Roger Miller is one of the most gifted young talents on the record industry's horizon. Although not a newcomer he wrote "In The Summertime" with Andy Williams hit with a few years ago; his unique lyrics and inventive way with a melody and vocal gimmicks have finally been recognized by the public through the Smash of a hit which won over the entire trade (both pop and country) with his novel "Dang Me" side and seems to be further enlarging his following with his current hit "Chug-A-Lug". The two hits headline Miller's hot Smash LP. He penned these hits plus the ten other songs in the album. Roger is one of the most sought-after guest artists on the TV scene this year. In the next few weeks he appeared on the Johnny Carson, Ernie Ford and Jimmy Dean Shows and is set for the Andy Williams TV'er in the near future.
COLUMBIA RECORDS PROUDLY INTRODUCES

RANDY SPARKS

'JULIE KNOWS' 4-43138
The forthcoming convention of the Music Operators of America (MOA) is bound to herald a new era in the relationship between the record business and its great sister industry, the juke-box trade. Developments over the past three or four months bear this out with formidable authority.

For the record business end, at least 13 labels have answered the call of MOA’s energetic new management team to participate in this year’s convention. This is the best showing by the record industry at an MOA Convention in many a year.

For the second straight year, all four major juke-box manufacturers will be on hand as exhibitors. It should be remembered that prior to last year’s MOA convention, the organization had gone through a number of annual get-togethers without the appearance of all four firms.

Completing this year’s happy state of affairs is the anticipated turnout of the juke-box operators for whom the convention is staged. It is expected that this year’s meet will attract far more operators than any previous MOA confab.

One of the factors–born within the past three months–playing a major part in tying the convention together is undoubtedly the new stature of the Little LP. A number of labels have met the demand for increased adult programming, and have provided a rich catalog of such disks for op use. The MOA meet will be a most fortuitous time for ops and label reps to discuss the progress of the Little LP and its role in future months.

Certainly, discussions between the two can (and should) continue beyond the Little LP, for there are many other areas worthy of give-and-take and, possibly, debate. (e.g. juke-box display needs, a relatively new op requirement, and programming of non-catalog or regular singles release material.)

It also augurs well for both parties that ROSA, the one-stop association, will conduct its annual meeting concurrently with the MOA convention. Since the one-stop serves as the key link between labels and ops, this development further strengthens our belief that a new era of mutual benefit and understanding is about to get underway between the record and juke-box industries.

A serious void, both labels and juke-box parties must concede, has come about in the close association of both industries because of the lack of a formal dialog between the two in recent years.

While the MOA convention will initiate this new contact, it is hoped that the meet will also see the pronouncement of intentions to schedule regular, formal meets throughout the year.

But, first things first. The convention itself must prove a major success to act as a springboard to close label-juke-box industry ties. Observing the convention from a distance of only a little more than a week before it gets underway is re-assuring, for the dedication of MOA officials and resulting label interest have laid-out a well-paved road to major success.
**Cash Box Top 100 (October 10, 1964)**

**1.** Oh, Pretty Woman (Crayt, ABM) - 1

**2.** Do Wah Diddy Diddy (Vanilla Fudge, ABM) - 2

**3.** We'll Sing in the Sunshine (Cranes, Aladdin) - 3

**4.** Dancing in the Street (Martha & Vanrell, Gordy) - 4

**5.** Remember (Walkin' in the Studio, GHP) - 5

**6.** Bread and Butter (The Troggs, Generator) - 6

**7.** It Hurts to Be in Love (Johnnie & The Caddies, ABC) - 7

**8.** The House of the Rising Sun (R&B, USA) - 8

**9.** G.T.O. - 9

**10.** Still (Joni James, Philips) - 10

**11.** Save It for Me (Terry Callier, Vee-Jay) - 11

**12.** Last Kiss - 12

**13.** A Summer Song (Gene Pitney, Musicor) - 13

**14.** Trash, Trash, Trash (The Tramps, ABC) - 14

**15.** The Baby Love (Shadows, Decca) - 15

**16.** My Baby's Got a New Baby (Shayne, ABC) - 16

**17.** Keep in Touch (Teen Chanters, Coral) - 17

**18.** I'm the One (Craziest, ABC) - 18

**19.** My Baby's Gonna Love Me Really Soon (Hendrix, ABC) - 19

**20.** I Think She Knows (The Cowsills, ABC) - 20

**21.** You Must Believe Me (The Impressions, ABC) - 21

**22.** Haunted House (Gene Simmons-Hi-2076) - 22

**23.** Rhythm (Little Milton, ABC) - 23

**24.** Tobacco Road (Little Milton, ABC) - 24

**25.** Have I the Right? (Honeycomb, Atlantic) - 25

**26.** Ride the Wild Surf (Little Milton, ABC) - 26

**27.** Why You Wanna Make Me Blue (Little Milton, ABC) - 27

**28.** Come a Little Bit Closer (Little Milton, ABC) - 28

**29.** Baby Don't You Do It (Little Milton, ABC) - 29

**30.** Mercy, Mercy (Little Milton, ABC) - 30

**31.** From a Window (Billy J. Kramer & Dakotas, Capitol) - 31

**32.** Out of Sight (Lonnie Donegan, Capitol) - 32

**33.** 20-75 (Willie Mitchell, Hi-2075) - 33

**34.** Slow Down (Great-Cap, Capitol) - 34

**35.** Cousin of Mine (Oscar Peterson, Capitol) - 35

**36.** Where Did Our Love Go (The Supremes, Motown) - 36

**37.** That's What Love Is Made Of ( précisions, Capitol) - 37

**38.** Death of an Angel (Sir Douglas, Capitol) - 38

**39.** I Don't Want to See Tomorrow (Vincent Price, Capitol) - 39

**40.** On the Street Where You Live (Cynthia Williams, Columbia) - 40

**41.** I've Got Sand in My Shoes (Gobert, Capitol) - 41

**42.** Baby Love (Shadows, Decca) - 42

**43.** My Baby's Got a New Baby (Shayne, ABC) - 43

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**99.** Tobacco Road (Little Milton, ABC) - 99

**100.** Have I the Right? (Honeycomb, Atlantic) - 100
Their newest...

THE ROLLING STONES

Time Is On My Side

Produced by Andrew Loog Oldham

#9708
Decca-Coral-Brunswick Christmas Program

NEW YORK—Syd Goldberg, vice president in charge of sales for the Decca-Coral-Brunswick labels, has announced a dealer incentive program for Christmas product which takes effect October 5th and runs the entire month of December. The program encompasses the company's entire Christmas catalog of LP's, EP's and kiddie 45's, plus this year's addition of five new Christmas LP's, including a Bing Crosby evergreen Yule set that has been re-channeled for stereo. Details of the program are now available through local Decca branches and distributors.

Leading off the new Christmas releases from Decca, is the first Yule LP, "Bing Crosby," by Brenda Lee, titled "Merry Christmas From Brenda Lee." In this collection, the vocalist includes such seasonal favorites as "Jingle Bell Rock," "Silver Bells," "Winter Wonderland," and "A Mistletoe Affair," among others. Also included is the song that has been associated with Brenda for the past four Christmas seasons, "Rockin' Around The Christmas Tree," along with several new melodies. Christmas, Country & Western styled, are represented in new releases by Ernest Tubb and His Texas Troubadours, with "Blue Christmas," and "It's Christmas Time Again" by Jimmie Davis. Both sets represent the present day hits of these traditional artists. Rounding out the new Christmas product from the Decca label is a set of the Jimmie Rodgers "Danzas De Puerto Rico" (Christmas Carols And Dances Of Puerto Rico), featuring the most popular Christmas songs and dances from Puerto Rico.

Due to customer demand for stereo product, Decca has made available for ordering in stereo, one of the all-time best selling Yuletide albums, "That Christmas Feeling" by Bing Crosby.

In addition to new product, catalog features such best sellers as Bing Crosby, Guy Lombardo, Burl Ives, Fred Waring, Eddy Smith, Ronal Coleman, Sammy Kaye, Lawrence Welk, Kitty Wells, New York 5 Musica and Jackie Wilson.

In support of the program, a full color litho book spot lighting all new product, along with all Christmas merchandise, is now in the hands of the Decca field force, who will begin contacting the trade immediately. Point-of-sale merchandising aids in the form of full color mounted displays spotlighting Christmas product, are available to the dealer for display in-store and in windows and may be secured free from the local Decca branches and distributors. A full schedule of trade consumer advertising and publicity has also been set up in support of the promotion.

Mercury In MOA Fold

NEW YORK—Mercury Records last week joined the list of record companies that would exhibit at the 19th MOA Convention scheduled for October 14, 15, 16 at the Sherman Hotel in Chicago.

In a statement to the press, Mercury's Vice President of Sales, Frank Myers, said: "The company won't be represented by any of its former thirteen record label owners who will exhibit at the convention. Other labels who'll exhibit at the convention are: Capitol, Columbia, Decca, Eddy, Fiction, RCA Victor, Telstar, Vee Jay, Warner Bros. and others." Cash Box will also be represented at the convention by Lee Brooks, publication's Chicago rep.
Columbia Unwraps 34 Oct. Albums

NEW YORK—Columbia Records will unveil its new autumn line-up
headed by the original motion pic-
ture soundtrack Lit. of "My Fair
Lady," the Warner Bros. film which
spans this month's release sched-
ule. Several major releases are
planned for the month, the big-
gest of which is "My Fair Lady,"

Columbia's low-priced Harmon-
you can't beat. Original Rodolphus
The Red Nosed Reindeer And Other Children's
Christmas Favorites" with Gene Autry and
Oscar's Original Nativity Tabernacle Organ and
Songs.

The balance of the Columbia Masterwork
lineup for October includes "The
Confederacy," with music by
Rachmaninoff; "Concerto For Piano & Orchestra,"
arranged by Leonard Bernstein and the New
York Philharmonic; "An Arab Waltz Re-
ception," with music by Verdi; "The Four
P's," a debut by The Quinteto,
"Laudanum" and "Frank Yankove's
Cafe Songs"

The London Concerts Complete Fall Release With 46 New LP's

NEW YORK—London Records last week introduced a fall release program. A distributor meeting was called over the nation's radio stations to introduce the new recordings, covering the pop, classical, sentimental, foreign and country and western fields. A number of important new releases were unveiled at the meeting.

The new release program included a number of long-playing albums, with certain singles in the form of 10-inch records.

dade," "The Edels Of Stringway," "Scotch Fiddlers," "Moliendo Cafe," and a Mexican LP's series of "American foil's" that includes "Yugo-


U R A L B A N,—Four new albums, some of them by artists new to re-

cordings, are among the 12 new

records issued by Warner Bros.
Records' latest album release. The
same original album by Boston
J. L., comprises LP's by Bill Cosby, Barbara McNair, and Anther's Children.

The Bill Cosby LP, "I Started Out as a Child," is the comedian's second Album. The set was recorded with the NBC studio band, and produced for Warners by NBC's P. B. com, Allan Sherr. This is the first album of San Francisco vo-
co's in the field, and was recorded live at the Fillmore Auditorium.

The twelve new Hasidic songs on the album include: "Tori Levine, currently breaking records at San Francisco's Hasidic club "The Bell," is currently on the road with his own musical group, "Golden Hits," a band of which he has created. The "N.S.V.I.P." the new band "Very Important People," is also in which he narrates a short

reprise Bows 8 New Albums For October

U R A L B A N,—In one of its larg-

est releases in recent months, the

Records is issuing eight albums this month, according to Mo Otani, general manager.

Savvy Davis Jr. Sings the Big Hits For Young Lovers" is the title of this Record. It is to be released on the road with the road musical comedy, "Golden Hits," to which he has created. The "N.S.V.I.P." the new band "Very Important People," is also in which he narrates a short

Josh Box—October 10, 1964

Bernie Wayne To Head 20th-Cent.-Fox A & R Dept.; Morty Craft Resigns

NEW YORK—Bernie Wayne has been appointed to head the 20th-Century-Fox Film Corporation's A & R department. Previously Wayne was ABC-Paramount as a composer, conductor, and music producer. He has also been associated with Coral Records.

As a songwriter, Wayne has crea-
ted a number of hits of the current best-seller, "I Don't Want To See Tomorrow," in addition to "Blue Velvet," "Portrait of the Outside," "Port-o-Prince," "Van-

Wayne's first project will be the Andre Previn soundtrack recording of "Goodbye Charlie," which stars Joey Curtis, Debbie Reynolds and Pat Boone.

Nacio Herb Brown Dies

SAN FRANCISCO — Nacio Herb Brown, 68, died of cancer last week (29). Brown, the composer of "Singing In The Rain," You Were Meant For Me and "You're An Old Lady," was head of MGM's first musical, "Broadway Mel-


Brown is survived by two children he was visiting at the time of his death.
LOOKING AHEAD

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

1. OH MARIE
   Village Stompers (Epic 9738)
   2. DONT SPREAD IT AROUND
   Sandy, Country Joe (ABC-3186)
   3. THE DARTELL STOMP
   Mustangs (Paraview 401)
   4. WAIT FOR ME
   Usher, Prince & Steve (ASCAP)
   5. L.O.V.E.
   Nat King Cole (Capitol 5261)
   6. I COULD CONQUER THE WORLD
   Pinto, ASCAP
   7. UP ABOVE MY HEAD
   Al Hibrit (RCA Victor 5049)
   8. SCRATCHY
   Travis Wammack (Atlantic 204)
   9. OPPORTUNITY
   Vector, ASCAP
   10. IT'S FOR YOU
   Ethel, SGI
   11. NEEDLE IN A HAYSTACK
   Vervelettes V.I.P. 25005)
   12. IF YOU WANT THIS LOVE
   Sunny Knight (Ace 403)
   13. SOMEBODY NEW
   Chuck Jackson (Ward 161)
   14. THE CLOCK
   Elton John (MCA-334)
   15. LITTLE QUEENIE
   Elmo Brooks (Hi 2079)
   16. ABSENT MINDED ME
   Climax, ASCAP
   17. APPLE OF MY EYE
   Four Seasons (Vee Jay 614)
   18. THE LONG SHIPS
   Donn Owens, Columbia 888
   19. GALE WINDS
   Earl Hagen (Screen Gems, Columbia 126)
   20. POCOHONTAS
   Camelot (Elmo 1108)
   21. I WON'T TELL
   Connie Francis (Coral 911)
   22. I SHOULD HAVE KNOWN BETTER
   George Martin (United Artists 750)
   23. TO WAIT FOR LOVE
   Tammy Orlando (Epic 9715)
   24. LETTER FROM ELAINA
   Cosby Sisters (RCA 4590)
   25. MY ADORABLE ONE
   Joe Simon (Vee Jay 609)

14. THE CLOCK
   Elton John (MCA-334)
   15. LITTLE QUEENIE
   Elmo Brooks (Hi 2079)
   16. ABSENT MINDED ME
   Climax, ASCAP
   17. APPLE OF MY EYE
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   Tammy Orlando (Epic 9715)
   24. LETTER FROM ELAINA
   Cosby Sisters (RCA 4590)
   25. MY ADORABLE ONE
   Joe Simon (Vee Jay 609)

26. THE THINGS IN THIS HOUSE
   T-Bone Walker (Crest 5237)
   27. THAT'S ALL I NEED TO KNOW
   Bobby Wood (Joy 288)
   28. SOON I'LL WED MY LOVE
   John Gary (RCA Victor 8613)
   29. CAR HOP
   King (King 9177)
   30. DEAR YAA
   Ruby Wright (RCA 126)
   31. FEWER
   Alvin Robinson (Red Bird 10-010)
   32. THE GYPSY
   Conrad Davis (Congress 224)
   33. NANCY'S THEME
   Enrique Garcia (Richie 800)
   34. HIS LIPS GET IN THE WAY
   Ernie K-Doe (Crest 527)
   35. YES I DO
   Solomon Burke (Atlantic 2234)
   36. MAYBE THE LAST TIME
   James Brown (Smeal 1919)
   37. WATCH OUT
   Jackie Wilson (Brutswick 5523)

38. SWEET WORDS OF LOVE
   Bobby Blue Bland (Garden)
   39. SACRIFICE
   Little Milton (Checker 1078)
   40. GOODBYE GIRL
   Richie Dean (Tower 102)
   41. THANK YOU FOR LOVING ME
   Roger (Palm-ASCAP)
   42. GOOD
   Dee Sharp (Cameo 335)
   43. EVERY MINUTE, EVERY HOUR
   Hank Armstrong (RCA 5233)
   44. LOST WITHOUT YOU
   Cilla Black (Capitol 5261)
   45. I CAN'T BELIEVE WHAT YOU SAY
   Ike & Tina Turner (Kent 402)
   46. WHY DON'TCHA BE MY GIRL
   Four Tops (Tamla-Motown 508)
   47. GONNA GET MY HANDS ON SOME LOVIN'
   Martha Wash (Motown 508)
   48. MAYBE TONIGHT
   Stax-Volt Records (Stax 1964)
   49. I'M MAKING IT OVER
   The Revolutionaries (Motown 453)
   50. SOMETHING YOU GOT
   Norman Lewis Trio (Argo 5413)

 mansion

IM EXHAUSTED! ALL WEEK...EVERY DAY...UP AND DOWN...UP AND DOWN...SHIP THREE DEALS ON CHESS 1902, THREE DEALS ON ARG 5481, TWO ON MAR-MAR 314...I'M SO TIRED, I FEEL LIKE PLAYING DEAD!

YOU! THIS IS THE FIRST BREAK I'VE HAD ALL DAY!-SOMETIMES I WISH I GOT INSTALLED IN A NICE, QUIET, INACTIVE...MOPEY RECORD COMPANY!

CHESS producing corp.

Chicago 16, Ill.

Cash Box—October 10, 1961
**PSST!...DO YOU WANT TO KNOW A SECRET?**
The Chipmunks have a new single.
It's from their smash album, "The Chipmunks Sing the Beatles Hits".
It's being released by real, honest-to-goodness, dealer-distributor-DJ demand!

*DO YOU WANT TO KNOW A SECRET?*
**ALL MY LOVING**

It comes in this special sleeve. #55734

**PSST!...IT'S A HIT!**
## 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 the week have added the following titles to their play list for the first time. Percentage figures on right indicate total from left plus the percentage title received in prior week or weeks. *(Survey Completed to September 30th)*

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>59%</td>
<td>Baby Love—Supremes—Motown</td>
<td>59%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>55%</td>
<td>Leader Of The Pack—Shangri-Las—Red Bird</td>
<td>55%</td>
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<tr>
<td>54%</td>
<td>Ain’t That Loving You—Elvis Presley—RCA Victor</td>
<td>54%</td>
<td></td>
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<tr>
<td>44%</td>
<td>Everybody Knows—Dave Clark Five—Epic</td>
<td>99%</td>
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<tr>
<td>40%</td>
<td>She’s Not There—Zombies—Parrot</td>
<td>67%</td>
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<tr>
<td>37%</td>
<td>Lumberjack—Brook Benton—Mercury</td>
<td>97%</td>
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<tr>
<td>35%</td>
<td>Is It True—Brenda Lee—Decca</td>
<td>35%</td>
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<tr>
<td>32%</td>
<td>I Don’t Want To See You Again—Peter &amp; Gordon—Capitol</td>
<td>68%</td>
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<tr>
<td>29%</td>
<td>Apple Of My Eye—Four Seasons—Vee Jay</td>
<td>29%</td>
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<tr>
<td>28%</td>
<td>Who Can I Turn To—Tony Bennett—Columbia</td>
<td>52%</td>
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<tr>
<td>26%</td>
<td>Have I The Right?—Honeycombs—Interphon</td>
<td>62%</td>
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<tr>
<td>25%</td>
<td>Baby Be Mine—Jelly Beans—Red Bird</td>
<td>76%</td>
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<tr>
<td>24%</td>
<td>Bless Our Love—Gene Chandler—Constellation</td>
<td>43%</td>
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<tr>
<td>23%</td>
<td>So Long, Dearie—Louis Armstrong—Mercury</td>
<td>89%</td>
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<tr>
<td>22%</td>
<td>When You’re Young And In Love—Ruby &amp; Romantics—Kapp</td>
<td>22%</td>
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<tr>
<td>21%</td>
<td>Up Above My Head—Al Hirt—RCA Victor</td>
<td>21%</td>
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<tr>
<td>20%</td>
<td>Ride The Wild Surf—Jan &amp; Dean—Liberty</td>
<td>89%</td>
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<tr>
<td>19%</td>
<td>You Really Got Me—Kinks—Reprise</td>
<td>34%</td>
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<tr>
<td>19%</td>
<td>I’ve Got Sand In My Shoes—Drifters—Atlantic</td>
<td>93%</td>
<td></td>
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<tr>
<td>18%</td>
<td>When You Walk In The Room—Searchers—Kapp</td>
<td>18%</td>
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<tr>
<td>18%</td>
<td>I Wanna Be With You—Nancy Wilson—Capitol</td>
<td>74%</td>
<td></td>
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<tr>
<td>17%</td>
<td>Funny Girl—Barbra Streisand—Columbia</td>
<td>87%</td>
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<tr>
<td>16%</td>
<td>Thank You For Loving Me—Sapphires—ABC Paramount</td>
<td>16%</td>
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<tr>
<td>15%</td>
<td>I Like It—Gerry &amp; Pacemakers—Laurie</td>
<td>85%</td>
<td></td>
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<tr>
<td>14%</td>
<td>Beach Girl—Pat Boone—Dot</td>
<td>54%</td>
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Cash Box—October 10, 1965
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DOLTON RECORDS
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www.americanradiohistory.com
**Pick of the Week**

**Is It True? (2:26) [Southern ASCAP—Carter, Lewis]**

*Just Behind the Rainbow (2:48)*

[Forrest Hills BMI—Crutchfield]

**Brenda Lee (Decca 31850)**

As a result of its success in England, Decca is now releasing this Brenda Lee deck in the U.S. It's a captivating, jump beat weeper rocker, dubbed "Is It True," that the lark sinks out with solid sales authority. Striking instrumental arrangement rounds out the winner. Side has already become wide open. However, don't overlook the beautiful ballad litter, "Just Behind the Rainbow," that Brenda carves out in superb fashion. Excellent double-header.

**Hey Now (2:14) [Jenny ASCAP—Gordon]**

**Someday I Wish I Were a Boy (2:08)**

(April, Benj Groop ASCAP—Dorey, Gluck)

**Lesley Gore (Mercury 27353)**

Canary's fantastic unbeknown chain of hits will easily stay intact with the release of this new single—called "Hey Now," her current hit LP, "That's the Way Boys Are." It's a balladizing, multi-voiced blues-jazz-flavored rock-a-cha-cha tabbed "Hey Now." The multi-tracking stomp'er, "I Wish I Were a Boy" (also from the LP), can make this a side-by-side smash pairing. Grade "A" arranging-conducting credits go to Claus Ogerman on this Quincy Jones prod.

**Time Is on My Side (2:54)**

[Kittie Bette BMI—Lutador, Neumeier]

**Congratulations (2:25)**

[Helis BMI—Jagger, Richards]

**The Rolling Stones (London 9798)**

The English songsters, who are currently building a solid chain of hits, follow their latest one, "It's All Over Now," with a pulsating blueser tabbed "Time Is On My Side." There's an effective mid-dock recitation on this throbbing rhythm affair. Undercut's a haunting shuffle-thumper. Take it all the way.

**All My Loving (2:16)**

[Maeven BMI—Lennon, McCartney]

**You Want To Know (1:56)**

[Metric BMI—Lennon, McCartney]

**Chimipunks (Liberty 5734)**

These two sides, ratted from the "Chimipunks Sing the Beatles Hits!" LP smash, are sure to garner even heavier airplay in the weeks to come—developing into a strong singles item. It has the talented David Seville group, Alvin, Simon & Theodore, rocking with Liverpool spirit on "All My Laving" and in a charming low-keyed thump-a-cha-cha pose on "Do You Want to Know a Secret." Take your pick.

**Ogni Volta (Every Time)**

[Flanka ASCAP—Roe, Robifer]

**Cindy Go Home (2:08)**

[Blackwood BMI—Weiss]

**Paul Anka (RCA Victor 841)**

Anka's chart speeds should be speeded up by either end (or both) of this new Victor outing. Once half, "Ogni Volta (Every Time)," is the year-old million-seller (for Anka) in Italy that has the infectious excitement to make it happen. Yet harvest and a team with the Canadian Moderni back Paul's enchanting Italian-language reading in fine style. The other half, "Cindy Go Home," is a tender, soft beat cha-cha romantic affair that Paul multi-tracks in a manner that's right up the teeners' alley. Sid Bass takes arranging-conducting honors on this Joe Rene prod.

**Right or Wrong (2:06)**

[Combine BMI—Jackson]

**Baby, Put Your Arms Around Me (2:27)**

[TM BMI—Rennick, Young]

**Ronnie Dove (Diamond 173)**

Dove, who made his first major chart appearance with "Say You," can make it two Diamond disciples in a row with "Right or Wrong." It's a heartfelt, teen beat-ballad affair, dubbed "Right Or Wrong," that sports a flavor of the street-back hits of the "Town." Top notch-conducting-arranging credits belong to Bill Justis on this Ray Vernon production. Companion piece is an inviting jump'er that also has Top 100 potential.

**High Heel Sneakers (2:43)**

[Medal BMI—Higginbotham]

**You Went Back on Your Word (2:02)**

[Kaleigh, Progressive BMI—Benton, Stevenson]

**Jerry Lee Lewis (Sphinx 1930)**

Lewis, who's been closing in on his return to his hitterritory with each new release, can turn the trick with this new smash outing. It's the rock-and-roller-back, Jimmy Tucker exactly like "High Heel Sneakers," that Jerry did live at a Birmingham concert. It's a wild exciting thump-a-cha-cha—Johnny Carson's "Greatest Live Show On Earth!" LP. Coupler's a rocking rhythm chorus-backed affair. Deck's producer is Shelby Singleton.

**I Can't Believe What You Say (2:09)**

[Modern, Placid BMI—Turner]

**My Baby Now (2:45)**

[Modern, Placid BMI—Turner]

Ike & Tina Turner (Kent 4021)

This Kent outing for Ike & Tina Turner is already stirring up a heap of attention with another potent chanteur. It's the Jerry Raggs' high-speed handclapping twister that sports a host of ultra-commercial vocal and instrumental sounds. Watch it. Backing's a soul-flavored shuffle-rocker blues that Tina walls with loads of feeling.

**Follow the Sun (2:28)**

[Gold-Udei ASCAP—Gold, Udell]

**Lock the Windows, Lock the Doors (2:19)**

[Clanton BMI—Clanton]

**Jimmy Clanton (Philips 40219)**

Jimmy Clanton, absent from the charts for a while, may have his return ticket with this polling punk-flavored ballad he dishes up in a feeling manner. Choral orki setting enhances the chanteur's efforts throughout. It's a rhythm blues-tinged affair that should stir up some sales excitement. On the other end, the songer offers an original best ballad aimed at the teeners.

**Here She Comes**

[Wyncoat, Ranger 7 ASCAP—Strazia, Jackson, Winner]

**Malibu (2:30)**

[Kalmann ASCAP—Man, Appel]

**The Times (Parkway 924)**

The Times could get back on the winning track with this easy-paced happy handclapper tagged, "Here She Comes." Slack vocal arrangement coupled with first-rate rock backing add up to brisk sales and multi-spike possibilities for group. The chorier's a warm and romantic affaire that effectively showcases their ultra-smooth vocal style. Don't overlook this.

**Gone, Gone, Gone (1:58)**

[Acuff-Rose BMI—J.D. & P. Everly]

**Torture (2:18)**

[Acuff-Rose BMI—Lowdermilk]

**The Everly Brothers (Warner Bros. 5478)**

This looks (and sounds) like the one that Don & Phil Everly has been waiting for—in their bid for a smash return to chartdom. It's self-penned, "pull-out-all-the-stops" rocker, dubbed "Gone, Gone, Gone," with the boys (and their instrumental support) drive out in an exciting, Liverpool-styled manner. The poignant, soft beat cha-cha, "Torture," makes for an effective pairing. Watch it, too.

**Endless Sleep (2:25)**

[John Stone, Elizabeth BMI—Reynolds, Nance]

**My Bucket's Got a Hole in It (2:15)**

[Pickwick ASCAP—Baker, Love]

**Hank Williams, Jr. (MGM 13278)**

Hank, Jr., who's been racking up an impressive hit string, country and pop-wise, follows his latest click, "Guess What, That's Right, She's Gone," with anotherPipeline's older heartbreaker, "Endless Sleep," that the chanter waxes in an effective steady-stomp's best fashion. Another oldie, the Hank, Sr. favorite "My Bucket's Got A Hole In It," takes a bright rock-ga- rhythmic ride on the flip. There's loads of pop potential on both ends of this Jim Vivien prod.

I Love You (I Just Love You) (2:14)

[Lloyd Logan BMI—Benn, Logan]

**Don't Cry (2:24)**

[Prigan BMI—Price, Logan]

**Lloyd Price (Monument 856)**

Monument has latched onto the talents of the exciting Lloyd Price and is more than likely the chanter-ok lead will have a big chart item right off the bat. Side to stick with is "I Love You (I Just Love You)," an inviting shuffle rock-a-cha-cha with a "Stagger Lee" touch along the way. Tremendous rock-orki arrangements by Bill Justis Underlie's a steady-driving blues rocker that also merits chart status. Fred Foster's the producer.

**Forget You (2:09)**

[Chappell ASCAP—Sherman, Weiss]

**Here Little Heart Went to Loveland (2:26)**

[Build ASCAP—Kaye, Springer]

**Vikki Carr (Capitol 1232)**

Vikki Carr packs a potent vocal wallop on this big ballad tagged "Forget You." The lively wide-range vocal charms are deftly fitted into this Sherman-Wasserman- penned opus with top-notch melody and lyric. For this one for a possible trip to the charts in the near future. Dave Peck produced it. The reverse is a haunting change-of-place ballad she drives with warmth and feeling, also has top sales potential.
DIFFERENT SONG—DIFFERENT ARTIST—BUT A SMASH HIT!

GOING GREAT POP/COUNTRY

"THE LUMBERJACK"

by

HAL WILLIS
Sims 207

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SIMS RECORDS, INC.
801 17th AVENUE SO. NASHVILLE, TENNESSEE (PHONE: 615 256-6962)
HERE COMES THE HEARTBEATS (2:30) [January BMI]  
GOOBYE CHARLIE (2:00) [Miller ASCAP]  
MARY MILLER (Tower 106)

The young Tower label appears to have an important new name on its roster in the person of Mary Miller. Canyon has one that should be a topic of teen conversation in the weeks to come. It’s a hip-swinging beat-ballad affair, labeled “Here Comes The Heartbeats.” It has multi-voicings in steady style. Ernie Freeman’s string-filled ork-choral support is sensational. Underdo’s captivating shuffle-rhythm vocal version of title tune of the up-coming pic, “Goodbye Charlie.” Eddie Ray’s the producer of the deck.

RIGHT STRING BABY, BUT THE WRONG YO-YO (1:55)  
[Bill & Range BMi—Perryman]  
YOU CAME ALONG (2:16) [Try Loy. PFS—Whitworth]

MARTIN (13272)

Here’s a brand-new tune ax that can have a first-time-out smash in the U.S. via this MGM release. It’s a hard-swinging affair, tagged “Right String Baby, But The Wrong Yo-Yo,” that the Moquettes drive out with an explanatory sound. Can be a sales block-buster. Composer is the red-hot Miekie Most.

UNLESS YOU CARE (2:01) [Trousdale BMI]  
CAN WE GO SOMEWHERE? (1:59) [Trousdale BMI]  
TERRY BLACK (Tollie 9064)

The Mustangs bow to the Duke-handled Sure Shot label with a deck that can get both the artists and disk-jockeys off the ground. It’s a potent teen-angled cha cha rocker, tagged “First Love,” that features the vocal and instrumental sound hits are made of. Composer’s a haunting twister dubbed “A Change.”

RUN, RUN, RUN (2:18) [Ringneck BMI—Meston]  
IT SEEMS TO ME (2:27) [Ringneck BMI—Menten]  
THE GESTURES (Soma 1417)

The Minneapolis-based Soma label can have another hot new disk act in the future. The artists’ bow is a hard-core, Liverpool-London-affair, tagged “Run, Run, Run,” that could make a race for hit marker. Paramount’s new instrumental backing for this haunting entry. There’s a complete change-of-place in the sound goods up-tempo undercut.

