" by The Four Tops). In the case at Island Records Dist. are singles "Take Me Now" by Harold Burrage (M-Pac), "Sweet Lips" by The Five Du-Tones (One-durf) and "The Jerk" by The Dukays (Jerry-O). As for freelancer Earl Glickman--he's concert-ing on the Funways "It's A Wonderful Little Girl" (Roulette) and "Just Let Her Go" by Ivan & The Sabres (Pram).

Sue Ranyi currently at the State Bros. Capitol's Nancy Wilson tapping a Hollywood Palace TV for October 14, a promotion tour of key markets with his new Dolton LP, "Make Way For Vic Dana." Lionel Newman and Andre Previn signed Jimmie Haskell to score a wild musical sequence for the 20th-Fox picture "Goodbye Charlie." Ireland's top folk music performer and scholar, Seamus Ennis playing the ancient Uillean pipes during his stay at the Ash Grove.... Songstress Millie Rodgers, attractive Los Alamitos Calif. resident debuts on coast-based Ultima Records with "Where You Go" produced by Larry Goldhorn.... Keely Smith currently being considered for a movie or TV spectacular based on the life of Edith Piaf. The Astronauts whose Victor LP, "Burnin' With The Astronaughts" has been high on Japan's best seller list for weeks have been booked to tour that country for three weeks beginning Oct 22. Lorne Greene's tape narration to Prokofiev's "Peter And The Wolf" in Hollywood over music tracks made in London by Sir Malcolm Sargent and the London Symphony.... Sam Goldberg is the new promotion man for Sid Taback's Left Record Distributors. Liberty's group, The Standells have signed with William Morris for representa-tion in all fields. New songwriter Vicki Allen bows on the Dot label with debut disk, "Jimmy Darling."
Dizzy Dean To Attend Opry’s 39th Birthday

NAIHSVILLE—Jerey Hanna Dizzy Dean, the onetime clown prince of baseball and member of the baseball Hall of Fame, will appear at this year's 39th Birthday Anniversary of the Grand Ole Opry (Nov. 6-7) in Nashville.

Dean, now a sports commentator, was named by the stars of the Opry as their number one fan. Hardy a game of the week west without any reference by the old Cardinal right-hander to the Opry and its performers, particularly his long-time friend, Roy Acuff. It was Dean who named Acuff as the King Of Country Music.

Otto Devine, manager of the Opry, announced that a special presentation would be made to Dean at WSM’s official opening breakfast, Fri., Nov. 6 in the Music City.

A SINGLE BREAKOUT!

“THE LONG SHIPS”

CHARLES ALBERTINE
CP 726

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26 of 35

NEW YORK—A “Hard Day’s Night,” the smash Beatles soundtrack LP, this week becomes the second Beatles album to spend 11 consecutive weeks in the #1 spot on the Cash Box chart. The previous LP, to accompany the film, was “Meet The Beatles,” which first hit the chart Feb. 8th. Since that date, the Beatles have occupied #1 out of the 35 weeks with their LPs. The two LPs above as well as “The Beatles” Second Album accounted for the accomplishment. The only other albums to break into the #1 slot were the “Hello, Dolly!” original casters and the Louis Armstrong “Dolly.”

ASCAP Symposium Focuses On Folk And C&W Music

NEW YORK—The differences and similarities between folk and country music were recently discussed (17) at the second session of the ASCAP Symposium on American Music at Judson Hall, this city. The panel consisted of composers Teddy Bard and Fred Hellerman, arrangers Milt Okun and RCA Victor AdR producer Brad McCuen.

The panelists agreed that both country and folk music derive from traditional forms of spontaneous song making, both have a simplicity of form, and both use words that are easily understood. But, as Okun pointed out, country music was written down as a commercial product long before there was any effort to compose original folk songs. In the view of McCuen, one particular distinction is that very few country songs are concerned with general theories as that of folk music. A number of country and folk country music sentiments are usually limited to more specific situations and personal emotions. Hellerman thought that what determines a folk song or a country song often depends on the way the song is performed, and who performs it. It was Bard’s belief that country music would always have a wider field than folk music because it is more complicated and thus a folk song would mean to a song music heard today. He also questioned the effectiveness of any identifiable “Nashville Sound.”

Tribute To Youmans LP Issued By Evergreen

NEW YORK—“Through The Years With Vincent Youmans,” a new album on the Evergreen Label produced by Bill Borden and Steve Marvin for their own company, Monmouth Rec., Inc., has been released to coincide with the birthdate of the late composer who was born Sept. 27, 1899.

A tribute to Youmans, the album contains 36 songs arranged chronologically and spanning his song writing years, 1921 to 1933. It includes 16 songs recorded in full for the first time.

Millie Stavin, Ellis and Bob Quin, and Nathan Van Way are the performing artists with Paul Trueblood as musical director and arranger. Stanley Green, author of “The World Of Musical Comedy” provided the program notes.

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Birthday Girl

MERCEYS “Slithery Dee” Contest Draws Fantastic Mail Response

CHICAGO—The headquarters Mercury Records, this city, has had a close resemblance to a monster movie set up for the past few weeks, as men delivered some 12,000 entries for the “Slithery Dee Contest.” Based on the 32-second “Slithery Dee” cut in the Smothers Brothers current LP, “It Must Have Been Something I Said”—94 radio station panelists were asked to send in their version of what a Slithery Dee (a monster that comes out of the sea) looks like.

Entries ranged from giant pincushions to sheets of wood carvings, from Slithery Dees made out of scraps of paper to dimensional pictures of poodles.

The winner, 17-year-old Sue Rose of Phoenix, Arizona, will have his design made into a toy by noted designer Robert Clumpner. Sue and her mother, plus Bob Furry of KFOR Phoenix, the deejay who submitted the contest entry, and his wife, were flown to San Francisco Sept. 17, to be one of the Smothers Brothers for a week end at the Fairmount Hotel, where the non-folk duo were appearing.

The Smothers Brothers albums were awarded to Sue and her mother.

In the above pic Morris Diamond, the label’s national promo director is among the puzzled panelists as the number of entries received in the contest.

A Globe-Hopping Hero

NEW YORK—Peter Nero will be making his longest one night tour yet, when he will apologize to Australian and New Zealanders that fill his heavy schedule. Currently in England for a series of shows and then France, the musician-composer is scheduled to appear with The Grateful Dead, at the Galia du Disque, under the patronage of Princess Beatrix. But instead of going directly to Holland from England, Nero is flying back to the States for a concert date that could be cancelled in Springfield, Ohio (Sep 28) and then goes on to Europe for a gala appearance.

Loma Buys Master

LOS ANGELES—Bob Krasnow, the former Warner Bros. record label, Loma Records, has announced the purchase of a master record, “Born To Lose” by The Smothers Brothers. The label has been bought by Loma and distributed by them. E. Zorn has reportedly sold 3,000 copies in the L.A. market.

Dan Niles Forms Indie Promo Firm

SEATTLE—Dan Niles, former motion man for West Coast Record Co., this city, has left the organization to join his own company, Dan Niles Promotions. With partner Jerry Denon and Dan Niles, he has formed an independent promotion and public relations office. Addition to the promotion firm, Niles has also formed a new management firm named Navage.

Cash Box—October 3, 1970
Epic Distrib Change

NEW YORK—Epic has announced that Music City Records in Nashville, Tenn. has replaced Columbia in the Mid-South District as of Memphis according to Leonard S. Levy, vice president and general manager of the label. Music City Record Distributors, under the direction of H. R. Finley, owner and manager of Music City, represents Epic and Okeh, the label's Rhythm and Blues outlet, as of Sept. 14.

Ertugrul Wexler To Run Atlantic

NEW YORK—Atlantic Records has announced that management of the label will remain unchanged since the resignation of president Miriam Biestock last week. (Details of resignation were unavailable for items which appeared in last issue)

Mr. Biestock served in an executive capacity since the label's inception in 1945, and during that time was president of the firm's music publishing activities which included Weldon and Cotillion Music Publishing, also in charge of foreign licensing and production.

Direction of the diskery will continue with Annett Ertugrul as executive president, general manager, and Nesuhi Ertegun as vice president and director of album operations.

Morris Baumstein Resigns; Was Columbia's Director Of Advertising & Sales Promo

NEW YORK—Morris Baumstein has resigned his position as Columbia Records' director of advertising and sales promotion to become vice president and general manager principal of Cadwall-Davis Company, a new advertising agency in New York. Leonard Burkat, vice president, creative services for Columbia, has announced that Baumstein's resignation is to be effective Oct. 2 and that an announcement would be made shortly regarding Baumstein's successor.

Baumstein had joined Columbia in Aug., 1960 as director of creative services operations following 13 years of executive experience in advertising and sales promotion. In Aug., 1962 he had been appointed director of advertising and sales promotion.

Robinson To Head Audio Society's Western Group

HOLLYWOOD—William L. Robinson, director of recording for Capitol Records, has been elected president of the Audio Engineering Society, it was announced last week by Arne Arne, AFS secretary.

Robinson, an audio engineer for more than 35 years, will be installed Oct. 15 at the group's 19th annual banquet to be held at Hotel Bar- zon Plaza in New York City.

Following his installation as head of the group's west coast operation, Robinson will return to Los Angeles. Under the responsibility that go with Robinson's new position will be the AFS conference to be held at the Hollywood Roosevelt Hotel in March.

Composed of 4,000 audio engineers representing the record, television, radio and film fields, the AES is the oldest society in the nation devoted entirely to the profession of audio sound engineering.

Trini Lopez Set For Latin American Tour

HOLLYWOOD—Trini Lopez, currently on his first Latin American tour Oct. 28 thru Nov. 8. The trek, which includes Rio de Janeiro, Buenos Aires, Montevideo and Sao Paulo, will be followed by a two-week concert tour in Calif. and the mid-west.

Kent Inks Z. Z. Hill

LOS ANGELES—Sol Bihari (soated) president of Kent Records, makes its official as he adds his name to a new wax poet for singer Z. Hill. Hill (left), who had a white-back noises maker with "You Were Wrong" on the Rayco label, is pictured with national promo manager Walter La- ner (middle) and his brother and manager, Matt Hill.

The singer will debut on the Kent label with "You Don't Love Me" coupled with "If I Could Do It All Over Again," for which the label is planning an all-out promo campaign.

Keystone Distrub Names New Manager

EAST HARTFORD—Robert Devore, president of Keystone Record Distributors here, has announced the appointment of Mickey Casello as manager of the firm effective immediately.

Casello, formerly a sales manager for five years with Associated Record Distributors, replaces Mack Clark who resigned recently.

Like Father, Like Son

J. H. Burkat, 21, son of J. H. Burkat, 62, of 1125 14th Ave., has been employed by WMAL as disk jockey. His parents attended a recent WHB K concert.

Record Salesmen for all areas in the U.S. to contact district distributors, record stores, for fast selling line of nationally known budget and kiddie L. P's. Liberal commission, non-competing lines, permissible.

Reply to Box #718

c/o Cash Box, 1780 Broadway, New York, N.Y.

“BUSIEST STUDIO IN TOWN” (WHY?)

"RATES"

MONO 2 or 3 Track Stereo 4 Track Stereo 6 Track Stereo

$20 Per Hour $25 Per Hour $35 Per Hour $50 Per Hour

TALENTMASTERS RECORDING STUDIOS

2 STUDIOS—"ONE FULL BLOCK LONG"—FROM 41ST TO 42ND ST.

126 WEST 42ND STREET, N. Y. C.

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Paul Wyatt Named Sales Mgr. Of Columbia Studios

PAUL WYATT

NEW YORK—Paul Wyatt has been appointed to the newly-created position of studio sales manager for Columbia Records' recording studios, it was announced last week by Harold Hitt, general manager of the label's Nashville studios.