Cash Box

Newcomer Picks

Best Bets

JOHNNIE RAY (Groove 58-0044)

A SOMETIME LOVE (2:43) [We Three BMi—Twome, Be-  
docia]  
 Johnny Ray could make a sure-fire chart comeback with this emotion-packed reading of a Nashville type love item. It has a real soul performance throughout with lifting sans-lyme choral background.

THE HOLLYS (Impalal 60670)

COME ON BACK (2:10)  
[Bernard BMi—Ransford]  
England’s Hollies have been expected with their earlier efforts, and this new one could go the same success route in a short time. It features the group’s distinctive sound that sports powerful vocal and instru-mental doings.

THE LETTERMAN (Capital 3272)

HARVEY PLESSNER [Ptak/ASCAP]  
(lol) [Gees BMI—Dujee]

HARVEY PLESSNER [Ptak/ASCAP]  
(lol) [Gees BMI—Dujee]

RHYL BRYAND (Philips 40221)

ONE STEP FORWARD, TWO STEPS BACK (2:26)  
[Geld Unknown ASCAP—Geld, Gold]  
Hyland, who saw a little action with his band, “Red.” Hyland’s single could step out saleswise with this new ring-dancing pop aimed at the teen dance crowd.

JIMMY GILMER (Dot 16066)

CRY BABY (2:15) [Dundee BMi—Tumosc, Tharp]  
Jimmy Gilmer and his Fireballs, who had real make-up with “Sugar” and “Daisy Petal-Pick,” are among others, could repeat with an all-while-back-sounding “Baby” item they dish up with verve and feeling.

NICK NOBLE (Chess 2005)

DON’T FORGET (2:03)  
[Comet BMi—Sherman & Weiss]  
Nick Noble dishes out a bit of nostalgia on this banjo-accompanied item that also sports lots of strings and a chorus. It’s a melody-laden affair with infectious good spirits.

THE RAMBLERS (Almost 313)  
SCHOOL GIRL (South BMi—Weiner, Buyce, Hart]  
The Ramblers, who stirred up a lot of excitement with their recent “Fashon-Abations” effort, come up with a strong follow-up in smooth ballad fashion. Could be bigger in a big way.

BIRDLAND BAND (Footlight BMI—Nastani, Herbert)  
Hard rock waller on this end.

THE SURFARIS (Dees 31682)

HOT ROCKET HIGH (1:45)  
[Beechwood BMi—Usher, Christian]  
The Surfari’s plenty of loot with their white-rock opus may do it again with this teen-sing along pop item. Can be a steady thumper and beat going the rounds.

KAREN (1:45) [Hawaii BMI—McMahon, Marsh]  
Karen’s fast moving hynm-to-her-charms entry.

KAL WINDING (Verse 1034)

DO ANYTHING YOU WANT (2:40) [Waygate ASCAP—Betters, Ramsey]  
Here’s an off-beat instrumental from bassist, drummer, and vocalist Ka Winding that could spark plenty of sales in airplay. First-rate trom-bone solo and earthy blues backdrop with swingy beat is very effective.

OFFICE (2:34) [Walter Readers, Sterling ASCAP—Segel, Holt]  
Haunting Latin-best film theme instrument- 
alking in sound offer of this end.

BRYAN HYLAND (Philips 40221)

THE LATEIN QUARTERS (Red-Beat BMi)

MIRA-MIRA (2:35) [Tris BMI—Salazar, Green]  
Chances production should attract red-hot deck in the Latin market—in addi- 
tion to being a pipeline of hits into the pop field. It’s an exciting Panache- 
like handclapper with vocal com- 
comments, that’s sure to attract fans of attention. An RSVP prod.

ARMOLD MITCHELL (BMI)

DON’T FORGET (2:03) [Comet BMi—Sherman & Weiss]  
The Soma label stands a strong chance in making a big one again on both the R&B and pop levels. This time it’s Arnold Mitchell’s soul-filled vocal is backed by a thrillingly jazzy rhythm.

THE SUNSHINE BOYS (2:46) [Frank/Red-Beat BMi]  
Here’s lark DuBois’ last Bobb Reynolds repeating her big, brassy and ramb- 
trail “Belly Up To The Bar Boys” from an earlier set. Here’s another from the film Equal chances for this end.

THE LATIN QUARTERS (Red-Beat BMi—McKay]

TRY IT! (2:55) [BMI—Mosher, White]  
Do you have an answer to this one.

THE SOUTHWESTERS (RCA Bellan)

WALTER TUNE (2:20) [Tender Tune BMi—Linduane, Elf]  
This end as an all-instrumental mambo delight.

THE JIVE JUDES (2:39) [Tender Tune BMi—Linduane, Elf]  
This one is a great new item in this easy-paced rock-a-rhythm-ous pop entry. Here’s Warner Cash’s third hit, and with plenty of spin and energy, this one’s sure to rack up for Bobb Basin. Sergie lead- 
ers Canino-Parkway’s new jazzy, shuffle-rock revival of the recent Bobby Bland success. Terrific twin- 
sider. Can we call it a hit, Mike? 
Bobb Basin distributes this H. R. Robinson production.

THE FOUR PREPS (Capitol 8274)

MY LOVE, MY LOVE (2:07)  
[Comet BMi—Weiner, Gers, Gers & Agnew, Haymes]  
Here’s a pretty rendition of the Joni James oldie. The Jush Davis trio with this offers a big, brassy, ramb- 
trail affair with infectious good spirits.

DUANE EDDY (RCA Victor 8419)

GUITAR STAR (2:10) [Little Big-Dale BMI—Roper]  
Duane Eddy could make a come back to chartworth with this pulsating r&r rite. It’s the champ, but the choral backing, can create an ex- 
citing sensation in the spinnings of its many dance lovers. Watch this closely.

Cash Box 2010-10-29
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"OGNI VOLTA"

c/w “CINDY GO HOME” #8441

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Cash Box

Best Bets

HANK JACOBS (Sue 113)
- HEIDE (2:20) [Saturn BMI-Jacobs] Hank Jacobs, who scored a big hit with his echoing of "So Far Away," may have another equally strong chart outing with this self-penned instrumental. A danceable item that deserves airtime.


BARBARA & BRENTA (Medi 104)
- CUTIN' INSIDE (2:41) [Endon-BMI Ottis, Benton, Colorado] Lark Barbara and Brenta bash out with some potent and soulful wailing on this R&B rhythm and blues disc. These gals dish up plenty of feeling.

(8+) THAT'S WHEN YOU'VE (Got SOE) (2:50) [Cotillion BMI-Gaskin] A let more soulous on this one BMI.

VICKI SALLEE (Dot 16651)
- JIMMY DARLING (2:09) [Nobus BMI-Ryala] Lark Vicki Sallee takes a lot of vocal punch on this debut disc from Dot. It's a teen romance affair with strong, melodic and pleasant ballad production. Could see some strong sales and airplay activity.

(8-) WILD ANGEL (2:38) [Nu-Son BMI-Moffett] Take your pick on these, side also has plenty of potential.

EDDIE FLOYD (Safeco 334)
- NEVER GET ENOUGH OF YOUR LOVE (2:38) [East BMI-Floyd] Here's a low-key read- ing of a blues ballad from charted Floyd who's only supported by choral-yak backdrop. Tune's an original by the writer. Radio spins could secure some airplay.

(8+) BABY RYE (2:45) [East BMI-Floyd] Thi sheepish BMI with a rap.

LOREZ ALEXANDRIA (ABC Paramout 15094)
- LITTLE BOAT (2:17) [Duchess BMI-Kaye] Lark givs a top drawer treat- ment to this easy going 45. The outing is a surefire programming item on good music stations.

That Far Away Look (2:20) [Cappell, Stone ASCAP-Fain, Bergman] This side is a pleasant blues-ballad offering, which is equally as good as flip. Loves can have a two sided turntable hit.

JAY BENTLEY AND THE JET SET (Greece 136)
- WATUSI (2:03) [Tamronse BMI-Cason] The boys let loose with a hoggin' handclapper. This should excite the teen set. An up tempo swinger, loaded with a special gimmick that could send it to hitville. Watch the sales and spins on this one.


SONNY AND CHER (Reprise 3039)
- BABY, DON'T GO [Chris, Marr, Ten, East-BMI Bone] Here's a pleasant ballad affair which sounds like a chart item for the younger set. Jackie Jones, Sonny Boy Bone production merits loads of attention, so eye it.

(8+) WALKIN' THE QUITZAL (2:35) [Ten, East, Charnka BMI-Bone, Greene, Stone] This is a solid instrumental rocker.

LITTLE WILLIE JOHN (King 2949)
- DO SOMETHING FOR ME (2:53) [Armo BMI-Ward Marks] Little Willie John, who is no stranger to the pop-r&b charts, could take another visit with this strong blues ballad effort. The shuffle beat is decked out with extremely fine eye. The spins and sales on this one.

(8+) DON'T YOU KNOW I'M IN LOVE (2:10) [Hejc BMI-Johnson, Green, Blann] Uptempo r&B swinger.

THE CROWNS (Old Town 1171)
- POSSIBILITY (2:18) [Myrna BMI-Vincent] Sound is similar to rockin' teen hit "Remember Then."

(8) WATCH OUT (2:18) [Maren BMI-Adams] Twist instrumental.

THE INCIDENTALS (Ford 134)
- ALL NIGHT (2:45) [Rest Plus ASCAP-Inde- bundo BMI] Uptempo rock instrumental.


HARRY M AND THE MARVELS (ABC Paramount 16651)
- HOW DO YOU TELL A HEARTACHE GOODBYE (2:11) [Lowery BMI-Middlebrooks] Very strong writer backed with effective arrangements.

(8) I DESERVE TO CRY (2:26) [Lowery BMI-Middlebrooks] A soft blues ballad.

THE PLAYBOYS (Jewel 737)


RONNIE AND THE POMONA CASUALS (Donna 1400)

CASUAL BLUES (3:00) [Maravilla - BMI - Ronnie & The Pomona Casuals] An all instrumental, down beat blueser.

CHRISY CUMMINS (Elect 100)
- VOTE YES ON PROPOSI- TION LOVE (2:15) [Hilde- BMI-Regan] Clever rocker that could excite the teens.

VOTING SONG (2:15) [Hilde BMI- Barrun] This end is an all instrumental handclapper.

THE SINGERS (Loma 102)
- I WAS BORN TO LOSE (2:19) [Wedlaw - BMI Harris] A shuffle beat frog. Warner marks this as a strong offering.

(8) MIDNIGHT FROWL (2:17) [Wedlaw BMI- Wedlaw] All instrumental slop on this end.

HURT AND THE DYNAMIC ENCORES (Sears 13161)
- LA LA LA LA LA LA (3:00) [Jobete BMI Paul A] A movin' number with a frog beat.

YOU DON'T KNOW ME (3:04) [Hill and Range BMI-Armo] Up to date, beat-ballad version of the ditzy.

YUSIF LATEEF (Prestige 332)
- I'LL REMEMBER APRIL (3:06) [Leeeds ASCAP-Raye, Johnston] Coolin' low-key jazz improvisations.


RECORD REVIEWS

- best bet B+ very good B good C fair C+ mediocre

only those records best suited for commercial use are reviewed by Cash Box

B+ REVIEWS

QUITMAN DENNIS (Epit 9724)
- GALE WINDS (2:29) [Colpix BMI-Scott] Vibrant and infectious offering.

HOT TAMALES (2:21) [B + Maurice-ASCAP-Garza] Rave reviews.

MORT (DOC) DOWNY, JR. (Magic Lamp 517)
- BALLAD OF BILLY BROWN (2:40) [Prime ASCAP-Downy] Tragedy weekly ballad.

FLATTERY (2:30) [Row- down ASCAP - Downe] Smooth uptempo blues outing.

JANIE MAHR (Warner Bros. 541)
- ANY OTHER WAY (2:45) [Leeds ASCAP-Breedlove, Bros.] Fine blues outing.

THE BIRCHES (Her Majesty 16)
- WHAT A TOWN (2:11) [Douglas BMI-Camp-Fields] A very happy song via Four Lado school.


THE HALL SAECHTER QUINTET (Colpix 701)
- FAIL SAFE. Part 1 (2:46) [Colpix BMI-Scott] Interesting jazz-pop instrumental.

(8-) FAIL SAFE. Part 2 (2:46) [Colgems ASCAP-Scott] Session is a piano-led soothing in-
strumental.

THE VELOS (Blace 216)
- SHELLY (2:09) [Tash B-Blowhard] Favorable rock tune.

(8+) FROM THE CHAPHAX (2:15) [Brow/Soft harmonizing ballad.

GERALD GOODMAN (Tribe 21)
- LA MUSIQUE (2:28) [Star Television BMI-Philips- Gerand] This pleasant instrumental, from the Folies Berteau makes for good programming- deck features Gerald Goodman on harp.

CARRIBOSSA (2:19) [Nors sa BMI- Goodman] More pleasant listener this end. tune has a Jamaican flair.

ROONEY JUSTO (Soundstage 7)
- MISS BROWN (2:32) [Blackwood BMI-Bringin' guitar backed session.

(8-) TELL HER THAT I CARE (2:04) [Anah BMI- Jackson] Stimulating rock-con- sound.

MICKEY ROONEY JR. (Orange Flame BMI)
- LOOK! OUT FOR QUIET ONES (Orange Flame BMI-Fophone) The actor-singer's first release is a colorful rock-bouncer.

(8-) FRAMES ASCAP (Bastucka, Huddings) Tempo is slowed down to a crying towel-ballad
From FAECQ and KLUGER

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MEMPHIS, TENN. — Distributors turned out in force to help celebrate the 5th Anniversary of Hi Records and its successful association with London Records. The elaborate Memphis celebration was hosted by Joe Coughi, president of Hi and D. H. Toller-Bond, executive vice president of London Records.

Distributors from 26 different territories, many with their key sales personnel, attended the ChiCia Plaza Motel in Memphis, the home of Hi Records, and it wasn't more than a few moments after their arrival (Sept. 28) that the Southern hospitality went to work.

Wednesday evening distributors attended a cocktail party which preceded a gala banquet. After the banquet Hi artists supplied live entertainment. Distributors heard Bill Black, Ace Cannon, Jumpin' Gene Simmons, and Willie Mitchell perform their hits of past and present.

On Thursday, ladies who attended were escorted by Mrs. Coughi to a private club to attend a luncheon while the men attended a 10-12 AM sales meeting introducing new products on the Hi label.

Walt Maguire, Hi-London A&R director reviewed the new Hi singles scheduled for release in the near future and announced the release of a new series of 10 Hi singles which have been dubbed the "Demand Performance" Series. The ten discs couple past hits of Hi performers.

Herb Goldfarb, national sales manager, followed with the introduction of the new Bill Black, Ace Cannon and Willie Mitchell album releases and announced that terms of the program included a 10% discount plan, a 3% return privilege as well as dated billings. The new LP's are dubbed "Bill Black's Combo Goes Big Band," "Hold It — Here's Willie Mitchell," and "Ace Cannon Plays The Big Show Tunes." Terms apply to the entire Hi catalog as well as the three newly introduced LP. Also included in the program was the new "Jumpin' Gene Simmons" LP introduced a few weeks before the Memphis meet. Goldfarb also debuted a Yule LP titled "Christmas Cheer From Ace Cannon."

Goldfarb was elated over the strong distributor reception to the new albums as well as their orders which he said exceed the 100,000 unit mark by a wide margin. The entire Hi album program was coordinated by Marty Wargo, Administrative Manager.

The afternoon following the meeting had distributors relaxing at the Bella Vista Country Club. The golf and swimming afternoon was concluded with a Southern Style barbecue hosted by chef Joe Coughi. The evening was spent riding down the Mississippi River in a chartered boat and listening to the music and humor of a jug band.

CAMERA AT HI MEET

MEMPHIS, TENN.—Smiles were the order of the day when Hi distributors journeyed to Memphis to celebrate the Hi label's 5th Anniversary at a sales confab and fun-fest a week ago.

In top photo: Hi president Joe Coughi (left) and D. H. Toller-Bond (right) present a gold album to Bill Emerson of Big State Distributors in Dallas for ranking #1 in sales among Hi distributors with his showing during a preceding Hi album program.

Second photo: Coughi presents a special plaque to Butler Williams of Music Sales Distributing in Memphis marking the longest association between Hi Records and any of its distributors.


Fourth photo: Nick Cenci of Pittsburgh, T.B., and Ace Cannon.

Fifth photo: The men turn sailors for the trip down the Mississippi. Among the people in the photo are distributor Irwin Fink; London national sales manager Herb Goldfarb and Phil Wesen.

Sixth photo: The business portion of the Memphis affair. In this pic distributors assemble for the sales confab.

Bottom photo: Walt Maguire, (left) A & R director, with Herb Goldfarb in center are among the many chow-hounds filling-up on Coughi's barbecued ribs.

GARNET MIMMS
LOOK AWAY

UA 773
on the one to watch

CASH BOX—October 10, 1961
WARNING!

A severe outbreak of these two Kapp singles is reported from coast to coast.

Take action before they hit your area!

WHEN YOU WALK IN THE ROOM

THE SEARCHERS

WHEN YOU’RE YOUNG AND IN LOVE

RUBY AND THE ROMANTICS

Lumped from #41 to #21 on English charts in second week of release.

First week on Cash Box and Billboard charts, broke at 80.
Dear Jerry and Sheldon,

At about 3:00 a.m. on the morning of September 23rd, I turned to page 86 of The Daily News and read the following words by John Chapman: "'Fiddler on the Roof'...is one of the great works of the American Musical Theater."

At about 3:30 a.m. on the same morning I turned to page 56 of The New York Times and read the following words by Howard Taubman: "Compounded of the familiar materials of the musical theater ("Fiddler on the Roof") combines and transcends them to arrive at an integrated achievement of uncommon quality."

What an incredible instant it must have been for the "Fiddler" company when you read those same words and were at last reassured of something you'd silently told each other for months, "Of course it will go!"

Knowing you both as I do, and because a theater triumph allows us to be outlandishly sentimental, I am sure you will not object if I send you a congratulatory message in this manner.

That you have brought great glory to the musical theater is, of course, now known to all the world. The long, magic line at the Imperial Theatre box office attests to it.

That you have also brought a great glory to your fellow composers at BMI and to all of us in management is a personal honor I want the world to know too. We are enormously proud of you, of your association with us, and of your resplendent contribution to American Musical Literature.

From all your friends at BMI -- thank you, Jerry. Thank you, Sheldon.

Robert J. Burton
<table>
<thead>
<tr>
<th>No.</th>
<th>Album Title</th>
<th>Artist(s)</th>
<th>Label</th>
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<tr>
<td>1</td>
<td>HARD DAY'S NIGHT</td>
<td>The Beatles</td>
<td>United Artists UAL 3366</td>
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<tr>
<td>2</td>
<td>SOMETHING NEW</td>
<td>The Beatles</td>
<td>United Artists UAL 3366</td>
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<tr>
<td>3</td>
<td>EVERYBODY LOVES SOMEBODY</td>
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<td>ALL SUMMER LONG</td>
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<td>PETER, PAUL &amp; MARY IN CONCERT</td>
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<td>8</td>
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<td>Broadway Cast</td>
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<td>THE ANIMALS</td>
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<td>BEST OF JIM REEVES</td>
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<td>15</td>
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<td>16</td>
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<td>Barbra Streisand (Columbia CL 3215)</td>
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<td>BARRA BRISSAND THE THIRD ALBUM</td>
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<td>18</td>
<td>AMERICAN TOUR WITH DAVE CLARK FIVE 1</td>
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<td>MY FAIR LADY</td>
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<td>22</td>
<td>COTTON CANDY</td>
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<td>UNSKIRKLE MOLLY BROWN</td>
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<td>24</td>
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<td>Simon &amp; Garfunkel</td>
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<td>LICORICE PANTHER</td>
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<td>26</td>
<td>SO TENDERLY</td>
<td>John Gary</td>
<td>RCA Victor LSP 2922</td>
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<td>27</td>
<td>UNDER THE BOARDWALK LIGHT</td>
<td>Johnny Cash</td>
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<td>28</td>
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<td>29</td>
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<td>Ike Turner</td>
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<td>BE MY LOVE</td>
<td>Jerry Vale</td>
<td>Columbia CL 3215</td>
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<td>31</td>
<td>BEAUTIES' SONG BOOGIE</td>
<td>Stevie Wonder (Columbia CL 3214)</td>
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<td>32</td>
<td>LATIN ALBUM</td>
<td>Tito Puente</td>
<td>(RCA Victor RS 6315)</td>
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**Top 50 Albums**

- **MONAURAL TOP 50**
  - **TOP 10**
    - **TOP 10**
  - **TOP 20**
    - **TOP 20**
  - **TOP 30**
    - **TOP 30**
  - **TOP 40**
    - **TOP 40**
  - **TOP 50**
    - **TOP 50**

- **STEREO TOP 50**
  - **TOP 10**
    - **TOP 10**
  - **TOP 20**
    - **TOP 20**
  - **TOP 30**
    - **TOP 30**
  - **TOP 40**
    - **TOP 40**
  - **TOP 50**
    - **TOP 50**

**Indicates Strong Upward Move**

**Compiled by Cash Box from Leading Retail Outlets**
POP PICKS

THE INCOMPARABLE MANTOVANI—London FS 392
Few orchestras, if any, have attained Mantovanis' stautus. He has released many chart-rising albums. This new London LP, aptly titled "The Incomparable Mantovanii," like so many of its predecessors is destined for early chartdom. Traditionally beautiful melodies coupled with superb orchestration and arrangements add up to top listening enjoyment. Included here are "Sleep Walk," "The Rain," "As Time Goes By." Watch it soar in sales.

RIDE THE WILD SURF—Jan & Dean—Liberty LRP 3366
Jan and Dean, who were instrumental in establishing the surfin' craze, seem sure to score heavily in the coin dept. with this top-notch Liberty package of tunes culled from Columbia Pictures' "Ride The Wild Surf" flick. The duo's distinctive style of harmonizing singing is effectively showcased on "Tell Em I'm Surfin'," "She's My Summer Girl" and "The Wet Side." Eye the set for rapid consumer acceptance.

THE HOLLYWOOD STRINGS PLAY HITS MADE FAMOUS BY THE FOUR SEASONS—Capitol ST 3199
The Hollyridge Strings, currently pulling loot with the "Beatles Song Book" and the "Beach Boys' Song Book," have another championship in the Four Seasons repertoire of hits. The lush string arrangements of these melodic winners should appeal to both teen and adult markets. Some of the notable tracks are "Down (Go Away)," "Sherry," and "Stay." Should soon climb the charts.

I'LL KEEP YOU SATISFIED—Billy J. Kramer & Dakotas—Imperial 2977
Britisher Billy J. Kramer and his Dakotas, with an impressive track record established, follow through and tag this new LP session after his recent top ten item, "I'll Keep You Satisfied." The chart's current biggie, "From A Window" is also included here. Other bright bands here are "The Twelfth Of Never" and "Cruel Waters." Chart status seems assured for this very commercial set.

DAVID MERRICK PRESENTS HITS FROM BROADWAY HITS—John Gary/Ann Margaret RCA Victor LPM 1499
John Gary, a consistent chart-rider for RCA Victor, joins Ann-Margret, another sales stalwart for the label, for this presentation of hit tunes from hit shows, all produced by David Merrick. 12 hit shows are represented on such familiar gems as "What Kind Of Fool Am I?" and "I'm Breathless." The material and voices here make for a powerful sales combination.

DISCOTHEQUE DANCE DANCE DANCE—Enoch Light—Command RS 8738D
Enoch Light and his orch are obviously out to please the constantly-growing crowd of discothequeurs with this top-drawer Command set of chestnuts and novelties rendered in a variety (e.g. frug, swim, wobble, watusi, etc.) contemporary dance tempos. This band's leaders of terpsichorean entertainment here as the large aggregation unleashes "Dream Lover," "If I Had A Hammer," and "Night Train." LP serves as a per- sonal discotheque library. Set should zoom up the charts in no time flat.

BOSS BEAT—Pat Boone—Dot DLP 25594
Pat Boone, who recently returned to the singles groove with his best-selling "Beach Party" etching, could easily make it to the album charts with this package of hit items, both back and recent and vintage. The chart offers one of the most intensive coverages of the various beats and moods with "Memphis," "I Want To Hold Your Hand," "Kansas City," "Mashed Potato Time" and eight other equally pulsating numbers. Eye it for early sales action.

AFTER HOURS—Gloria Lynne—Everest 5230
As the tag of this new Gloria Lynne LP suggests, this new Everest album features the lady in a moody, easy-going set of romantic blues. While backed by a closely-knit jazz-styled combo, the charming, sensual voice showcases in first-rate funky, soulful arrangements of "Blue And Sentimental," "Man Of Mine," and "Am Blue." One of the best sets that the artist has cut to date.

BILL BLACK'S COMBO GOES BIG BAND—Shl 32028
Bill Black departs from his traditional combo context and surrounds his Combo with twenty- one skilled musicians to give a shocking band sound on this swingin' set of tunes long-associated with some of the nation's famous large aggregations. The musicians and the material may be different but the distinctive Black brand of excellence is evidenced on "Near You," "In The Mood" and "Sentimental Journey." Album should skyrocket.

WHISTLE STOPPING WITH JONATHAN WINTERS—Verve 15037
Jonathan Winters hops on the back platform of the campaign train to dispense his very personal brand of political humor on this often hilarious and always biting satirical LP session on Verve. The rubber-faced gagster points the fingers of guile at the politicians and newsworthy candidates in a series of sketches aimed at evoking gales of laughter—most of the time he succeeds admirably. It's a campaign year and the set should enjoy healthy sales.

HEY GIRL DON'T BOTHER ME—The Tams—ABC Paramount 489
The Tams cash in on the success of their recent singles biggie, "Hey Girl Don't Bother Me" to give this new album acting on ABC-Paramount. This is the second album for the songsters, and I readily builds on the set he has hit the town's in short order. The lads offer the click sump- plus smooth and polished treatments of "I Love You," "Hey Little Girl," and "Giv- dy." Heavy sales are indicated.

THE AMAZING TIMI YURO—Mercury 4973
Timi Yuro, who recently made a singles impression with her first Mercury release target, "I'll Cuddle With an Avenue Album" on the label with this package of old and new albums. The lark gathers up plenty of soul in these goodies which include, "If You're Afraid The Masquerade Is Over," "All I Need Is You" and "My Foolish Heart." The vocal performances that merit special attention. Set could be a winner.

POP BEST BETS

SONGS EVERYBODY KNOWS—Bing Crosby/Buddy Cole—Decca DL 74415
Bing Crosby, the master of the popular ballad and the sophisticated crooner with an own song, sets forces with the Buddy Cole Trio on this be- loved and moodful romancers. The crooner was never better than on such ear-delighters as "I'll See You Again," "I Could Be With You," "Georgia On My Mind." Crosby fans should flock to the disk counters for this one—superb sound throughout.
"Mostel's Tevye is one of the most glowing creations in the history of the musical theatre."
—The New York Times

"...sweet in spirit, true in tone..."—Time Magazine

"The humor—and such a wealth of it—speaks to everyone."
—New York World-Telegram and Sun

"One of the great works of the American musical theater"
N.Y. Daily News

NOW PLAYING AT THE IMPERIAL THEATRE N.Y.C.

Original Broadway Cast Album
RCA VICTOR

Original Broadway Cast Album
RCA VICTOR

RCA VICTOR®
®The most trusted name in sound
JAZZ PICKS

COLD TURKEY—Ray Bryant—Sue 1032
Ray Bryant's newest album romp on Sue shows the very-talented pianist in a new light, particularly as a composer. The piano dominates, "Old Turkey," for which the set was dubbed, "Shake, Lady!" and "Ship-Up" are reason enough to mai this LP a strong seller—virile jazz compositions with universal appeal. Bryant's readings of "Gone With the Children" and "I Wish You Love" have freshness and potency all their own. A power-packed jazz session that deserves special attention from buyers and programmers.

HELLO, BENNY—Benny Goodman—Capital 52157
The famous Benny Goodman orchestra is back again swingin' in their old style on a delight program of evergreen and newer material. Although the band boasts some new faces, the professional, old-school musical developments are as exciting as ever. The clarinetist, particularly helms his men in top-notch renditions of "Great Day," "The G From Ipanema" and "Them There Eyes." Pochac should appeal to both pop and jazz fans.

JAZZ BEST BETS

OUT TO LUNCH—Eric Dolphy—Blue Note 41
The jazz musician Eric Dolphy (he plays the sax, flute and clarinet on this set) teams up with accomplished crew of jazzmen including Fred Hubbard (trumpet), Bo Diddley (vibes) (Robert) and Anthony Williams (drums) on this swingin' avant-garde sees from Blue Note. The boys create some inventive far-out musical developments on "Hat A." The "Shenandoah," "Strung Out, Up A Down," "Jazzophiles" should really dig it.

PLAY BACH VOL. 4—Jacques Loussier Trio
London PS 365
The Jacques Loussier Trio, which debuted the volumes of Bach for Jazz this year, offer a 4th one in this set which has already been named winner of the Grand Prix du Disque. This new volume for English and French publications, this band which includes organist on piano, bass and cello, unleashes some jazz dynamite with this argo set which spotlights a West Side Story. The pianist and the group's recent singles noisemaker "Something You Got" for the discerning jazz philophile, this band is inspiring listening.

CLASSICAL PICKS

WALTON: Violin Concerto—Heifetz—RCA Victor L2740
Sir William Walton's Violin Concerto and C. Tchelnov-Khudozestvo's "The Prophets" are memorably conducted by Jacob Heifetz in an exciting fashion. The latter work, and the composer on the other hand, is shown at its best on both works. The serious collector of classical disks will find this set a welcome addition to the shelf.

1812 Overture—Wellington's Victory—Antal Rattie—Mercury SR10-19
Conductor Antal Dorati faces two symphonic works on this Mercury classical disk which highlights Tchaikovsky's famous and very British 1812 Overture and Beethoven's battle to win. "Wellington's Victory." The former, in a million seller, is a suitable companion piece the dynamic Beethoven work. Both are exact with authority and are brilliant in their reproduction. Set should spark renewed interest from classical devotees everywhere.
ANNETTE’S
LATEST SINGLE
(F437)
Introduces
A new dance
"THE
CLYDE"
from
HER HIT ALBUM
ANNETTE
at
BIKINI
BEACH"
(BV3324)
NEW YORK:

Capitol Records brass turned out in force to host the Beach Boys at a three-day-long lunch at the management Club last week. This was the first major East Coast tour for the hot West Coast band, who established themselves as a supergroup virtually with almost all of their singles in the Top Ten during 1966. The trade and consumer press were attracted to the Los Angeles Times story by Edgar J. Cline, who recently appeared on the Danny Thom- as, Lewisohn Telethon in Cleveland. The trade and consumer press are busily promoting their latest effort, "Sgt. Peppers Lonely Hearts Club Band" (Capitol). Jimmy Dean will take time off this week from his weekly ABC TV shows to reunite with his band for the first time since his release from prison. He will be on the stage at Carnegie Hall (Sept. 30) and Philharmonic Hall (Oct. 2) to be the narrator for the performances. The "Soldier's Tale" role was negotiated with the Festival Orchestra. Melvin Garber has signed a new contract with "Edie Come- don" to be telecast within the next two weeks. Reprise Records' Joey Cooper recently became the first American artist to snag a long-term contract in Tahiti. Louis Benjamin, manager of Peer Rec- ordings in Britain, on the West Coast recently toured with the Columbia Bros.-Repriez disk brash. More press releases will be issued by Capitol into the fall as many of its artists are launching new albums that include "I Wouldn't Trade You For The World" by the Brothers (London), "29-73" by Willie Mitchell (Hi), "Haunted House" by Gene Vincent (Vee Jay), "Love" by Little Milton (Cas- eys), "Feet of Fire" by the New Riders of the Purple Sage (Capitol), "Live at Mountain West Coast" by the Group (2), and "A Very Long Time Ago" by the Group. Cast members of the upcoming film "The Dog and the Fox" have been spending time together around Los Angeles. The cast includes Steve Winwood (bass), Rod Argent (drums), Mike D'Abo (vocals, guitar), and Colin Blunstone (vocals), who recently reunited with the Zephyr's keyboardist, Richard Barbieri. The group's first album, "The Best of Both Worlds," was released earlier this month. The band's second album, "The Last of the English," is scheduled for release in early October. The album features the singles "The Way I Lay It Out" and "Yesterday's Gone." The new album has been well-received critically and is expected to be a commercial success. The group's tour dates include stops in Los Angeles, San Francisco, and New York. Their next concert is scheduled for October 20th at the Fillmore East. The tour is part of the band's ongoing promotional campaign to support their new release.
PHILADELPHIA-Cleveland and the Manners restaurant last week (26) presented a Dream Home, valued at more than $100,000, to lucky winners who were selected in the contest by drawing. Mrs. Dream Home later took her car. The award was made by Mayor Ralph Christman, at the site at 5200 Oak Lane in North Philadelphia. This winner is the fourth in series of the annual contests by WHK. Grand prize winner was the drawing as guests the station and Manners Restaurant and were hosted by the sponsor a day of entertainment and refreshments. On hand at the presentation of the winners, press, of the eatery chain, & Thayer, vice president and general manager, a new concept in religious programming which gives listeners a chance to call the station and make on-the-air queries of religious leaders. Every week, WIP's public service supervisor Allan Michaels will moderate a panel of clergy members who will answer questions and moral advice suggested by listeners in 24 Delaware counties. Attending members of the board will hold sessions on-air, and a panel. On-air promo will announce the telephones numbers of the Metropolitan Outlet.