Wyatt will be responsible to Hitt for the sale of studio time, mastering and editing services. His principal assignment in the immediate future will be to promote the use of Columbia's Chicago and Hollywood studios. With headquarters in the Music City, Wyatt's duties from an integral part of the current expansion of the label's studio operation.

Paul Wyatt joins Columbia with wide experience in radio, TV and recording. Most recently, he was vesp and national sales manager for a local pressing plant in Nashville. He also served as A&R manager of Capitol Records' Nashville operation.

THE LATEST FROM

DEE DEE SHARP

"GOOD"
C.335
B/W

"DEEP DARK SECRET"

JAY & THE AMERICANS

COME A LITTLE BIT CLOSER
UA 199
on the one to watch

RED HOT & RUNNING!

"SHAGGY DOG"
MICKEY LEE LANE

SWM 4183

SWAN RECORDS

Coral, 8th & Fitzwater St., Philadelphia, Pa.

Carol Records Merges
With Swingline Label

NEW YORK—Edward F. Conway, Jr., vice-president of Carol Records, announced last week that the label will have discontinued with all artists and material going over to the firm's Swingline label. Reason for the change-over is because Carol was continually being mistaken for another company under the same name. The ex-col also noted that Swingline will continue to be handled by Cellec Recording Productions.

NEW R&B SINGLES!!

BABY PLEASE COME BACK
YOU MOVE ME BABY
LIGHTNIN' SLIM

WHO DOO WOMEN BLUES
I'M GONNA CUT OUT YOU LONESOME SUNDOWN

NEW GOSPEL ALBUM
SONGS FROM THE HEART
ANGELICA GOSPEL SINGERS

Nashboro Records

177 3rd Ave., N., Nashville, Tenn.

Mahalia Jackson Hospitalized

CHICAGO—Gospel singer Mahalia Jackson has been recovering from exhaustion and a minor heart ailment in the Little Company of Mary Hospital here since September 17.

Hospital physicians have indicated there has been a marked improvement in her condition since she was brought into the hospital, but she will remain in the hospital for an indefinite period.

Miss Jackson, a Columbia Records artist, played all engagements through Oct. and has turned down an invitation from White House dinner Oct. 6. She was married a few months ago to Monte Sinnamon Galloway, an Indiana building contractor.

"D" Kilpatrick Joins Philips

CHICAGO—"D" Kilpatrick, a veteran of 19 years in the recording industry, artist management and related fields, has been appointed a field manager for Philips Records.

In his new post, Kilpatrick will be operating in the South and Southeast, covering Atlanta, Miami, New Orleans, Dallas, Charlotte and his "home" area of Nashville. As field manager he assumes the responsibility for all distributor activity for Philips product in those markets and will be heavily involved in promotion as well.

Prior to joining Philips, Kilpatrick served as district manager for Warner Bros. for a 3-year period. His string of achievements before that included the forming and directing of the Acuff Rose Artist Corp., the general management of WSM's "Grand Ole Opys," many years as an A&R man in Nashville and was one of the founders of the Country Music Association.

Beattles Play To Full
House at N.Y. Charity Concert

NEW YORK—The Beattles gave their last performance in the U.S. last week (20), before returning to England, at the Paramount Theatre here in an early evening benefit performance for the Cerebral Palsy of New York City and State Services.

The British foursome played a ca- red and on the stage of the Paramount Theatre, taking over the booking facilities of the famed Sauter-Finnegan Orchestra and chorus, has been a composer-arranger for Jimmy Van Heusen, Artie Shaw, Stan Getz and Ray McKinley. Sauter-Finnegan Orchestra and chorus, has been a composer-arranger for Jimmy Van Heusen, Artie Shaw, Stan Getz and Ray McKinley.

Blue Boys Band Continues
Wesley Reeves Offer

NASHVILLE—All faces of Jim Reeves Enterprises are continuing under a full head of steam. The scope of the operation now includes the exclusive booking and promotion of the late chanter's band, the Blue Boys. The Blue Boys are continuing their career as the caretakers of their own and are currently on a tour of the southeast.

Bunky Keels, who played with the band for 27 years, has been hired to take the place of pianist Dean Manuel, who was killed along with Reeves in the air crash last July. Ray Baker, the business manager of the Reeves office, will handle the bookings.

"Ponderosa" Pals

HOLLYWOOD—Lorne Greene (left), star of the N.H.R.A. Sonanas series and RCA Victor disk artist, chats with Max Rich, composer of "OI! Tin Cup (And Battered Ole Coffee Pot)," which is featured on the actor-singer's new album, "Welcome To The Ponderosa."

Senator Hartke On Record Industry

(Continued from page 8)

field, he noted that today there are many more of such "take-home" plays where three years ago only one or two.

"No aspect of the record business better illustrates its substantial and social-cultural and educational importance, than the growth of the so-called talking books," Meyers said in his in-depth discussion on the talking book business. The sales of books, distributed by the Library of Congress, are up $12,000,000 and sold out, and consequently being taxed.

The counsel further noted that some talking books which are sold to charitable institutions are exempted from the gift tax on the $150,000,000 worth of donations which are made to them. Meyers noted that religious music by mentioning that this variant has a "unique value and importance to the musical heritage since the early days of the Pilgrims. The phonograph reccord permitted the world's great religious music, as performed by Meyers of the greatest artists of their time to be brought into the home," noted the lawyer in stressing his point.

The meaningful cultural advantage of recorded operas were effectively summed up in the statement: "The average Met season includes about 175 performances of some two dozen operas as a regular enough to reach the Metropolitan with such a wide and as much as 1,700 operas available on record today. We take the Met slightly more than four 175 performances so as to complete operas on records today."

Meyers' statement paid special attention to the preservation of distinctive American form such as jazz, country music and the varied talents of native horn composers (e.g. George Gershwin). In line with his preservation theme, he noted the importance of the spoken word. "The spoken word has always been a complete album," and he said that another aspect of the nation's indigenous musical perspective and are a contribution to the enjoyment of the peoples of the world.

Meyers' statement concluded with a detailed accounting of how records are utilized as teaching aids in our schools.

Trini Lopez Honored
By San Francisco

SAN FRANCISCO—Trini Lopez, who returned from a successful appearance at the Olympia Theatre in Paris, was feted at homecoming ceremonies at the Civic Auditorium in San Francisco. Theprograms included a late-night parade through the streets, and presentation of a key to the city by Mayor Shelly Lopez, whose 4 Reprise albums having all been chart items, is in San Francisco for a complete tour of the Off-Broadway, a North Beach club, after which he'll start a Western one-niter tour and a South American trip.

Cash Box—October 3, 1964

www.americanradiohistory.com
Enoch Light Bows Discotheque LP

NEW YORK—Enoch Light, long regarded by the trade as one of the great record labels, has also been known as the promoter of cottage industries as evidenced by the debut of the first Command "Discotheque" album last week in New York.

Light has distributors in various parts of the country as well as many of New York's dealers and one in New York and "Discotheque" debut. And for dramatic effect, Light had popular dance pro "Killer Joe" Firo and a troupe of dancers swing along to the popular songs.

The album was also premiered at the N.Y.C. (28), at the most noted discotheque nite club in New York.

Special Awards For ASCAP Writers

NEW YORK—A total of $484,600 in special awards was made by 2 panels of distinguished music men, will be distributed among 1,151 "standard" and "popular-population" writer members of ASCAP whose catalog entries are represented by the panels of members of ASCAP whose catalog is the considered judgment of the panels "have a unique prestige value for which adequate compensation would not otherwise be received...and to writers whose works are performed substantially in media not surveyed by the ASCAP.

Top awards of $2,000 were made to writers in the standard field, which includes the symphonic and concert works, while in the popular-productions, the awards averaged $1,000. Only members of limited distributions from ASCAP are eligible for these awards. A substantial portion of the awards made by both panels go to young and promising new talents who are just beginning to make their marks.

Elmo Russ Is Back In Harness

NEW YORK—Elmo Russ, absent from the recording scene for several years because of illness, returns with a series of Songs Of Faith on his Pinnacle label. He also is featured on a divided release, which features gospel artist William Pierce, couple "The Children's Prayer For Peace" with Whitaker.

Victor Pacts Paul Lalaville

NEW YORK—Conductor Paul Lalaville has signed an exclusive RCA Victor Records contract, it was announced last week by Lew Williams, division vice-president, popular artists and repertoire.

Lalaville, who is the official conductor of the City of West Side's Rainbow Band, has been associated with RCA Victor Records in the past. He is currently under contract in the City catalog with two albums: "America's Favorite Marches" and the more recently released Fere Grofe's "World's Fair Suite." It was Lalaville, conducting the World's Fair Symphony, who introduced the Grofe work at the Fair's opening day ceremonies.

The conductor is at work now in the label's New York studio, recording an album to be released in the near future.

Reprise Signs Sonny and Cher

BURBANK—Reprise Records has signed vocalists Sonny and Cher to an exclusive wax pact as a result of negotiations by the label's AR rep, Dinny Rossi. The first session to come out of the duo is "Walkin' The Dog" coupled with "Baby Don't Go.

London Artist Lauded In Congressional Record

NEW YORK—Composer-pianist Peggy Lipton, who recently testified before Congress, has been praised by Senator Margaret Chase Smith for her contribution toward better understanding among people of the world through music.

The artist's works have become a permanent part of the Congress of American Composers.

Last year, Mrs. Coolidge became the first American woman composer-pianist to appear in concert behind the iron curtain, having been invited by the Russian government. She has since been invited to play in Russia, Poland, Romania and Czechoslovakia. She recently broadcast around the world via the facilities of the Armed Forces Radio network and on the Voice of America.

Swan To Handle Filmmaker Records

PHILADELPHIA—Pianist, composer, recording artist, producer and one of the TV's hottest recordings, Swan Records will sign with Swan Records for national distribution. From now on, any product containing Swan will be distributed through Swan's distribution network and on the Voice of America.

Buddy Kaye To Europe

NEW YORK—Buddy Kaye, clarinet and tuba player for Brass Mail, will depart for Europe Oct. 1, for three weeks to visit London, Paris, Copenhagen and Stockholm. Before his departure, Kaye announced the opening of new publicity firms for release in Europe.

Kaye will also discuss the translation of his presentation into a new stage show with foreign composers. He has recently been approached by the firm with "All Died Out," "Seven Wonders" and "The Time of Our Lives.

Multi-Operation Stereo System From Capitol

Hollywood—The Command Performer's fully transistorized, multi-operation portable stereo phonograph, equipped with high quality components, priced to sell for $19.99, will be placed on the market this month, it was announced by Oris Beuchert, president of Capitol Records Distributing Corp.

Beuchert, who developed "The Command Performer" (Model SA 510), stressed that the concept, which prints stereo and monaural records, marks the first time that such a transmitter system has been offered in such a small, lightweight machine, has been introduced for the consumer.

"The idea came to me a year ago," said Beuchert. "My son tried to build the electric guitar. To play his guitar and his records he was forced to use several separate pieces of equipment. It seemed awkward to me. So I designed a compact package, and put everything into one unit. I incorporated a stereo phonograph, which he could plug into, along with the big bands; ear and phonograph which enabled him to turn the assembly up or down so he could practice at any time without disturbing the neighbors—or his parents!"

The solid state light-weight portable stereo phonograph and two silicon rectifiers, uses a Garrard AP-60 tone arm, an automatic changer with automatic positioning, a speaker with a rubber matted 1/4" turnover. It comes equipped with a balanced light-weight headshell, ceramic (feathered) cartridge and aluminum (plastic) stylus. It may be used with or without the aid of earphones or a suitable turntable to which musicians and singers because they can jack-in and perform along with a record.

Although its design makes it an ideal guitar amplifier, the "Electric Performer" can be used with almost anything. Not only can the phonograph, which sits on a stand, be used with a loud speaker or studio monitor, or a 10" or 12" stand-up speaker, or with an electronic pickup build-in pickup, crystal pickups, contact microphones.

The function switch is on the function switch which will electronic for the loudness control for the function switch which will electric for the loudness control for the function switch which will electronic for the loudness control for the function switch which will electronic for the loudness control for the function switch which will electronic for the loudness control.
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**COUNTRY TOP 50**

United Artists' hazy George Riddle is now on a long tour that takes him to Illinois, Indiana and winding up in California. By the latter part of October, he'll make a round of radio and TV appearances scheduled for him by Steve Robbins, west coast promoter.

As the result of a recent 17-County tour, Aver Woodrum of KKBK, Sacramento achieved such a high degree of penetration that it's calling itself the "One-Station Network for Northern California." The number of people residing within this 2,260,000 "loyalty of our listeners to the Country Western Sound is indeed gratifying," said Manning Slater, the station's general manager. They've celebrated its first five years of country programming on Oct. 1. It is also a basic affiliate of ABC Radio.

An agreement was recently concluded between Ray Brown of National Artists Attractions out of Memphis and Bob Neal of the Nashville talent stable where in the Neal Agency will represent several of the attractions that are handled exclusively by National. Among the artists now being offered by Neal in cooperation with National Artists are Jerry Lee Lewis, Charlie Rich, Gene Simmons and Bobby Wood.

Bonnie Owens and Merle Haggard, tallying recording artists, are currently making a name for themselves and can claim success with a first, "Between The Two Of Us," are now touring the west coast and enjoying new cuts everywhere with a huge turnout everywhere they go. Any platter spinners missed in the mailing can add their names to Tab's list by writing to the diskcy at P.O. Box 842, Bakersfield, California.

Gene Guthrie, program director of KKBK, El Paso, sends along word that Capitol's Neal Merritt has joined the outlet's announcing staff. In addition to his KKBK duties every day, the chanter will be appearing every Saturday night at El Paso's Hy Club.

Rendall Hayes has been signed by Southwestern Co., as an exclusive writer. Buddy Killen, executive veep of the publishing, says he also has

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**COUNTRY ROUND UP**

...is still going great guns in his neck of the woods with the weekends set up with Carl Smith and Hank Thompson on two separate weekends throughout the state and they did turn-away biz.

This week Billy Dale will sponsor the first appearance of Jim Reeves' Bluebearys.

Gabby Dale, who spins the goin country sounds on WCSR-Ridgeline, Michigan, sends out an urgent S.O.S. for new c&w singles. All decks should be sent to Gabby in care of the station.

The Shorty and Smokey Warren Show, consisting of Harvey Reynolds, Sonny Campbell, Toluhes Twins and Pettie Mae, recently left for one week to Bermuda, then a four week tour of France, Germany and Italy on Oct. 12. This will be their eleventh tour overseas entertaining U.S. military installations.

Rex Allen, fresh from a triumph at the Ar-Star-Bon Rodeo in Omaha last week, is prepping for a guest TV show shot on the WGN-Chicago Barn Dance Show. The outlet plans to kick off the show with the possibility of syndicating same.

Willie Nelson, whose latest release is "I Never Cried 'til You Left Me," is currently working a string of key one-nighters in Phoenix, Arizona.

Buck Owens and his Buckaroos are winding up a successful six-week tour with dates in Illinois, Missouri, Indiana, Ohio and the Jimmy Dean Show in New York before returning to their home in California.

Hal Smith infos that Kirk Har- nard's new Columbia release, "Little Teashouse In Yuhunaha" is getting lots of airplay. Plans are currently being finalized for a syndicated TV show that will be shown in some markets featuring the chanteur.

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**TIA LISA LYNN**

DeeJay's Copies Available

**TIA LISA LYNN**

Write: Jimmy Brogdon

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Oceanside, Calif.

Central Songs, Hollywood, Calif.

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the most dynamic distribution organization throughout Europe
Cash Box—October 3, 1964—International Sales

Top Ten LP’s

1. A Hard Day’s Night—The Beatles
2. The Rolling Stones—The Rolling Stones
3. Moonlight And Roses—Jim Reeves (RCA)
4. The Beatles & 16 Great Songs—The Beatles
5. Wonderful Life—Cliff Richard
6. Gentleman Jim—Jim Reeves (RCA)
7. Three Side Story—Soundtrack (CBS)
8. Faces Of Manfred Mann—Manfred Mann (HMV)
9. Nonsense—Elvis Presley
10. A Touch Of Velvet—Jim Reeves (RCA)

Top Ten EP’s

1. Five By Five—The Rolling Stone (Decca)
2. Tall Sally—The Beatles (Parlophone)
3. The Rolling Stones—The Rolling Stones (Decca)
4. Wonderful Life—Cliff Richard (Columbia)
5. It’s Over—Orloke (RCA)
6. Songs To Warm The Heart (Parlophone)
7. All My Loving—the Beatles (Parlophone)
8. Welcome To My World—Jim Reeves (RCA)
9. Songs To Warm The Heart
10. Songs To Warm The Heart

Canada (continued)

The outstanding hit maker, Lucille Starr will reportedly head the bill. RCA Victor has just issued a new label, RCA Canada, to deal with the country-oriented night spot, owned and operated by the CKO-Ottawa deejay has been of the blockbuster variety according to reports reaching CIQ.

The country charts under the Rocker label include "Lonesome" by Thomas, "Do You Wanna" by Bob Pett and a strong instrumental recording of "The Darrow Stomp" by the Nashville Arms. All of them are in the "Almost Chart" area and with a little exposure help will break the chart barrier.

Good C&W action noted on the latest Hickory release by Ernest Ashworth, "I Love To Dance With Anni," Side has been a pick and heavy air play item on Montreal’s C&W outlet, CPOX.

Hal Ross has been very happy these days over deejay reaction to the new by Decca of Dean Martin. Even though the spinner is future business with the jammer of a title, "The Anaheim Asuna Etc."

Nancy Wilson has another big winner in her newest single title, "I Wanna Be With You" is making it with rock jocks and good music programmers alike. Nancy is signed in Canada under the Tent label and is a hit both north and south of the border. Nancy’s recent "I Wanna Be With You" was the infection of a chart climber in short order. "His Lips Got In The Way" is getting some extensive play and the Decca boys are sailing signs of becoming a two-sided.

Jimmie Darin, P.D. at Winnipeg’s CKY, is another strong booster for your very Black from Vancouver. Jimmy has directed an unsolicited endorsement of "I'm Yours" by CKY "I think you are a great mister" and "I'm Yours" has been a solid item.

The Beatles are working the RCA boys on "I Wanna Be With You".

Absence Of A Beatle

Cash Box—October 3, 1964—International Sales

By all early indications it’ll be a rapid climb into the top ten for Elvis with RCA Victor newie, “Ain’t That Loving You Baby”, an RCA hit for Mike Dyer here. The Brownie is strong, but early trade touts seem to favor “Lovin’.” Either side, or both, it’s a smash pairing for Johnnie Ray.

His “Thinkin’ of You” fadeout, a RCA release, should be in the top ten in a few weeks. Mike Dyer again. His “Lonesome” fadeout is the first such arrangement entered into by RCA for the label in Canada. It’ll be in the top ten in a few weeks. RCA boys have a monster, “Stop Look And Listen,” a very commercial beat entry by Smokey Robinson. RCA just gave the nod to its Montrealean set up. It’s Robertson.”

Columbia in Canada will distribute a hot new master in Canada, produced by Paul White, a former member of the Cartef & the Spinners. It’s called “The Beatles” and features the group with some solid singing by the fine group. It could be a big seller, the set if sufficient exposure can be given it. The Beatles have been taking over the country charts.

The Beatles have been in the top chart for a little over a year and is the средне and the group are with the new group.

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The Beatles have been in the top chart for a little over a year and is the средне and the group are with the new group.
Top RCA. recording star Peter Nero on his first visit to Britain drew a great response at the BBC Empire Pool last night. He was accompanied by Desmond Jones on the horn and by Desmond Jones on behalf of RCA Victor, Nero confounded his admirers with a virtuoso performance on the specially hired Steinway, during his ten-day visit the pianist also gave several impromptu recitals. Nero later went to Belfast to play with Percy Faith.

Cash Box

Tos Pye

GREAT BRITAIN

Novelty, disk releases have just started to flow in and on this subject Georges Bounia seems to be a very happy man. He has just released a single for the British Columbia's company which is to be available in the near future.

One of the first 45s to be issued by Enrico Macias is "C'Est Triste" which has been on sale since November 23. The song is a hit in the French-speaking world and has been recorded in Spanish by the singer Eduardo Conde.

Another new release from George Bounia is "Tout Donner" which has been only a few weeks on sale. The record is a big hit in France and has been sold over 50,000 copies.

Cash Box

FRANCE

Two youngsters who seem to be breaking through are Joseyline with her rendering of "Le Dimanche Et Le Jeudi" and Thierry Vincent, a young chap who has caught the attention of many young girls with his hit "Je Ne Parle Pas L'Acheter." On the CBS label we have Kenny Rankin singing "Longtemps, Longtemps." We also add R. J. Debut to the ABC label with "Je Doigt De L'enfant." After his triumphal success at the Rose D'Or De La Chanson Francaise, Debut is out today with his new hit "Un Palais." Another youngster, Eric Le Mans has "Toi Promis" and "Ferida." Still with the Americans, this time Nat King Cole is out with "Don't Forget" and "A Little Voice" is Dean Martin's new single.

Cash Box

SUBSCRIPTION TO CASH BOX

S$0 FIRST CLASS—$45 AIR MAIL

London—The Newbeats, who are currently riding high with their Hickory deck of "Bread And Butter," were recently feted in London with a cocktail party sponsored jointly by the local offices of Decca, EMI and Polydor. Standing (left to right) at the reception in the above picture are Jim McConnell, the group’s manager, Peter Knight, Jr., Faye’s international manager, Mike, Larry and Dean (the Newbeats). Ma Thompson, exploitation manager for the Auva-Rose office and Nick Firth, the publicity general manager.

Newbeats Feted In Blighty

GREAT BRITAIN

Top RCA, recording star Peter Nero on his first visit to Britain drew a great response at the BBC Empire Pool last night. He was accompanied by Desmond Jones on the horn and by Desmond Jones on behalf of RCA Victor, Nero confounded his admirers with a virtuoso performance on the specially hired Steinway, during his ten-day visit the pianist also gave several impromptu recitals. Nero later went to Belfast to play with Percy Faith.

Cash Box

Tos Pye

GREAT BRITAIN

Novelty, disk releases have just started to flow in and on this subject Georges Bounia seems to be a very happy man. He has just released a single for the British Columbia's company which is to be available in the near future.

One of the first 45s to be issued by Enrico Macias is "C'Est Triste" which has been on sale since November 23. The song is a hit in the French-speaking world and has been recorded in Spanish by the singer Eduardo Conde.

Another new release from George Bounia is "Tout Donner" which has been only a few weeks on sale. The record is a big hit in France and has been sold over 50,000 copies.

Cash Box

FRANCE

Two youngsters who seem to be breaking through are Joseyline with her rendering of "Le Dimanche Et Le Jeudi" and Thierry Vincent, a young chap who has caught the attention of many young girls with his hit "Je Ne Parle Pas L'Acheter." On the CBS label we have Kenny Rankin singing "Longtemps, Longtemps." We also add R. J. Debut to the ABC label with "Je Doigt De L'enfant." After his triumphal success at the Rose D'Or De La Chanson Francaise, Debut is out today with his new hit "Un Palais." Another youngster, Eric Le Mans has "Toi Promis" and "Ferida." Still with the Americans, this time Nat King Cole is out with "Don't Forget" and "A Little Voice" is Dean Martin’s new single.