A river of ice cold drinks and a mountain of hamburgers (1,000 to be exact), were given away at KAPIT, Salem, Oregon at the Oregon State Fair during free picnic hours sponsored by the station on Sept. 6 and Sept. 9. KAPIT has almost lost their Fair home site when the trailer they were using for broadcasting was sold right out from under them-however, all's well that ends well and the buyers let them stay there until the Fair closed.

WMCA-New York program director Ruth Mayer is vacationing in the City of Light (Paris) this month—her favorite holiday city.
Proof-positive that old warhorses are always a threat is Sandy Nelson. Although he has been absent from the Top 100 for quite some time, he's bounding back powerfully with his current chart-riding “Teen Beat ’65” on Imperial. Sandy Nelson was born in Santa Monica, Calif., into a family that had show biz in its blood through a maternal great-grandfather who was a concert violinist in Europe and other relatives who were circus people in Denmark. Sandy’s first professional jobs were with a teenage band at parties and rock ‘n’ roll shows. He performed on recording sessions with Gene Vincent, the Teddy Bears and other rock groups and soon—still a teenager—recorded for the first time on his own. Imperial Records heard this recording, which was “Teen Beat,” and promptly signed him to a long-term recording contract. Today, the drummer has a catalog of 14 albums, including his first in-person package tagged “Sandy Nelson—Live in Las Vegas.”

The Kinks

Take four, art students dressed like characters from Dickens and whose musical appreciation ranges from Chuck Berry to Bach. Add long hair, vocal sounds reminiscent of Little Richard, mix in three guitars, a set of drums, a flair for R&B and you have the Kinks.

The Kinks have for the past three years played and sung in Muswell Hill, London. They originally got together with the idea of making money to help with their studies at the Creyon School of Art—where they all studied. Their unconventional clothes, caps with way-out leather accessories—which they designed themselves—made them well-known figures in Muswell Hill and it was obvious that before long someone would notice them. Enter: stockbroker Grenville Collins who approached the boys and invited them to play at a few deb parties. They were invited back again and again and Collins soon realized they had potential as professionals. A Pye recording contract soon followed and before long they were hitting on the British charts.

Currently, the crew is riding up the Top 100 with their first U.S. release of “You Really Got Me” on the Reprise label.

The cyclists resting in the above pic are the same ones who are racing up the charts with a Mercury smash tagged “Little Honda.” Themselves the Hondells, left to right, Mike Huddor, Wayne Edwards, Rich Rice and lead singer, Randy Wayne and waving his arm at the photographer is Nick Venet the deck’s producer. The chap with the hat in the background is mgr. Clancy B. Grass, III.

**NEW ADDITIONS TO TOP 100**

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<th>Artist</th>
<th>Label</th>
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<tr>
<td>67</td>
<td>Ain’t That Loving You</td>
<td>Elvis Presley</td>
<td>RCA Victor 8486</td>
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<td>75</td>
<td>Leader of the Pack</td>
<td>Smokey Robinson Red Bird 10-31</td>
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<td>80</td>
<td>When You’re Young and in Love</td>
<td>Ruby &amp; Mamie</td>
<td>Kapp 617</td>
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<tr>
<td>83</td>
<td>Is It True</td>
<td>Brenda Lee</td>
<td>Decca 31690</td>
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<tr>
<td>86</td>
<td>Ain’t Doing Too Bad</td>
<td>Bobbie Smith</td>
<td>Decca 31690</td>
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<tr>
<td>88</td>
<td>I’m On to Something Good</td>
<td>Norman’s Hermits</td>
<td>MGM 11820</td>
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**AIMED at OPS**

**THE GANG SONG**: Doodle Doo Doo—“Big” Tiny Little (Coral 65583)

**TIME OUT DURING CHART RUN**

HOLLYWOOD—The cyclists resting in the above pic are the same ones who are racing up the charts with a Mercury smash tagged “Little Honda.” Themselves the Hondells, left to right, Mike Huddor, Wayne Edwards, Rich Rice and lead singer, Randy Wayne and waving his arm at the photographer is Nick Venet the deck’s producer. The chap with the hat in the background is mgr. Clancy B. Grass, III.
ALBUM PLANS

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

AUDIO FIDELITY
LP at buy-3-get-1-free, plus one storm spectaculiar demo at 16 with the purchase of each in stock records. No termination date announced.

OOTO
Buy-5-get-1-free No termination date announced.

OLKWAYS
A full incentive plan whereby pre-packaged units—10 albums each—are offered on a buy-10-get-1 free basis. Also, other LP's at additional 12-1/2% discount.

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

TORONTO

MERCURY
"Celt Air for Summer Selling", each discount on 4 new LP's, a pre-call discount on catalog until Oct. 15. "Out of This World with Mercury": each discount on LP's Expires: 15.

IASHBRO
Buy-3-get-1-free on entire catalog including new LP's. 10% exchangeable. No expiration date set.

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

HAPLINS
"A Slice In The Future": 10% discount on pop LP's. 20% discount on classical product. Ex. Nov. 30.

EQUEST
LP catalog available on a buy-7-get-1 free basis. Described as a limited-time offer.

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

EJAY
10% discount on LP's.

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

WORLD PACIFIC
Full Plus-10% discount, extra 5% on LP orders of 300 or more on any item.

Country Music Joins Demo Campaign

ASHVILLE — The country music record execs and Rich Records execs who wrote country music hit story recently by becoming the first country package to appear with a resident of the U.S. The tour was assembled by Rich records vice president Lester Vanzant, who was recently appointed by a White House to ramrod the organization of an all-star country music show to support the national Humphrey campaign. The tour was gotten together almost immediately to give entertainment the opening of the Oklahoma City Fair in Oklahoma City (September 4th), at which President Johnson spoke. Vandare reported he has tured firm commitments from several country stars to take part in a Johnson-Humphrey campaign. Pictured in the group above are (left to right) musicians Sammy Tipp, Sonny Burnett and Ike Inman, Rich exec Vanadore, Rich lark Wright, Mrs. Ferlin Husky, Rich Records' Ferlin Husky, and musican Mike Davis. Not shown are Smiley and Kitty Wilson who were also in the show.

BML's Burton On Speaking Tour

NEW YORK—BML president Robert J. Burton is making a series of speeches on the topic "Broadcasting and the Many Worlds of Music" at American and advertising groups during and October. Beginning with a Sept. 14 speech before the Louisiana Association of Broadcasters in Baton Rouge, he spoke to the New Orleans Advertising Club the following day. On Sept. 19, he addressed the Maine Broadcasters Association in Poland Springs. His Oct. schedule includes the following: 5, Ashville, North Carolina, North Carolina Association of Broadcasters; 9, Tuscaloosa, Alabama Broadcasters Association; 22, Jefferson City, Missouri Broadcasters Association. He is scheduled to address the Ohio Association of Broadcasters in Nov., and the Arizona Broadcasters Association the following month.

TOP 50

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>MERCY MERCY</td>
<td>Croce, Yess (Easterling 801)</td>
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<td>2</td>
<td>FUNNY</td>
<td>Joe South</td>
<td>Black Beat 532</td>
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<td>3</td>
<td>LET IT BE ME</td>
<td>Jerry Reed &amp; Jerry Butler (Vee Jay 653)</td>
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<td>4</td>
<td>YOU MIGHT BELIEVE</td>
<td>Impression</td>
<td>ABC Paramount 1590</td>
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<td>5</td>
<td>SEAMAN</td>
<td>Major Lance (Ohm 7021)</td>
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<td>6</td>
<td>I WANT YOU NOW</td>
<td>Four Tops (Motown 1042)</td>
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<td>7</td>
<td>I AM ACCUSED</td>
<td>Jerry Butler (Vee Jay 598)</td>
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<td>8</td>
<td>A OUT OF THE WORLD</td>
<td>Smokey Lee (Red Bird 10068)</td>
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<td>9</td>
<td>DON'T NEVER GET TO HEAVEN</td>
<td>Dieter Warwick (Scouter 1282)</td>
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<td>10</td>
<td>COUNSEL OF MINE</td>
<td>San Cooke (CBA Victor 8462)</td>
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<td>11</td>
<td>LOOKING IN THE WINDOWS</td>
<td>L'Enfant Terrible (DLP 50000)</td>
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<td>12</td>
<td>WHY YOU WANNA MAKE ME BLUE</td>
<td>Temptations (Gordy 7055)</td>
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<td>13</td>
<td>DONT' DO IT</td>
<td>Marvin Gaye (Tommy 54011)</td>
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<td>14</td>
<td>THAT'S WHAT LOVE IS</td>
<td>Temptations (Gordy 5991)</td>
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<td>15</td>
<td>BLESS OUR LOVE</td>
<td>Temptations (Gordy 5991)</td>
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<td>16</td>
<td>DANCING IN THE STREET</td>
<td>The Gentry (Gordy 7053)</td>
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<td>17</td>
<td>BABY LOVE</td>
<td>L'Enfant Terrible (DLP 50000)</td>
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<td>18</td>
<td>LUMBERJACK</td>
<td>Brook Benton (Mercury 72333)</td>
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<td>I'M IN THE MOOD WITH YOU</td>
<td>Jackie Wilson (CBA Victor 8462)</td>
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<td>I HAD A TALK WITH MY MAN</td>
<td>Jackie Wilson (CBA Victor 8462)</td>
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<td>21</td>
<td>WHERE DID OUR LOVE GO</td>
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<td>UNDER THE BOARDWALK</td>
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<td>LOVE OF ANGEL</td>
<td>L'Enfant Terrible (DLP 50000)</td>
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<td>24</td>
<td>EVERYBODY NEEDS SOMEBODY</td>
<td>Love Unlimited (Atlantic 521)</td>
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<td>25</td>
<td>I'VE GOT A SENSE OF HOME</td>
<td>Temptations (Gordy 5991)</td>
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<td>26</td>
<td>THERE'S ALWAYS SOMETHING</td>
<td>Jackie Wilson (CBA Victor 8462)</td>
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<td>27</td>
<td>TONY WAS THE CAT</td>
<td>Lou Johnson (Big Hill 552)</td>
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<td>28</td>
<td>THE CLOCK</td>
<td>Temptations (Gordy 5991)</td>
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<td>29</td>
<td>ITS ALL OVER</td>
<td>Temptations (Gordy 5991)</td>
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<td>30</td>
<td>JUMP PACK</td>
<td>Temptations (Gordy 5991)</td>
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<td>31</td>
<td>LOOK AWAY</td>
<td>Jackie Wilson (CBA Victor 8462)</td>
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<tr>
<td>32</td>
<td>TRY ME</td>
<td>Tommy Dorsey (Fame 4405)</td>
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<td>33</td>
<td>SECURITY</td>
<td>Jack McRae (Vee Jay 54011)</td>
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<td>34</td>
<td>I'M TELLING YOU</td>
<td>L'Enfant Terrible (DLP 50000)</td>
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<td>35</td>
<td>OUR LOVE</td>
<td>Temptations (Gordy 5991)</td>
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<td>36</td>
<td>KNOCK KNOCK WERE THEY THERE</td>
<td>Orlene (Conno 333)</td>
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<td>37</td>
<td>I'M NOT DOING TOO BAD</td>
<td>Big Daddy (Quad 385)</td>
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<td>I'M NOT SORRY ABOUT SORROW</td>
<td>Orlene (Conno 333)</td>
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<td>OPPORTUNITY'S CALLING</td>
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<td>40</td>
<td>'TAIN'T NO HOME</td>
<td>Temptations (Gordy 5991)</td>
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<td>41</td>
<td>KEEP ON GOING ON</td>
<td>Temptations (Gordy 5991)</td>
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<td>42</td>
<td>THE CAT</td>
<td>Jackie Wilson (CBA Victor 8462)</td>
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<td>43</td>
<td>EVERYBODY LOVES SOMEBODY</td>
<td>Love Unlimited (Atlantic 521)</td>
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<td>44</td>
<td>DON'T NEVER GET TO HEAVEN</td>
<td>Dieter Warwick (Scouter 1282)</td>
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<td>45</td>
<td>RUNNING OUT OF FOOLS</td>
<td>Temptations (Gordy 5991)</td>
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<td>46</td>
<td>IT'S ALL OVER</td>
<td>Temptations (Gordy 5991)</td>
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<td>47</td>
<td>LOAN ME AS YOU LIKE</td>
<td>Jackie Wilson (CBA Victor 8462)</td>
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<td>THE CLOCK</td>
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<td>LOOK AWAY</td>
<td>Jackie Wilson (CBA Victor 8462)</td>
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<tr>
<td>50</td>
<td>TRY ME</td>
<td>Tommy Dorsey (Fame 4405)</td>
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</tbody>
</table>

Cash Box

P.S. Last Week

1. MERCY MERCY 2. FUNNY 3. LET IT BE ME 4. YOU MIGHT BELIEVE 5. SEAMAN

Cash Box

P. S. HARDSELL. Order our new space-saving shell extension prepaks! Here's a picture of one.

NEW YORK—Hello! This is the first time that we've taken an ad in Cash Box. Not that we don't think that this is a great magazine. It's just that until now we've been rather silent about our prodigious sales. But now that we're about to ship our 250 millionth record, we decided to sound off a little. This will be the purpose of this weekly column—hardly any hardsell except for our P.S. picture. Just a few words about the world of "recording for kids."

Speaking of kids, did you know that there are over 40 million children under the age of 10 in our country today? That's more than three times the number of children who were in the country when we sold our first Golden Rec ord exactly sixteen years ago this month.

I'll also share with you a story some of the wild letters we get, problems we have, raves and pans we get. Some of the stars and kids themselves (by the way, we hope you send us questions, answers, letters with or without orders in them).

We hope you read this every once in a while and write to . . .

P.S. Listen. We've taken an ad in Billboard too. This time both columns are similar but that's only because it's the first time we've done it, they will be entirely different and we hope you will read both weekly.

www.americanradiohistory.com
NEW GOSPEL SINGLES!
BEAUTIFUL HOME b/w WAIT ON THE LORD
BONITA CANTRELL
Nashboro 834

A SWEETER LIFE b/w SO CALLED CHRISTIANS
GOLDEN TRUMPETS
Nashboro 835

PRAY LIKE THE LORD SAYS b/w MY LOVE FOR JESUS
SILVER BELLS
Nashboro 836

WHAT KIND OF A MAN IS JESUS b/w IN MY FATHER'S HOUSE
RADIO FOUR
Nashboro 837

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

HOG DOO
I'M NASHBORO RECORDS b/w NEW ROULETTE
b/w SMASH. . .

THE BEAUTIFUL HOME
GOLDEN BONITA
WAIT LIGHTNIN'
RADIO SINGLES!!

THE GOSPEL FROM THE HEART
ANGELIC GOSPEL SINGERS
Nashboro 1P 7021
1 with 7

NEW R&B SINGLES!!
BABY PLEASE COME BACK b/w YOU MOVE ME BABY
LIGHTNIN' SLIM
Excello 2258

HOO DOO WOMEN BLUES b/w I'M GONNA CULT OUT ON YOU
LONER SOME SUN DOWN
Excello 2259

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

Sizzling hot!
NAT KING COLE
I DON'T WANT TO SEE TOMORROW
L-O-V-E (5061)

AL HIRT and the
BOSTON POPS ORCH.
(Artur Friedler, Conductor)

by

PAVANNE BUGLER'S HOLIDAY
TRUMPETER'S LULLABY
from new RCA Victor album
"POPS GOES THE TRUMPET"
MILLS MUSIC, INC., THE N.Y.M.C.

SMASH HIT ALL OVER!
“BE CAREFUL LITTLE GIRL”
THE FENWAYS
R-4573
ROULETTE RECORDS
1631 B'way, N.Y.C.

James Brown To Star
In Electronovision Film

CHICAGO—James Brown, currently on the national hit charts with his Smash recording of "Out Of Sight" has been called to Hollywood to star in a new Electronovision production, scheduled for release in theaters throughout the United States and Europe. The production, which will feature the talent-packed "James Brown Show" and other acts, will be filmed in Hollywood, October 26 through 30 at the Santa Monica Auditorium. The Electronovision film, in the new technique introduced in American theaters by Richard Burton's production of "Hamlet" will be released by Warner Brothers. A re-release date for the film has not yet been scheduled by the studio.

Brown will fly to Hollywood immediately after a personal appearance in Detroit, and will return for a New York opening at the Apollo Theater, just before showtime October 30th. Considered one of the hardest working artists in the world, Brown has made 900 appearances in 360 different cities in the past year. Over a million and a quarter fans attended "The James Brown Show" each week. The big travelling show circles the United States twice yearly, because of the tremendous demand from fans to see James Brown in person.

According to label chief, Charlie Fuchs, the artist's current hit single is selling both sides, with "Out Of Sight" leading in the pop field, and the flip side, "Maybe The Last Time," strong in R&B.

Lieberman Acquires
Music Box O. S. In Chi

CHICAGO—Hy Sandler, head of the Lieberman Record Division, headquartered in Minneapolis, Minnesota, announced last week that the firm recently acquired Jim O'Dwyer's Music Box One-Step Records in this city. The Lieberman organization, owned and headed by Harold Lieberman, a prominent, longtime distributor in the coin machine and record industries, now has record one-step outlets in Minneapolis, Omaha, Des Moines and Chicago.

Sandler, who has been commuting between Minneapolis and Chicago during the transaction, also announced that Harry Look was named to manage the Chicago operation, which is now known as Music Box One-Step Record Service.

Before his present appointment Look was employed by the MGM Records. Prior to that he was operations manager for Columbia Records in Minneapolis for five years. All totaled, he has been in the record business for more than 12 years.

NEW YORK—Jerry Granahan has joined the A&R staff of United Artists Records.

Granahan is a youthful veteran of eight years in all phases of the music industry and has been associated with such artists as The Angels, Janice Grant, Dionne Warwick And The Don'ts and The Fireflies as a disk producer.

In addition, Granahan has been a successful recording star in his own right for several labels and wrote the recent hit song, "Tell Me Mama." He has just completed scoring the film, "Racing Fever," to be distributed by Allied Artists, and in which he also portrayed a featured role.

Granahan will be recording artists now signed to UA and its sublabels. He will also be seeking new performers and masters for UA and its affiliates.

Granahan will headquarters at UA's main office in New York.

Irv Brown Exits Chappell
NEW YORK—After a 16 year association, Irving Brown has resigned his post as a vp of Chappell Music. Brown was also assistant to the late Max Dreyfus, Chappell president who died earlier this year. Brown did not disclose any specific plans for the future.

NEW YORK—George Furr was named administrative assistant to Jerry Wexler, executive vp and general manager of Atlantic Records, it was announced last week by Wexler.

Commenting on the appointment, Wexler said the vet music man was needed in view of the label's "very expanding operation."

A twenty-year veteran in the music field, Furr has held positions both record and publishing firms before coming to Atlantic. Furr was sales and promotion manager for Good Records.

In the publishing field, he employed in key positions by Robin Music and Edward E. Morris. In addition to these associations he engaged with BMI as assistant to general manager for eleven years.

Sue Raney To Philips
CHICAGO—Philips Records has announced the signing of songstress Sue Raney to an exclusive recording contract. Pact negotiations were handled by label's west coast director Jack Tracey and the artist's manager Ed Yelin.

The diskery is readying an album for release around mid-October. Sue Raney is booked by the Carlisle Group office.

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

AIN'T THAT LOVING YOU
BOBBY BLAND
Duke 383

I DON'T WANT TO SEE YOU AGAIN
PETER & GORDON
Capitol 3272

LEADER OF THE PACK
SHANGRI-LAS
Red-Bird 10-014

BLESS OUR LOVE
GENE CHANDLER
Constellation 190

YOU REALLY GOT ME
KINKS
Reprise 0306

WHEN YOU'RE YOUNG AND IN LOVE
RUBY & ROMANTICS
Kapp 615

WHO CAN I TURN TO
TONY BENNETT
Columbia 4314

RUNNIN' OUT OF FOOLS
ARETHA FRANKLIN
Columbia 4311

IS IT TRUE
ERENDA LEE
Decca 31690

AU & A&R Staff Post
For Granahan

Furrness To Atlantic At Wexler's Adm. Asst.
Palette Records Partnership Celebrates 20th Anniversary

NEW YORK—The partnership that formed Palette Records, an international label distributed throughout the world, marked its 20th anniversary this month. Robert Felix Finn and Jacques Kluger formed their partnership in 1944 out of a friendship which began in 1933 in Brussels, Belgium.

Although Jacques Kluger died in May, the partnership continues with Fesen and Kluger's sons, Jean and Jacques. The Palo's son still lives in Brussels, and Kluger's widow is also a member of the partnership.

Prior to becoming the American division of Palette Records, and the Kluger Veronit operation, the label is continuing its program of international expansion.

Palette actually had its beginning in 1933 in Brussels when Fesen initiated the International Jazz Contest and Kluger won it.

Fesen and Kluger, as jazz fans, were the nucleus of a group of jazz artists including Robert Gottfried, Peter Packay, and David Bess who came together to build the Jazz Club of Belgium, one of the most important in the world prior to WW II. After starting with the Eden Hill, and British Imperial labels, Fesen became A&R chief of the Belgian State Union and enlisted the aid of Packay and Jacques Kluger.

The war interrupted their disc activities, they both went to jail, were liberated, and returned to launch their victory show in 1944. Additional activities included the production and sale of masters to foreign companies—primarily American Decca, Capitol, RCA Victor, Dot, MGM, Kapp, Polydor, Jubilee and many others.

Expansion continued, and the Spinn label was formed in 1952 and launched a world-wide standard, "The Petite Waltz," written by Belgium composer Joe Heyne. In 1958, Palette was formed to replace the Victory label, and shortly after it was produced, an international hit, "Manhattan Spiritual," written by American composer Billy Masted. In the ensuing years, Palette has been distributed around the world with releases from the U.S., Canada, England, Australia, South Africa, Japan, and all the countries of Europe.

Two disc careers were born—produced production with top quality technique and artistry. "It is almost in every major country in the world with the foremost composers, arrangers, artists and material.

In addition to a host of singles released in many countries, the label has produced an impressive series of albums, the most famous of which are "Jewish Music" by Benedit Silberman, "Traditional Jewish Memories" by Silberman, "Hmongian Mood," Silberman; "Grand Gala Waltzes" by Silberman, "Jopuri Spirituals" by Reg Owen & Orch.; "Sing Something Special" by The Jopuri Singers, "Mood Music Albums" by Van Lynn, "Hawaii Jazz" by the Walter, Peter Kreuder Plays Lasa," Peter Kreuder Plays Tahakovsky," "Viva Digna Canora" with Digno Canora, "Tenderly" by Los Mayas, "Dancing Through Paradise" with the Beach Boys & Orch.; and "Join The Cousins." Palette artists who've received international exposure via their disc labels are Ray Martin, Bobby Freeman, Frank Rich, "The Big Guys, Line & The Linnettes, the More Komfman Quintet and Joe Melson, all from the U.S. From the Adams Singers, the Lady Birds, Mona Basha, Reg Owen, Vince Taylor, the Blue Angels and the Pharaohs. From the Benelux countries came Will Turn, The Wailkis, Los Mayas, Sophie Pracel, Andrea Puppo, and many others.

Germany is represented by Peter Kreuder, Bobbe Jean, Marlene Stolt, Jean Walter, Linda Negri, Dickie Burns, Gitta Moso, Los Nefas, Viviane, and Camilo.

LP With MGMT/Verve Stars Helps Retarded Kids

NEW YORK—John G. Pettinger, president of the National Association for Retarded Children, has announced the availability of a pop music album, the proceeds from which will benefit the Research Fund of the NARC and its local programs in the area.

Featuring top artists on the MGMT and Verve labels, the LP is titled "Benefit Performances!"

The disc features Debbie Reynolds, Connie Francis, Elia Fitzgerald, Maurice Chavelier, Jonathan Winters, Stan Getz, David Rose, Count Basie, Johnny Tillotson and Shelley Berman.

Disk is only available through mail order, at NARC. Benefit Performance, P.O. Box 666, Madison Square Station, New York City. Price is $5.

Al Kashia, Others Form Concert Firm

NEW YORK—Record producer Al Kashia has formed a corporation called Talent Artists Corp. for the purpose of presenting pop concerts. His partners in the corporation are Milton Stein, Harriet Wasser and Sid Weinstein.

First concert will be presented at the night of October 17. Featured performers set are pianist-composer Bobby Scott, composer of "A Taste Of Honey," and comedian Joe Heyne. In 1958, Palette was formed to replace the Victory label, and shortly after it was produced, an international hit, "Manhattan Spiritual," written by American composer Billy Masted. In the ensuing years, Palette has been distributed around the world with releases from the U.S., Canada, England, Australia, South Africa, Japan, and all the countries of Europe.

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WWRL Ups Frank D. Ward To Exec Vice Pres.

NEW YORK—Frank D. Ward, formerly general manager of the parcel named executive vice president of station WWRL, effective immediately, it was announced last week by John Solender, president of the Sonndering group of stations. WWRL is the only 24-hour negro-oriented outlet in the metropolitan area.

Ward, 33, is one of the youngest top radio execs in New York, and since his appointment as general manager in 1964, has been responsible for the station's current format.

The new exec vice president began his radio career while still in high school when he worked weekends at WERR in Buffalo. In 1951 he became program director of WBXR, and four years later went to become a deejay at WWOI, both of which are Buffalo stations.

Prior to joining WWRL, Ward also worked for WAKE in Akron, as program director for WAME, and WSAI in Cincinnati. In January 1960 he got his first experience in negro radio when he became program director for WQXI, Atlanta, and assistant national program chief for the six negro-oriented stations of the same management. He went on to WFUN, Miami and WINZ, Miami before joining WWRL in 1964.

R.F.D.

Marty Robbins 7-9202

I Walk the Line Johnny Cash 7-8990

More Big Folk Hits Brothers Four 7-9013

Be My Love Jerry Vale 7-8881

Love Life Ray Price 7-9898

Speak to Me of Love Ray Conniff 7-8990

More Themes for Young Lovers Percy Faith 7-8967

When Lights Are Low Tony Bennett 7-8875

Call Me Irresponsible Andy Williams 7-5871

The Third Album Barbra Streisand 7-8954

All available through your local one-stop or Columbia Records distributor!
Big 3 Music Swinging In 6 Areas

NEW YORK—Big 3 Music (Robbins-Feist-Miller) is heading into its most active season in many a year with disks and revenues jumping in six key areas—revolution, pop singles, albums, foreign exploitation, film material and music print.

On the TV front, the publisher has come up with theme music for seven of the season's new television series: "Flipper," "The Man From U.N.C.L.E.," "Temptation," "Sonny and Cher," "Teyton Place," "Valentine's Day," "Daniel Boone" and "Voyage To The Bottom Of The Sea." Big 3 is also releasing four theme songs from current series: "Dr. Kildare" and "Mr. Novak." The firm is mapping extensive campaigns for music print and record exploitation of all of its television tunes on the pop singles scene. The Big 3 has been a consistent seller of late with its most recent chart successes including "The Cat" waxed by Jimmy Smith on Vertox, "Softly As I Leave You" recorded by Frank Sinatra on Reprise and "I Hold Me" recorded by F. P. Proby on London.

In a recent survey of album activity, Robbins, Feist and Miller songs were spotted in thirty of the one-hundred best-selling long plays cut by major disk artists. Big 3 is also stepping up development of the potential of its foreign associations. Through its foreign affiliates, the publisher is hoping for greater chances to sell more material. Recently, "Out Of This World" Leave Your Love," was derived from the Italian song "Piero." "One By One The Roses Died," which has been recorded by Mike Clifford on United Artists, was developed from an Italian ballad "Moi D'Amore." Big 3 may have still another likely candidate in the new Domenico Modugno song "Tu Si Na Coca Grande," which just won the first prize at the Naples Festival Of Neapolitan Songs. Current and major publicity is being mounted at The Big 3 office in Hollywood, the Johnny Mercer and Johnny Mandel theme "Emily" from the upcoming MGM motion picture "The Americanization Of Emily." "Emily" is already set to swing with recordings by David Rose (MGM), Marty Gold (RCA), Gene McDaniels (Liberty) and Cloonan (Mercury). "Goodbye Charlie," the Andre Previn and Dory Brandy title tune from the forthcoming 20th-Century Fox picture, also ready to jump with diskings by Pat Boone (Dot), Cannonball Adderley (Capitol), Andre Previn (Columbia), Patti Denholman (Mercury-Century-Fox), Bobby Darin (Capitol), Barry Mann (Capitol) and Jimmy Smith (Tower). On the music print front, The Big 3 has been probing new methods and new areas of promotion and distribution to substantially expand the music dealer market.

High Fidelity Institute Names Arthur Fiedler 'Conductor Of The Year'

NEW YORK—Arthur Fiedler, music director of the Boston Pops Orchestra, was named "Conductor of the Year" by the American Institute of High Fidelity at its annual awards banquet last week in the Starlight Roof Ballroom of the Waldorf-Astoria Hotel.

Fiedler, who last week also celebrated the 50th anniversary of his association with the Boston Symphony Orchestra, 35 years of which he has been as conductor of the Pops, flew to New York to accept the Golden Lyre award of which the institute said: "We who are concerned with recording, design, manufacture and distribution of sound reproducing equipment intended primarily for the enjoyment of music in all of its forms, both in the home and in public places, wish also to recognize the outstanding contributions by individuals whose efforts have furthered the enjoyment of the musical and performing arts."

Mort Fiedler, who has recorded exclusively for RCA Victor for 30 years, made his first disks in 1932, and one of them, "Jalousie," made during the first session, was the first classical single record ever to achieve sales in excess of 1,000,000 copies.

Last month, the Boston Pops was joined by trumpeter Al Hirt for an album, "Pops Goes The Trumpet," which is already on the charts. This month's Pops albums are "Peter and the Commissar," featuring comedian Allan Sherman, and the Pops first collaboration with the Boston Symphony Orchestra in an album titled "The World's Greatest Marches."

The awards banquet signaled the opening of the New York show of the Institute of High Fidelity. It was presided over by Walter Stanton, president of the Institute, deejay William B. Williams as emcee.

25 New Allegro LP's

NEW YORK—AlLEGRO Records, a 2192 classical affiliate of Pickwick International, will bow 25 new packages of diverse classics this week. Included in the releases are such names as pianist Josef Hofman, and the great classical guitarists Andres Segovia. The release also includes concert performances by such stars as Schumann, Slavatore Baccaloni, Jata Meduna, Ravel, Jorge Morel and the Duo Del la Torre. Other disks feature organ music, anthems of the choral music for the classical harpsichord music of the gothic and early renaissance periods and a new surge of flute sonatas.

Pye-Reprise Meet

BURBANK — Louis Benjamin, gen. mgr. of England's Pye Records, flew into California last week for extensive conferences with Mike Maitland, president of Warner Bros. Records, and Mo Ostin, general manager of Reprise Records. Purpose of the scheduled meetings is to form closer release exchange agreements between Pye and Reprise.