Cash Box

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London—The Newbeats, who are currently riding high with their Hickory deck of "Bread And Butter," were recently feted in London with a cocktail party sponsored jointly by the local offices of Decca, EMI and Polydor. Standing (left to right) at the reception in the above picture are Jim McConnell, the group’s manager, Peter Knight, Jr., Faye’s international manager, Mike, Larry and Dean (the Newbeats). Ma Thompson, exploitation manager for the Auva-Rose office and Nick Firth, the publicity general manager.

Newbeats Feted In Blighty
DENMARK

New sheet music from Wilhelm Hansen, Music Forlag, includes "Row, Row, Row" with Danish lyrics (Ro, ro ro) by Mogens Dam, "Hjertenes trest," a local song composed by Otto Linton of the latter two referring to the future name of the two companies. Manager of the record dept. at Siemens is Sverre Dahl and Sigurd Johansen is manager of Den Norge A/S. The latter company states that Otte Nilssen and Princess Anne-Marie of Denmark have released "Whadday Put In That Kind?" and Reg Connolly, M. F. A. 99, has published "Show Me Those Danish nails" (Nu er der en der skal hjem) by Mogens Dam. The latter two publishing houses are distributing through Wilhelm Hansen.

NORWAY

There'll be some changes in record biz in Norway Oct. 1 when A/S Nord-Disc is leaving Arne Bendiksen A/S and joins Siemens Norge A/S. The latter company will change name, or more correctly, the record dept. at Siemens will join Nord-Disc A/S and become the only company in the latter two referring to the future name of the two companies. Manager of the record dept. at Siemens is Sverre Dahl and Sigurd Johansen is manager of Den Norge A/S. The latter company states that Otte Nilssen and Princess Anne-Marie of Denmark have released "Whadday Put In That Kind?" and Reg Connolly, M. F. A. 99, has published "Show Me Those Danish nails" (Nu er der en der skal hjem) by Mogens Dam. The latter two publishing houses are distributing through Wilhelm Hansen.

Jørn Fr. Elletsen, head of recently started Jørn Fr. Elletsen A/S told Cash Box that his company is one of the busiest in Norway. Since last May, there have been five and one half EPs released on the label, and Kristine Toner, the latter specializing in religious music. He has already had his first week's sales. The label is a part of Studios A/S, a success of "Today's Teardrops," which was on the charts for four weeks. At the moment, the company is specializing on its local production, but of course, the company is looking for foreign material, too. Elletsen said that he has in fact signed his first foreign contract with American label Crescendo, from which there will be singles released. Danish singer Birthe Wilke has also signed a contract with Troll, where she will do some recordings in Norwegian.

New on the charts this week are "Have I The Right?" with The Honeycombs by Johnnie Ray, "The Wild One" by Bill Haley & His Comets, and "What Can I Say To You" by Nils Bjørke.

Rolf Syversen of Iversen & Frogf A/S (EMI in Norway) told Cash Box that it was very promising to note that sales are going up almost everywhere with a lot of advertising done to the last weeks. It seems to be a general trend in Norway, Syversen said, and the fact that EMI has been particularly happy with The Beatles. Norway, he said, in other parts of Europe, is the only company in the world doing a great deal of the promoting. Syversen also mentioned the release of Norwegian recordings in the United States, among others, Capitol has released one LP with four songs and two more coming. A recent release from Iversen & Frogf A/S can be mentioned an EP with the Norwegian group "Arnesjer/" The Balalaika Orchestra celebrates its 45th Anniversary this year.

Arne Bendiksen, head of Arne Bendiksen A/S now in Germany on a promotion campaign for the recent Wenche Myhre who just has done her first German record for Polydor.

Rolv Wenseland, manager of the record dept. at Arne Bendiksen A/S told Cash Box that the strike among musicians against participation in recording sessions continues and there is little hope seen in the situation. It might not continue for another six months. The problem circles around money, with the musicians asking for higher payments for participating at recording sessions. The situation is good and bad, maybe more for the musicians themselves. While the situation is not very hopeful, the strike enforced the record companies to do more recordings with those numerous small so called township groups, who were not organized in the Musicians Union. This has started to shift the market from an adults to market to a teenagers' market.

Norsk Konserbdirigens A/S, a part of Arne Bendiksen A/S, is working hard to give more attention to the market. They have been more active in the future interest in the company to Norway. Cash Box was told. At the end of September and beginning of October companies are going to have an important meeting which is of great importance for Norway with a package show including The Singing Blue Jeans, Wenche Myhre, Ray Adams, The Cool Cats, and Arne Bendiksen. The national groups, the Searchers are contracted for a tour between December 3 and 13, while "Stop The World, I Want To Take Off." With Rolf Just Nielsen in the leading role. A/S Nera has released the RCA Victor recordings with Jan Malmoe and Anna Sundquist made last year when the musical was playing in Stockholm, Sweden.

Per Kilde is the new A & M man at Norsk Phonogram A/S, replacing Roiv Wenseland who left the company for Arne Bendiksen A/S Sept. 1. The company, headed by Haakon Tretten, handles Philips, Fontana and several other labels in Norway.

At a recent private gathering of some leading record company executives, the subject of low-priced imported albums was discussed at length. It seems quite staggeringly that RCA Victor is fully involved in this, selling direct to dealers at between 60 cents and one dollar each, this is about one quarter of the dealer price of regular albums, being banned and being sold at this price. It would be in the interests of the record industry if all interested parties could hold a thorough examination of all aspects of these low-priced imports before the situation worsen. He suggested that the local manufacturer finds himself with a factory full of presses for which he cannot find work. CB believes it is a ridiculous situation for record companies to wait until these low priced imported packages really flood the market before deciding on some definite action. There are seven avenues of investigation open to the trade and advantage should taken of them now.

It seems we goofed in the column a couple of weeks ago when we said that the "Bali" lives record company's "Shells," released by Festival, Australia, a first version of the song to be issued in Australia. Our thanks to our friends at Station SAD in Adelaide for pointing out that the "Shulls" & Ed & "He" and "Shells," on the Vocalion label, was out several weeks before the "Bali" lives release.

New West is the general manager of APRA, recently announced a change in the chairmanship of APRA Board of Directors. George S. Cooper replaces Ernest Lashmar, who was a former director of APRA, for the past twenty-eight years. Lashmar is still active with Chappell & Co. Ltd. and that firm's new director on the APRA board is W. B. Ahmed, prominent director of the publishing firm of Boosey & Hawkes (Australia) Pty. Ltd. He has been a member of APRA Board continuously for twenty-eight years and has been in many important positions during that term in various aspects of the music industry. Cooper was the original chairman of the APRA Music Foundation Fund which came into existence in 1964 and only relinquished that position to Professor Lindley Evans who was appointed to succeed him. The trade offers congratulations to Mr. Cooper on his appointment. "We are very pleased that the "Shulls," on the Vocalion label, has given to his big new show which commences it's Australia-New Zealand tour, Dunedin (N.Z.) on 25th September and winds up in Perth (Western Australia on November 17th)." Ed in Artistic and Publicity.

Shannon, Ed Kane and New Zealand artist Dinah Lee. 

An important development is that RCA Victor for the first time in two years has released a new show which commences it's Australia-New Zealand tour, Dunedin (N.Z.) on 25th September and winds up in Perth (Western Australia on November 17th)." Ed in Artistic and Publicity.

The stage production of "Carnello," now being played on stage is being released on the film version of "My Fair Lady," Scheduled in their next batch singles is the Andy Williams single (on CBS) of "On The Street Where You Live." Reuter-Ed in Artistic.

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**Cash Box**

**TOP 100 LABELS**

- **Gerry**
- **Herman**
- **Like a Rollin' Stone**
- **Spanish Harlem**
- **Walking in the Rain**
- **The Eyes of Love**
- **I Can't Help Myself**
- **The Loco-Motion**
- **The Loco-Motion (Part II)**
- **The Loco-Motion (Part II)**

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**GERMANY**

The German record industry has released their sales figures for the first half of 1964 and they show that the singles record angle once again took a beating to the "time of 75% decrease in sales." LP sales rose once again and went past the 700,000 mark in sales. That means that 16.6% of all new musicals were sold from 45 million to 5.5 million for the first half of this year. That is an increase of 15.6% over last year, 20.4% of all records were sold during this period. This year 19.5% were headed for export. Import has decreased from 800,000 to 670,000 records, a decrease of 24.4%. That is a picture of the first half year's business in Germany today.

General Manager Leif Kraul of Metronome Records is now a partner in the firm as of September 1, this year. Kraul made the announcement at the same time as he reported that the firm had 23% of all the single sales in Germany for July. The firm has its biggest hit in the history of Metronome with "The Love Song." During the last 11 months which it pushed past the 700,000 mark in sales. Right now the firm heads the charts with "Das Wonder" from Ottmar Loisel. Kraul notes that the annual sales hopes have been for the 1965, 000 mark. "Non Ho L'Etta" from Gigliola Cinquetti did over 300,000 records, the other festival number for the firm "Junge Mann Mit Roten Rosen" by Botrice also has passed the annual mark. It also sells us that his firm also held down the same percent of sales for August. These remarkable figures for a minor label show the power of the small company in Germany today.

Phillips Records reports that Leslie Gore is in Germany for TV appearances and at the same time as he registered a hit in the United States with "It's My Party." The firm registered a hit in the United States with "It's My Party." The firm that registered a hit in the United States with "It's My Party." The firm that registered a hit in the United States with "It's My Party."

**Yorkshire's Best Sellers**

This Week:
- **Top 20**
- **Top 25**
- **Top 50**
- **Top 100**

This Month:
- **Top 20**
- **Top 25**
- **Top 50**
- **Top 100**

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**Sweden's Best Sellers**

This Week:
- **Top 20**
- **Top 25**
- **Top 50**
- **Top 100**

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Winner of the Neapolitan Festival in the tune, “Tu Si 'Na Cosa Grande” penned by Domenico Modugno. Modugno returns suddenly on the hit scene, both as a composer and singer. He had as first-rate partner on the Neapolitan scene in this Ricchiardi's Ornella Yaron, who gave him a strong help to bring the song to victory. The song is published by Curci Publishing Group. The song has been accepted by the U.S. by the Big 3 publishers which also published Modugno’s “Volare” song.

Presently we don't know if there is a reaction on the Italian market for the two records, or if there will be another one. Else (Domenico Modugno on Fonit-Cetra) but we must point out for the three nights of the Neapolitan contest, the event was followed with close interest by the Italian public.

As we had the occasion to report in recent columns the production presented this year on the stage of the Neapolitan Festival was held on a very high level. As happens every year, the San Remo contest, the Naples production was organized by impresario Gianni Rovera, who received full cooperation on part of the industry. This strong help on the three Nights spotlight on television assured the commercial success of the Naples event.

If only one of the 24 songs presented will have a reaction on the market the Festival is held on a high level, 50 nights away from the second music light in Italy (the second after San Remo. Perhaps “Tu Si 'Na Cosa Grande” winner of the Festival, will have the power to reach the top of our best-selling list.

From Rome we received the news that Giuseppe Orsato, General Manager of RCA Italy was also appointed Managing Director of the Company. Our congratulations to Mr. Orsato.

Still on RCA we received the list of the participants to the RCA meeting of the A&R managers of the Spanish-speaking countries associations. As we reported the meeting is held in Rome from Sept. 21-25. The names of the guests were as follows: For Argentina, A&R Manager De Aba of RCA Victor Argentina; P. Rocca, A&R Manager of RCA Elettronica Brasileira; D. Reid, General Manager of RCA Eletronica Brasil; B. L. Goodwin, A&R Manager of RCA Victor Argentina; M. R. Conde, Manager Special Projects of RCA Victor Mexico; G. Caram, General Manager of RCA Victor Mexico; R. Di Chiara, Manager of RCA Espanola; R. Villasmi, Manager Record Dept. of RCA De Venezuela, and L. Costiellone, Manager Publishing Dept. of RCA Victor Venezuala.

Chairman of RCA Italy, L. Costelli is an Italian international, who especially came over from New York. Other personalities present at the meeting included: B. E. Danne, Liberty Manager Foreign Record Sales of RCA Victor in New York, E. J. Daley, VP of RCA International of New York, and also from New York. Dario Soria, VP of RCA Victor.

We wish to point out an interesting step by CGD Internazionale which constitutes a major change into record market. Every record sold by CGD Internazionale is now accompanied by a record card which serves as a “questionnaire”. Buyers are invited to reply to the following inquiries: (a) What single music world is most popular in your country? (b) What are your comments on this record? (c) Why you decided to buy this record? (d) Is it a regular or a special order? (e) Because (it was suggested by a friend, because it was recommended by the press, it's a gift). Other inquiries put on the CGD card concern reports about new singers and so on. CGD received back 10,000 of these cards fully completed, and as Joe Giannini reported, the results of this survey is interesting and represents a big help in understanding the nature of the record market. As a matter of fact, it seems that a lot of buyers said they buy records on suggestion of their friends.

In news about Phonogram activity in Italy. Under the title “Olympia '64” Phonogram issued an LP album containing a living performance by Johnny Hallyday at the Olympia Music Hall in Paris. The record is released on the Philips label.

Didi Balloni, is the young songstress who was spotlighted at the Venice contest last year. She already had an album disk containing the number she sang at the contest: “Con Tanto Affetto” (published by Bider, and issued under the Bider's label, Editi) backed with a surf-beat item tagged “Unico”. The album was published by the phonogram of Italy, and the phonogram’s line editor wrote “Songs Around The World.” They invited to perform on the stage of the Contest some of the top International stars: Marlene Dietrich, Shirley Rassier, Gilbert Garcin, Amalia Rodriguez, Carmen Sevilla, Domenico Modugno, Dionne Warwick, and a newcomer, Tiny Yong, who was recently pacted to RCA.

Mario Pannani Rosati and his family wish to thank all their friends all over the world for the many messages of sympathy following their recent bereave.

**Italy's Best Sellers**

**This Last Week**

1. Henry Mancini Da Da: Gians Morandi/RCA Published by RCA Italiana.
2. 2 The Problem Ande: Adriano Calefano/Centran Publishing Co.
3. 3 Ti Rinzingho Pechi: Michele/RCA Published by RCA Italiana.
4. 4 Eravamo Amici: Dino/RCA Published by RCA Italiana.
5. 5 Scarramis: John Foster/Phonogram Published by Leonard.
6. 6 Can: Richard Anthony/Philips Published by RCA Italiana.
7. 7 Angelita Di Andis: Mertes/Shard/Phonogram Published by Leonardi.
8. 8 E' L'Uomo Per Me: Mina/RCA Published by Connelly.
9. 9 Elle Sera: Eduardo Vialae/RCA Published by Leonardi.
10. 10 Quella Cita: Gino Catone/RCA Published by Philips.

**Italy's Original Italian Titles**


On Monday 14th September last many Dutch dealers were present at the Bovema-Convention of the Netherlands Phonogram (RCA Bovema) and it was an honor on this occasion were. A.M. J. N. L. Dines, Mr. and Mrs. White of London E.B. of London, Mr. Roy Spencer (Tony Spencer Ltd.), Mr. KLM by this Air Company’s Director of Public Relations Mr. R. Worels during the swimming-pool luncheon. The keynote of which was "Attitude and which was the bearing the title "With A Record Around The World"—started with solo dances by members of the Dutch Dance Theatre, thus presenting the program. In the evening a special tribute to harpsichordist Muriel Smit-Sibinga, winning the Edison Award the year before, was presented. The evening program included a psychadelic performance of the unique Louis Davids-albums, featuring more than 25 songs by this legendary star in Dutch cabaret-history. Columbia presented its Victory Silverette-single-year book "Merry Christmas From Amsterdam-Bovema-Day 1964.

**Phonogram's 18th Dealers’ Day: Stress on LP-Series**

The Dutch record-dealers combined entertainment and business on Sept. 21st at the Hotel "Dorahaven" in Den Haag. At this Phonogram's "Sign-Up" party albums were abroad invited, as well as editors from the leading musical magazines in this country. Among the special foreign guests we noticed W. W. Townshend (EMI Amsterdam), J. Vergeen (Philips Amsterdam), Jack Boyce (classical-label-manager for Decca) and S. A. Beecher Steven (Columbia Amsterdam). The special greetings were given by Mr. R. McKuen, Inca Marina, Chad & Jeremy, Adamo, Wout Stenhuis, Peter at Gordon, Shirley, Freedy and the Dreamers and, as an impressive highlight, the Freny single-guided on Ebo Hidalgo’s record deer, got among winter orders received, fantastic prizes were awarded, such as airtrips to Tokyo, London and New York, and a swimming-pool excursion to Bovema-Bayday.

**Bovema's 18th Dealers' Day: Stress on LP-Series**

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High-light of the day was the personal appearance of the South-American born master pianist Claudio Arrau, Arrau, contracted by Philips, has recorded the complete Beethoven Piano Sonatas on Philips and to the musical public is considered as the top of his performance. As an additional attraction in this exceptional series Miss Hedy Lamarr, the lady known to the musical public can enjoy both a most favorable shortage on the possible price to pay in three installments, if filling out and signing this order form available with dealers.

**Stress on LP-Series**

Philips’ new record-series 1964-1965 opened with a very definite step on September 14th, when a 12-inch LP had been put on sale under the title "Modern Italian Artists". The LP-records are with gold imprinting and a new kind of packaging in elastic cover. The first LP-series was presented at the "Feest van de Muziek" with a concert at the Sportbaan Philharmonie by the London Symphony, the very last recording of Pierre Monteux. At the much cheaper priced "Concert Series" (Philips and Decca) met with enthusiasm, featured a Gerald Souzay Recital, a Female Choral, a Beethoven Choir, a Zingende Rooms of Amsterdam, a Vienna Promenade Concert with a young singer of the scene, Maria Callas. The Philips series consists of six LP-albums, in presentations with drawings and etching by Rembrandt. Another introduction that met with long applause was the Decca’s "Rhapsody in Blue". In this series were included, the Netherlands Philharmonic Orchestra under Bernard Haitink! The splendid album (mono and stereo pressing) was obtained in a few minutes and the public can enjoy both a most favorable shortage on the possible price to pay in three installments, if filling out and signing this order form available with dealers.

**Holland's Best Sellers**

**This Last Week**

1. A Hard Day's Night (Beatles/Parlophone) (Leeds Holland/Basart/Amsterdam).
2. It's All Over Now (Rolling Stones/Decca) (Leeds Holland/Basart/Amsterdam).
4. On The Beach (Cliff Richard/Amsterdam) (Basart/Amsterdam).
5. The House Of The Rising Sun (Animals/Columbia) (Basart/Amsterdam).
7. I Love You Lively (Geoffrey Oke/Decca) (Basart/Amsterdam).
8. Do Wah Diddy (Manned Mann/HMV) (Basart/Amsterdam).
9. I Won't Forget You (Jim Reeves/RCA) (Altona/Amsterdam).
Two weeks ago, Cash Box printed in this column a comment regarding independent producers in Argentina. Now, it has been announced that Phonograna has signed a contract with Ricardo Mejía, owner of the RM label and leading manager of the LA TV System, Calle Montevideo, 1600, Montevideo, Uruguay. As a result, RM, which has been an important label in this area. As we noted in that article, several musicians and arrangers will also participate in this new label, which, we believe, will be the first association between one of them and a major label.

During the last week, the reissue of three Frank Zappa albums, "Freak Out," "The Mother of Invention," and "Apostrophe," was released in Argentina. Also, Johnny Debo, besides in Chile and Peru, there will be strong promotion around Chico Miranda, Lalo Fransen and several more. Several artists will fly to Argentina, which has been visited just a few weeks. Others, will go to Brazil with the same purpose. On the other side, Brazilian artists like Pêro Milani, Rico Couvee, and Johnny Todeco besides, in Chile and Peru, there will be strong promotion around Chico Miranda, Lalo Fransen and several more. Several artists will fly to Argentina, which has been visited just a few weeks. Others, will go to Brazil with the same purpose. On the other side, Brazilian artists like Pêro Milani, Rico Couvee, and Johnny Todeco besides, in Chile and Peru, there will be strong promotion around Chico Miranda, Lalo Fransen and several more. Several artists will fly to Argentina, which has been visited just a few weeks. Others, will go to Brazil with the same purpose. On the other side, Brazilian artists like Pêro Milani, Rico Couvee, and Johnny Todeco besides, in Chile and Peru, there will be strong promotion around Chico Miranda, Lalo Fransen and several more. Several artists will fly to Argentina, which has been visited just a few weeks. Others, will go to Brazil with the same purpose. On the other side, Brazilian artists like Pêro Milani, Rico Couvee, and Johnny Todeco besides, in Chile and Peru, there will be strong promotion around Chico Miranda, Lalo Fransen and several more. Several artists will fly to Argentina, which has been visited just a few weeks. Others, will go to Brazil with the same purpose. On the other side, Brazilian artists like Pêro Milani, Rico Couvee, and Johnny Todeco besides, in Chile and Peru, there will be strong promotion around Chico Miranda, Lalo Fransen and several more. Several artists will fly to Argentina, which has been visited just a few weeks. Others, will go to Brazil with the same purpose. On the other side, Brazilian artists like Pêro Milani, Rico Couvee, and Johnny Todeco besides, in Chile and Peru, there will be strong promotion around Chico Miranda, Lalo Fransen and several more. Several artists will fly to Argentina, which has been visited just a few weeks. Others, will go to Brazil with the same purpose. On the other side, Brazilian artists like Pêro Milani, Rico Couvee, and Johnny Todeco besides, in Chile and Peru, there will be strong promotion around Chico Miranda, Lalo Fransen and several more. Several artists will fly to Argentina, which has been visited just a few weeks. Others, will go to Brazil with the same purpose. On the other side, Brazilian artists like Pêro Milani, Rico Couvee, and Johnny Todeco besides, in Chile and Peru, there will be strong promotion around Chico Miranda, Lalo Fransen and several more. Several artists will fly to Argentina, which has been visited just a few weeks. Others, will go to Brazil with the same purpose. On the other side, Brazilian artists like Pêro Milani, Rico Couvee, and Johnny Todeco besides, in Chile and Peru, there will be strong promotion around Chico Miranda, Lalo Fransen and several more. Several artists will fly to Argentina, which has been visited just a few weeks. Others, will go to Brazil with the same purpose. On the other side, Brazilian artists like Pêro Milani, Rico Couvee, and Johnny Todeco besides, in Chile and Peru, there will be strong promotion around Chico Miranda, Lalo Fransen and several more. Several artists will fly to Argentina, which has been visited just a few weeks. Others, will go to Brazil with the same purpose. On the other side, Brazilian artists like Pêro Milani, Rico Couvee, and Johnny Todeco besides, in Chile and Peru, there will be strong promotion around Chico Miranda, Lalo Fransen and several more. Several artists will fly to Argentina, which has been visited just a few weeks. Others, will go to Brazil with the same purpose. On the other side, Brazilian artists like Pêro Milani, Rico Couvee, and Johnny Todeco besides, in Chile and Peru, there will be strong promotion around Chico Miranda, Lalo Fransen and several more. Several artists will fly to Argentina, which has been visited just a few weeks. Others, will go to Brazil with the same purpose. On the other side, Brazilian artists like Pêro Milan...
a thrilling new cascade of sound!

new

Seeburg's great 3-Way Audio feature! Biggest jump ahead in sound since Seeburg gave the industry stereo in 1959. Six speakers pour out a lavish cascade of stereo sound. Look at the picture below: two super hi-fi tweeters and two big middle-voice ellipticals at the top; two brilliant 12-inch bass speakers at the bottom. Never before has there been a phonograph sound like this. Does that make you wonder about this new LP Console/480? Ask any operator who has one on location.

new

Seeburg has the industry's only complete Income Totalizer

new

Sensational money-making feature! Seeburg's new Spotlighted Album Award*—proved in locations to earn more money for operators and locations than any other phonograph ever manufactured in the history of the industry. You have to see this to appreciate what it can mean to you. Check your Seeburg Distributor. THEN . . . ask any operator who has the new Seeburg on location. Around the clock, this one's always working to make money for you!