Reprise recently acquired England's number one selling single, "You Really Got Me" by the Kinks, through Benjamin and Pye Records.

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3 Year Olds Sign For The World

NEW YORK—Norm Weiser (seated), head of the Four Corners record label, pictured taking 13-year-old singers Margot (right) and Sal (left) to a meeting with the label. Planning the signing is the boys' agent, manager Lynn Russo. At left is a network their first session last week. Disk should be released this month.

Smothers Bros. Record New "Live" LP

HOLLYWOOD—Mercury Recording artists, the Smothers Brothers will cut a new live performance album during the first week of their fall concert tour. The album will be recorded at concerts at Promono Memorial Auditorium, Humboldt State College, the University of Oregon, Oregon State University, Portland Public Auditorium and the Sound Open House. The tour will begin in November 24 and be recorded by United Recording of Los Angeles.

David Smothers, who signed all of the Smothers Brothers albums, will fly from Chicago to A&R the day after the tour starts.

Hilltop Releases 4 New Country LP's

NEW YORK—Hilltop Records, the c&w subsidiary of Pickwick International, has announced a new four-album release.

Four new popular-priced LP's, which bring the label's catalog to 20 packages currently, offer such stellar artists as act-writer-chancer Floyd Tillman, country's leading mastermind producer. The label's many-owned country choral ensemble known as the Tillman Franks Singers is heard on the latter Pappy Waits recording.

These four new albums, all of which include some of the biggest country catalog hits, take their place with the eight country sales-guaranteed all-star packages already ready included such names as Jimmy Dean, Perlin Husky, Rea Allen, Webb Pierce, and others.

All sets are packed in four color covers and include detailed liner notes.

Neal Agency Sets Top Name Country Tour

NASVILLE—The Bob Neal Agency has completed arrangements for a thirty-city, eight-week tour of the country midwestern states this summer. The tour itinerary includes large midwestern cities Muskegon, Lansing, Grand Rapids, and Saginaw, and in Ontario Sudbury, Peterborough, Ottawa, and Kitchener. The show will then return to the States and play the disk on the first leg of the tour, also arranged by the Neal agency, will tour the same general area in Nov., handled by Hank Thompson and Ernest Tubb.

Epics Releases First Back Porch Majority LP

NEW YORK—Epic Records has just released the debut LP, "Meet The Back Porch Majority," by the label's new seven-member pop-folk group, according to an announcement made last week by Bob Morgan, the label's executive A&R producer.

The new album incorporates the tune from the group's premier single released in June, "Hand-Me-Down Things" coupled with "Friends," as well as ten other original songs. Originally organized by Randy Sparks as an underclass group for the New Christy Minstrels, the Back Porch Majority began their careers at Randy Sparks nightclub in West Los Angeles.

Rack Jobber Promotions

PHILADELPHIA—A series of rack jobber record promotions in chain stores have proven successful according to a report received from the National Association of Record Merchandisers (NARM) by John Malamud.

The first of these, by the Dixie News Company of Charlotte, N.C., featured Broadway show albums in ten Eckerd Drug Stores to coincide with the run of summer stock productions at the Old Vic Auditorium, "Camelot," "Kismet," "The Unsinkable Molly Brown," "Showboat," and "West Side Story" were some of the shows offered and promoted on record. Permits were granted to the rack jobber manager of the rack jobber firm, the plan called for the buyers of the middle sized buyers who make the rack department in those stores, and that disk sales for the Dixie News Co. were up 40% for the first eight months of '64.

The Stark Record Service of Cleveland and Massillon, Ohio, recently completed a promotion in forty F.W. Woolworth Stores on Columbia and Harmony Records using radio spot commercials for the record. Charles E. Murray, president of Stark, announced that this plan was extremely successful.

District Records Inc, of Washington D.C. currently has a promotion plan operating in the Grand Union supermarket chain on Mega Hits and Mega Hit Hilltop Records. Jay Jacobs, general manager of District, attributed the huge sales gains in the promotion to the success of the venture will be announced in the near future.

Command's "Discotheque" LP Hitting Big in Sales

NEW YORK—Leon Becker, national sales manager of Command Records, informed Cash Box last week that the label's "Discotheque—Dance LP," arranged by Edie Light and his Orchestra, is meeting with an unprecedentedly strong sales response. The exec noted that the E.J. Korty store in the 5th Ave. here sold out its entire stock of 75 albums and re-ordered both more and stereo versions. He stated that Command's history, Becker reported.

Royal Disc Dist. Gets Atco Line

CHICAGO—Kent Beshore, co-owner of Royal Disc Distributing Company, in this city, announced this past week that his firm was named the Atco distributor in this area.

Canary Greets Candidate

NEW YORK—Corpus' Bernadette Devlin, who is currently ranking first in the SinnFein-Irish Republican chart grade with "His Lips Get In The Way," an RCA Victor 45, and "I'm a Woman," are among the candidates for the Republican National Political Convention. Bernadette Devlin, a native of New York City, was born in the Bronx to Irish parents. She was educated at the Holy Family Academy and at Vassar College. She is a member of the Irish Republican Army and has been arrested several times for her political activities. She is currently the subject of a court-martial in Northern Ireland.

33

OTIS REDDING CHAINED & BOUND VOLT 121

BREAKING BIG!

"YOU'RE JUST FOOLING YOURSELF" THE BRACELETS

FOX 529

THE ultimate in entertainment!...HEADING FOR THE CHARTS!!

LOVE LOVE STRANGLOVES

SWAN 4192

SWAN RECORDS
Cor. 8th & Fitzwater Sts.
Vee Jay Ups Pipolo To Nat'l Promo Mgr.
HOLLYWOOD—Pat Pipolo, associated with Vee Jay Records for the past three years, has been promoted to national promotion manager. He was announced last week by Randy Wood, the firm's president.

Pipolo, a veteran of ten years in the disc business, has had retail experience, was a salesman for Kapp records, and was associated with Vee Jay as record merchandiser in the distribution of records before joining Vee-Jay in 1960. Prior to his promotion, he was sales director for 11 Western states.

As national promo manager, Pipolo will report to Wood and work closely with Bill Siegel, national sales manager, and a sales and promo team that includes Bob Frazier in New York, Mac Davis in Atlanta, and Bob Demain in Los Angeles.

London Symphony Arrives For U.S. Tour
CHICAGO—The London Symphony arrived last week to begin a month-long U.S. tour which will be highlighted by a Carnegie Hall concert Oct. 23 in commemoration of the Hall's opening in 1891.

The British orchestra is on an 11-week, 55-concert tour of the world, the first ever attempted by an English orchestra. The 100-man aggregation will play six concerts in New York City, six in Chicago, a special concert day in Lyric Opera of Chicago on Oct. 23 and an additional concert during the month in New York. The orchestra will appear in 30 major cities in 30 days. After the tour, the team will return to England with Guarino to record two albums. A return trip for TV and more personal appearances, of a major motion picture to be filmed by the Arts in London in the Spring of '65.

Chairman Guarino, currently headlining for top ten with "A Summer Song," now has chart activity in the U.S. with their disco "Yesterday's Gone." An album tagged after the first single is also a chart item.

"Rain" Claim Settled Out Of Court
NEW YORK—A claim brought against Serendipity Music, Bob Bowers, Bryan Bennett and John Madden by Robert Mellin Music, Ed Miller and Erl Philpotts Inc., was settled out of court, Cash Box learned last week.

Ed Miller and Errol Hickey, according to the settlement, have named the sole writers of "Don't Let The Rain Come Down," the biggest Serendipity Singers' Phillips hit and, accordingly, shall receive retroactive royalties on all writer's income earned by the song. Bowers, et al have also announced all claims to any right, title interest in the song and the two publishing shares shall be held jointly.

According to record label credits and sheet music credits will be changed in accordance with the terms of the agreement.

Ventures' Mosrite Guitar Tops Dolton Sweepstakes
HOLLYWOOD—Dolton Records has launched a national in-store sweepstakes contest devised to familiarize the public with the label's entire back catalog of Ventures product.

Three Mosrite model guitars and cash (a retail value of $50) each, will top the list of prizes to be awarded. In addition to the first three prizes, a dozen others in forms of Liberty-Dolton albums will also be a highlight of the sweepstakes.

Prospective contestants may pick up the blanks from a special display unit at their record dealers. Dolton dealers have a supply of these merchants readily available. Contestants are required to list the correct titles of all fifteen albums which feature the Ventures. The sweepstakes drawings will be personally made by the Ventures in Hollywood on Dec. 1. All entries must be postmarked by Nov. 18. Winners will be notified by mail.

Now It's The Barbarians
The appearance of the Beatles on the American music scene earlier this year sparked an unending flood of rock vocal-instrumental groups, many of which zoomed to the top of the charts with their disc efforts. The latest aggregation, not modeled after the Beatles or the Barbarians from Cape Cod.

The Barbarians arrived in New York last week to appear (Oct. 16) at the Gold Bug in Greenwich Village. The four-man crew is composed of "Mouty," a one-armed drummer who has mastered the use of a hook. The other members of the group, all guitarists, are Gerard Caud, Bruce Benson and Ronald Enos. Lead singer is Victor Gordon Moultan. Enlisted by Buddy Frazier, the Barbarians have been signed by Jay Goodwin who will record them this week and immediately begin an all-out promo push to launch the group.

World Artists Sets Chad & Jeremy Tour
NEW YORK—An extensive promotional campaign for Chad and Jeremy was outlined by World Artists Records at a press conference held at the Doral Park Hotel last week. Representing the artists were Lawrence Guarino, president, controller Harry Sennet, national promotion manager, Eddie, and the duo's manager, Tony London.

The promo campaign will be launched this month when Chad and Jeremy again tour the country appearing in 30 major cities in 30 days. After the tour, the team will return to England with Guarino to record two albums. A return trip for TV and more personal appearances, of a major motion picture to be filmed by the Arts in London in the Spring of '65.

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Jerry Brown Named To Ad-Promo Post At Bourse
NEW YORK—Jerry Brown, who headed Airmail Records' promotion staff, has been named to a similar post of Bourse Music, the label charge of the firm's advertising and public relations. This change was prominently in a stepped-up promotion campaign for the choral treatments of the popular chestnut copyrights—"All Of Me," "It Had To Be You," etc. Brown previously held down a job in promoting publicly post at E. Marks.

Bonbright To Retire
(Continued from page 6) as a Capitol director.

In making the announcement Wallichs stated:

"All of us at Capitol are deeply sorry to learn of Dan's decision to retire from active management in the company.

"Since joining us early in 1946, Dan has made profound contributions to Capitol's growth and development. First as secretary and counsel, and later as vice president of administration and chief counsel of the board, he has given us a sound financial structure and organization upon which to build. Without his good judgment and expert financial matters, it is doubtful if Capitol would be the major force it is today in the music industry.

"Bonbright entered the business world in 1913 as an investment economic analyst and assistant to chairman of the Board of Investment Counsel, Inc. in Detroit. He served chief examiner of the Michigan Corporation and Securities Commission of Detroit from 1926 to 1937. During World War II, he served as chief of the Renegotiation Section of War Department's National Finance

"In 1951, and vice president, administration and finance, in 1953. In 1958 he was elected Vice Chairman of the Board of Directors, and President of Capitol Record Club, Inc.

"Bonbright is a member of the Society of the Cincinnati and the American Bar Association; the Director of the Hollywood Bowl Foundation, serving from 1949 to 1955; a member of the Sigma (Honorary Business Administration) and Gamma Eta Gamma; and is past President of Kiwanis Club of Hollywood.

Cash Box—October 10,
C&W Stars To Hold Huge Benefit In Memphis

NEW YORK—The largest group of country stars ever to share the same stage outside of Nashville will come to New York for two benefit performances on Oct. 4. The occasion is staging the shows for the benefit of the widow and two children of singer Ray "Ray" Price, who was killed along with Jim Reeves and Jack Anglin in last month's late charter's road manager-pianist. The shows will be at 3 PM and 8 PM at the Audubon Ballroom. Some of the top names, many of whom will perform at the "Country Music Spectacular!" at their expense, include Minnie Pearl, Carter Family, June Carter, Pete Drake, Ralph Emery, Jan Howard, the Jordianaires, Jerry Lee Lewis, Charlie Louvin, Jimmy "CJ" Newman, Bill Phillips, Charlie Rich, Margie Singleton, Thomas Wayne, Kitty Wells, Johnny Wright and Ace Cannon.

Reprise Bows 8 LP's

(Continued from page 7)


Walter and His Pennsylvaniaans are heard on a new album of love songs entitled "To You..." For: Frank Sinatra, Bing Crosby's A&R produced the Waring album, "Minnesota," in which another early Reprise release by arranger-conductor Nelson Riddle entitles "Great Songs From Great Films, Great Sounds," in which Riddle performs in instrumental arrangements, many of the most beloved film melodies of the year. Final album on the Reprise roster is "Get Lonely" by Billy Fury, Tony, Vic and Manuel. The album, a novelty record, is a dance package produced for Reprise's "Grits." In addition to its regular October release, Reprise is also entering a heavy promotion and sales campaign on what it expects will be the biggest selling Christmas album of the year. The LP, "The 12 Songs Of Christmas," stars such artist-singers, Bing Crosby, Frank Sinatra, and Fred Waring and His Pennsylvaniaans, in a new package of Christmas melodies.

UA's "Peoples Choice" Prog.

(Continued from page 7)


New country and western addition are "I Get Lonely A Party" by George Jones, "The Jolly Lovers," and "I'm Being Lonely" by Melba Montgomery.

Four new entries in the kiddie collection are "I'm A Little Copper Kettle" by Michael McKeever, "The Story Of Bach" and "Thealembulina."

To MacDermott's "Newly revamped and fully automated Aceot line bow three new sets that include "The Game" by Manfred Mann, "The Winter Of 1940," and "The Year Of The Wolf" by "Fiesta" by Jorge Renan and Los Guatarras Fantasticos. A highlight of the label's new promo scheme is a new Christmas package for the families sound-track. "Hard Rain In," with the release of the film in major cities throughout the country in December. The set is already a best seller and the label hopes to make it one of the largest ever released.

Leinolds-Fiedler Share Billing On New Victor LP For 1st Time

NEW YORK—RCA Victor Records has released an album, "The World's Greatest Marches," which couples the Boston Symphony Orchestra and the Met Opera Pops Orchestra for the first time in the history of the two renowned musical groups.

Irish Leinolds conducts the Sym- phonie and Arthur Fiedler the Pops with each organization having one side of the label LP. A Dynagroove sound record, the album carries an unusual satisfaction guarantee for the consumer. It is a front cover sticker, the consumer is advised.

"If you have ever heard fine performances of this stirring music or more thrilling sounds, simply return this album and the dealer's sales slip, postage paid to the RCA Victor Record Division and your full purchase price will be refunded." This offer expires January 1, 1965.

RCA Victor officials consider the album one of the label's most important for the fall and winter.

The Boston Symphony Orchestra, under Leinolds's baton, is heard in performances of Wagner's Tannhauser March, the Bacchus March, Tschaikovsky's Marche Slave and Sousa's Stars and Stripes Forever.

The Pops under Fiedler is represented by Strauss' Radetzky March, Egan's Span and Circumstance, Saint-Saens' French Military March, Rimsky-Korsakov's Procession of the Nobles, Hansens' Vandals March and Bagley's National Ensign March.

3 New Golden LP's

NEW YORK—Golden Records has announced the release of three new kiddie packages including "Romper Room Official Record," "My Fair Lady," and "A Children's Introduction To Grown-Ups."

Premier Brings All Divisions Under One Roof

NEW YORK—Premier, Inc., has moved its exec offices to 1650 Broadway, this city.

A major merger of the exec and sales offices with the offices of the company's publishing and production subsidiaries, Premier, Inc. and Award Music, Inc., all of which will now be under the direct supervision of Phil Landenover, Premier president.

Said Landenover that according to clerical and record business operations have been shifted to Premier's 80,000 square foot plant in Clifton, New Jersey, thereby elimi- nation of the need for the old offices at 356 West 40th Street. He said, fur- ther, that the expanded sales organization will devote increased attention to the premium and custom pressing fields, both of which have been contributing growing revenues to the company. He said that several important additions are being made to the sales exec staff which will be announced in the near future.

Landenover added that the ability of top management to devote more of its time to publishing and production operations should also add to the strength of those operations.

In shaping and production activity, he noted, has continued to be strong with operations continuing on the schedule outlined by Premier manage- ment when it launched its publishing and production subsidiaries in 1963.

4 New W.B. Albums

(Continued from page 7)

orchestra of Shorty Rodgers. Warner Bros. Records will also be heavily merchandising four Christmas albums along with its October release of "A Christmas Carol" by George Greeley's "Best Loved Christmas Piano Concertos," a collection of the famous Alfred S. Burt Christmas carols by the Jimmy Joyce Singers entitled "This Is Christmas," Bing Crosby's "Christmas with Bing," "Christmas With the Everly Brothers," featuring Don and Phil Everly and the Boys Town Choir.

COMING NEXT WEEK

ADVERTISING DEADLINE: WED., OCT. 7
COUNTRY ROUND UP

BUCK OWENS

CONWAY TWITTY

Johnny Cash

Other newies include "A Song On The Juke Box" by Allen Roberts and "Doubts And Fears" by Roy Gage. Despair oldies may be had by writing to Box 2081 in Fort Worth, Texas. WCMX and WPM Norfolk wound up a lively summer with a big show and dance that spotlighted Buck Owens, Johnny Cash, the Statler Brothers, and others.

COUNTRY REVIEWS

THE CASH BOX

BULLSEYE

THREE A.M. (2:30) [Moe Rose BMI—Anderson, Todd]
IN CASE YOU EVER CHANGE YOUR MIND (2:42)
[Moe Rose BMI—Anderson]
BILLY EARL (December 1964)
Anderson's a cinch to add another pair of hits to his fabulous chart that now includes "Me, Lulu" and "You're" portion's a husky-voiced country ballad, tabbed "Three A.M.", that should all be over the airwaves in no time flat. Companion piece is another tear-jerk'er-on the up tempo side. Fine chord-instrumental support on this double-dipper.

FOUR STRONG WINDS (2:14) [M. Wirmark & Sons ASCAP—Tysen]
TAKE ME HOME (2:14) [Jack BMI—Clement, Reynolds]
BOBBY BARE (RCA Victor 4435)
Bobby Bare's newest Victor effort has what it takes to send him soaring back up the charts. Side A's "Blow Me a Kiss" is aPolicy-teenager that Bobby delivers with telling effect. Bobby reviews his cross-country hopping past on the touching "Memphis to Montana" with, "Rollin' Stone, Chet Atkins"

YOU'RE THE ONLY WORLD I KNOW (2:11)
Marson BMI—Fults, James
TYING THE PIECES TOGETHER (2:14) [Ramar BMI—Loden]
SONNY JAMES (Capitol 3249)
The "Southern Gentleman" Sonny James is back with a powerful folIow-up to his current top-tender, "Ask Mary." The tale about "You're The Only World I Know," is a warm and appealing, up tempo romancer that spares no vocal musical showcase. The liltting "Tyin' The Pieces Together" is a poignant lover's lament that features an effective mid-dusk recitation. Marvin Hughes is the producer of this double-thriller.

TENDER YEARS (2:56) [South Coast BMI—Edward]
LIGHT THE FUSE (2:26) [Ioral, BMI—Burnette]
JENNY CLAY (BMI—Frampton)
Sonny West, Texas, a long-forgotten deejay and disk producer, has got-ted back into the mix with a spell-binding affair of the "Robin Hood" type. Jimmy Dean is tabbed "You're The Only World I Know," is a warm and appealing, up tempo romancer that spares no vocal musical showcase. The liltting "Tyin' The Pieces Together" is a poignant lover's lament that features an effective mid-dusk recitation. Marvin Hughes is the producer of this double-thriller.

WHITE AND RED TO BLUE (2:24) [Maricopa SESAC—Hur]
LATE HOURS (2:19) [Maricopa SESAC—Clay]
JENNY CLAY (Columbia 3414)
Jenny Clay's been building up a solid country following and this new Columbia stint should continue her winning ways. On it, Jenny projects with aching sincerity as she tells of her recent romantic downfall tabbed "White To Red To Blue." More potent wailing, up tempo style, on the "Late Hours," a sweeping and effective country number. Producers are Dean Wills and Frank Jones.

ODE TO THE LITTLE BROWN SHACK OUT BACK (3:05)
SLEEP HOLLOW ASCAP—Wheeler
athlon this "Ode To The Little Brown Shack Out Back" refers to the era of disappearing oldies. It's told in good clean fair style by past chart-maker Billy Ed Wheeler—and it's a good bet that ops and dealers will appreciate the waltztime romancer. Emcees are Art & Craft Fair in Ripley, Va., is a real rib-tickler. Also eye the quick-talking tale about "Sister Sara." Cliff Parman arranged & conducted this Paul Cohen written effort.

The oldie, "Endless Sleep," looks like it will be making the chart rounds once again, this time via the Hank Williams, Jr. MGM stand.

THE CASH BOX

COUNTRY REVIEWS

OVER 60,000 SOLD!
A JUKEBOX HIT!
WEBB FOLEY'S
"ONE BY ONE"
M-50-552
All Orders, Bookings etc.
CONTACT
M-RECORDS
1427 Wells St., Fort Wayne, Ind.
Call Collect: 424-0573

GARY BUCK (Petal 1740)
KING OF THE ROAD (2:42) [Producers: BMI—Putman]

LEE ROSS (Sings 197)
THE TOWN CRIER (2:10) [English BMI—Wynns Ross]

DEY YOUR DARLIN' EYES (2:42) [Loring BMI—Ross]
Warm人民群众 on this drenched sentimental litera

THE CASH BOX

BULLSEYE

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TYING THE PIECES TOGETHER (2:14) [Ramar BMI—Loden]
SONNY JAMES (Capitol 3249)
The "Southern Gentleman" Sonny James is back with a powerful folIow-up to his current top-tender, "Ask Mary." The tale about "You're The Only World I Know," is a warm and appealing, up tempo romancer that spares no vocal musical showcase. The liltting "Tyin' The Pieces Together" is a poignant lover's lament that features an effective mid-dusk recitation. Marvin Hughes is the producer of this double-thriller.

TENDER YEARS (2:56) [South Coast BMI—Edward]
LIGHT THE FUSE (2:26) [Ioral, BMI—Burnette]
JENNY CLAY (BMI—Frampton)
Sonny West, Texas, a long-forgotten deejay and disk producer, has got-ted back into the mix with a spell-binding affair of the "Robin Hood" type. Jimmy Dean is tabbed "You're The Only World I Know," is a warm and appealing, up tempo romancer that spares no vocal musical showcase. The liltting "Tyin' The Pieces Together" is a poignant lover's lament that features an effective mid-dusk recitation. Marvin Hughes is the producer of this double-thriller.

WHITE AND RED TO BLUE (2:24) [Maricopa SESAC—Hur]
LATE HOURS (2:19) [Maricopa SESAC—Clay]
JENNY CLAY (Columbia 3414)
Jenny Clay's been building up a solid country following and this new Columbia stint should continue her winning ways. On it, Jenny projects with aching sincerity as she tells of her recent romantic downfall tabbed "White To Red To Blue." More potent wailing, up tempo style, on the "Late Hours," a sweeping and effective country number. Producers are Dean Wills and Frank Jones.

ODE TO THE LITTLE BROWN SHACK OUT BACK (3:05)
SLEEP HOLLOW ASCAP—Wheeler
athlon this "Ode To The Little Brown Shack Out Back" refers to the era of disappearing oldies. It's told in good clean fair style by past chart-maker Billy Ed Wheeler—and it's a good bet that ops and dealers will appreciate the waltztime romancer. Emcees are Art & Craft Fair in Ripley, Va., is a real rib-tickler. Also eye the quick-talking tale about "Sister Sara." Cliff Parman arranged & conducted this Paul Cohen written effort.

The oldie, "Endless Sleep," looks like it will be making the chart rounds once again, this time via the Hank Williams, Jr. MGM stand.
DENMARK

Latest releases from Tono include two local singles. Inge Ostergaard is doing the theme from the movie "Charade," and Jørgen Winding has "Dias" and "Pantere." And Tono also has recorded "Anne Marie" (another rumour about Princess Anne Marie who recently became Queen of Greece), and "Nu Er Det Mor, Der Går Til Sagen." Tono has also recorded new LPs with the Modena label on the ABC, and with the Odeon label on the Amadeo label.

Latest Metrophone releases include jazz LP's on the debut label, LP's and EP's on Golden 12, classic as well as pop music on Eurodisc and Ariola, and jazz LP's on the Parlophone AB.

New labels from NPA (Nordisk Polyphon Aktie) includes the low-price LP labels Melody and Orpheus. There is pop and jazz on the former and classical music on the latter. The Odeon label from Odeon AB has been released with the Beatles with "Ain't She Sweet" on Polydor and The Rolling Stones on Decca with "It's All Over Now." Also joining the recent royal wedding in Athens when Danish Princess Anne Marie made a home name is the recent release of "Rhythmy of Athen" (Wedding in Athens), recorded by Otto Linton's Orch and the Festival Choir.

Leif (Scandinavisk Grammophon A/S) has released an EP from "A Hard Day's Night" on Odeon. The top selling LP is out on the original Parlophone label. EMG also has released new LP's on Columbia, Ember, HMV, Parlophone, MGM, Angel and Electra.

NORWAY

Porsen & Frogh A/S (EMI here) got a new top singer when it released two of the songs from "A Hard Day's Night" as a single on Odeon. The title "I Should Have Known Better" is on the seventh spot on the charts this week. The flip side has an Indian sound with the Beatles. The song "It's All Over Now" is doing very good in Norway at the moment.

Kjell Sunde, 18, from Tromso in northern Norway has made her record debut with "Frankie Boy"/"Ballenina" on Triola, a label from Arne Bendiksen A/S.

The latest releases from Norsk Phonogram A/S include several new LP's on the CBS, Philips and Fontana labels. Local discovery Davy Dean and The Swingin' Kallandare from Drammen N/A have released "Hey Hey Hey Hoy" is reported doing very good in Norway as well as in Sweden.

SWEDEN

The latest releases from Knippaug AB include the Triola single "Broad And Butter"/"Tough Little Buggy" with 'Neath the Neons from a Hickory master. On the flip side has a rock and roll rhythm and photo showing the num-

mer's discussed craze, the topliner. It is a Scandisingle with the Wizards bringing the songs "Cheek, Cheek," and "Minikini." The much discussed fashion got many names and was referred to as "kimis" and "minikinis" and many other names. Other Scandisingle releases include a new LP with the Lecucia Co-

bination.

Latest releases from Karusell bring an EP where Lill-Babs and Osten (Warn-

ner music) duet with Kajsa and "It's All Over Now." On the flip side has a rock and roll rhythm and photo showing the num-

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bination.

Lennart Reutersted of Reuter & Reuter AB looks very happy these days, having five out of ten of the songs on the charts in Sweden this week. He is the producer of "Tell Laura I Love Her," "I Love You Because," "Get Out Travel On," "It's All Over Now" and "Adios Amigo." His latest LP with"I Love You Because." was debuted on the charts last week.

Sonet Grammofon AB has two great events coming up now. On Sept. 28 they presented "New Orleans Festival" with Chris Barber's Jazzband, Ottile Politi Orchestra and The Cape Town Showband. It was at Stockholm's Concert Hall. On Oct. 5 they are bringing "American Folk Blues Festival" to the same city.

Great Britain's Best Sellers

This Week

1 5 I'm Into Something Good-Herman's Hermits (Columbia)
2 4 Rag Doll-The Four Seasons (Philips) Arnold & Beech 
3 3 ...What Did Our Love Go-The Supremes (Stateside) Joeboy Ford Monkees (Parlophone)
4 2 Oh Pretty Woman-Roy Orbison (London) Auciff/Rose
5 1 I Wouldn't Trade You-The Baccara (Decca) Lelich

Top Ten LP's

1 A Hard Day's Night-The Beatles (Parlophone)
2 Please Please Me-Rosemary Clooney (RCA)
3 The Rolling Stones-The Rolling Stones (Decca)
4 The Four Most of Manfred Mann-Manfred Mann (Decca)
5 The Beatles and 16 Great Songs-The Beatles (Decca)
6 A Shot In The Arm-Cliff Richard (Columbia)
7 World of Country Music-From The Heart-The Beatles (Decca)
8 Wonderful Life-Cliff Richard (Columbia)
9 One Night-Cliff Richard (RCA)
10 Teenage Love Story-Lovin' Spoonful (CBS)

Top Ten EP's

1 Five By Five-The Rolling Stones (Decca)
2 Long Train Tall-Yeates (Parlophone)
3 The Rolling Stones-The Rolling Stones (Decca)
4 The Beatles-The Beatles (Decca)
5 Buddy Holly-Buddy Holly (RCA)
6 Rusty-Dusty Springfield (Philips)
7 America-Andy Williams (RCA)
8 Peter Paul & Mary-Peter Paul & Mary (Warner Bros.)
9 Welcome To My World-The Beatles (Parlophone)
10 I Love You Because (RCA)

Sweden's Best Sellers

This Week

1 5 Do Wah Diddy Diddy (Manfred Mann/HMV) Belinda (Son
dicana) AB
2 4 A Hard Day's Night (The Beatles/Parlophone) Multitone 
3 3 Tell Laura I Love Her (John Leyton/HMV) Mork us Mork
4 2 I Love You Because (Jim Reeves/RCA Victor) Reuter & 
5 1 I Love You Because (Jim Reeves/RCA Victor) Reuter & 

Top Ten LP's

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Orbison's P.A. Stint In Canada

MONTREAL—Roy Orbison, who recently played to capacity houses at Ottawa and Montreal personal appearances dates, will return to the area in April with his solo show. The chart-topping Tennessee country singer was named as one of a #1 single with "Oh Pretty Woman," is pictured at the Ottawa date (left) by Ray Philips of the Charlton of Universal Star Productions. Maury Levy, also a disk artist who appeared with him, Dean Hagelstein, a Country music star at the Ha! Ross, national promo manager for London Records of Canada. In background are (left to right) Barry Brazzas of Universal Star Productions and John Benwell of London, England.

Cash Box—October 10, 1964—International Section
Montreal ad-man-turned-comic Ross Smith is about to debut on a new Capi
tol album. The set, reportedly, will be made available in the U.S. market by the end of the month. The project is being called "Hello, Montreal!" Produced by the station's P.D., it will feature a mix of comedy and music with Ross Smith as the host of the show. The album promises to be a hit among fans of Ross Smith's unique brand of comedy.

Rogues' Chill-Out

Good rock hop reaction throughout the Montreal area to the three-cover single by the Ruffians, "Fanne Mae" by Robbie Lane and both sides of the movie by The Strato Towne. It is destined to be a favorite with the younger set, although they have yet to debut the track in Canada.


Attention Paul White, word from England has the following two items tick
ing off the list: The Top 50 chart, with the new single by Ronnie Fraser and Joyce Germaine both doing very well. That, along with Dave Leonard's Montecro Records. Joyce made a very good album and is expected to be announced momentarily. That, apparently, by His Lordship touring leading U.S. record stars. Her last record outing, distributed through EMI, has sold well, and the new disc is expected momentarily. Meanwhile, Ronnie continues to work on tracks for the Canadian release of "Stop Look And Listen." Both youngsters have chalked up successes in the U.S. on Capitol Towne and are looking forward to appearances on numerous record hops and the Mike Stephens "21 Dis
covers" series. "Automatic Reaction" continues to occur with Canadian spinners as they are all busy with numerous promo activities. It's their hit. Andy and Frank from the "City Of Montreal" is a hit. It's their hit. "The Things In This World" is a hit. It's their hit.

Ferry Island

Ferry Island is on a radio "finder." It's their hit. Paul Benson, director and managing director of Ferry Island Records, is excited about the future of the label and is looking forward to continuing their work with new artists.

Montreal's Cash Box

The release of "The Greatest Hits Of Bob & Earl" has been well received in the Cash Box office. The album features classic songs from the duo's career, including "I'm Glad I'm A Farmer," "I'm A Man," and "Hold Your Peace." The release has been praised for its quality and is expected to be a hit with Cash Box fans.

The Beatles' LP is expected to do well in the latest release. The album includes their most recent hits, "Hey Jude," "The Long and Winding Road," and "Let It Be." The Beatles' LP is expected to be a hit with fans around the world.

With the acquisition of Britain's independent Oriole Record Company CBS becomes the first American company to set up a complete working operational base in Britain. The announcement came last week at an international press reception at London's Trafalgar Hotel. CBS Chairman Innis the Records Division of The Columbia Broadcasting System Inc. said: "The addition of Oriole to our British label will provide CBS with a pioneering role in British record promotion and will ensure that CBS will be able to offer a wide range of product to the British market." The acquisition of Oriole is significant for CBS as it will enable the label to continue to release new material in Britain. The Beatles' LP is expected to be a hit with fans in the UK and will continue to be a major force in the British music scene.
While on tour in Belgium, Dionne Warwick has gone from one triumphal success to another. Her meeting with Yves Meyrelle, respectively managing director and public relations woman at the Vugre firm, who distribute the Scepter label of this phenomenon have practically attended in the interior and in the exterior. Sur (The Americans) were enchanted about her performance in Brussels, where she appeared at Old Belgium. The Ostend concerts on her second tour, which took place in Brussels, and in which people were lining up every night outside packed houses—in vain. This is unique in the same year's singal in Belgium and suggests that establishments for plays for house full when prominent people are performing. This success will probably enhance the sales of discsion Dionne, who has not only won fame but also personnel. The Rolling Stones over to Belgium and the Scepter label have record-ly been the first to appear on the stage to announce the end of her round of songs, the poor man has appeared the just will not let Dionne go.

Mr. Holzaepfel, manager of Polydor Belgium and his artistic manager Mr. Massier, are delighted that John Jary, their hitmaker, in a Flemish region has just recorded the hit-tune “Alleen” in German. Title: “Alleen.” Meantime, Polydor has already announced the promotion for Frida Goethals’ LP-record. Frida is producing a lot of hits in the East Federal state of Belgium, we predict a great future for this disk, especially after its impressive success with “Alleen.”

Inelco now publicizes a number of singles by the late Jim Reeves. He was not a successful artist to start with, but his talents have been recognized by many. Presently, sales seem to have picked up. It looks like Paul Anka is on his way back up again, after a period of slackness, following initial success. But with Inelco’s “Ma Vie” by Alain Barriere is the top hit of today. We are really glad that his real talent has finally recognized itself, as well as in Belgium.

Fonion is awaiting The Rolling Stones! Thanks to the efforts of De Reuck, and manager at Fonion, Sir Ian Lomax, Fonion has already invested in the Rolling Stones over to Belgium where they are expected on Oct. 18. They will be arriving in the morning and they will hardly have a quiet moment from them until they have appeared at the American Theater for free. In a show designed for young people and the documentary section. A number of record companies are engaged with this tour, and Scepter has arranged for this English rock-musical on Sunday. Let’s hope everything goes according to plan. We need not fear the unusual that occurred at Scheveningen, as the teenagers who went to the show at the American Theater, for free, will have been carefully selected. Roy Orbison is still a great asset with the aforementioned firm. Mr. Van de Walle, manager of young talent Lillian, who a short while ago was in the Flemish hit parade with “We Gotta Start,” has now also appeared with the song in Flemish. We have all heard the recital and the voice carried the song well in Flemish. We wish good luck to this occasion. Want to be and “Waarzen” are certain for the hit parade. Mr. Van Baaren, responsible for recordings at Philips has again done wonders, while Larry Vanden Hout, managing director of the Primavera publishing company, is very pleased with Van Baaren’s work. Larry Vanden Hout by the way has published both numbers. The two new Cogi singles seemed to have made a great start is concerned in these parts, but his talents have not been recognized by many. Presently, sales seem to have picked up. It looks like Paul Anka is on his way back up again, after a period of slackness, following initial success. But with Inelco’s “Ma Vie” by Alain Barriere is the top hit of today. We are really glad that his real talent has finally recognized itself, as well as in Belgium. This is in favor of Orbison, who has become a great star over here.

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Holland—In Holland, it was announced this week that CBS, handled in the country by The British Broadcasting Corporation, has renewed its agreement with Britain's independent record company, Vox. The announcement was made in London by Goddard Lieberson, president of CBS Overseas Operations, and Robert A. Bovema, president of Vox.

Bovema: a new season, many new releases.

From Bovema's Gramophone house a highly attractive and variable repertoire of over 1,000 discs has been put on the market in the past ten years. These records, featuring the greatest artists and composers, have already been awarded high excellence by the Dutch "Sonata de Camera," as well as a magnificent set of 2000 discs by various artists. Among these artists is the late Louis Davids, of which no less than 38 records are now being released on pressing for high quality. His remarkable discography has been launched in the Dutch "Sonata de Camera," among others.

The announcement is of great importance to all classical music lovers, and it is expected that the Bovema releases will be very well received.

Barclay Bros. Label In Holland

AMSTERDAM, HOLLAND—A gala cocktail party was hosted last week for the trade by French record exec Eddie Barclay to celebrate the debut of his label in Holland. The affiliated firm is called Barclay-Nederland, and is operated out of offices at Singel 164, Amsterdam. This firm will distribute Barclay product as well as classics under the Erato label. In the photo at the party are (l. to r.) Peter Plum, magazine publisher from Brussels, and A. & B. manager of Barclay-Bege, Marie Housse, Barclay's attorney.

Inauguration of Barclay's label was announced by His Excellency Mr. K. van der Keur, director of Music, Ministry of Education.

HOLAND (Continued)

AMSTERDAM, HOLLAND—In order to increase their radio presence, the label, Phillips, has recently announced the purchase of a new 2,000-watt radio station in Amsterdam. This station will be used to promote Phillips records and will also serve as a public relations office for the company.

The station, which will be named "Phillips Station Amsterdam," will feature daily programs including news, weather, and weather forecasts. The station will also carry commercials and public service announcements.

Holland's Best Sellers

Whitney Plaschke, a well-known record producer, has just released a new album featuring some of Holland's most popular artists. The album, titled "The Best of Holland," includes hits from some of Holland's biggest stars.

The album features hits from stars such as Jetty Lindberg, Henk Gommers, and Harm-Jan de Vries. The album is highly recommended for fans of Dutch music and is available at record stores nationwide.

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Barclay Bros. Label In Holland

AMSTERDAM, HOLLAND—A gala cocktail party was hosted last week for the trade by French record exec Eddie Barclay to celebrate the debut of his label in Holland. The affiliated firm is called Barclay-Nederland, and is operated out of offices at Singel 164, in Amsterdam. This firm will distribute Barclay product as well as classics under the Erato label. In the photo at the party are (l. to r.) Peter Plum, magazine publisher from Brussels, and A. & B. manager of Barclay-Bege, Marie Housse, Barclay's attorney.

Inauguration of Barclay's label was announced by His Excellency Mr. K. van der Keur, director of Music, Ministry of Education.
While in London last week, the Italian representative of Cash Box had the pleasure of being present at a press conference held at the Dorchester Hotel for the official opening of CBS Italy.

The conference was held after successful negotiations with Oriole Records Ltd. and Levy's Sales. The founding activities of the English company, as well as the launching of the LB of Classical Music, will be covered by a contract of distribution of the LP of CBS International.

In this regard, thealeb instruments that the event will have for Italy are: the International and European exploitation of the CBS' products, and its in that regard that the event is strictly related with the CBS' operations in Italy.

Goddard Lieberson pointed out during his press conference, that while CBS companies, as of the moment, has distributed the world, the most important individual catalogue of the world, the new policy of CBS consists in opening and expanding its overseas record operation, making Italy one of the most important markets, first of all recording local artists and marketing indigenous hits in the languages of those countries.

Let's profit by the occasion to see this program has developed in Italy, since the opening of the CBS operation in our country, early in December 1962.

The album issued under the CBS mark in Italy was West Side Story soundtrack. From that moment on, CBS has released more than 200 LPs of pop music. Among the classical releases are Beethoven's Symphonies, 6 Montevideo Symphony of Carl Maria V. of the mug, and 45s Amari's Chopin and Prokofiev. Other special package was devoted to the Middle Quarter of Beethoven and the Budapest String Quartet.

The first CBS goal in the field of pop was to create a brand of artists singing in Italian. Such hits as "Voglio che Tu Coro" (Edie Gorni's "Colpa Della Bossa Nova") and "Blame It On The Bossa Nova") and "Got To Do Something" (Andy Williams) were released.

The best selling pop LPs of CBS was until today, West Side Story, film soundtrack, containing the musical composed by Leonard Bernstein and arranged by Alfred Newman. The LP was CBS' production in Italy signed by Ennio Morricone. This album of My Fair Lady was just released in the States.

Another release already scheduled, concerns the original soundtrack of the Samuel Bronston's production "The Fall Of The Roman Empire" in the movie "La Grande Guerre".

On the singles side, CBS has just released the Italian version of Edie Gorni's hit "Voglio che Tu Coro". A "Mio Ragazzino" (I Want You To Meet My Boyfriend) has been released.

A press campaign has been started by Italian CBS on the USA star Barbara Streisand, whose first single, "People", has already been released. An LP of Barbara Streisand was already released, while the second album of the artist is now on the market and a third one is scheduled for release before Christmas. While the American cast of CBS is so strongly exploited in Italy, an Italian catalogue is created with Italian artists recording under the CBS label. A lot of young artists are making their appearances on the new market.

Among them are Gianni Sanjoni, Jonica, Andrea Lovreche and Maria Lucia Bias who's recently released a single entitled "Ugo".

But in view of an international expansion of the CBS record operation, which is one of the largest in the world are coming the need for a new generation of artists, such as Enrico Spier, top artist of German CBS and Argentina's singer Enriquie Guzman, Italian recording artist released by CBS in different countries of the world. "Aburrida" (Non Amarmi) which was golden on the label in Germany, in Belgium, in Holland and in Argentina.

The "My Fair Lady" Italian cast LP published in the States, it followed by the Giuseppe Di Stefano album n. 1, entitled "Italian Songs" followed by the second album of the artist, "Around The Beatles". Among the stars featuring in the show, along with the Beatles, are Cilla Black and Millie "Lollopops" Small.

Grecia Family, CBS's top act, was the organizer of the year's contest devoted to the unknown young artists, which was celebrated in Cestroni. The final night of the contest will be held in this little town (well known for its "Ceramica") October 10th. The two winners of the contest (one male, and one female), will take part at the "I Concerto Storico" at the Cine Città, and will be the new CBS artist.

CBS TV will put on the air a series of different musical shows, which produced by a record firm, who will also have the occasion of presenting to the record industry the new CBS artist, who produced by CBS at Capo Bo, will be the director of the "I Concerto" (one of the best known TV director Enzo Trapani. Very interesting is this initiative for the promotion of the new release.

Enrico Guzman, one of the top record sellers in our country. A new smash of the French singer is "Il Mio Mondo" which according to the information directly received by EMI Italian, has sold in a few weeks something like 130.000 copies. The Italian version of Richard (which includes on the other side the Italian version of "It's My Party") is quite fast in climbing the charts.

Mexico's Best Sellers

1. Como Te Extraño Mi Amor - Leo Dan (CBS) - (Munus)
2. Tiempo - Los Partners - (RCA) - (Channel)
3. El Protector - Renato & Carlos - (CBS) - (Munus)
4. Porque Te Amo - Los Brasileiros - RCA - (Munus)
5. Amor En La Madera - Cuqui & Los Gallegos - RCA - (Munus)
6. Donde Pases - Los Cuates - CBS - (Munus)
7. Como Yo Te Aprecio - Los Abayudantes - RCA - (Munus)
8. Como Yo Te Aprecio - Los Abayudantes - RCA - (Munus)
9. Como Yo Te Aprecio - Los Abayudantes - RCA - (Munus)
10. Como Yo Te Aprecio - Los Abayudantes - RCA - (Munus)

Italy's Best Sellers

1. La Scapinella - Renato & Carlos - RCA - (Munus)
2. Tiempo - Los Partners - (Channel)
3. La Scapinella - Renato & Carlos - RCA - (Munus)
4. Como Yo Te Aprecio - Los Abayudantes - RCA - (Munus)
5. Como Yo Te Aprecio - Los Abayudantes - RCA - (Munus)
6. Como Yo Te Aprecio - Los Abayudantes - RCA - (Munus)
7. Como Yo Te Aprecio - Los Abayudantes - RCA - (Munus)
8. Como Yo Te Aprecio - Los Abayudantes - RCA - (Munus)
9. Como Yo Te Aprecio - Los Abayudantes - RCA - (Munus)
10. Como Yo Te Aprecio - Los Abayudantes - RCA - (Munus)
Brazil's Best Sellers

**This Week's**

1. **Datemis Un Martello** (Fernata Riva/RCA Victor)
2. **Una Larrina Sul Vivo** (Notas Magicas/Bobby Solo/Chantecler)
3. **Berta Leone** (Philips)
4. **Cin Cin Richard Anthony/Odeon**
5. **Separei** (Edições RGE/RCA Victor)
6. **Juramento De Amor** (Edições RJA/Lopez/Chantecler)
7. **La Marca de Acero** (RGE/RCA Victor)
8. **Viva Las Vegas** (Fernata Riva/Eris Presley/RCA Victor)
9. **For You, For Me** (Universal/RGE/RCA Victor)
10. **Que Queres Tu De Mim** (Mulino) Altemar Dutro/Odeon
12. **Pai Que Me Faz** (Fernata Riva/RCA Victor)
13. **I Want To Hold Your Hand** (Fernata Riva)

**Last Week's**

1. **Meus 18 Anos** - Rita Pavone/RCA Victor
2. **The Beatles Again** - The Beatles/Odeon
3. **4 O Fine D'Asa** - Several Brazilian Artists/RGE
4. **S Young** - Ray Conniff/CBS
5. **Fui Prohibido Fumar** - Roberto Carlos/CBS

Brazil's Top Five Compacts

**This Week's**

1. **1**
2. **2**
3. **3**
4. **4**
5. **5**

**Last Week's**

1. **1**
2. **2**
3. **3**
4. **4**
5. **5**

Brazil's Top Five LPs

**This Week's**

1. **A Rota do Sonho** - Masreu/RGE/RCA Victor
2. **Anjos De Ouro** - Lauros/Telépaula/RGE/RCA Victor
3. **Quero Me Casar Contigo** - Roberto Carlos/CBS
4. **O Youth** - Andre/Chantecler
5. **Alhambroque** - Roberto Carlos/CBS

**Last Week's**

1. **A Rota do Sonho** - Masreu/RGE/RCA Victor
2. **Anjos De Ouro** - Lauros/Telépaula/RGE/RCA Victor
3. **Quero Me Casar Contigo** - Roberto Carlos/CBS
4. **O Youth** - Andre/Chantecler
5. **Alhambroque** - Roberto Carlos/CBS

**Brazil (continued)**

A detailed story of the activities of the vocal and productive Brazilian label, a chronological list of its best foreign records, and some important and interesting items.

In the upcoming month, the Brazilian label Rio will be releasing a LP of Brazilian singer Antonio Carlos Jobim, "Paisagens," which was produced by French producer Pierre Fournier. The LP will be available in France and the United States.

**News:**

A new LP by Brazilian singer Lyra, "Cançoes Brasileiras," will be released by the record label Discos Brasileiros. The CD, which features the singer's version of "Gioventù," is expected to be a best seller in Brazil.

**Recordings:**

The new LP "A Grande Bossa Nova" by Brazilian singer and composer Antonio Carlos Jobim, "Mundo Musical," will be released by the record label Recordarte. The CD, which features the singer's version of "Gioventù," is expected to be a best seller in Brazil.

**Concerts:**

Brazilian singer Lyra will be performing at the "Teatro Municipal" in Sao Paulo on the 21st of this month. The concert will be broadcast live on radio and television.

**Best Foreign Records:**

Brazil's "Carnival" LP, released by the record label Recordarte, is considered one of the best foreign records of the year. The CD, which features the singer's version of "Gioventù," is expected to be a best seller in Brazil.

**Interviews:**

Brazilian musician Lyra will be giving an interview to the Brazilian radio station "Rádio Brasil" on the 21st of this month. The interview will be broadcast live on radio and television.

**International Section**

The Brazilian label "Recordarte" will be releasing a new LP by Brazilian singer Lyra, "Cançoes Brasileiras," which will be available in France and the United States.

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3. **Quero Me Casar Contigo**
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5. **Alhambroque**

**Brazil's Best Sellers**

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4. **Cin Cin Richard Anthony/Odeon**
5. **Separei**
6. **Juramento De Amor**
7. **La Marca de Acero**
8. **Viva Las Vegas**
9. **For You, For Me**
10. **Que Queres Tu De Mim**
11. Smigo, Palavra Fiel
12. **Pai Que Me Faz**
13. **I Want To Hold Your Hand**

**Brazil's Top Five Compacts**

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This week we devote our entire column to a close look at the music publishing scene in Australia. This report was prepared by a leading Australian publishing identity.

MUSIC PUBLISHING IN AUSTRALIA

The last twelve months have really done very little to excite the average Australian established in the music publishing field. However, significant changes were made during this period.

The most interesting single development in the publishing industry in Aus- tralia during the year was the announcement of an independent arbitra-

tion commission to establish commercial television stations to the Au-

stralian Broadcasting Commission. Commercial television commenced in Australia in 1956 at which time tentative agreements were reached on performance rights. These have since been confirmed by the Performing Rights Society for broadcasting and music television use since 1960.

An arbitration in question were that commercial television stations should pay to APRA 1% of their gross revenue from advertising or other source for the use of copyrighted music. This was precisely the amount claimed by APRA and was felt by publishers to have vindicated APRA's atti-

du e on the subject, despite the immense financial risk taking and investment interest represented by commercial television. The arbiter further made the rates retrospective to January 1960 on a sliding scale of increasing rates for the next three years.

The agreement between the Federation of Commercial Broadcasting Sta-

tions and APRA was signed at the end of this year and there is some justification for the thought that there may be worthwhile changes in this field of performance collection—also particularly as music has become such a vital part of the average Australian home in Australia. At this moment negotiations are going on for the period commencing 1st January 1960 between APRA and commercial television. A solution seems to be forthcoming.

While referring to APRA, during the past twelve months this one and only representative body of music publishers in Australia has added automation to its operation and although there has been some confusion, it would appear that this has been put right. One interesting move by APRA is the publication of a quarterly magazine aimed at music publishers with more precise and satisfactory answers in their royalty statements.

RECORD COMPANY PUBLISHERS. In this last ever major record com-

pany report on the Australian scene, changes and developments of the year have been reported. However, the biggest change in the field has been the closure of the EMI-owned label, Siren, but new CBS have entered the local recording scene and established their own publishing house—April Music, with its affiliations overseas—so also has RCA, with the result that the existing major companies have all increased their presence in the field. However, the minor companies are being looked after and producing results for Australian musicians, and the local recording companies are now well known in Australia.

A CHANGING ERA. In pop music, this past year has been the subject of more radical, exciting and changing changes than any other at any time during the history of recording. The days of the Americans-dominated hit parades and the status quo of the last four or five years was maintained. However, with the increased interest in recording, many more hits and many more hits of their own. Here for the first time the subject, style and interest in music was one for the common man and the young and the common man all liked it. The country was keen to see the new music in a most exciting way—so much so that it would appear that at last Christmas Australian writers songs and Australian versions of Surf was the year's most notable hit, for Australia has a new found taste for country music and the local scene is the world over. For three or four months, up to the commencement of our summer holidays, the state of the air was made by a group of Australian songs that were full of local songs and made sizeable inroads into the success of the hit parade hits in Australia. However, Australian twelve were soon dashed by the entry of The Beatles—songs, English styles, English and copyrights English and up to the present time it seems that Australian hit parades are more British than the British. Almost every Beat song—whether recorded originally for Polydor or EMI—has been in the charts in a month and many of them are still in the top 100 length charts. The feeling is that while ever English artists continue to create the excitement that they currently are, this English domination will remain and we seem to be going for- ward far away from the previously all-dominating American hit parade values. A survey of the number one hits of the last twelve months shows nine American-hits, two English-hits and four Australian-hits. So far as is confirmed—although not many of these were Australian compositions musically as compared with foreign ones—hitting the air in a hit parade slot and new only been English hits, nearly all of this in the past Christmas period. In fact, it would appear that this is the new music, the English music, that has been given the exposure and the exposure further away from the previously all-dominating American hit parade parodies. A survey of the number one hits of the last twelve months shows nine American-hits, two English-hits and four Australian-hits. So far as is confirmed—although not many of these were Australian compositions musically as compared with foreign ones—hitting the air in a hit parade slot and new only been English hits, nearly all of this in the past Christmas period. 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JAPAN

As everyone knows, ever expanding CBS the first American owned record firm to thoroughly spread over Europe with its own owned firms has bought Oriole Records in England. We were on hand last week at a press conference held in London along with the launch of CBS England and CBS Germany. We were at the famous Columbia House on Regent Street where the usual show was held including arrangements of our traditional local songs.

Paul McCartney, now in Japan, will have their recital at Kosei Nenkin Hall, Tokyo, under the auspices of Fuji TV and Nippon Granphonograph Records.

Toshiba Records is releasing "The House Of The Rising Sun" on Odeon label in October, which is expected to be a smash in Japan. The Animals have been invited to Japan for their concert tour. What is surprising is that two of the band members, who were with the Animals at the height of their career, are now with the best selling group "The Animals have always been the most popular group in Germany and now they are making a comeback in Japan."

Nippon Victor Records, is releasing the first recording of Niki-kai chorus group in step with "Victor Concert Caravan" as well as "Cocorito, Coral to excellence, Santa Rica, The Last Rose Of Summer" and other folk songs of the world. Shinsachi Ryoji announced that they invited the tango band Malando Orceh to have three weeks stay in Tokyo, Osaka and other big cities, while many of the band members will be released from their contracts and are keeping constant sales.

The Nippon Crown Corporation announced that it invites Eddie Fisher and other, who have sessions in Tokyo, Nogoya and Nagoya, to celebrate the 64 Tokyo Olympics, arriving on October 20 and have about one week tour. George Auld and his band, promoted by Musashi Promotion, arrived in Tokyo in September 16. The numbers are George Auld, tenor sax, James McMulder, alto sax, John Lee, drums, Harry Callow, bass, and Oded Angel, piano. The band will perform in Tokyo, Osaka, and Sapporo. The group will then return to Japan in November 21, be come to Japan in order to perform for the American Army in Far East, and has been well known in the world as "The First American Movie Band." The concert schedule is as follows: Tokyo, Osaka, Sapporo. The concert is supported by The Nippon Crown Girls Chorus Group 12 LP titled "Pipe Organ Concert" by Masao Akimoto.

Celebrating with Heinrich Schering's visit to Japan, Victor Company of Japan is to present on October 20 Brahms' Violin Concerto with the London Symphony conducted by Pierre Monteux. The concert will be broadcast from the Royal Opera House in London.

The investigation by Nippon Hanbai Co. is which one of biggest distributors of publication and photo-sheet shows best ten in photo-sheet sales for the Japan's Best Sellers

GERMANY

Promotes your song and takes them to the top in Germany
In June of this year, after reading the first quarter sales figures on coin machines exported from US ports, it was easy to forecast a $50 million year for 1964. Now that second quarter figures are on the ledgers, it appears, as though this estimate could still prove accurate. It will depend on the economic situation in Europe.

One of the prime reasons for the continued increase of course lies in the amusement machine shipments to Europe. Six million dollars in amusement machines were shipped to Europe during the April-June period this year. This represents a $2.4 million increase. But more than six thousand games went into France during the three month tabulating period, twice as many as in 1963’s second quarter, with the dollar volume also doubling to more than $2.5 million. And therein lies the bulk of the increase but this cannot be expected to continue. France will not continue to take games at this rate, according to European observers. The reasons for this comment are that government credit restrictions have become more stringent plus the possibility that should the current import volume continue, a saturation point may come about.

Earlier this year, Cash Box reported that the credit restrictions imposed by the French and Italian governments would hamper the sale of machines in these countries. This curb applies to all industry, incidentally. It is reported a step toward curbing inflation. If this continues, the industry must look to other markets for continued sales. Both governments have been approached with plans which are designed to lift these controls.

At the moment, Greece continues to appear promising. The United Kingdom, Germany, Norway and Switzerland all continue to show increases and the market here are apparently healthy. On the other side of the globe, Japan’s imports are rising rapidly. But it will take a radical change to offset the volume originally estimated for France and Italy, if the situation doesn’t change.

On other fronts, phonographs around the world have held their own as compared with the second quarter of last year. Vending has slid, to no one’s surprise, to half of what it was last year and the reason of course is heavy overseas manufacturing by US firms.

Generally speaking, the export market can be expected to continue to represent an annual volume near fifty million dollars with amusements continuing to garner the lion’s share of the business while music maintains its $20 million volume on new and used phonographs.

As for bright spots, there is Japan, where it appears although the economy at this time could withstand an American merchandising lecture on how to serve a concentrated population of 90 million people with coin operated music. The possibilities of what might be accomplished should this country develop an industry for by mass-produced machines, sold through franchised distributors, and serviced by bona-fide operators, are unlimited.

The complete country-by-country sales breakdown will appear in next week’s Second Quarterly Export Volume Report. It will be accompanied, as in the past, with statistical food for thought.

Cash Box—October 10, 1964
MOA Moves Into 'Third Gear' As Convention Time Speeds Closer

Mercury Announces Plans To Exhibit

CHICAGO—With just one week to go, MOA officials continue to race toward what will certainly be a record-breaking Convention Oct. 14-17. Kenny Myers, sales chief at Mercury Records here, advised that the record firm will exhibit at the Convention, bring the total number of record exhibitors past the projected dozen, as advanced by Business Manager Fred Granger last month.

In addition, it was learned that several more late arrival amusement machine firms would be present to fill the exhibit space could be worked into the already filled convention area.

Heading the banquet show is Jack Bennett, Columbia record star. Tamia Motown’s Barney Ales, ad

Methods Of Familiarizing Legislators With Machines Discussed By N. J. Ops

American Exhibits At Nat’l Rec Show

NEW YORK—Seven-D. Fejsjan, President of Midland Commercial Corporation and Mondial Internationa

ELEVEN, N.Y.—If you weren’t at the Novelists & Country Club last week (9/25-27) you must have been very likely wherever you were. By Saturday evening’s cocktail party, close to 600 coin machines and vending people had flocked to the plush cattails resort to celebrate the anniversary of the Music Operators of New York, the Westchester Opera
teur Guild, and the New York State Operators Guild. The weather was perfect, the Jarvis was lovely, and the souvenir journal was the largest and most profitable publishing venture ever launched by an associa
tion.

New York Ops Draw 600 As Annual Turnout Shatters Record

Coin Machine, Vending, Record Execs On Hand

Ken White, Milty Greene, Lana Mittelberg, Joe Joiner, Ken Draw, John Hirsch, and Bill McArdle were among those whose 

Bill Cannon

East Brunswick, N.J.—Bill Cannon, President of the N.J. Council of Coin Machine Operators, has called a re

Union, N.J.—Sol Lipkin, vice Manager, American Shuffle-Company, returning from a southern trip last week to Memphis, Nashville, Birmingham and Wash.

A trip to Miami’s Deauville Hotel

Union, N.J.—Sol Lipkin, vice Manager, American Shuffle-

American Exhibits At Nat’l Rec Show

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NEW YORK — A new coin handling device, designed to facilitate and speed up coin collection, counting and bookkeeping for firms utilizing large amounts of coins in the operation of their businesses, was introduced in this country just last week by the Thos. De La Rue, Inc.

According to Frank Cashin, the company's marketing director for the new product, the De La Rue 'Coin Cartridge' system has already proven itself in certain European countries to be "easier and more economical" than those coin handling systems then in use, such as the popular paper coin wrappers. In Denmark alone, Cashin stated, his firm's cartridge system is now handling an estimated 60% of that country's currency, and it is also gaining general acceptance in Belgium, France, Finland, Norway and Sweden.

The system's basic unit, a reusable transparent plastic coin cartridge which holds a specific number of coins, is designed to combine the two processes of counting and packaging into one simple and quick operation by such coin generating services as music, amusement and vending coin collections.

Current coin handling systems, Cashin said, usually involve several operations as well as shipments to central counting and wrapping facilities. The De La Rue cartridge system, Cashin advised, requires only the cartridge filling operation, usually performed by the routine. Following this initial process, the coin is either assured by the size of the cartridge, and the cartridge's transparency verifies the presence of the coin.

The coins are held in the cartridge by a patented plastic top. The cartridges are designed for continual use and have been recorded for a minimum of 80 round trips to and from banks in ordinary usage. Cashin stated. The other elements in the system are a cartridge tray for counter storage of the cartridges, and a carrier for transporting the filed trays.

The De La Rue cartridges cost approximately $0.03 each and are filled about $003 for paper cartridges, and $0.01 for paper wrappers, Cashin advised, but the plastic cartridges are designed for about 100 trips from the counter to the bank. The estimated cost at about the same as for current, most economical methods.

Penny cartridges hold 50, their trays hold 10, and the cartridges sell for $2, $40 and $200; dime amounts, $5, $100 and $100; nickel amounts, $1, $500, and the half dollar, $10, $100, $500.

Cashin further advised that his company intends to distribute the cartridges, to firms wishing to install this system as their method of coin handling, through the country's banks. He also hopes that the banks will sell the coins of the system by offering it to their customers as a preferred means of coin handling.

California Clippings

The many new pieces of equipment coming from the various manufacturers holding the interest of the operators and keeping activity at this high level this month, was reported last week in a column by an anonymous reporter for Billboard. The comment was made last week at the Country Store Owners' Convention held by the Seeburg Corporation over twenty years, and lately Vice-President and General Manager of that company's National Vending Distribution Company called the attention of the audience to the fact that "standard" coin handling equipment has been evolved largely in Japan, with the new model of the Midway Trophy Gun with the four moving ball playing area of Seeburg's "Add-A-Coin." William M. Benefit, president of Seeburg, Riverboat, is the current hot item with the operators. Bob Portale said the Advance continues their expansion moves and are now covering Arizona and the Far West.

In the last few months Seeburg has made their work force larger, and a new and more economical "Handy-Bound" method of handling paper wrappers, which is being received with enthusiasm by the operators.

Among the operators and service men attending the schools are: Earl Grant, C. A. Robinson, Son, Jim Willits, George Hudson, Ivan Wilma, Fred Miller, Jerry DeWitt, Al Pogatchik, Du Gibbons, Julian Batten, Bill Black, Jerry Simmons, Mike Gomez. The school proved such a resounding success that the results will be selling service schools in different areas every two months. Mr. Al Herber, local operation manager for Seeburg said that the results have been most gratifying and Seeburg took over the local operation.

Motomats hot girl trio, The Sirens is preparing with Sammy Ricklin, Gabe Orlino, and Buddy Robinson a Tele Vue special during their current promotional trip throughout the Southern Zone.

John Freeman back at his desk at Simon Distributing Co. after two week fishing trip in Oregon. Frankencardi said that they have received the newly greatly improved production model of the Round O Pool with first ship already sold out and awaiting shipment of a reorder. Export shipment leaving the shop at Simons this week for Japan. George Marvin off this weekend to participate in the Pasa Tiempo golf tournament in Pebble Beach, Calif. (Elvin Caldwell stopped at the casino and asked about the same players at the same time). There were several loud expressions about Jackie DeShannon's new Liberty waxing of "When You Walk In The Room" that is reported to be capturing a "big one" for the younger girls about now. Mrs. DeShannon, who was out on a trip from San Francisco, and spending a few more days at the local branch Clayton Ballard received a call recently from the song flying to Germany, Dan and Mrs. Donohue will undertake the local operation.

Motomats hot girl trio, The Sirens is preparing with Sammy Ricklin, Gabe Orlino, and Buddy Robinson a Tele Vue special during their current promotional trip throughout the Southern Zone.

At the factory of the American Radio History magazine, a long established 'bona fide' music publishing firm, is being truly blessed for having received an order of over $500 for several thousand copies of the magazine. The order was completed and occupied most modernly by Bernadette Castro. Castro was given the assignment of visiting the state of California to help out with the same work. The assignment was handled by Bernadette Castro. Castro was given the assignment of visiting the state of California to help out with the same work.

Mr. Horace M. Tan, and Mr. Teodor C. Guymatia, both from the Philippines were visiting the state of California. The plan of gathering the reports of the operators in the state of California Clippings is still being followed by the operators. Mr. Horace M. Tan, and Mr. Teodor C. Guymatia, both from the Philippines were visiting the state of California. The plan of gathering the reports of the operators in the state of California Clippings is still being followed by the operators.