*Patent Pending.
When the National Association of Concessionaires Convention opens on Monday, September 28, vending machine manufacturers will begin a week of selling to an industry which accounts for a goodly portion of equipment sales over the year. Last month these same manufacturers left the Coliseum in New York after pitching laundry and dry cleaning operators on the merits of vending machines and bill changers. Having just returned from Texas following the tobacco distributors convention in Houston, the exhibitors will have hardly caught their collective breath when the MOA and NAMA Conventions will be upon them.

Even if they skip several smaller conventions which take place following the major Chicago trade shows, each one will more than likely find it necessary to take part in the bottling show in Atlantic City in early October. NAMA holds its west coast convention two weeks later and it is doubtful if at least one more convention won't pop up between then and Christmas. That's a lot of road work, and a lot of selling, but it is all evidently very necessary in order to cover the ever-growing field of machine buyers.

Distributors, for the most part, follow the lead of the manufacturer and when the meeting or convention is held in their territory, they usually back up the promotion and selling with individual contact on a local level.

But what of the operator? Is he to sit back and await the leads which may come about from such exposure? We think not.

Too many operators allocate too little time for location contact in search of new business. Perhaps coin machine operators can take the cue from many vending operators who solicit new business periodically with sales letters and brochures and circulars outlining the equipment available for specific locations. Not only can the operator, in this way, represent himself as the company serving business with factory equipment exactly as outlined in accompanying literature, but he can step into an industrial plant, laundromat, or theater operation owned by people who more than likely were contacted by the aforementioned factories at various shows. Music ops are pretty much in a saturated situation, but these same firms are now in cigarettes, candy and refreshment vending. In addition, there's the novelty amusement machine that fits into industrial game rooms, and similar locations not considered standard outlets.

There are always methods in which new business can be attained if the operator seeks it out. Too many coinmen rely heavily on the new address, the new location, the change in ownership, to spot the new location opportunity. More effort should be exerted if the lost location is to be replaced, and if a route is to grow.
Rock-Ola Unveils New Phono Model
Before East Coast Distribrs At Meet

Begin Regional Distrib
Meets in New York City

**Heading For N. Orleans, San Francisco & Chicago**

CHICAGO—Rock-Ola Manufacturing Corporation, in its usual manner, opened the 1966 regional meetings on a series of regional introductory showings this past week to acquaint the firm's phonograph distributors in this country and in Canada with a new line of coin-operated automatic phonographs, which is due for release to the trade shortly. The Rock-Ola sales group was headed by Edward G. Doris, executive vice president.

The itinerary was kicked off Thurs-
day, September 24, in the Summit Hotel in New York City. From there the Rock-Ola group emplaned to New

**Kaye To Premier New ‘Eldorado’ Shuffleboard Line At MOA Show**

BROOKLYN, N.Y.—Irving Kaye, president of the Irving Kaye Co., Inc., announced last week that his company will be unveiling a brand new shuffleboard line at the MOA Trade Show and Convention, to be held Oct. 14-16 in Chicago. The new line, to be called the ‘Eldorado’ shuffleboard series, will be Kaye’s entry into this area of the coin business, and will shortly be available to opera-
tors through the company’s author-
ized distributors.

Kaye described the design of his new shuffleboards as “contemporary and modern styling.” The game will come in all the popular sizes, 16”, 18”, 20” and the most popular 22” model—and featuring pin gate control and direct fluorescent lighting provided by four B lamps placed down the rails of the board. Other features of the ‘Eldorado’ shuffleboard include recessed scoring buttons, rock map-

tilaminated board construction and a frame格尔—all in the ‘classic Kaye style’. The entire scoring mechanism of the game will be contained in the ‘final’ Kaye advised, with the exception of the coin acceptor which will be located on the front of the machine. The scoring mechanism is being manufac-

tured by Bally, of Chicago, of which Kaye is an interested partner. The game will be assembled in Chicago and marketed through Kaye’s regular network of distributors from the two company’s plants in Chicago and New

**Montooth Calls Illinois Ops To Oct. 14th Meet**

**Annual Elections To Take Place**

CHICAGO—Lee Montooth, head of Montooth Music Company, in Chicago, Illinois; and president of the Illinois Coin Machine Operators’ Association (ICMOA) in a statement to the press last week urged all members and prospective members of the Illinois operators’ organization to attend the general meeting scheduled at the Sherman House Hotel on Wednesday, October 14, as part of the up-

coming MOA Convention.

He stated that the annual election of officers will be held during this important meeting, as follows:

“All members,” he added, “should have a voice and a hand in the selec-
tion of the men that will make things in 1967. This is not only their privilege, but responsibility as well.

“We urge all members to submit all recom-

mendations and suggestions they may have to help in strengthening and improving our statewide association.”

Orleans for the second regional show-
ing, at the Florida Orlando Hotel, on Monday, September 28.

The new stop will be the Mark Hopkins Hotel in San Francisco, on Thursday, October 1. Then the Rock-

Ola entourage departs for the home base in Chicago, where the midwestern and southern Rock-Ola distributors will view the new product for the first time. The regional showing will be held on Monday, October 5, in the Water Tower Inn.

Previously the Canadian distribu-
tors who handle Rock-Ola lines usually came to Chicago for the showings.

This year, Doris revealed, the Rock-

Ola company will be showcasing a new machine on Saturday, October 10, in the Royal York Hotel in Toronto, Ontario, Canada.

**West Virginia Ops Elect Wallace, Pres., Discuss Sales Tax On Vending Sales**

**Tax Expert, MOA’s Granger, NAMA’s Funk Addresses Ops**

HUNTINGTON, WEST VA.—The West Virginia Music Operators Association elected John "Red" Wallace to the Presidency of the association here this week (Sept. 10). Three of the operators in the State celebrated the Twenty-fifth Anniversary of their association.

Highlight of the meeting was a talk delivered by Mr. A. Bunn, Di-

tector of Consumer Sales, Coin & Electric Machine Operators of the State of West Virginia. At the mo-

tion of the operators in the State pay a sales tax which amounts to 11.5% on all sales, but said present 16 tax on a ten-cent vend. The sales tax is scaled to begin at six cents, with the idea that the same rate for vending ops, the Association is working toward a sales tax scale which would begin at 16, thereby alleviating single ten-cent purchases for a tax per vend.

Bunn advised the operators that while the State is studying the present tax rate, he would take a "neutral position" insofar as Association presentation of a new tax plan is concerned.

In a talk on "The Phonograph," Funk, Legislative Counsel for NAMA told the audience of about 100 guests that the tax lease of 1966 to put an end to

Japanese Firm Producing 50-Selection Juke Box

TOKYO—The ‘Les 3000’, a new 50-

selection coin operated phonograph, is now being produced by the Les Company, Ltd. Here at present, the manufacturer has now plans to ex-

port the machine, saying that the ‘Les 3000’ is the first "all in one" machine and strictly for domestic dis-

tribution.

The juke box is "ultra modern looking" in design, officials at Les have stated, and offers a specially designed surface to harmonize with any location surroundings. The officials further advised that the application of many new technological ideas plus the fact that the machine is magnetically driven, makes the phonograph "exceedingly durable and aurally trouble free."

Included among the ‘Les 3000’ features are its ability to become a "background music" system, the operation of a change-over switch, a troubleshooting recording by a convenient front glass window and efficient record selection and ease of record cleaning and record change.

The Ron 3000 employs an 8-tran-

sform adjustable output with a 10,000 ohm distorted output and a two-way speaker. Featuring a crystal-
type pickup and diamond needle, the manufacturers claim will maintain a superior sound quality for an extra long period of time.

ATTENTION OLDTIMERS

Second Coinbiz Yets’ Affair To Be Held At MOA

MIAMI—Willie Blatt, of the Suprene Distributors, Inc., here, is calling upon everyone who has been actively involved in the coin engaged machine business —15 years or more, or who is now retired from this endeavor, to attend the second annual get-together of the ‘CHI Deans Club’, to be held in Chi-

cago at the time of the MOA. Last year’s get-together of coin biz old timers was well advised, and with this year’s plan for larger and preparation, he expects we will have a much larger attendance at this affair, to be either a breakfast or a luncheon depending upon the majority preference, will cost $7.50 per person, and Blatt urges a few to attend, to get their check addressed to him personally at his office, off as promptly as possible.

You could never match the fun that you will have for such a low to anywhere or anywhere else, Blatt at-

tends, adding, “Don’t be sorry; con-

out and see!”

JOHN (RED) WALLACE

the unequal treatment of vending opera-
tors—would be an even greater gain than the previous success of defeating of a per-machine tax here last year. "Although it is fact that only the vending machines pay 10% of his gross on sales," said Funk. Out of the States which impose a sales tax, a few states provide for relief on sales made through vending machines. Funk suggested, as an example, sales tax on total sales, as a solu-
tion to the problem. Funk promised the Association total NAMA support.

MOA Managing Director, Fred Granger read a Progress Report, to the operators and pitched for greater MOA membership and attendance at the MOA Convention Oct. 14-15.

Other officers newly elected to part-

include: J. (Bud) Hunt, 1st Vice-


Joe Hunt was named a lifetime honorary member of the Association.

Exhibitors included: Allen Vending (Robert Nolan); Atlantic Coin (Sheeber); Coin Distributors (Wurlitzer); Roanoke Vending Equipment (Cass); Southeastern Vending Co. (Walter Polo Game); Prentiss & York (U.S. Billiards, Inc., Represented by manufacturer Art Daddio; and Ca-

dria Dry. 
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for the 14th annual

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OCTOBER 14, 15 and 16

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OTHER

Merritt Pinto, age 60, owner of Big State Cigarette Service (Big State Amusements for many years) died suddenly here Sept. 9th. Funeral services will be held Sept. 11 at St. Anne's Catholic Church. Memorial cards follow.

H. A. Franz, head of H. A. Franz & Co. Morris was a veteran of over 3 years experience in local coinmatics and was well liked and highly respected not only in the machine operating and repairing Rows-A-MI's 2-M-200 coin-operated phonographs in locations.