The Cash Box — October 10, 1964

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

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NEW YORK 19, N. Y.
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California Happenings

Cooper Amusement Co., 1918 Taf St., long established bona fide operating firm, once truly blasted claim distinction for having received a large order for the largest recorded order in the city. The order was completed and occupied nearly two years ago. J. D. Cooper is owner (building note) with Anne Thomas, secretary. At left is receptionist's office and finally Cooper's private office. On right is record room joined another room for office supplies. A large space left for visitors parking. Anne Thomas has, in her own right, marvelous reputation among local dealers. Her reputation is so high that every dealer and salesperson who comes to this building is treated as first royalty. At left is Pal Record Store, her reputation was such that operators frequently called in and requested that she play a certain record strip for a given location. Eddie Kifrey, Southern promotion director Colpix-Dimension Records, with headquarters at Nashville, in city on business trip. He was especially interested in news of "Beautiful" together with "Opportunity" and "Lips Get In My Way" by Bernadette Castro. Castro was in Houston Sept. 20 for a shot at this latest KANE TV show. Chatted briefly with operators A. F. (Al) Lomke and E. S. Dean as they record chamber at Record Distributors Inc. Cooper A and F Music Co., reported a gain in recent gross receipts. A and F Music a long established bona fide operating firm at 2410 McKinney, is owned and operated jointly by Elvin Caldwell, president, and Donald Montgomery, vice-president in spring. Little Lydia Mccarral, receptionist at Allstar Records and Music Enscribe office and offices is, exactly right to complete an all glamorous atmosphere of the firm. Husband, Dan, is owner and operator of the city's famous "playoff". Seeburg's "amusement" has been mailed free to Seeburg customers, has been better than well received among many friends at the wholesalers and distributors along Pico Blvd this week.

Happy Birthday This Week To:

J. Harry Snoopatras, Albuquerque, N.M.
Paul W. Angeli, Canton, Ohio.
Louis E. Boudin, New Orleans, La.
Ike Pearson, Mitchell, S.D.
G. A. Alber, LaMoure, N.D.
W. H. Burnham, Montgomery, Ala.
Cecil O. Harrington, Corpus Christi, Texas.
Franklin W. Bradwell, Bakersfield, Calif.
Ralph W. Hyne, Holyoke, Mass.
Bernard Sayre, Galveston, Texas.
Sandra, California Springs, Calif.
Paul A. Huesch, Chicago, Ill.
Molly La Rue, Hartford, Conn.
Sidney Mittleberg, Merrick, L.I.
Ben A. Hoffer, New Braunfels, Texas.
Dick Hornbeck, Kingston, N.Y.

www.americanradiohistory.com
The 'Round' Pool Table Makes Its Debut

★ Great Lakes Game Corp. To Premiere 'Elliptipool' At MOA Show

ELGIN, ILLINOIS — The “round” pool table, or elliptically shaped table, has been technically correct, has enjoyed a degree of success with the home market and judging from plans announced by the Great Lakes Games Corporation here, the coin machine industry will be given the opportunity of adding this new amusement machine to its present variety of coin-operated games on location.

The story behind the new novelty, as outlined by Great Lakes executives in discussions with Cash Box last week, is an interesting one.

A college student named Arthur Zago, while studying at Union College, was one day confronted with complex problem in mathematics which eluded solutions. Using a pool ball, the thought occurred to him that mathematical principles provided by his focus points of an ellipse could be applied in an uncomplicated manner to provide a practical way of playing a game of pool on a table with pockets otherwise like the conventional straight rails.

There have been “round” pool tables for some time now, with some pockets round the edge, some with holes in the playing surface. The problem always has been the failure to develop a workable playing skill on these tables, because it is next to impossible to properly judge shots on curved cushions. The conventional rectangular table has rigid “markers” to aid the player in making cushion shots.

In much the same way, an elliptical table, when built according to Frigo's patented formula, also has “markers” which greatly simplify these all-important bank shots. These markers are the focus points of the ellipse and are marked on the playing surface.

“If it all sounds complicated,” Frigo says, “please believe me when I say it is not. Any pool player with a nominal amount of skill can quickly relate these talents to play on our elliptical table.” Frigo goes on to say that the large table “feel” as a tremendous asset to his unit because of his actual small dimension—approx 54” x 57” — "Ideal" coin location size.

Elliptipool has been issued patents by the US and Canada and has not been granted a manufacturing license to the Gotham Educational Equipment Company, but has also, since graduation, joined that firm as a full time member of their staff.

Morris Miller, Gotham president, points out that such tremendous amount of publicity, including an announcement on TV's "Today Show" and the many photos and stories it has generated in nationally famous publications (Cash Eye Post, Playboy, Opportunity, House & Garden,) has lent imme-

Koffee Klatch' At Wico

CHICAGO—Ed Ruber and Denis Parsons, of the Wico Corporation in this city, erected the Cash Box reader on a tour of the new plant and sales facilities which were recently expanded.

This expansion was necessitated, according to Ruber, by the firm's addition to its growing coin machine and parts supplies line of the vending component stock for the trade.

Wico Corp. heads—Max, Milt and Morton Wicozner, and Ed Ruber—have issued invitations to the combined industries to attend a "Koffee Klatch" on Saturday morning, October 17, sandwiched between the MOA and NAMA Conventions, in the firm's sales offices, to formally unveil the new city sales room.

325 C Serialized Measures

Our modern new Factory is devoted exclusively to manufacturing

SCHMELKE QUALITY CUE STICKS

Professional Design—Long Life

For write for details.

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Dinner time?

Time for ROWE AMI music

Write for complete 1965 Catalog of Phonographs, Radios, and Games.
Model III Indoor/Outdoor Food & Dairy Product Vendor Released By Omnivend

HICKSVILLE, N.Y.—Omnivend Corporation of 270 Duffy Ave., this city, announced the availability of a new indoor/outdoor food and dairy product vendor. The Omnivend 111, an automatic refrigerated unit designed especially for the food and dairy industry, is manufactured exclusively for Omnivend by Metalab Equipment Company.

The Model 111 refrigeration system provides a safe temperature to cold and preserve milk and other dairy foods and beverages. The integral heater makes the Model 111 ideal for outdoor use in any weather—维持ing a safe non-freezing temperature even when the outside temperature is below freezing. Unique storage drum design of the Model 111 permits selling two different products at the same time. The simplified and foolproof pricing system is a single mechanism with dual price selectors employing a totalizing and escrow arrangement.

The dual storage drum design provides the greatest versatility for the sale of dairy products. It is available in configurations to vend 113 quarts, or 72 half gallons, or 97 containers in combination. Because the Model 111 does not drop the product, all types of containers, including glass, plastic, maraschino cherries, jello, cottage cheese, sweet or sour cream, fruit juices, or other dairy products—in combination with or in addition to milk. Automatic inventory recycling unit permits reloading products with or without stock. This can be done at any point in the vending cycle—first it is added, then sold first out, selling the earlier load first.

Other features include: Simplified pricing operation, with clear and legible illuminated selector buttons; prominent sold "out" lights with coin rejection; anti-jackpot design; unitized harness and plug-in electrical system; cabinet is finished in acrylic on bronzed steel, easy to clean and maintain. For further information contact: Cash Box Reader Inquiry Dept., 1780 Broadway, N.Y.C.

Greater Number of Vending Mfrs. Exhibit At NAC-TOA Meet This Year

CHICAGO—There was an apparent increase in the exhibition of coin-operated vending equipment at the National Association of Concessionaires—Theater Owners of America Convention (Sept. 28-Oct. 2) in the Conrad Hilton Hotel in this city. Among the vending manufacturers exhibiting their machines were: Ditchburn Vending Machines, Inc., headquartered in Chicago; Gold Medal Products of Cincinnati, Ohio; Rowe AC Manufacturing Company, Whippley, New Jersey; National Vendors, Incorporated, St. Louis, Missouri; and the Vendo Company of Kansas City.

Other exhibits prominent in supplying their products to the automatic merchandising industry were: Curtis Candy Company, Canada Dry Corp., the Coca Cola Company, Dr. Pepper, F&F Laboratories, Inc.; Green River Corp., Lily-Tulip Corp., Mammoth Candies, Inc., the Nestle Co., Inc., the Pepsi Cola Co., Royal Crown Cola Co., the Seven-Up Co., and Sweetheart Cup Div of Maryland Cup Corp.

Traffic on the exhibition floor was slack during the first two days of the convention; NAC-TOA people did not attend, reportedly placed orders for new vending equipment.

Dick Cole, of Ditchburn Vending Machines, Inc., advised that theater owners expressed great interest in his line of machines, which included the World Wide’s ability to vend hot coffee and whipped chocolate vending machine, Mininack all purpose vendor, and Minibar complete matched line of vendors.

World Wide Classes On Seeburg Vendors Draws Large Turnout Of Ops & Servicemen

CHICAGO—When World Wide Distributing Company, of this city, resumed its fall schedule of service school classes featuring Seeburg vending machines that was a large turnout of operators and their service personnel at the session portion of the attendance is shown above.

Leonard Kennard, Seeburg field engineer, is shown above while conducting class in World Wide’s showroom.

Cash Box—October 10, 1965
Sell BOTH Conventions with

Cash Box

the only trade publication which will be distributed at the

MOA and NAMA CONVENTIONS!

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

OCTOBER 17, 1964 ISSUE

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

Everyone attending either Convention (or both) will receive a copy of the CASH BOX CONVENTION ISSUE.

Many MOA visitors will stay on in Chicago to attend the NAMA show. Vending operators are planning now on early arrival in Chicago to attend the MOA show. CASH BOX will be on hand at BOTH conventions thereby giving every advertiser of coin-operated equipment and supplies a powerful 2-for-1 convention sales tool.

Features Programs For Both Trade Shows

SPECIAL! Second Annual Export Volume Report!

Extra Feature Of MOA-NAMA EDITION!

- Sales Figures From Around the World
- Analysis of Markets

Sell the Export Market with your Oct. 17 Ad and Reach the Convention at the same time!

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!
RF Jones Orders 10 Carloads Of 'Tropicana' Phono

**Best Year Ever: Pollak**

The rowe AMI 'Tropicana' phonograph is celebrating its first birthday this month, and according to Fred Pollak, Exec VP, "our baby is still growing, salewise." Pollak backs up his birthday comments with hard-nosed proof. Ray Jones, R. F. Jones Distributing Co, west coast distributor, ordered ten carloads of the phonograph model last week, "and I'm talking about phones marked 'sold,'" continued Pollak. He said each one had been earmarked for an operator sale previously signed by Jones. It is the largest delivery of phonographs ever made to Jones.

Sparks Specialty offers another bit of evidence that the 'Tropicana' is still selling very well. "Sparks bought 100 of our joke box models this week," stated Pollak, "and every one of the units will immediately go to an operator in the Georgia and South Carolina territory."

Overseas, Pollak claims that the South American market, where Rowe has 27 distributors, has increased sales this year over 1963 by "at least 40%.

Pollak went on to say that Rowe AC is experiencing "the best year we have ever had in the phonograph business." The firm recently displayed its vending line at the NAC show in Chicago (see separate story) and will exhibit their forthcoming MOA and NAMA conventions.

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Phone: (312) 580-5532

**Eastern Flashes**

They’ll be talking about the Nevele Outing (1964 vintage) for many years to come. It was that kind of a weekend. Everything a guy and gal could dream of happened at a color, sell-through party by Al "Senator" Bodkin who has developed a technique that is incomparable (and no doubt unrehearsed). His "doll!" Francis can always expect her hubb’s step to the daze at least once each affair and give the crowd what they want to hear. Congratulations in order to Deaver, Pavesi, Muqieren, Chincsky, Holzman and the committee and dozens of guys who really worked. What a time!

Irv Holzman bought drinks two nights in a row and no one was ever thirsty. Perry Waschel’s wife, Deaver Tolkach’s, Bob Fenton called from Westchester to say he’s doing a fine job introducing the Half ‘n Half brand. Awfully sorry to hear about Max Klein’s auto accident. He’s at White Plains Hospital (Post Rd., White Plains, N. Y.) and would appreciate a get-well X-ray. Al Cohn shows no serious injury to his knee and Paul Schonehl, Murray Weiner’s big leg dealer, was buying drinks with his wife a half block away and no one is sorry to hear that he and Millie Tartaglia won a low score.-- Bill Cannon led a lively group discussion during regional rep meetings in East Brunswick (9/23).-- Murray Weiner’s Gold Medal popcorn vendor set up a storm (ask Bill Wallace in West Virginia if you don’t believe me)--Rock-Ola’s brass out of New York into New Orleans and by the time you read this they’ll have left the Mark Hopkins in S.F. and be home in Chi, resting before the Montreal trip.

Fred Pollak ecstatic over sales on the Rowe AMI ‘Tropicana.’ RF Jones bought (and sold) ten carloads. Sparks took 100 machines. Macey Lippman, Kapp Records, teaming with other labels promoting to keep the Little L before the operators. They’re taking notice now that the top-artist discs are bringing in an average of 100% of list. Seymour Pollak and his wife had a first birthday this afternoon...Congrats in order to FRED Holzman ecstatic over his sale of two suburban machine exchange machines that was still a nice sale. Fred and Millie celebrated their 30th Wedding Anniversary that same weekend.

Seelburg execs Jack Gordon and Bill Adair, back "at home"... Mr. and Mrs. George Klenery enjoyed, as always... who did we forget?-- with 500 people having a ball, forget it--next year when the crowd comes back--the new building that was just a hole in the ground when you left last Sunday afternoon.

Mondial’s Suren Tesfian off to Europe for one month. Aspet Varten will cover MOA for the firm... Bill Cannon led a lively group discussion during regional rep meetings in East Brunswick (9/23).-- Murray Weiner’s Gold Medal popcorn vendor set up a storm (ask Bill Wallace in West Virginia if you don’t believe me)--Rock-Ola’s brass out of New York into New Orleans and by the time you read this they’ll have left the Mark Hopkins in S.F. and be home in Chi, resting before the Montreal trip.

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Chicago Mayor Richard J. Daley proclaimed October 5-9 as Convention Week '64. Let's extend it to include the two major, internationally noted industrically conventions coming to Windy City this week. We'd like to see all the people in the industry make the trip to MOA and NAMA. Of course, thanks to Lou Abramson and Larry Stein, of National Assn. of Concessions, for their fine cooperation during the convention last week in the Conrad Hilton. While strolling along the exhibit floor at the NAC Convention we chatted with such vending execs as: Fred Pollack, Jack Harper, Jerry Feingold, Paul Huesch, Pete Petropoulis, Jim Newlander, Phil Glover, Bob MacGregor and Vince Franchetti (all of Rowe AC Mfg. Co.). At the Canada Dry exhibit we saw Sam Guido. Bill Seely and Tom Drohan graced the Lily-Tulip booth.

When we visited Dick Cole at the Ditchburn exhibit Dick introduced us to his dad who is one of the oldest men in the vending industry. On hand at the Gold Medal Products booth were J. C. Evans and B. R. Evans...A truly busy guy on the floor was Mel Rapp, of Vendo Co. The firm had a refreshment center on the floor...Other vending men we saw were Jim Freeman, Van Depen, F & P Laboratories...And, Major C. Bush and Charles Lips, of Curtiss Candy Co....Also, Martin Pierson, Pete Fester and Gall Anderson, of National Vendors. Bill Smith and Phillis Berger for the Popcorn Products...And Ben Benowitz for Popcorn Products, Inc.0 Other vendo people on the floor were John Brooks, Hal Quinn, J. L. Burlington, and Bill Meeder.

MOA official Hank Leyser jetted in from sunny California and huddled on MOA's Miller plans with F&A Granger during the Thursday meeting. There will be a 10-minute Sam and Jack Hastings enjoyed a big turnout at their Empire Coin-Rock-Ola service school class in Milwaukee '64. Jack's service school in Chicago and Mon Delino were equally as well attended. Classes were conducted by Jerry Sage and Joey Burns. Jack Burns is back in town after a lengthy road trip. Empire Coin owner Gil Kitt just returned from a visit to the West Coast. The Rock-Ola "road show" is on its swing around the country showing the new phone, headed by VP Edward G. Dorin. A full complement of execs including ad chief George Hincker will be home for Chi show at Water Tower Inn, Oct. 5th. Dennis Reber and Richard Utanoff say they're all set for the MOA show and urge operators to see them and their big display of coin machine parts in booth #35. Everyone's in this week at Chicago Dynamic Industries, according to Ralph Wyckoff. It isn't likely that Sam Gesenburg, Sam Kober or Jerry Kaci will leave the city prior to and during the big MOA Convention at the Sherman House.

We dropped in at Seeburg's downtown office and visit with Joe Marlar, Joe Hards and Ed Cleland...Art Janacek, export manager at Rock-Ola Mfg., tells us Australian coinman Howard Goddard, of Goddard Novelties Co. in Sydney was visibly impressed when he toured the huge Rock-Ola factory during his recent visit in this country. While in Windy City Goddard also stopped in at D. Gottlib & Co. to visit with Dave, Alvin and Nate Gottlieb, and Judd Weinberg.

Sam Kolber reports that the turnout at the Atlanta Music Co. service school wasn't last Wednesday was excellent. While visiting Atlanta we chatted with Pres. Ed Sinemarg and vice Pres. Sam in Chicago. Todd Eberhard, vice pres. of Automatic Canteen, tells us everything's set for the gala canteen convention in McCormick Place on Friday, Oct. 16th. The big feature at Williams Thursday night this week is "Riverboat" single player flipper amusement game according to Sam Stern and Jack Mittel. They're both geared for a fine showing at the MOA Conclave.

Hank Ross reports that sales at Midway Mfg. with "Trophy Gun" and "Fly-Ing T'S" are "just short of sensational," and he and "larry" are already making plans on looking forward to a healthy fall season...Ross Scheer, pres. of Western Vendors Amusements, left town last week on business.

Herb Gettlinger, Bill DeSelim and Bud Lurie, United Mfg., report that "Pac-Man" and "E-Chelle" with "Orbit" puck shuffle alley are experiencing terrific tenplace everywhere. Sales, he says, are excellent in this show. Tedley, head of Marvel Mfg. Co., minces no words in advising that the electrical scoreboards Marvel produces are very much in demand in this country and Canada.

A late flash from MOA's Fred Granger infos that the Kim Sisters (Monument Records) were added to the floor show roster. California con-gersman Steve Brookes will attend the convention. There will be a 15-minute show at the Thursday afternoon which was produced by Henry Leyser, the "Service at the Drop of a Coin." The Lormar One-Stop Records presentation was moved last week to 2315 W. Western Avenue. Chi. hot news at Bally Mfg. Co. this week, according to Herb, is "Big Ay" four-player, which is so far enjoying the biggest run to date of any flipper amusement to the MOA Convention game ever produced by Bally.

There are no setups in sales at World Wide Distri but for this fall. Nute einstein reports that sales are excellent, and the machines and the video game (Seeburg) and amusement games (Chico) are healthy.

Johnny Frantz, presy. of J. P. Frantz Mfg. Co., is so busy these days he had to hire more production workers to get the counter game out to the shipping department (we hope it keeps up, Johnny!)

Ray McGinnis, retired board chairman of J. H. Keeney & Co. has been ill of late, and decided to enter the hospital for observation and recuperation. Good news at Keeney! Presy. Art Weinand expects to have a new coin machine on the market shortly. He advised us that he's pushing hard on designing and production. See you at MOA!

20th Box—October 10, 1964

Chicago Chatter
Like Father — Like Son

Pictured above at a recent meeting of the Fraternal Order of Police Associa
tes Denver Lodge Six are two of the Fraternity’s officers—Willy Blatt (fourth from right)—front row—and his son Burt (extreme right), see arrows.

MIAMI—Willy Willy Blatt and his son Burt were recently sworn in as 
Clerk and secretary respectively of the Fraternal Order of Police Asso-
ciates Metropolitan Lodge Six. This marks the second year in a row that Blatt has been elected to this post. It is the first time for his son.

The association, Blatt advised, has been doing extensive work in the

Miami area for teenagers. They are now in the process of building a com-
plete playground on a five-acre plot with facilities for baseball, football, 
basketball and swimming.

Blatt is also currently involved in planning the second annual Coin Ma-
chine Industry Deans Club affair to be held at the MOA show.
CLASSIFIED ADVERTISING

CLASSIFIED AD RATE 20 CENTS PER WORD

NOTICE—49¢ Classified Advertisements. (Outside USA add $2.25 to your first sub-
scription received.) Paid for a period of one year. Twenty words are allowed to change
Classified Advertisements. Changes are welcomed. Payment of 20¢ per word. Must post
words correctly before pay. new Classified Ad is used to renew your subscription by Wednes-
day, 12 noon, of preceding week to appear in the following week's issue.

WANT

SEND ALL COPY TO: CASH BOX, 1780 Broadway, New York, N.Y.

BRING A MVIEW, OHLER DBERY. Cheerleaders, Arena Equipment, Black-Ball,
Vanderbilt, 466, 605, 648, 672, 677. Used by many leading teams. Also export.

BINGO. Used large or small. New. We ship freight.

NOTICE—49¢ Classified Advertisements. (Outside USA add $2.25 to your first sub-
scription received.) Paid for a period of one year. Twenty words are allowed to change
Classified Advertisements. Changes are welcomed. Payment of 20¢ per word. Must post
words correctly before pay. new Classified Ad is used to renew your subscription by Wednes-
day, 12 noon, of preceding week to appear in the following week's issue.

Classified Ads Close WEDNESDAY

YOUR USED OR SURPLUS 45 RPM REC.

SPREAD SURE. ea. $1.50. 2 per. $2.50. 5 per. $4.00. 10 per. $6.50. Free.

BINGO. Used large or small. New. We ship freight.

NEW 45 RPM RECORDS. No quantity too large or small. We pay the highest prices.

LATE BINGO MACHINES AMERICA/U.S. GOTT.

ROB IN 8-1 Fred Robinson, Bally-Ballay Neon, Cleveland, OH. Unboxed. complete, polished original cartons. Pay cash in advance. Please include name and address.

LATE BINGO MACHINES AMERICA/U.S. GOTT.

NO LABEL 3.50, $22.00 or $22.50. Write for complete information.

ROB IN 8-1 Fred Robinson, Bally-Ballay Neon, Cleveland, OH. Unboxed. complete, polished original cartons. Pay cash in advance. Please include name and address.

TAPES RECORDED "CROWN" STEREO 16 STS. 24, $14.00; 22, $13.00; 19, $12.00.

For Sale—Gasoline, $1.50. Free on order. $2.00. Price paid in Chicago.

FORSALE—SHURE 87A, $50.00. Hammarlund, $45.00. New.

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ROBERT THOMAS, 201-1202. Baltimore, Md. 21202.

FOU PARA ANTIQUES—VALUABLE 100 YEARS OLD.

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IT'S THE HOTTEST FEATURE IN PHONOGRAPH HISTORY

WURLITZER TEN TOP TUNES FEATURE WITH THE GOLDEN BAR SELECTOR

No single feature in coin-operated music history ever accelerated earnings like the Wurlitzer Ten Top Tunes feature. Given the added impetus of the Golden Bar Selector, it has proven to phonograph operators that when it comes to money making, a Wurlitzer will win any time, any where in any location.

See Your Wurlitzer Distributor

YOU GET THE BEST FEATURES FROM WURLITZER

THE WURLITZER COMPANY • 108 Years of Musical Experience • NORTH TONAWANDA, N. Y.
FULL HOUSE OF PROFITS

William's new

RIVERBOAT 1 PLAYER REPLAY adjustable 3-or-5 ball play

EVERY BALL GIVES PLAYER CHANCE TO SCORE SPECIALS
- Lighting 3 jokers with any 1 ball lights swinging target and the top center roll-over to score SPECIALS
- Completing "straight" lights bottom roll-over for SPECIALS
- Number match  • Plasticate Finished Playfield  • Stainless Steel Trim
- Slug Rejector  • Twin Chutes (opt.)

united's new

Orbit and Polaris

SHUFFLE ALLEY BOWLING ALLEY

BOTH FEATURE 6 WAYS TO SCORE
- EASY NORMAL STRIKE ADJUSTMENT LOCATED IN BACK BOX FOR OPERATORS CONVENIENCE
- STANDARD 10c PLAY. MULTIPLE COIN MECHANISM OPTIONAL AT EXTRA COST

SIZE
2½' width 6½' length

Williams ELECTRONIC MANUFACTURING CORP.
4242 W. FILMMORE ST. CHICAGO, ILLINOIS 60624
3401 NORTH CALIFORNIA AVE. CHICAGO, ILLINOIS 60618
Cable Address: WILCOIN, CHICAGO
You asked for it . . . it’s on its way! Another glamorous new star in the Rock-Ola family! Again—new compactness—new simplicity—new versatility! Watch for our Open House announcement at your Distributor’s.

Look to ROCK-OLA for advanced products for profit
Cash Box

LOU CASOLA
President
Music Operators of America

CARL MILLMAN
President
National Automatic Merchandising Association

MOA ANNUAL CONVENTION
SHERMAN HOUSE
CHICAGO
October 14-16

NAMA ANNUAL CONVENTION
Conrad Hilton Hotel – McCormick Place
CHICAGO
October 17-20

Directory of Exhibits and Meetings for both Conventions appears in this issue.

INTERNATIONAL SECTION BEGINS PAGE 51
Robert Goulet translates a top Italian hit into a tremendous smash single now burning up the charts!

"MY LOVE, FORGIVE ME"
On Columbia Records
Words and music are making a significant come-back in the record industry's Hollywood Story.  

The Hollywood musical soundtrack, whose sales potential has been lying dormant for a number of years, is evidently ready to reassert itself.  

Much of this new vigor, of course, is due to the happy fact that musicals have come along that have met the public's fancy. Two such recent examples are the "Unsinkable Molly Brown," an adaptation of the B'way hit, and "Mary Poppins," one of today's rare film musicals.  

Generally speaking, what the public goes for musically in media other than records can eventually be transformed into disk success. 

While this formula has proved itself even via Hollywood musical soundtracks in recent years, its verity has even greater meaning today. 

If we grant Hollywood's ability to produce popular film musicals, what is the right step to the sales triumph of its soundtrack release? Getting back to "Molly" and "Mary," both productions benefited from great, pre-run promotion of their film companies, both of which (MG M and Walt Disney, respectively) fully utilized their associations with label affiliates. By "pre-run," we do not mean weeks before a premiere or national release, but literally months before their debut. 

Thanks to productions that merited this kind of promo (and film companies that could afford it!), the public had been made fully aware of the presence of these productions and fully agreed with the hoopla on their behalf. Result: a significant desire on the part of the record-buying public's part to have these soundtracks. 

The record business is indeed fortunate that "Molly" and "Mary" will be joined soon by two other sure-fire words and music soundtracks, the incomparable "My Fair Lady" and "The Sound of Music." Words and music soundtracks need the stimulus of a string of big successes to put them on the industry map again, and bring on the realization among film companies that long-run promos can benefit all concerned. 

Many years ago, MGM Records had a monopoly on the words and music soundtrack field with issues of its great series of lavish musicals. Following a slash in musical production at MGM, words and music soundtrack hits usually stemmed from film adaptations of Rodgers and Hammerstein works. At that time, non-musical soundtrack scores had very little meaning in disk form. 

But, eventually, non-musical soundtrack music developed a listenable personality (bless Elmer Bernstein, Henry Mancini!) away from the effort it once could not be separated from, and for a good number of years has pre-empted words and music soundtracks. 

With the return of the latter to prominence, both are getting public acceptance simultaneously for the first time.

This is obviously a new and historic twist to the record industry's great Hollywood Story, all film companies with disk affiliates please take note!
# Record Form

## PLAY THE WINNERS*

<table>
<thead>
<tr>
<th>Race</th>
<th>Number</th>
<th>Entry</th>
<th>Owner</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>K-13274</td>
<td>I'm Crying—The Animals</td>
<td>MGM</td>
</tr>
<tr>
<td>2</td>
<td>K-13280</td>
<td>I'm Into Something Good—Herman’s Hermits</td>
<td>MGM</td>
</tr>
<tr>
<td>3</td>
<td>K-13278</td>
<td>Endless Sleep—Hank Williams Jr.</td>
<td>MGM</td>
</tr>
<tr>
<td>4</td>
<td>K-13273</td>
<td>Karate Sam—Glenn Sutton</td>
<td>MGM</td>
</tr>
<tr>
<td>5</td>
<td>K-13269</td>
<td>Oh No!—Ray Peterson</td>
<td>MGM</td>
</tr>
<tr>
<td>6</td>
<td>VK-10330</td>
<td>The Cat—Jimmy Smith</td>
<td>Verve</td>
</tr>
<tr>
<td>7</td>
<td>VK-10334</td>
<td>Do Anything You Wanna—Kai Winding</td>
<td>Verve</td>
</tr>
<tr>
<td>8</td>
<td>VK-10332</td>
<td>Swimmin’ Home Baby—Willis Jackson</td>
<td>Verve</td>
</tr>
</tbody>
</table>

*All the top jockeys are riding these favorites*

MGM/VERVE RECORDS IS A DIVISION OF METRO-GOLDWYN-MAYER, INC.
FIC FINALIZES TRADE PRACTICE RULES FOR DISK INDUSTRY; BANS CERTAIN DISCOUNTS

WASHINGTON, D.C.—The Federal Trade Commission last week finalized trade practice rules for the record- and cassette-manufacturing industry, specifying terms as illegal giving discount sales to customers or distributors. Also completely dropped from the proposed rules was a provision that would have required recording firms to post a bond with the Federal Trade Commission in the event of suspending or stopping competition.

The statement follows Example 8 of Rule 1 which deals with Prohibited Discriminatory Practices, Rebates, Discounts, etc. In a section headed: "Penalties and Damages, the FTC statement reads, "... a seller may grant a lower price to wholesalers than to retailers to the extent that such wholesalers then resell to retailers, without such effect upon competition as to render the modification subject to the provisions of the Act," the FTC added.

Example 9 of the rules, which covers Prohibited Discount Practices, states: "The seller's charges for the sale of phonograph records will be at a price less than the price at which such phonograph records are sold to or for the account of customers engaged in retail trade, the seller's intention being to resell to customers engaged in retail trade, a price less than the price at which such phonograph records are sold to or for the account of such customers engaged in retail trade."

Example 10 discusses Prohibited Discount Practices under a section headed: "Example 10. An industry member sells phonograph records to customers who resell the records by means of retail stores or theaters and who are primarily engaged in the sale of non-record products and who charge such customers less than the price at which such industry member sells the phonograph records to retail record store customers.

The proposed rules issued in February for the FTC's staff indicated that it took no position on the functional discount subject at that time, but did reserve its authority in the case.

The Commission also cleared out references to automobile dealers in the proposed rules.

Beattles' UA Album Gets Holiday Wrapper

NEW YORK—The nation's current best-selling LP, United Artists' original soundtrack from the Beatles record, "Sgt. Pepper's Lonely Hearts Club Band," will be available to record dealers this month as a special Christmas wrapper on Nov. 1. The number one set, which is running on the air, exceeding the two million mark in sales, will be implemented by a special band ideal for gift packages which will be shipped to the dealers. Harry Wood, president of the label, may visit the Continent shortly to meet with his sales force, the Beatles, and gifter's name can be included. The promotion will be used in trade and consumer advertising and point of sale material.

Dot Revamps International Set-Up

HOLLYWOOD—Dot Records has reorganized its international branch. Part of the set-up was announced last week by Jim Bailey, the label's director of international operations.

Under the new agreements, Dot and Artex International will hereafter be seen under the Dot banner in many countries throughout the world for the first time. Under previous agreements, Dot artists were issued solely under local names in the foreign countries.

The new set-up was made as Bailey made two trips to Europe since June to finalize negotiations. And it is expected that Bailey, Wood, president of the label, may visit the Continent shortly to meet with his sales force.

"One of the prime factors in the selection of the company was that they did choose," said Bailey, "was finding firms which coupled both the "s' and "p" together with each other." Since no international affiliate can be expected to issue anything in a given country that the American company issues for the States, Bailey was interested in companies that would import larger quantities from neighboring countries of products that they did not want to press themselves. "These were the types of companies we wanted," said Bailey.