California Clippings

The fall selling season in full swing with distributors and wholesalers up around Pico Blvd. reporting business definitely on the upturn... At Simon Distributors in Booth 932, Frank Marcus, manager, has moved to a new location on the west side of the building. He has the complete line of AMI phonographs on display with the original equipment and is handling them on a rental basis... In the music division, the session this week, another in the series of the new Valley pool tables, George Muraska processing export orders for shipment to our Far East markets. Henny Lysinger of Associated Cigarette Amusements in Oakland, Calif., was recently visiting with the offices of C. A. Robinson & Co., arriving the arrival of another shipment of United. Phone, the national Pool Alley which has proving itself and more in the line. Also the firm's Turbo-Lawn is looking forward to the arrival of more of Midway's "Turbo-Gun"... Used equipment activity has been exceptionally good with everyone scanning the territory for equipment to replenish stock... Hazel and Shirley Dennis of California Music Co. on a two week vacation to Lake Tahoe... New shop employees at the Wurlitzer Factory are Stan Stell and Tim Bolling... reporting that Tom Elkin, assistant manager of the Disneyland Wurlitzer office was married last week. Leonard Hicks called back to visit with his family in the area. Dean Ewing is getting the San Diego area covered... Barbara Wolfe is the new employee added to the secretarial staff in the office. Everyone at Jones busy this week taking inventory. Ed Ray, Western representative for the Gottlieb Co., stopped in for a visit this week. Kenneth Philpot of the shop became the proud father of a lb. baby girl last Tuesday. The Jones Co. had a first-rate, fully-equipped Fischer pool tables, The Empire, for home use. Chuck reporting the Tele-Norm Co. will have a booth to display their line at the sixth annual Equipment Exposition in Los Angeles, October 19-22. Chuck also states that the Jones Co. will be well represented at the Harbor Music Opera Leuna at the Reed restaurant in Long Beach this Saturday night. Another exhibitor of Advance Automatic Sales Co., San Francisco in town for a few days visiting the local offices of Advance. Bob Portale said the first shipment of Williams' "Riverboat" arrived and met with a very enthusiastic reception from the operators. Bob also reported that Advance is planning some expansion moves and they are looking for larger quarters. Clyde M. Goodson of J. E. West Coast label Brookhurst Records stopped at Leaveyengen Record Blvd. last week and put in a smashing "2-Man" by Curtis Lewis... Roy Sibley picked up a top selling record... At Paul A. Laymon, inc. Secretary Biff Edelman home again running the second case of mumpsh in the household. Operator Bill Yedda a Sherron dealer's office on a one month hunting trip in Montana. Operators this week included: Dick Kanelo, Oxnard; Charlie Coughon, Long Beach; Carl Franklin, San Diego; Bill Worothy, Chico; Harry Plunk, Roughton, Tex; Frank Bernardino; and Lester Dechene of G. F. Cooper Co. in Riverside.

Houston Happenings

November 17, 1963

Happy Birthday This Week To:

Charles Rose, Fargo, N.D. 58103
Anthony V. Jerold, Chgo. Ill.
Humbert Betti, Union City, N.J. 07083
M. S. Gisser, Cleveland, Ohio...
Fred F. Fiala, Pembina, N.D. 58471
Kenneth A. O'Connor, Richmond, Va. 23227
Mort Wittenberg, San juan, Cal. 92680
Tony Debboudre, Atlantic, Iowa 51002
San Solomon's, Cleveland, Ohio 44104
C. W. Brooks, Dayton, Ohio 45402
J. A. Wallace, Oak Hill, W. Va. 25610
Albert S. Biddle, New Castle, Del.
Henry Leyser, St. Paul, Minn. 55101
Joe Kapilla, Staunton, Va. 22852
Mark Y. Blum, Wichita, Kas. 67201
Heinrich Weid, Clarksville, Tenn.
Joe Broadbent, Anchorage, Alaska.
E. H. Janssen, Shreveport, La. 71116
H. J. Whitfield, Hopkinsville, Ky.
Leland F. Workman, Chester, Pa.

Cash Box—October 3, 1962
The IRVING KAYE Company

'Setting The Standards For Quality And Design'

BROOKLYN, N.Y.—The Irving Kaye Company—a company founded upon the premise that excellence in style and quality is the key to success in the pool table manufacturing industry—is today a leader in that industry, and according to president Irving Kaye, "the standard setter for pool table styling and quality."

A tour through the factory facilities of the Kaye Co. is both a lesson in how craftsmanship can be maintained on an assembly line production and also a sneak preview into some of next year's most stylish coin-operated and professional 6-pocket table models, along with a new shuffleboard, scheduled for an MOA Convention premiere.

From his main factory on Prospect Avenue, and from his other metal and woodworking facilities, Irving Kaye, his sons Howard and Arnold, and scores of skilled employees produce what they consider to be the industry's most durable and modern looking coin-operated table and also the finest of regulation sized billiard equipment. The accent at the Kaye Co. is on style, and this is apparent in such exotic color combinations as 'Morgan Red and Pink'; 'Mid Blue and Pale Blue' and 'Jet Black'; 'White' and such cabinet finishes as 'Platinum Walnut', 'Macassar Ebony' and 'Teak'.

In addition, the Kaye Co. has a new distributor, Marshall's Inc., and recently introduced the 'Eldorado' pool table series. This model has been working. With cutting and polishing facilities, the factory services thousands of pounds of slate daily—weights range from a small 75 lb. section to a total 850 lbs. in the non-coin 'Continental' professional model.

The company's production manager, the Kaye Co. begins each morning when the empty cabinets arrive from the company's woodworking facilities. Kaye cabinets are constructed of the popular hard woods and offer a variety of interiors. Each features die-cast and chrome-plated marker buttons, four recessed score counters, aluminium trim with vinyl inserts, wide diameter easter leverers and triple plated corner sections (copper, nickel and chrome).

Style begins at the factory's front entrance. Standards of the pool table industry than any other factor. Under the capable hand of the company's sales manager, Howard Kaye, the company will surely continue to enjoy the fruits of a solid business foundation. It should also continue to pioneer new ideas which will keep this particular phase of the coin machine industry as prosperous as it stands today.

Coin-operated pool table models which the Kaye Co. is currently offering operators through the company's authorized distributors include: five models of the 'Deluxe Eldorado' series—the Mark I, II, III, IV, V; the 'Deluxe Satellite' and two models of the 'Klub Pool', Non-coin models include the four models of the 'Ambassador' series—the '70', '72', '80' and '90', and the 'Deluxe Continental' professional table.

The slate team at work polishing and cutting. Hundred of pounds are processed each day.

Arnold Kaye (left) and Irving Kaye examine extensive inventory.

Cash Box
FACTORY PROFILE

Where They Begin—The ideas which 'set the tone' for the pool table manufacturing industry are born on the drawing board at the Irving Kaye Co., Inc.—Chief engineer Jack Firestone (above, left) and president Irving Kaye.
World Wide's Classes

On Vending Draw

Heavy Attendance

CHICAGO—Irv Ovitz, head of the vending machine division of World Wide Distributing Company, distributors in five areas for the Seeburg Corporation, advised this past week that the firm enjoyed its largest attendance ever last Wednesday evening, September 30, during a service school class on Seeburg coin-operated vending machines. The class was held in World Wide's huge new showroom on the ground floor level. Close to 100 managers and service men attended.

Ovitz stated that because of the heavy attendance, and in order to "touch all bases" the vending division will hold another such session on Wednesday, September 30.

Lonnard Kennard, of the Seeburg field engineering staff, was the instructor during the entire session. Bob Breither, director of Seeburg's Vending Division, and Al Gitlitz, vice president and general manager of vending sales for Seeburg, were also on hand representing the Seeburg Corp.

Hosting the class with Ovitz were Nate Feinsteinc, one of the co-heads, and general manager of World Wide; and sales representatives Frank Gumm, Heward Freer and David Gottlieb.

Cohn Names Katz

N.Y.—Teddy Cohn, Conant Distributors, New York, who distributes in New York State for the DuKane 'Ski 'n Store' amusement machine, has added that Zachary Katz, former Continental Vending executives, has been named vice president for the vending company, a distributor firm. Cohn was scheduled to meet Katz from 'Ski 'n Store' at the Nevele Hotel during the state operator convention in the Catskills this past weekend (Sept. 28-27).

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Cash Box—October 3, 1970
Chicago Chatter

Rock-Ola Mfg. Corp.'s sales excess headed by Edward G. Doris set out last Wednesday, Sept. 23, on a series of regional showings which will carry them to New York (the eastern region), New Orleans (the deep south), San Francisco (southwest and west coast), Chicago (midwestern districts), and finally to Toronto, Ontario, Canada (to cover the Canadian distributors). With Doris are George Hinckel, Dave Howle, Les Kieck, and Hugh Gorman. Jack Babarash has been busy servicing pitch. While out at the Rock-Ola plant last week we bumped and chatted with Prexy David C. Rockola, Doris, and Art Ehert.

The National Association of Concessionaires (NAC) opens its annual convention in Windy City this week (Sept. 28-Oct. 2), expecting an attendance of approximately 1,500 members and suppliers. Site of the big show is the Conrad Hilton Hotel, where NAMA will be headquartered for that annual convention and trade show, Oct. 17-20. As reported by Lawrence Stein, director of publicity for NAC, officers are: Edward S. Redstone, president; Augie J. Schapiro, board chairman; and James O. Hoover, general chairman. The exhibits chairman is Spargo Papes.

Exhibitors are still signing on the dotted line for the upcoming MOA Convention at the Sherman House. Just the other day Fred Granger advised that Bud Lurie okayed the exhibit for United Mfg. Co. Other new exhibitors are Urban Industries of Louisville, Ky.; and Vee-Jay Records of Hollywood, Calif.

There's activity afoot at the Seeburg factory these days. One of the busiest bees is Bob Breither. Mark LeFebvre, vice-prexy of Field Operations, took off on a national trek calling on Seeburg distributors. Dan Collins is out on the road this week singing the praises of the new Seeburg organ. . . Mort Secore of Chicago Dynamic Industries was out all last week when his brother-in-law, Ed Fox, died, so he's working like blazes this week trying to catch up on sales work, according to Ralph Wyckoff.

Harold Schwartz, head of World Wide's music division, tells us many music operators in this area are garnering numerous benefits working with the Seeburg mobile unit (van). . . The new Bally 4-player "Big Day" is already strong sales-wise in this country, according to Herb Jones. He also advised that operators from Helsinki, Finland to Sydney, Australia are utilizing a wide variety of Bally pinball games, from "Mad World" and "2 in 1," both two-players; to "Grand Tours" a single player, and its add-a-ball counterpart, "Happy Tour." Walter Reed, director of publicity for the National Automatic Merchandising Assn. (NAMA), informed that Phil Ford and Mimi Hines will be the stellar attraction at the gala banquet, which will wind up the convention on Tuesday, October 20. . . Paul Huchel, of Row: AC Mfg., and Joe Kline, of Atlas Music Co., hit the road early last week, Sept. 23, to call on the trade around the Seabark area. Also representing Atlas Music on the road are Bill Phillips, who covers Illinois; and Chuck Harper, in Iowa.

While at Williams Electronic last week we were advised by Sam Stern and Mel Schapiro that "Riverboat" is proving to be a big hit among operators everywhere. Also, the new "mini-folt" two-player is starting to catch on. Commenting on the upcoming MOA clambake (Oct. 14-16), and taking into consideration the sellout in exhibit space and the prospective heavy attendance, we told Robby of Empire Coin, quipped last week: "(I'll actually seem strange going so many people (operators) in one room at the same time. (Quite an improvement over previous conventions)!"

The announcement from Hirsch de LaViez that Tony Bennett will be a headliner during the floor show portion of the MOA banquet was welcome news in Windy City's canteen. The whole thing started when vet musician Erwin Ebbers contacted us. Erwin informed that Tony would perform for his friends in MOA. We relayed the info to Fred Granger, who in turn contacted Hirsch.

During Alvin Gottlieb's absence from his office Judd Weinstein info'd that production on the upper floor addition at Gottlieb Memorial Hospital is progressing well. Alvin is still spending most of his time overseeing the project.

Bud Lurie is now well settled in his office at United Mfg. Co. Rd. Herb Oetinger, and Bill DeSelm are swarming hefty sales at United's "Orbit" pock shack alley and "Polaris" big hall bowler . . . We received another reminder from Fred and Ellis in Omaha, that the meeting during the MOA Convention for Coin Operated Industries of Nebraska (COIN) has been set for October 4 . . . We also received a note from Les Mantoosh advising that the Illinois Coin Machine Operators' Assn. (ICMOA) also meets on that date. Room numbers for all regional association meetings will be posted on the bulletin board in the lobby of the Sherman House.

NAMA's Sid Schapiro is definitely a very busy guy these hectic days butting up the exhibit plans for the NAMA Convention at McCormick Place on October 17. Jack A. Ebbers, vice-president of Automatic Canteen Company of America, asks us to "come on up" for Canteen's convention at McCormick Place on October 15, just prior to the NAMA Convention.