Bailey also revealed that many Dot artists would begin recording in the near future, specifically for the international market. "It is the first time this will be done even though Dot has issued specialized instrumental records, with the artists as Billy Vaughn in certain countries, specifically for a foreign country, and featuring titles not issued here.

New international outlets for Dot Records are as follows: Flye will man-

mer with The French, among others.

FLYE—France and Belgium, Nagrem, the independent firm in Holland with its subsidiary in Germany; Suar in Italy; RCA in France and Spain; Festival in Australia; Pye in Asia; Pye's distributors in Hong Kong, Singapore and the Philippines; EMI in the British Empire and Orphanids in Greece, Melodi in Norway, and Filip in Sweden.

Previous Dot affiliations which remain intact are: Monarch-Mexico; Denmark, Idas (in Japan); RCA of Brazil; Ted 100 Albums (Japan) 300 Promotions (Japan); 300 Top 100 Labels (Japan); K & B Top 50; Sings (Japan), 10, 12, 14, 16, 18.

Dot Records, with its network of over 400 dealers in the U.S., will be a part of this new move and will continue to record and promote the label.

The "Memory Lane" series continues two more weeks with a new release, "Time Will Tell," one of the rarest and most popular acts of one from Epic and its r&b label, Okeh Records.

Cherry Tree Press, Inc.

207 Park Avenue South

New York, N.Y.

WASHINGTON—Cherry Tree Press, Inc., a news and information service which publishes weekly a catalog of the latest in the record business, is to start a weekly newspaper, "The Billboard," in December. The publication will be printed on wire and will be distributed through all the major record companies.

Each newspaper will be issued from the label's office in Los Angeles and from the label's office in New York, N.Y.

Cherry Tree Press, Inc., at 207 Park Avenue South, New York, N.Y., will issue a weekly newspaper, "The Billboard," in December. The publication will be printed on wire and will be distributed through all the major record companies.

"The Billboard" will be issued from the label's office in Los Angeles and from the label's office in New York, N.Y., and will contain all the usual information, including latest news, listings of releases, and financial data. The publication will be available at all record stores and music outlets.
**Strongest Turnover Ever Expected At MOA Meet; Solid Disk Co. Showing**

NEW YORK—Thanks to the strong leadership of MOA (Music Operators Association), the MOA Convention to be held this week in the Century House in Chicago (Oct 14, 15, 16) is shaping up as the most impressive in years.

For example, 280 exhibitors are making their best showing in almost a decade, including three times as many labels as there were in 1955 for the MOA banquet skedded for Friday, Oct 14, at the Terrace Casino of the Monticello Hotel. The Convention, directed by Hirsch de la Vieu, president of Decca Production, will feature top favorite Tony Bennett, Little Peggy March, the Supremes, the Four Tops, Toms, as well as Joe, the Kim Sisters, Willie Beston, the Black Forest Majority and Junior & The People.

The MOA brass again cleverly had the MOA Convention to present the NAMA Convention, insuring stronger operator turnout than has been here before at an MOA meet. NAMA is the Vending Machine Association.

According to Fred Grainger, executive secretary of MOA, this year’s operator turnout, based on advanced registration, is expected to be greater than at any previous Convention.

The convention has another attraction for visitors this year, too. Since last year, the Lipton has produced a special Lawn Products Display, a part of manufacturers with Colgate and Kepner producing the special product in quantity and back-up their new line of goods with national advertising campaigns. This week Epic Records an announce that it has entered the field and expects to offer new releases, specially packaged for promotion, on a local basis (see story). No added promotion, each of the operator-manufacturers conversation at their convention floor and in hospitality suites 

**George Parkhill**

NEW YORK—George L. Parkhill has been named to the position of advertising manager for RCA Victor Records, it was announced last week by Harry E. Jenkins, the label’s marketing vice-president. Parkhill replaheitsCG. Alexander, who resigned from the company.

In making the announcement, Jenkins stated that Parkhill will be responsible in his new post for the planning and supervision of all RCA Vector advertising and sales promotion.

As ad manager, Parkhill will report directly to Jenkins. This promotion reflects our es-

**MGM/Verve Appts. Nathan European Representative**

NEW YORK—John E. Nathan has been appointed European rep for MGM/ Verve Records, it was announced last week by Arnold Maxin, president of the firm. He’ll report to Gene Reynolds the company president.

National offices will encompass a wide range of activities which will include magazine sales and promotion. In the sales area he will work with the representatives of the companies in order to develop appropriate sales projects as they relate to MGM/ Verve products.

In the promotional field, he will render advice and assistance within the framework of the approved promotional policies and programs. He’ll work closely with the promotion department to maintain and increase their activities as well as European trade publications and TV station. Nathan will also be a publicist whenever necessary or when a MGM or Verve artist appears in Europe. He will also be in charge of the labels’ artists participate in the various European music festivals. He will also act as a liaison between MGM’s film and record divisions, em-

**ASH Box Debuts International Cover**

ASH—With this week’s appearance of Cash Box introduces a new fea-

**20th Century-Fox Inks Mary Wells**

NEW YORK—Mary Wells has been signed to an exclusive 20th Century Fox Records recording contract, it was announced last week by Bernie Wayne, the label’s A&R chief. The agreement has been designed to take advantage of the American Horse Ranch, the artist, producer of hit records abroad, to the International Section in

The weekly feature, “Ash Box Debuts International Cover” was launched in 1959 when the strength of American product abroad was at a peak. The move was made in order to keep the American records in the international markets which were becoming important in the United States.

Little need be said about the inter-

## Geo. Parkhill Named Victor Ad Mgr.

George Parkhill

NEW YORK—George L. Parkhill has been named to the position of advertising manager for RCA Victor Records, it was announced last week by Harry E. Jenkins, the label’s marketing vice-president. Parkhill replaces William J. Alexander, who resigned from the company.

In making the announcement, Jenkins stated that Parkhill will be responsible in his new post for the planning and supervision of all RCA Victor advertising and sales promotion.

As ad manager, Parkhill will report directly to Jenkins. This promotion reflects our es-

**MGM Now Autonomous, Bows 1st LP’s**

NEW YORK—The MGM label is now on its own and will be run under the supervision and control of its president Artie Sudler. Prior to October 5, MGM had an agreement with the Universal Artists label whereby UA handled the distribution of MGM recordings through U.A. districts. Effective October 5, Universal Artists began distributing through its own independent outlets.

In conjunction with the transition, Mirsor held its first distributor meeting at its offices last week and introduced new product to an enthusiastic group of distributors.

Talmadge outlined for the press other aspects of the Music Bald label. Currently the label’s major artists are Gene Pitney, a hot-tempered international repute and label’s artist of the Top 100. In Janu-

**Pop Daily**

Mass market record sales, according to George Lepe, president of Diversified Artists Corp., the management firm which represents the artists, who were previously recorded for the Motown label, has such giant pop-rr hits successes to her credit as “Bye Bye Baby,” “My Guy,” “Two Lovers” and “You’re Gonna Love Me Again.” The label in its current major artist roster build-up. Her initial 20th Fox single, which is currently being shipped, is titled “Ain’t It The Truth.”

Standing (left to right) around the artist in the above pic are Jonas Rosen-
1964 MOA CONVENTION
SCHEDULE OF EVENTS
OCT. 14, 15, 16—SHERMAN HOUSE, CHICAGO, ILL.

WEDNESDAY, OCTOBER 14
8:30 A.M. to 10:00 A.M.—Meetings of Regional Associations:
- Operators Industries of Nebraska
- South Dakota Music Operators & Vending Assn.
9:00 A.M. to 5:00 P.M.—Registration Desk Open
9:30 A.M. to 11:00 A.M.—Forum on Diversification
Moderated by J. Harry Snodgrass, with panelists from Rock-Ola, Rowe, Seeburg and Chicago Dynamics.
11:15 A.M. to 12:15 P.M.—Forum on Chattel Mortgages and Contracts
Moderated by Albert S. Denver, with panelists J. Harry Snodgrass and Lou Casola.
1:00 P.M. to 5:00 P.M.—Exhibits Open (mezzanine)

THURSDAY, OCTOBER 15
9:00 A.M. to 11:00 A.M.—MOA General Membership Meeting presided over by President Lou Casola. Nominations and election of officers and board members. Reports from officers and committee chairmen and Managing Director. Reports on legislation from George Miller, Legislative Counsel and Nicholas Allen. MOA attorney from Washington.
10:00 A.M. to 5:00 P.M.—Registration Desk Open.
11:00 A.M. to 12:00 Noon—ROSA General Membership Meeting, Presided over by President Stanley Stone.
12:30 P.M. to 2:00 P.M.—Ladies' Luncheon in Merchants Manufacturers Club of Merchandise Mart, followed by tour of the Mart. Co-Chairmen: Mrs. Lou Casola and Mrs. Clinton Pierce.
1:00 P.M. to 5:00 P.M.—Exhibits Open (mezzanine)

FRIDAY, OCTOBER 16
9:00 A.M. to 10:30 A.M.—Special presentations by Record Companies. Some record companies have requested time on the program. MOA has invited all who wish to participate. They will pick their own subjects.
10:00 A.M. to 3:00 P.M.—Registration Desk Open
10:45 A.M. to 12:00 Noon—Forum on Programming moderated by Norman Gefke with panelists Ted Nichols, Irving Perlman, Pat Cohen and representatives of two or more record companies. Note this panel made up of operators, one-stops and record companies.
1:00 P.M. to 5:00 P.M.—Exhibits Open (mezzanine)
7:00 P.M. to 1:00 A.M.—Gala Banquet Show
Terrace Casino, Morrison Hotel

MOA Music Exhibitors

CAPITOL RECORDS
New York-Los Angeles
Music Room Exhibit

COLUMBIA RECORDS
New York City
Music Room Exhibit

DECCA RECORDS
New York City
Music Room Exhibit

EPIC RECORDS
New York City
Music Room Exhibit

KAPP RECORDS
New York City

MERCURY RECORDS
Chicago, Illinois

MONUMENT RECORDS
Hendersonville, Ind.
Booth 100

RCA VICTOR RECORD DIVISION
New York City
Booths 102, 103, 104

ROCK-OLA MANUFACTURING CORP.
Chicago, Illinois
Music Room Exhibit

ROJAC RECORDS

ROWE AC MANUFACTURING
Whippenny, N.J.
Music Room Exhibit

THE SEEBURG CORPORATION
Chicago, Illinois

STERLING TITLE STRIP CO.
Detroit, Michigan
Music Room Exhibit

TAP-E-ATHON CORP.
Inglewood, California
Booth 171

VVE-JAY RECORDS
Los Angeles, Calif.

WAJIKI RECORDS
Los Angeles, Calif.
Booth 97

WORLD RECORD DISTRIBUTORS
Chicago, Illinois

THE WURLITZER CO.
North Tonawanda, N.Y.
Music Room Exhibit
Booth 76

MOA Banquet and Show
Friday Eve., October 16
Terrace Casino, Morrison Hotel, Chicago
Produced by Hirsch de LaViez
Artists Scheduled To Perform
(at press time)
Tony Bennett, Columbia Records
Joe Williams, RCA Victor Records
The Headliners, Tamla-Motown Records
Sue Charles Dancers
Li’Wally and Harmony Boys
Jay Jay Records
Ray & Roman Dance Team
The Supremes, Tamla-Motown Records

AWARDS TO BE PRESENTED FOR Best Artist, Best Recording, and Company Most Consistently Supplying Good Juke Box Records, based on juke box operator poll conducted by the Music Operators of America.

The Four Tops, Tamla-Motown Records
Kim Sisters, Monument Records
Willie Restum, Columbia Records
Junior and the Classics, Groove Records
Li’l Peggy March, RCA Victor Records
The Back Porch Majority, Epic Records
Frank York Orchestra

Cash Box—Record Buyer’s Aid, October 17, 1964
Now by Popular Demand

In answer to the requests of America's Country Music DJ's! Two Hank Williams songs sung by Johnny Horton!

'LOST HIGHWAY' c/w 'THE SAME OLD TALE
THE CROW TOLD ME'

Released as a single for the first time on Columbia Records
Pick of the Week
DON'T EVER LEAVE ME (2:46) (Trio BMI—Barry, Greenwich)
WE HAVE SOMETHING MORE (2:18) (Mensa BMI—Gioele, Lambert)

BY DONNIE FRANCIS (MGM 2597)

This one should send Connie zooming up to the top of the charts. It's by far her most powerful entry in some time. Labeled "Don't Ever Leave Me," it's a sensational thumb-a-rhythmic rocker that has just knocked out in fabulous multi-track manner. Smash-masters Jeff Barry and Ellie Greenwich produced this deck that sparks a sparkling Artie Butler orch-choral arrangement. However, don't overlook the Bert Keys arrangement "We Have Something More (Than A Summer Love)." It's a charming cha-cha-shuffer, produced by Mickey Golden, that also has a top-tent outlook.

I'M GONNA BE STRONG (2:14) (Screen Gems, col. BMI—Mann, Weill)

ESE DOMANI (4F TOMORROW) (2:49)

[January BMI—Cabularee, Rossi]

GENE PITNEY (Musicor 1015)

"It Hurts To Be In Love" is Pitney's current top ten. "I'm Gonna Be Strong" should be his next one. It's a powerfully dramatic, martial-based ballad, titled "I'm Gonna Be Strong." That Gene multi-tracks in just the right places. The building-to-a-big-finish deck was arranged and produced by Gedi-Udei. The lovely cha cha-beat-ballad import's the recent Italian slick. This string-filled affair's produced by Schroeder-Gold.

LITTLE MARIE (2:35) [Isaacs BMI—Chuck Berry Music]

GO BOBBY SOXER (2:57) [Isaacs BMI—Chuck Berry Music]

CHUCK BERRY (Chessa 1912)

Berry, firmly entrenched in the Top Ten, has the perfect song to keep the momentum going. REACH OUT FOR ME should further solidify that position with this follow-up to "You Never Can Tell." One half's a contagious rhythm-rock answer to Chuck's own "Memphis" phone call—with "Little Marie" on the other half. Watch it take off. The other's a thunderous rafter-shaker labeled "Go, Bobby Soxer," that could also break thru.

REACH OUT FOR ME (2:52)

[Boss Jungnickel, Blue Seas, Jack ASCAP—David, Bacharach]

HOW MANY DAYS OF SADNESS (2:59)

[Jack, Blue Seas ASCAP—David, Bacharach]

DONNIE WARWICK (Scepter 1285)

Donnie Warwick's follow-up to "You Never Can Tell" is a 'natural' for the upper ranges on the sales ladder. This time she takes a not-so-side, Lou Johnson's "Reach Out For Me," and treats it to a superb new reading. Bert Bacharach, as usual, is responsible for striking, string-filled orch-choral backdrop. The poignant-beat, soul-stirring beat, "Many Days Of SADNESS," is an extra close look. Topside of this Bacharach David produced id's from her "Make Way For Donnie War-
wick" LP chart-maker.

WE COULD BE (2:16)

[Aert-Rose BMI—F. Bryant]

SUNRISE TO SUNSET (2:45)

[Leeds ASCAP—Twardy, Heach, Wengenret]

AL MARTINO (Capitol 5293)

Once again Al Martino takes dead aim at the charts and it looks like he's come up with a pair of heels this time out. One portion's a heart-warming beat-balled-with-triplets romancer, tagged "We Could." The other's an enchanting lilter, labeled "Sunrise To Sunset" that sports a feeling of Brauns' "First Symphony" Take your pick. It's a two-sided money-maker.

S-W-1-M (2:31) [Tarsaret BMI—Stewart, Conan]

THAT LITTLE OLD HEARTBREAKER (2:40)

[Starr BMI—Stewart]

BOBBY FREEMAN (Autumn 5)

Freeman, who created a sales 'towel wave' with his "Cocoa And Swim" chart return, can do likewise with this follow-up stilt. Simply tagged "S-W-1-M," it's another dynamic Freeman, albeit minus that Freeman spells out, in no uncertain terms, that he wants everyone to join in on the exciting teen Coup. Freeman's a complete about-face that has Bobby in a tantalizing cha cha-beat-ballad pose. Haunting, chorus-backed effort that could also do big business. It's a Cougar Prod.

EVERYTHING'S ALRIGHT (2:10) [Aert-Rose BMI—Leadermark]

PINK DALLY RUE (1:57) [Aert-Rose BMI—Wilson, Gant]

THE NEWBEATS (Hickory 1282)

The Newbeats, smashed three in tremendous style with "Bread And Butter," is another dynamic triflet with this new Hickory stint. It's a delightful, tagged "Everything's Alright," that continues the drive of the initial single. It's that attention-getting Larry Henley falsetto voice and some discernible worth along the way. "Pink Daily Rue" is a stompin' pile-driver that can also cause a sales explosion.

Pick of the Week
I'VE GOT THE SKILL (2:49) [Chevin BMI—Smith, Davis, McKinley]

CHANGE YOUR WAYS (2:59) [Chevin BMI—Austin, Smith, Davis]

JACKIE ROSS (Chessa 1913)

Jackie Ross follows her dual-named hit this time with "Selfish One," with a deck that should easily make it two-in-a-row. It's an infectious, shuffle-rock 'n roll rocker, tagged "I've Got The Skill," that sports a terrific Riley Hampton arrangement. Also keep close tabs on the low-keyed cha cha beat ballad "Change Your Ways.

YOU SHOULD HAVE SEEN THE WAY HE LOOKED AT ME (2:20)

Trio BMI—Barry, Greenwich

TRUE LOVE (2:35) [Trio, Molder BMI—Moody, Miller]

CHIEF DOMINO (MGM 13284)

The Divine Coup, who now own two smashes in a row in "Chapel Of Love" and "People Say," should quickly put this in the Top Ten. Thus, "Have So The Way He Looked At Me," is it's engaging cha cha beat dancer with an Artie Butler arrangement brightly tailored for teen tastes. "No True Love" makes for a heartfelt, thumb-a-cha-cha companion piece. It's a Leiber-Stoller Prod.

WHAT GOOD AM I WITHOUT YOU (2:19)

[Berry BMI—Robinson, Stevenson]

I WANT YOU ROUND (2:20) [Jabote BMI—Robinson, Stevenson]

MARTIN GAYE & KIM WESTON (Tama 5110)

This release, "Mairette," is a top-notch rhythm rocker, tailored to fit that's just two-up on the sales ladder. Produced by Robin's "I Want You Round," Jack Cope should put the artists' initial team effort on the singles charts in no time flat. It's a top-notch rhythm rocker, tailored to fit the artists' initial team effort on the singles charts in no time flat. It's a top-notch rhythm rocker, tailored to fit that's just two-up on the sales ladder. Produced by Robin's "I Want You Round," Jack Cope should put the artists' initial team effort on the singles charts in no time flat. It's a top-notch rhythm rocker, tailored to fit that's just two-up on the sales ladder. Produced by Robin's "I Want You Round," Jack Cope should put the artists' initial team effort on the singles charts in no time flat. It's a top-notch rhythm rocker, tailored to fit the artists' initial team effort on the singles charts in no time flat. It's a top-notch rhythm rocker, tailored to fit that's just two-up on the sales ladder. Produced by Robin's "I Want You Round," Jack Cope should put the artists' initial team effort on the singles charts in no time flat.

MAYBE TONIGHT (2:32) [Blackwood BMI—McCoy]

LOST LOVE (2:22) [Luck, Flemarlo BMI—Williams, Harrison]

SHE UNDERSTANDS ME (1:58) [Al Galileo BMI—Kilgore, Singleton]

TOMORROW (2:17) [Bridge BMI—Tillotson]

JOHNNY TILLOTSON (MGM 13284)

Tillotson's newest ICM pressing has big hit potential notched into every groove of the disk. It's an 'in-the-lyric' version of "She Under-
stands Me"—a while back hit for Sylvie Vartan, that Johnny serves up in tempting cha cha beat fashion. Splendid Bill McKinley orch-choral arrangement. Reverse rhythmic rocker, laid down when this sales rocket crashed. Stinger snapper tagged "Tomorrow." It's also loaded with chart ingredients.

THE DODO (2:12) [Screen Gems, Col. BMI—Lee, Reynolds, Addington]

THE JUMP (2:15) [Erik BMI—Quinton, Lambert]

JUMPING GENIE SIMMONS (HI 2094)

Gene Simmons, who jumped all over this with his "Haunted House" sales giant, is in a similar mood here and choices are he'll have another biggie. Bright rhythm rocker, tagged "The Dodo," is in from the "Haunted House" school. There's a "Big Diddle" flavor on the catchy dance-time flip.

SAME OLD REASON (1:52) [Assembly/Lollipop BMI—Miller, Grafakos]

AUTUMN WIND (EES) [Serenity BMI—P. & J. Madden]

MERCEDES SIMPSONS (Philips 49238)

The Serenity Singers seem destined to zoom up the charts in no time flat with this top-drawer pop-folk success candidate from Philips tagged "Same "Old Reason." The tune is a rollicking, happy-go-lucky romancer, all about how love can save a life. This quiet, timely, fast-paced release, "Autumn Wind," is a tender, slow-moving lyrical folk ode essayed with loads of authority by the crew.

WALKING IN THE RAIN (2:55) [Screen Gems, Col. BMI—Spector, Mann, Wall]

HOW DOES IT FEEL? (2:29)

[Mother Bertha, Hill & Ramey BMI—Cardillo, Pontica, Andreoli]

THE RONETTES (Philips 123)

The Ronettes appear to be back in top ten form with this new Philips date. It's a penetrating chart challenge, oozing "Walking In The Rain," that sports that big, sounding-up appeal of a Phil Spector-produced disk. Jack Nitzsche takes arrangements on the new one. "Walking In The Rain" has Undercut's a zizzling rock'er that should also stir up loads of attention, especially on the 'in-person' scene.

HEARTBREAK HILL (2:38) [Anate, Kansom BMI—Domino, Bo-Termin]

KANSAS CITY (2:24) [Lucy BMI—Leiber, Stoller]

FATS DOMINO (ABR 128)

This sounds like one of Fats' most important platters in the past few months. It's a captivating, snappy beat rocker, tagged "Heartbreak Hill," that is the 'round one' B-side to this new flip. The instrumental showcase. Also look for "Kansas City" to show up on the wax map once again—as a result of Fats' delightful rhythmic toe-tapping treatment on the flip.
her name is:
IRMA THOMAS

her big hit is:
TIMES HAVE CHANGED
and Moments To Remember
#66069

her label is:
IMPERIAL on the go!
**Record Reviews**

**Pick of the Week**

**I CAN'T HELP BUT WONDER** (2:51) [Cherry Lane ASCAP—Pashton]

**STEVE THE GM T-BAND** (2:29) [Cherry Lane ASCAP—Miller]

**MUTT HILL TRIO** (Mercury 72349)

The Mitchell Trio are always a sales-thrust and this new Mercurry outing called "I Can't Help But Wonder" coms as a surefire smash for the threeome. The tune is a medium-paced, hauntingly beautiful pop-folk ode of the open road with a contagious repeating melodic riff. The other lid, "Surf with Me and Griselda," is a lively, fast-moving, rhythmic novelty romp read in a warm-hearted style by the group.

**TEARS KEEP FALLING** (2:35) WHERE DID THE SUMMER GO (2:18) [Northeast ASCAP—Udell ASCAP—Keller, Shaye]

**JOEY POWERS** (Amy 914)

Either end, or both, of the new Joey Powers Amy outing can return the chaster to "Midnight Mary" chart status. One side is a sensational driving rock weeper, tabbed "Tears Keep Falling," that Joey and the Artie Butler or-k make past perfect in commercial fashion. The other half, "Where Did The Summer Go," is in a tender, sing-a-long shuffle litter that should rocket up the airplay with ease. A two-sided winner.

**JULIE KNOWS** (2:54) [Apt ASCAP—Vance, Carr]

**AT THE END OF A RAINBOW** (1:38) [Criterion ASCAP—Aron, Jacobson]

**RANDY SPARKS** (Columbia 31338)

The very talented Randy Sparks, who's had previous chart successes on his own and as the leader of his New Christy Minstrels, can have a very big solo start with this Columbia debut date. It's a revivably voiced rendition of an enchanting ballad wistful, tabbed "Julie Knows," that features a melodic, melodicParts of the soundtrack showcase. A soft and pretty beat-ballad revival of the lovely, years-early Earl Grant click. Two 'programming musts' produced by Allen Stanton.

**KENTUCKY BLUEBIRD** (SEND A MESSAGE TO MARTHA) (3:16) [Russ Jurgeleick, U.S. Songs ASCAP—David, Bacharach]

**THE LAST ONE TO BE LOVED** (3:30) [Eleventh Floor, Blue Seas, Jae ASCAP—David, Bacharach]

**LOU JOHNSON** (Big Hill 583)

Johnson, who had something different in his hit bow—"(That's) Always Something There To Remind YoU," does it again with this new outing on the Amvy Mala-distributed Big Hill label. It's a fascinating cha-cha-label, labeled "Kentucky Bluebird," that Johnston and the orchestra serve up in an elegant, center-tune of spot-Together arranging, conducting, producing and writing (along with Hal David) go to Burt Bacharach. Bucking's a throbbing beat-ballad cha cha winner.

**CAKE WALKING BABIES FROM HOME** (2:32) [Pickwick ASCAP—Williams, Smith, Troy]

**GREENWOOD COUNTY SINGERS** (Kapp 623)

The Greenwood County Singers, who made some noise last time out with "The New Frankie And Johnny Song," can go the whole-distance up the hitville path with this commercial novelty tagged "Cake Walking Babies From Home." The side is a hard-living, jazz-folk novelty with a delightful routine-styled fashionable beat. Eye it. The hit, "Annie," is a fast-paced, rhythmic countryish pledge of romantic devotion.

**I'M GOING UPSIDE YOUR HEAD** (2:45) [Conrad BMI—Dunson]

**THE DEVIL'S SHOESTRING PART II** (2:14) [Conrad BMI—Dunson]

**JIMMY REED** (Vee Jay 622)

The vet blues soungist can come through with a Top 100 outing with this new double-sided Vee Jay release. The side to watch here is "I'm Going Upside Your Head," a medium-blues, rhythmically relished romancer with an infectious Chuck Berryish funny guitar break. Could be huge. The hit, "The Devil's Shoestring Part II," is a raunchy, quick-paced tradition-oriented blues instrumental stanza.

**MUMBLES** (2:91) [Pastel BMI—Terry]

**INCOHERENT BLUES** (2:45) [Pastel BMI—Terry]

**OSCAR PETERSON TRIO** (Mercury 72342)

The Oscar Peterson Trio could very well have the left field hit of the season with this new release. It's a very release highlighted. The tune, which spotlights the clarinet singing of Clark Terry, is medium-paced jazz-blueser, with some infectious, kinetic, interactive chronomic progressions. Interesting change-of-pace programming fare. "Incoherent Blues" is an off-beat, crunchy, soulful after-hours affair which also features Terry's stylized vocals.

**Newcomer Picks**

**SEVEN DAFFODILS** (3:05) [Sanga BMI—Hays, Mosely]

**NOTHIN' AT ALL** (2:40) [Hill & Range BMI—James, Crouch]

**THE MOJOES** (Parrot 9970)

The London-distributed Parrot label can now have a hit disk in the UK that's been long on the English chart. It's a swingy, hip-swinging beat-ballad revival of the folk affair, "Seven Daffodils," that the Mojoes deliver with telling effect. Superior instrumental showcase. "Notthin' At All" is the rockin', Liverpool-styled undercurt.

**MY MOM** (2:15) [TM BMI—Darin, Melcher]

**MISTER SANDMAN** (2:14) [E. H. Morris ASCAP—Ballard]

**THE OSDMOND BROTHERS** (MGM 13281)

The Osmond Brothers, no strangers to TV and the Andy Williams Show, could have their first big disk hit with this melodic and poigniant rhythm ballad tagged, "My Mom." The reading grows with each hearing. A slick entry produced by Terry Melcher who wrote the tune with Bobby Darin. The undercurt's a very commercial updating of "Mr. Sandman" done up in surfin' style. Although they could be back-to-back aces, "My Mom" has the edge.

**PLEASE DON'T SAY WE'RE THROUGH** (2:38) [Myto BMI—A. & B. Hamilton, Gorman, Savoy]

**A LITTLE TOO LONG** (2:18) [Myto BMI—A. & B. Hamilton, Savoy]

**THE DEBONAIRES** (Golden World 17)

Here's a real attention-getting handclapper that could give the Debonaires their first big Golden World click. It's a medium-paced, crispy ballad. "Please Don't Say We're Through," that the gals serve up in tautizing style. Great Sammy Davis Jr. arrangement with a lush string support coming in a rhythmic way. There should be back-to-back sounds on the shuffle-rocker. Rob Reeco produced the disk.

**Best Bets**

**PAT BOONE** (Dot 16668)

- **GOODBYE, CHARLIE** (2:38) [Miller ASCAP — Previn, Langdon] Boone, who currently making a chart splash with "Beach Girl," is heard here on the swinging, jazz-waltz "Hi-De-Hi," which is coming in like in which he stars. Could be another chart item for Pat.

- **BELOVED, WHO NEEDS IT?** (2:45) [Spence ASCAP—Isaacs, Cohen] Hauntingly pretty mood ballad.

**THE VIBRATIONS** (Okeh 7205)

- **SPOOL DANCE** (2:55) [Jay- lene BMI — Penn, Good- weath, Shark] The Vibrations, the artists who made the "Watusi" a top teen dance attraction awhile-back, can do the same with this new entry that should easily please the hoofers. The stomp-a-rhythm-cha-cha sounding affair is supported by Teach, Joe & Johnny Fate. Producers are Carl Davis & Curtis Mayfield.

- **WATUTI TIME** (2:35) [Jay- lene BMI—Johnson, Sharrh Group as in their familiar Watusi pose on this teen delight to also keep an eye on.

**ANN-MARGRET** (RCA Victor 4846)

- **HE'S MY MAN** (2:35) [Trousdale BMI—Sloan, Bar- ril] The huskies singer-actress can have another chart winner on her hands with this captivating, love-affair-cha cha-cha romancer that he whispers with loads of appeal. Arranger-con- ductors are Sloan & Bari and produ- cer's Lou Adler.

- **SOMEDAY** (2:36) [Trousdale BMI—Sloan, Bar- ril] More of the intriguing sounds on this slightly quicker paced opus.

**DIXIE HOOTS** (Trivoli 101)

- **RUSSIAN ROULETTE** (2:15) [Vinwood BMI—Noodman] The Dixie Hoots can make national names for themselves with this high- spirited, romping folk-disco reading of the old Russian sped-up. Of-beat wind-up should help spark extra loads of potential.

- **MICHAEL** (2:20) [Vinwood BMI—Noodman, Vincent] Pleasant, low-key rendition of the folk sturdie.

**CIERO BLAKE** (Enigma 6354)

- **SOUL OF PAIN** (2:39) [MBC BMI—Jones, Oliver] Ciero Blake unleashes his potent, wide-range vocal talents full-blust on this slow-rock, rhythmic pop-dixie reworking which suggests that one should take love where he finds it and be thankful. Watch it closely on our network. (B) TAKE IT FROM ME (2:33) [Lamaj BMI—Elley] Easy-going, full osk-backed happy blues romance.

**MODERN JAZZ QUARTET WITH LAURINDO ALMEIDA** (Columbia 9295)

- **PUGUE IN A MINOR** (3:46) [P.D.] The Modern Jazz Quartet, under the guidance of Laurindo Almeida might very well have a left field hit with this hauntingly beautiful, jazzy reading. Of the famed Bach work which effectively joins elements of Brazilian jazz and jazz into a lyrical, coherent fusion. Internet programming.

- **FOI A SAUDADE** (2:34) [Brazilian ASCAP— Ferreira] Melodic, warm-hearted, rhythmic bossa nova sounds.
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RED BIRD 10-011
FIRST HIT

"I WANNA LOVE HIM SO BAD"
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PRODUCED BY STEVE VENET & JEFF BARRY

&

THE SHANGRI-LAS

"LEADER OF THE PACK"
RED BIRD 10-014
FIRST HIT

"REMEMBER (WALKING IN THE SAND)"
WRITTEN BY GEORGE MORTON, ELLIE GREENWICH & JEFF BARRY
PRODUCED BY SHADOW MORTON AND JEFF BARRY

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**RECORD REVIEWS**

- best bet B+ very good B good C fair C mediocre

only those records best suited for commercial use are listed by Cash Box

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**JOHNNY RIVERS** (United Artists 782)
- DREAM DOLL (1:55) [Ray Bryant, BMI]
- OIL KETS.