The gang at Wico Corp. invite all their friends in the coin machine and vending industries to come out on the plant Saturday morning, October 17, for the Wico kibitz (complete with box & bagels), and take a tour through the new addition and showroom. Hosts will be Max Wiczer, Ed Ruber, Nitt and Horrie Wiczer and Dennis Pf; Midway Mfg. Co. inform us that he has many terrific plans on the drawing boards for the fall and winter seasons. He has high hopes for 1965.

9th Box—October 3, 1964

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CONVENTIONS!

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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!
"B" games have always been lucky games for operators, and BIG DAY is the luckiest flipper game ever built.

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LAST-INCH AND LAST-BALL suspense insured by fact that out-hole can suddenly score Special, 100 Bonus, or Bonus plus Special. 25 different score-building targets insure slam-bang scoring action that invites competitive repeat-play.

For a big profit year, get BIG DAY today.

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UPPER MID-WEST MUSINGS

Huey and Esther May, Eau Claire, in town for the day picking up parts and records... Jack and Bill Godfrey, Chaska, in the cities for the day making his rounds... Charley Weiss, Semidj, driving into town and spending the night with relatives before returning the next day... Greg Wagner, running or county commissioner from his district didn't make it. His first try and scopes for better results the next time... Tommy Mathews in town for the day picking up records, parts and premiums... Mavis Rivers at the White House... Golden Strings at the Radisson Hotel... Jim Stanfield, La Grange, in town for the day making the rounds... Gene Glennon, making a quick trip to the cities and returning the same day... Bud Koudson, Moorhead, Minn., in town for the day picking up parts and records... Joe and Dennis Weber, Blue Earth, in town visiting a few distributors... The Sandler Distributing Co. will have a two day Wurlitzer school, Wednesday and Thursday Sept. 23-24. C. J. Ross Wurlitzer, service chief and Bob Crosby, of 3rd Sander Dist. Co. will conduct the service school... Lloyd Williamson, Vinoma, in town for the day picking up parts and records.

Josh Box—October 3, 1964

www.americanradiohistory.com
Cash Box

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

Wholesale Tobacco Prices Raised by Canadian Mfrs.

MONTREAL—Several Canadian cigarette manufacturers raised their wholesale prices last week 42 Canadian cents per thousand, causing a subsequent rise in the price of cigarettes per pack on the retail level of approximately one cent. This is the first price increase noted on the Canadian tobacco market since 1959.

Canada's largest producer of tobacco products, the Imperial Tobacco Company of Canada, was the first manufacturer to announce that they would increase the wholesale prices on their products. Among those brands effected by the price hike are the country's largest selling cigarette, Players4 and the largest selling filter brand, "Do Maurier".

The rising price of labor, packaging materials and the leaf tobacco itself were among the reasons cited by those companies for effecting the increase.

Those companies which joined Imperial Tobacco in authorizing the price hike included Rothmans of Pall Mall

Feder Inc. Appoints Former Apco Exec

NEW YORK—Ed Kresky, has been appointed to an executive position with Feder Enterprises, Inc. of 304 Long Beach Road, Island Park, L.I., New York, according to an appointment by Fred Durr, President.

Kresky, who had been in a similar position for Continental-Apco, Inc. for eight years, brings his experience to the Feder Company, which specialises in the reconditioning and selling of used vending equipment.

Kresky lives at 24 Roberta Lane, Syosset, L.I., New York, married, he has two children.

Canada, Ltd. and Benson & Hedges, Ltd.

As in the United States, Canadian tobacco manufacturers were faced with a drastic drop in retail sales immediately after the U.S. Surgeon General issued his "Smoking and Health" report last January. However, as in this country, sales have since picked up to a point relatively as far as the report was published.

ABC Consolidated 1964 Earnings Up

NEW YORK—ABC Consolidated Corporation expects substantial gains in third quarter earnings and looks for 1964 profit that will well go to record $1.40 a share, Jacob Herein, president, reported last week. Sales in the year should rise to about $116 million, he said.

Last year, the national food service vending company earned $2,518,284, or $1.38 a share on sales of $108,637,000. Herein said the company's revenue for July ran $18,697,000, and that the 14-15% monthly revenue rise will continue through the end of the year. Net income in the 30 weeks to July 31st rose 45-4% to a record $1,892,000 or 86 a share from $1,301,000 or 47 a share in the like 1963 period. Sales climbed to $55,655,000 at $501,000.

This utilization of overhead has reduced administrative costs and is contributing to the company's strong profit picture. Higher gross sales from recent new business including the Stein and RKO theatre chains, and from the company's network of toll road food service operations and industrial plant feeding, have also been contributing factors, the official said.

ABC Consolidated Corporation & Subsidiaries

CONSOLIDATED COMPARATIVE STATEMENT OF INCOME—UNAUDITED

<table>
<thead>
<tr>
<th>30 Weeks Ended</th>
<th>30 Weeks Ended</th>
</tr>
</thead>
<tbody>
<tr>
<td>July 26, 1964</td>
<td>July 26, 1963</td>
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</table>

<table>
<thead>
<tr>
<th>Item</th>
<th>1964</th>
<th>1963</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings on Common Share</td>
<td>$68.9</td>
<td>$47.9</td>
</tr>
<tr>
<td>Sales and Other Income</td>
<td>$65,304,777</td>
<td>$57,201,087</td>
</tr>
<tr>
<td>Net Income Before Taxes</td>
<td>$3,278,394</td>
<td>$3,218,294</td>
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<tr>
<td>Provision for Estimated Taxes on Income</td>
<td>$1,692,000</td>
<td>$1,217,000</td>
</tr>
<tr>
<td>Net Income After Taxes</td>
<td>$1,586,394</td>
<td>$1,001,294</td>
</tr>
</tbody>
</table>

*Based upon the average number of shares outstanding during each period: 1964, 2,766,176 shares; 1963, 2,794,381 shares.

NATIONAL ASSOCIATION OF CONCESSIONAIRES 1964 CONVENTION PROGRAM

SUNDAY, SEPTEMBER 27 — FRIDAY, SEPTEMBER 2
Conrad Hilton Hotel
Chicago, Illinois

SUNDAY, SEPTEMBER 27
12:00 NOON-6:00 P.M. REGISTRATION—Automation Trade Ballroom—Second Floor
MONDAY, SEPTEMBER 28
9:00 A.M.-4:05 P.M. REGISTRATION—Automation Trade Ballroom—Second Floor
9:00 A.M. NAC BOARD OF DIRECTORS MEETING
3:30 P.M. GRAND OPENING OF TRADE SHOW
BIDS OPENING—Trade Show—Lower Level
Edward S. Redstone, NAC President
James O. Hoover, NAC General Manager
J.L. Detroit, Detroit Mfg. Co.
A. Wolfsstein, TOA Convention Chairman
Price J. Popp, NAC Exhibit Director

6:30 P.M. NAC-TOA COCKTAIL RECEPTION
West Hilton Hotel
TUESDAY, SEPTEMBER 29
9:00 A.M.-6:00 P.M. REGISTRATION—Foyer, International Ballroom—Second Floor
11:00 A.M.-6:00 P.M. INTERNATIONAL BALLROOM—Second Floor
Chairman: William P. Bennett, S.S. Co., Terkic, Mo.
10:00 A.M. SHARPS OPENING
Edward S. Redstone, NAC President
11:00 A.M. NEW INVENTIONS AND MERCHANDISE POPCORN 
Phil J. Hoeger, The Popcorn Institute Chicago
3:00 P.M. HOW TO BUILD*—A NATIONAL SPECIFIER'S SEMINAR
1:30-6:00 P.M. TRADE SHOW REGISTRATION
2:00-6:00 P.M. VISIT THE TRADE SHOW
7:45 P.M. GREAT CARNIVAL OF HITS International Amphitheatre
WEDNESDAY, SEPTEMBER 30
9:00 A.M.-6:00 P.M. REGISTRATION—Foyer, Imperial Ballroom—Second Floor
9:30 A.M. IS THE MARKET IN THE AIR? COLOR AND SIZE
A. VISUAL PRESENTATION
Philip J. Hoeger, Lone Merchandising Service, Newton, Mass.
8:30 A.M.-5:00 P.M. TRADE SHOW REGISTRATION
Lobby of West Hall
7:00 P.M. PEPSI HAWAIIAN NIGHT Host: The Pepsi-Cola Company Guild Hall, Ambassador West Hotel
THURSDAY, OCTOBER 1
9:00 A.M.-6:00 P.M. REGISTRATION—Foyer, Imperial Ballroom—Second Floor
9:00 A.M. SHOULD WE CHARGE IN THE MARKETPLACE?
A. TRADE SHOW EXHIBITORS will describe new equipment, products on the market.
Waycroft Room—Third Floor
Moderator: John Burns, Wameco Enterprises, Miami, Florida

ABC Consolidated Corporation
855 N. Broad St., Philadelphia, Pa., 19123
Phone: (215) Cluster 2-2900

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*Erased on Common Share

**Sales and Other Income

**Net Income Before Taxes

**Provision for Estimated Taxes on Income

**Net Income After Taxes

**Based upon the average number of shares outstanding during each period: 1964, 2,766,176 shares; 1963, 2,794,381 shares.

www.americanradiohistory.com
Edelman To Make
Audio-Visual Conversion

NEW YORK—Is Edelman, President of Cine-Sonic Sound Inc., background music manufacturing firm, announced last week that the firm will go into the production of units which will enable juke box operators to convert present models to audio-visual machines via a television tape unit fitted out with tapes available from the firm’s present inventory of fifty selections. Edelman said that 100 cars would be available by the end of the year.

The unit, which is to be a low-cost machine, will fit atop a juke box and will activate a tv tape—2¼-inch in size—thereby projecting the picture on a screen, similar to taped television techniques used today by tv stations.

If successful, the unit could stimulate interest and sales in the audio-visual concept which is presently being marketed by Cinevision Corp. of America (Scopitone), and Scopitone-U.S.A. (Scopitone), two firms which import the units from Europe for sale to operators here.

Edelman will not have the unit at the MOA Convention in October but expects to release the conversion by the end of the year.

Push-Button Sermons

WORLD’S FAIR, N. Y.—'Push Button' film sermons are now one of the features of the Churches of Christ exhibit in the Protestant and Orthodox Center at the World’s Fair. The sermons are being seen and heard on the Cinebox audio-visual machine.

After selecting one of 40 titles offered, the user turns the selector wheel until the film number appears, and then presses a button to begin projection of the full color film. According to Cinevision Corp., this is the first time the Cinebox has been used or educational purposes.

Seeburg Little LP Puts Mario Lanza Back On Phonos

CHICAGO—Included among the Seeburg Corporation’s Little LP releases for the week of September 28, is a LP almost sure to be a smash hit in locations which offer adult programming—the RCA Victor recording ‘The Best Of Mario Lanza’. On this little LP, the great Italian tenor sings such songs as ‘He’s My Love’ and ‘Because You’re Mine’ and other favorites like ‘The Loveliest Sight Of The Year’ and ‘Santa Lucia’ in their ‘Pop Instrumental’ class.

Seeburg is offering operators the Monument Records album ‘Hip Boots!’ on 12-inch records. Under the ‘Country Western’ banner, the disc contains such titles as ‘Remember Me’ and ‘Two Consecutive Hitz On Red Targets Multiply Roto-Target Values by 100’.

Granger Addresses Joint Ohio Ops Meet

TOLEDO—At a recent joint meeting of the Northwest Ohio Music Operators Association and the Toledo Trade Area Music Operators Association, MOA managing director Fred Granger made a plea for closer cooperation between regional associations and MOA.

Granger and association exco’s are shown, at the left, at meeting’s end.
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- Completing "straight" lights bottom roll-over for SPECIALS.
  - Number match
  - Plastikote Finished Playfield
  - Stainless Steel Trim
  - Slug Rejector
  - Twin Chutes (opt.)

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The new Phonette may be mounted on bar, counter, wall or table—for customer's private listening pleasure.

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