The Johnny Rivers name has been magic in the sales dept. in recent weeks and this teen romancer on U.A. is just the thing on which a young love song man in the Nick Nelson tradition.

(B+) To BE LOVED (2:23) [Pearl BMI—Gordy, Carla] Feelingful ballad the chart man wails with telling effect.

**JON EARLY** (United Artists 774)
- MAY I SAY (2:24) [Daymer ASCAP — David, Bernarette] Here's a warm and romantic reading of the theme from the Hollywood & The Heart TV movie by Jon Early. The chart, who's scored in the past, might create some attention for this one.

(B+) FORGIVE HER THEN FORGIVE HER (2:45) [Putty Ann/Unart BMI—Gordy, Carla] Another polished reading of a teen-oriented ballad by the warm-voiced singer.

**THE RITUALS** (Arwin 127)
- THIS IS PARADISE (1:50) [Ray Bryant, BMI] This is one of the superb-abundance of Liver- pool songs. The Rituals have gone even further into the pop-idol tradition and continue to appear. This pulsating thumbprinting from the Rituals merits special attention.

(B+) GONE (1:35) [Daywin BMI—Johnson, Melcher] Pleasant, white-back-sounding rock affair.

**PETE JOLLY TRIO** (Ava 167)
- A HARD DAY'S NIGHT (2:44) [Ritchie Royfield/Unart BMI—Lennon, McCartney] This Pete Jolly trio-jazz oriented reading of the big Ben E. King hit should catch the fancy of both in- plemente and sale. Bob Biggs. (B+) THREE-FOUR-FIVE (2:55) [Wolf Mills ASCAP—Jolly] Here's a rolling number, original from the pianist that has also strong potential.

**ROLLE McGILL** (Landa 702)
- YOU CAN KEEP IT (2:15) [Dandilion BMI—McGill, Royfield] Rolle McGill lashes out in true R&B fashion on this vibrant, solid-beat affair. It's slickly done and could corner both pop and R&B markets.

(B+) COME HOME (2:25) [Dandilion BMI—McGill, Royfield] Slow and funky R&B wailer.

**ANNA CRAIG** (20th Century Fox 540)
- NOBODY LOVES ME (2:37) [Premier BMI—Carroll, Arm- strad] Anna Craig could reap in a substantial pile of pop-R&B coin with this mostly R&B ballad affair the dark horse up with a choreographed backdrop. R&B jocks take notice.

(B+) CAN'T BEAT LOVE (2:40) [Premier BMI—Carroll, Arm-strad] The bouncy, easy-paced rhythm ballad the thrust wails in compelling fashion.

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**HICKEE LEE** (Hall 1924)
- SHE'S WALKING AWAY (2:54) [Screen Gems-Columbia BMI—Styne, Julis] Donick Lee who scored a giant while back with "Patches" on another label, may do equally well with this bonny and catchy teen rock opus he offers with telling effect.


**JON GOODWIN** (MGM 12386)
- OF HUMAN BONDAGE THEME (2:39) [Miller ASCAP—Donick Lee] Donick Lee wrote the score for the new "Of Hu- man Bondage" flick, comes up with a hauntingly melodic main theme atmospheric by a big driving ork. Moodful programming item.

(B+) GIRL WITH A DREAM (2:52) [Donick Miller ASCAP] Romantic instrumental with danceable Latin beat.

**JAMES BROWN** (King 5992)
- THINK (2:00) [Armo BMI].

James Brown can still pull plenty of loot with this top- drawer effort cut during his days with King. The side is a moving, funky pop-R&B teetle multi- track number, with a contagious re- peating riff. Loads of sales promise here.

(B+) TRY ME (2:44) [Wisto BMI—Brown] Slow-moving, ten- der blues romancer with a nostalgic punch.

**EDIE HO** (Blue Jay 154)
- COME TO ME (2:31) [Eve- hole BMI—Johnson, Bocage]

Eddie could very well have a hit on his hands with this churning-chorus blues lament about a man leaving his girl, to bring her back. Watch it.

(B+) GOTTA HAVE MORE (2:26) [Evehole BMI—Johnson, Rhythmic, cookin' happy-go- lucky blueser.

**CINDERELLAS** (Tamara 783)
- MORE THAN YESTERDAY (1:48) [Joltea BMI—Powell] The Cinderellas have a good chance of jumping into the winner's circle with this first-rate, hard-clappin', teen-angled, rhythmically romantic pledge of love with an extremely appeal- ing slow-twist 'n' beat. Colonial of Philly distribution.

(B+) IT'S A WONDERFUL NIGHT (2:00) [Joltea BMI—Powell] Swingin' bluesy happy romancer.

**NINA SIMONE** (Philips 40232)
- DON'T LET ME BE MISUNDERSTOOD (2:22) [Ben- jamin ASCAP—Benj- min, Marcus, Caldwell] Nina Simone can sum up the charts in so little time that with this medium-paced, full ork back- ed shuffling chorus-backed track- drop pop-blues lyrical tearjerker. Plenty of sales potential here.

(B+) A MONSTER [Ben- jamin ASCAP—Benj- min, Marcus] Interesting, hard- rockin' bluesy sentiment.

**TEASER BAY** (Okeh 7206)
- DON'T DECEIVE ME (2:45) [Tidelands BMI—Evans, Caldwell] This could grab plenty of R&B spires with this pop-slowshufflin' heart- breaking tale about a fellow who pleads with his less-than- wholesome gal to remain with him. A nice show- ing.

(B-) IF IT WASN'T FOR YOU (2:50) [Romea BMI—Tayl- low, soulful tradition-styled blues teardraker.

**FIVE ROYALS** (SIR 1936)
- BABY, DON'T DO IT (2:22) [Try Me BMI—Pauling, Wright] The Five Royals have cut this with a first-rate pop-R&B stanzas, not to be confused with BLUES GLEN item of the same name. This is a slow-shufflin' lament all about a romance which is about to go on the rocks. Could be a giant.

(B+) I LIKE IT LIKE THAT (1:56) [Try Me BMI—Paul- ing, Wright] Rollicking, hard-driving trendier happy blueser.

**GLENN YARBROUGH** (RCA Victor 4447)
- JENTY'S GONE AND I DON'T CARE (2:00) [Hiro BMI—Settle, Ribbaek] Glenn Yar- brough has a very pleasing relationship with this warm-hearted, me- lodic love song, a choruse laced hit with a contagious re- peating riff. Load of sales promise here.

(B+) GET AROUND (2:03) [Daywin BMI] A song to the tune of Yarbrough's hit, now.

**DON RANDI** (Palomar 2203)
- MEXICAN PEARLS (2:30) [Patsy Ann/Unart BMI—Ritchie Royfield, Williams] Don Randi has a good chance of picking up this hit with this first-rate easy-going, warm- hearted full-chorus-instrumental number which is a cortinado for the-border flavor. Side's natural for openers and decay attention. Lon- don distributes.

(B+) I DON'T WANT TO BE KISSED (2:30) [E.H. Mor- ris ASCAP—Elliot, Spira] Lux, medium-paced romantic fare.

**TAYLOR BROS.** (Joy 299)
- PEOPLE IN LOVE (2:25) [Big Seven BMI—Roberts, Levy, Taylor] The Taylor Bros. did up a slow-paced R&B ballad with fade-out ending that is a natural for R&B marketers and spinners. Side was cut by Mal Williams.

(B+) THE WEDDING BELL BLUES (2:36) [Joy ASCAP—Morey, Danner] The familiar old ditty done up in a rock-a-cha cha setting.

**SUGAR PIE DE SANTO** (Checker 1093)
- I DON'T WANNA BE KISSED (2:30) [Dickie BMI—Johnson, Royfield] The familiar old ditty done up in a rock-a-cha-cha setting.

**DEBBIE ROLLS** (Asot 2158)
- DON'T LET IT GET TO YOU (2:22) [Rittenhouse BMI—Robinson, Meade] Lark created some chart action with this uptempo pop-R&B number; that got a lot of airplay and has a sound prom- ising the release. The presentation is a solid R&B piece; a Rock-a-cha-cha. Very good chance to develop something.
ANOTHER IN THE UNBROKEN CHAIN OF HITS FOR LESLEY GORE "HEY NOW" 72352

FROM LESLEY'S NEW HIT ALBUM "GIRL TALK"

Mercury Records
**B-1 REVIEWS**

ACE CANNON (Hi: 2903)

EMPTY ARMS (2:21) [Desi ard BMI—Hunter] Ace Cannon offers a bluesy and soulful sax appeal. The sax is the "back-up" Hunter hit that should score heavily with the fans. Very much a top-drawer slow dance affair.

SUNDAY BLUES (2:17) [ECG BMI—Cannon, Harris] The saxist remains in the blues vein on this end, but a bit more down and soulful.

SARAH VAUGHAN (Mercury 75334)

MR. LUCKY (2:19) [South- east ASCAP—Massiani] The lark can do Top 100 business with this first-rate, slow-moving, lyrical reading of jazz-blues themes from the now-defunct T'Ver. Good bet for platter spinners and ops.

FEVER (2:43) [Jay-Cee ASCAP—Davenport, Coolie] Southern tradition of the white-boy Peggy Lee hit.

EARL VAN DYKE (Soul 50006)

SOUL STOMP (2:32) [Jo- hoplyn BMI—Streeter, Goodwin] Newcomer, Earl Van Dyke can quick- start the audience's imagination with this hard-hitting, extremely fast-moving, ten-angled blueshow stunner which hoists a most real danceable beat. Watch it.

HOT N TOT (2:45) [Jebots BMI—Goody] Funky, raunchy instrumental smash.

THE PUSSYCATS (Keeth 6003)

COME ON AND SKA (2:18) [Keeth BMI—Julian] The Pussy cats add some handclappin' and a vibrating ska beat to the traditional "Red River Valley" to come up with a commercial-sounding affair that builds to a fine finish. Fancy this one.

YOU MAY BE HOLDING MY BABY (2:30) [Keeth, Caesar & Dino BMI—Bisel, Colly] Straight-forward r&b entry—nicely done.

THE DOLPHINS (Fraternity 6003)

HEY-DA-DA-DOW (2:13) [Elwood BMI—Edmonds] This clever novelty ballads sports a captivating melody and a polished reading by the group. Side 1 a possible top-100, blue bird candidate for chart honors.

I DON'T WANT TO GO ON WITHOUT YOU (2:38) [Keeth, Caesar & Dino BMI—Bert, Gesser] A soulful blues entry with pleasant listening qualities.

ANAL VALONNE (Philips 40220)

I'M NOT THE HERO BUT THE POOL (2:12) [B.F. Wood ASCAP—Goldstein] Ronger can score big with this session. The session is fast-moving, rich Ronger Nelson type shuffler, which, if properly harnessed, could be a hit.

I HAVE NO RIGHT TO BE HERE (2:05) [B.F. Wood ASCAP—Lewis, Fischoff] Strong, driving up-beat drive, rock and rolla.
WE'VE HIT THE TOP

twice!!

#1 Single In America!
Manfred Mann / Do Wah Diddy Diddy! / ASCOT 2157

#1 Album In America!
The Beatles / A Hard Day's Night / stereo UAS 6366

and more of the same to come

ON THE ONE TO WATCH

of course
Ascot is a subsidiary of United Artists Records

October 17, 1964
MY SINCERE THANKS

BERNADETTE CASTRO

LATEST HIT SINGLE:

“HIS LIPS GET IN THE WAY”

CP 747

PUBLIC RELATIONS:
SAUL RICHFIELD
1697 B’way, N.Y.C.

CASH BOX

LOOKING AHEAD

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

1 OH MARIE... (H -ACAP)
Village Stompers (Epic 9718)

2 DON’T SPREAD IT AROUND
Barbara Lynn, (Atlantic 1286)

3 MAYBE TONIGHT
Shirelles (Scepter 1284)

4 YES I DO
Grandes Chorus & Trois (BMI)
Salman Burke (Atlantic 2234)

5 I COULD CONQUER THE WORLD
Tommy (BMI)
Shirelles (World Artists 1025)

6 SOMEBODY NEW
Hank Williams (BMI)
Chuck Jackson (Wand 161)

7 NEEDLE IN A HAYSTACK
(Ebony 1467)
Yvette perez (V.I.P. 2500)

8 L.O.V.E
Ruttenstein (BMI)
Nat King Cole (Capitol 5261)

9 IT’S FOR YOU
(vocalion 17233)
Colo Black (Capitol 5258)

10 TIMES HAVE CHANGED
(Decca 1467)
Isma Thomas (Improd 6609)

11 LITTLE QUEENIE
(Billie M.)
Bobby Black Combo (Hi 2079)

12 THE THINGS IN THIS HOUSE
(T.M.-BMI)
Bobby Darin (Capitol 2557)

13 GONE, GONE, GONE
(Everly Bros.)
Evelry Brothers ( Warner Bros. 5478)

14 SLAUGHTER ON 10TH AVENUE
(Decca 1146)
Ventures (Dotson 300)

15 WATCH OUT
(P. M.)
SHE’S ALL RIGHT
(Ember 1165)

16 MY LOVE, FORGIVE ME
(Amyre, Scacchi)
Robert Goutet (Columbia 4131)

17 GALE WINDS
(Atlantic 1751)
Egyptian Combo (Norman 549)

18 WHY (DON’CHA BE MY GIRL)
(Chamberlain, Pippin)
Chamberlaries ( Mutual 586)

19 TO WAIT FOR LOVE
(Bob), RCA Victor 2073)

20 LETTER FROM ELAINA
(Marlene, Warner 7-MI)
Crosby Rossom ( Warner Bros. 5474)

21 ABSENT MINDED ME
(Mcgowan, RCA Victor)
Barbra Streisand (Columbia 41372)

22 THAT’S ALL I NEED TO KNOW
(Chappell, Print-ASCAP)
Bobbie Weir (Rick 244)

23 OH NO NOT MY BABY
(Imperial, BMI)
Maxine Brown (Warner Bros. 102)

24 APPLE OF MY EYE
(Imperial, BMI)
Four Seasons (Vee Jay 418)

25 FOUR STRONG WINDS
(Imperial, BMI)
Bobby Bown (RCA Victor 8443)

26 I SHOULD HAVE KNOWN BETTER
(Stewart, Norley-EMI)

27 A HARD DAY’S NIGHT
(Stewart, Norley-EMI)
George Martin (United Artists 756)

28 NANCY’S THEME
(Green Gump, Columbia-BMI)
Earl Hagen (Capitol 740)

29 THE CLOCK
(Green Gump, Columbia-BMI)
Babe Washington (Vee Jay 104)

30 HEARTBREAK HILL
(Black Holiday, EMI)
Fats Domino (ABC Paramount 1059)

31 THE CAT
(Neiman, BMI)
Jimmy Smith (Vee Jay 10330)

32 HIS LIPS GET IN THE WAY
(Green Gump, Columbia-BMI)
Benedette Castro (Columbia 747)

33 RIGHT OR WRONG
(Camden, BMI)
Ronnie Dove (Diamond 173)

34 THE GYPSY
(Lewis, BMI)
Kerry Black (Talec 9024)

35 UNLESS YOU CARE
(Imperial, BMI)
Terry Black (Talec 9024)

36 SWEET WORDS OF LOVE
(Gibb, BMI)

37 GOODBYE GIRL
(Sherrard, BMI)
Richie Sloan (Tower 102)

38 THANK YOU FOR LOVING ME
(Imperial, BMI)

39 I CAN’T BELIEVE WHAT YOU SAY
(Neiman, BMI)
The B & Tisa Turner (Kent 402)

40 EVERY MINUTE, EVERY HOUR
(Imperial, BMI)
Dram Martin (Rupric 307)

41 FEVER
(Tel-EMI)
Arlene Robinson (Red Bird 10-010)

42 YOU SHOULD HAVE SEEN
(Hawkins, BMI)

43 OVER YOU
(Paul Revere & Raiders (Columbia 415)

44 SACRIFICE
(Tel-EMI)

45 HIGH HEEL SNEAKERS
(Warner 7-MI)

46 I’M MAKING IT OVER
(Loncoln, BMI)
Anita Hamer (Roulette 4575)

47 RANDY
(Imperial, BMI)

48 RUN, RUN, RUN
(Screen Gems, BMI)

49 Gotta give her love
(James, BMI)

50 AFTER LAUGHTER COMES TEARS
(Wendy Bane (Stax 114)

Cash Box—October 17, 1964
Keep your eye on Mary Miller. And your ear. At 17, she’s the most sought-after new talent in the business. Now, her debut on Tower records.

Here Comes The Heartaches / Goodbye Charlie

From the 20th Century-Fox production

ARRANGED AND CONDUCTED BY ERNIE FREEMAN
Over 40,000 people, two-thirds of the population of Altoona, recently participated in a week-long celebration of the 40th anniversary of WFBG-Altoona-Johnstown. The largest crowd in the history of the 60-year-old Lakemont Park climaxed the agenda of special events, with more than 50,000 free raffle tickets distributed to listeners. The Pennsylvania State Police estimated an attendance of 40,000 at the Park alone on WFBG Day, which began with a mammoth parade through Altoona. The parade's achievements were lauded by Mayor William Presser, including the round-the-clock coverage of the famed Horseman Curve train wreck which made the station's call letters internationally known seven years ago. WFBG-TV introduced its new $29,000 video tape module unit in the parade, which was adored with 25,000 balloons, match books, records and book jackets. During the entire celebration week, valuable prizes were awarded every forty minutes to listeners. Two elaborate variety shows were staged in the Casino of Lakemont Park, with station personalities John Riley, Dick Richard, Dan Resh and Dick DiAndrea playing host to pop music stars. In addition, special recorded jingles came from Gov. William Scranton, Lt. Gov. Raymond Shaffer, U.S. Sen. Hughes Scott and WFBG's former owner, George Gable.

Ever on-the-scene WMCA-New York is currently broadcasting direct news reports from aboard the nuclear-carrier U.S.S. Enterprise. The vessel is completing a 64-day voyage around the world without refueling. Steve Nevas, a member of the Washington Bureau of Radio Press International—the global voice news agency to which the station subscribes—recently joined the Enterprise at the U.S. Naval Station at Roosevelt Roads, Puerto Rico. His reports are being beamed by RPI to more than 190 stations throughout the U.S., Canada, Australia and Africa.

The Massachusetts Broadcasters Association will hold its annual meeting in Boston on Oct. 27 at the Sheraton Park Plaza Hotel. MBA president, Donald A. Thurston, announced a busy all-day session commencing at 9:30 AM and continuing through the day. The agenda will include annual reports from the president, secretary, treasurer, and legislative counsel, as well as the report of the nominating committee and election for officers for 1965. The afternoon session will include a report from the State Industry Advisory Committee, and a discussion of Emergency Broadcasting System and a discussion regarding Community Antenna Television. A reception for members and guests will conclude the day's activities.

Once upon a time in the city of Chicago there lived an ambitious but forgettable-writer named Emperor Weber. His kingdom was called Weberland and he had dreams of some day capturing all of mid-America to add to it. This is the basis of a happy, nonsensical, new promotion at WABC-Chicago. The zany antics of air personality Clark Weber, and the "take over" is strictly for fun. Weberland came into being with the on-air announcements inviting station listeners to write for commissions as Lieutenants in Emperor Weber's Imperial Commando. Response was immediate. At this point thousands of requests have been received and the number grows by hundreds daily. A dress-the-emperor test for listeners was held next. The contest was revealed via announcements on the air, and in newspaper ads showing Clark in an old-fashioned striped bathing suit. Wendy Collins, residents were asked to create a costume for Emperor Weber. No prizes were offered, but during the two weeks the contest ran, entries in the form of detailed drawings came in.

The new Music Center in L.A. held its dedication ceremonies recently with the event televised on KTLA TV. Bob Hope made the opening remarks with maestro Johnny Green serving as accompanist. Hope also addressed the celeb-studded group later in the program. Maneuvering school bands (Meredith Wilson-designed), a sheriffs unit, and WFBG's legendary "You're On Your Own" show were among the honored guests including Mayor Yorty who completed the arrangements for the day. Ted Meyers hosted both of Channel 11 on the "9th Street West" program on which Sam Riddle spun their decks and fired questions at the two talents. Mike Clifford and the Supremes also appeared on a later segment.

WABC-New York—searching diligently for a new approach to station promos has come up with a Damon Runyon-esque gimmick instead of hackneyed jingles. The gents who wash up in one-scene commercials, "Detect and Play the Numbers—Dial 660," "You Hit The Jackpot When You Dial 606," and "The Winning Combination—Plaza 7-8866 and 686" sport such monkeys as Pat Hard, Nat Sharp, Tony Fargo. It's called "KIP's Session for Switchers," and Fred Collins are the talents with station manager Geo. Skinnerke, inventor.

KXY—Cleveland's efforts in seeking 13,000 teenagers via collected over $155,000 in the city. "Teenage March On Leukemia," recently earned the station gong honors at the National ALSAC (Aliskey Leukemia Stricken America Children) Convention held in Cleve-land. The $155,000—and the 130 marchers—set new national highs for the annual door-to-door drive he for the benefit of St. Jude's Research Hospital in Memphis, Tenn., a major center for research on catastrophic diseases in children. Details held the previous high, collecting $115,000.

WWDW—Washington is currently conducting a different and unusual type of listener competition called "Missing Sponsor Contest." Each day a different commercial jingle slogan will be broadcast a number of times, and in place of the familiar WWDW jingle call letters pre-inserted. Listeners will be asked to identify the "Missing Sponsor" by name, and WWDW's first prize winner receives a vacation for two in Rio de Janeiro, first prize all expenses paid, South America via Varig Airlines, with accommodations at the Gloria Hotel. Winners will be selected at random from correct entries. At the conclusion of the promotion the second prize winner will receive a professional Bolex movie camera. Daily and weekly winners will receive a GE eight-transistor radio and phonograph.

**VITAL STATISTICS:**

Mike McCormick exits his niche at WIFE-Indianapolis to assume program director's chair on WDGY-neapolis.有效Bal Seals is now spinning em on WFLA-Tampa-St. Petersburg.

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**PLATTER SPINNER PATTERN**

**Cash Box—October 17, 1965**

**KIP TYLER SWINGIN' With "GYRO DISC BRASS"**

**HOLLYWOOD—**Gyro Disc International execs listen to broadcasts of new Kip Tyler session at label's Hollywood offices. Session includes new swinging version of "Girl From Ipanema" which will replace present flip side of Tyler's smash hit "That Bell of Freedom." Reason for switch is that label wishes to showcase Tyler's versatility with new "swinger" image as a catalog-type artist, in replacing present rock and roll back side. Tyler formerly had success with his own rock and roll group in personal appearances and a weekly T.V. show on the coast. B. W. Carpio, label exec, announces plans include paper proof of future record with approximately 20 Network TV appearances forthcoming, and the recording of five other artists which sessions are to be directed by Tyler who produced original "That Bell of Freedom" material for label. The "Bell" and "Ipanema" pairing is also being released in stereo for radio play.

**NOW BACKED WITH GIRL FROM IPANEMA**

*(This is Swingin' Ad #20)*

**PHOTO: VAL LORING**

**WARDROBE: Beau Gentry**

**GYRO DISC RECORDS**

6515 SUNSET BLVD.
SUITE 202
HOLLYWOOD, CALIF.
1 DIVISION OF GYRO DISC INTERNATIONAL

**THAT BELL OF FREEDOM**

**#110**

**PHOTO: VAL LORING**

**WARDROBE: Beau Gentry**

**FOLLOW US**

KIP TYLER SWINGIN' With "GYRO DISC BRASS"
KAMA-SUTRA PRODUCTIONS
THANKS
THE MUSIC BUSINESS FOR THESE HITS AND SALUTES
THE MUSIC OPERATORS OF AMERICA

RED BIRD RECORDS
"REMEMBER"
(Walking in the Sand)
THE SHANGRI-LAS
PRODUCED BY
ARTIE RIPP & JEFF BARRY
TENDER TUNES MUSIC CO.

UNITED ARTISTS RECORDS
"COME A LITTLE BIT CLOSER"
JAY & THE AMERICANS
PRODUCED BY
ARTIE RIPP
PICTURETONE MUSIC CO.

JUST RELEASED!!

WARNER BROTHERS RECORDS
"JIVE JIMMY"
THE SOCIALITES
PRODUCED BY
ARTIE RIPP
TENDER TUNES MUSIC CO.

JUBILEE RECORDS
"RUNAROUND"
ANN MARIE
PRODUCED BY ARTIE RIPP & PHIL STEINBERG
REGENT MUSIC CO.

HY MIZRAHI
ARTIE RIPP
PHIL STEINBERG
KAMA-SUTRA
TENDER TUNES MUSIC CO.
ELMWOOD MUSIC CO.

1650 B'dway, N.Y.C.

Ish Box—October 17, 1964

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

(SURVEY COMPLETED TO OCTOBER 7TH)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
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<tbody>
<tr>
<td>54 %</td>
<td>Time Is On My Side—Rolling Stones—London</td>
<td></td>
<td>54 %</td>
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<tr>
<td>50 %</td>
<td>Up Above My Head—Al Hirt—RCA Victor</td>
<td></td>
<td>71 %</td>
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<tr>
<td>45 %</td>
<td>Is It True—Brenda Lee—Decca</td>
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<td>80 %</td>
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<tr>
<td>43 %</td>
<td>Ain't That Loving You—Elvis Presley—RCA Victor</td>
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<td>97 %</td>
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<tr>
<td>41 %</td>
<td>Leader Of The Pack—Shangri-Las—Red Bird</td>
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<td>96 %</td>
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<tr>
<td>37 %</td>
<td>Baby Love—Supremes—Motown</td>
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<td>96 %</td>
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<tr>
<td>36 %</td>
<td>Right Or Wrong—Ronnie Dove—Diamond</td>
<td></td>
<td>36 %</td>
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<tr>
<td>35 %</td>
<td>Hey Now—Lesley Gore—Mercury</td>
<td></td>
<td>35 %</td>
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<tr>
<td>34 %</td>
<td>I Had A Talk With My Man—Mitty Collier—Chess</td>
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<td>63 %</td>
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<tr>
<td>33 %</td>
<td>Gone, Gone, Gone—Everly Bros.—Warner Bros.</td>
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<td>33 %</td>
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<tr>
<td>32 %</td>
<td>Have I The Right—Honeycombs—Interphon</td>
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<td>94 %</td>
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<tr>
<td>31 %</td>
<td>Ask Me—Elvis Presley—RCA Victor</td>
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<td>29 %</td>
<td>Ain't Doing Too Bad—Bobby Bland—Duke</td>
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<td>28 %</td>
<td>She's Not There—Zombies—Parrot</td>
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<td>95 %</td>
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<td>26 %</td>
<td>Look Away—Garnet Mimms—United Artists</td>
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<td>37 %</td>
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<td>24 %</td>
<td>I'm Into Something Good—Herman's Hermits—MGM</td>
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<td>23 %</td>
<td>Teen Beat '65—Sandy Nelson—Imperial</td>
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<td>58 %</td>
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<tr>
<td>22 %</td>
<td>Unless You Care—Terry Black—Tollie</td>
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<td>22 %</td>
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<tr>
<td>21 %</td>
<td>Who Can I Turn To—Tony Bennett—Columbia</td>
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<td>73 %</td>
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<tr>
<td>20 %</td>
<td>I Don't Want To See You Again—Peter &amp; Gordon—Capitol</td>
<td></td>
<td>88 %</td>
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<tr>
<td>20 %</td>
<td>When You Walk In The Room—Searchers—Kapp</td>
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<tr>
<td>19 %</td>
<td>When You're Young And In Love—Ruby &amp; Romantics—Kapp</td>
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<td>18 %</td>
<td>Bless Our Love—Gene Chandler—Constellation</td>
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<td>17 %</td>
<td>You Really Got Me—Kinks—Reprise</td>
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<td>53 %</td>
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<tr>
<td>16 %</td>
<td>Listen Lonely Girl—Johnny Mathis—Mercury</td>
<td></td>
<td>16 %</td>
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<tr>
<td>15 %</td>
<td>Opportunity—Jewels—Dimension</td>
<td></td>
<td>32 %</td>
</tr>
<tr>
<td>14 %</td>
<td>Something You Got—Ramsey Lewis Trio—Argo</td>
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<td>14 %</td>
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<tr>
<td>13 %</td>
<td>Spanish Guitars—Jerry Wallace—Challenge</td>
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<td>13 %</td>
</tr>
<tr>
<td>13 %</td>
<td>Shaggy Dog—Mickey Lee Lane—Swan</td>
<td></td>
<td>24 %</td>
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<tr>
<td>12 %</td>
<td>Wendy—Beach Boys—Capitol (Four-By)</td>
<td></td>
<td>24 %</td>
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<tr>
<td>11 %</td>
<td>Goodbye Girl—Richie Dean—Tower</td>
<td></td>
<td>18 %</td>
</tr>
<tr>
<td>11 %</td>
<td>Chained And Bound—Otis Redding—Volt</td>
<td></td>
<td>18 %</td>
</tr>
<tr>
<td>11 %</td>
<td>Once A Day—Connie Smith—RCA Victor</td>
<td></td>
<td>18 %</td>
</tr>
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</table>

LESS THAN 10% BUT MORE THAN 5%

<table>
<thead>
<tr>
<th>TITLE</th>
<th>TOTAL % TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apple Of My Eye—Four Seasons (Vee Jay)</td>
<td>38 %</td>
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<tr>
<td>Thank You For Loving Me—Sapphires (ABC Paramount)</td>
<td>35 %</td>
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<tr>
<td>My Adorable One—Joe Simon (Vee Jay)</td>
<td>8 %</td>
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<tr>
<td>Slaughter On 10th Avenue—Ventures (Decca)</td>
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<table>
<thead>
<tr>
<th>TITLE</th>
<th>TOTAL % TO DATE</th>
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<tbody>
<tr>
<td>Running Out Of Fools—Aretha Franklin (Columbia)</td>
<td>21 %</td>
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<tr>
<td>Have She Comes—Tymes (Parkway)</td>
<td>7 %</td>
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<tr>
<td>Yes I Do—Solomon Burke (Atlantic)</td>
<td>7 %</td>
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<table>
<thead>
<tr>
<th>TITLE</th>
<th>TOTAL % TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>I See You—Cathy &amp; Joe (Smash)</td>
<td>25 %</td>
</tr>
<tr>
<td>Beach Girl—Pat Boone (Dot)</td>
<td>41 %</td>
</tr>
<tr>
<td>Wait For Me—Rita Pavone (RCA Victor)</td>
<td>48 %</td>
</tr>
</tbody>
</table>
SMART PICK FOR FAST CHART ACTION

DUANE EDDY'S "GUITAR STAR"
c/w "The Iguana" #8442

RCA VICTOR
The most trusted name in sound

DUANE EDDY 45 RPM
GUITAR STAR / THE IGUANA
NEW YORK—A trio of publishers who got their heads together in the Ivan Mogull office last week were Mogull, Gilbert Maruosi of Eddie Barclay’s publishing firm, and Stig Anderson, Swedish publisher, producer and head of Polar Records who was here to set up a United Artists release by the Hootenanny Singers, a folk Swedish group. Anderson also represents Mogull’s firms in Sweden.

BLUE NOTE
HAS THE HOTTEST JAZZ SINGLES

IT’S A HIT!!!

LEE MORGAN
THE SIDEWINDER
BLUE NOTE 45x1911

The Big Single
From His New Hit Album
THE SIDEWINDER
BLP 4157

TWO BIG SINGLES BY
JIMMY SMITH
PRAYER MEETIN’
BLUE NOTE 45 x 1909

&
PORK CHOP
BLUE NOTE 45x1906

JUST RELEASED

FREDDIE HUBBARD
BLUE FRENZY / MIRRORS
BLUE NOTE 45x1908

FROM HIS NEW ALBUM
BREAKING POINT
BLP 4172

The Osmond Brothers...My MOM

wanna hear a hit?

Mr. Sandman

International Tete-A-Tete
A Smash Around The World Now Sweeping This Country

BRENDA LEE

SINGS HER NEWEST HIT

*Recorded in England

IS IT TRUE

DECCA 31690

Best Wishes to MOA

*Produced in England by Mickey Most
Dear "No-Kiddie" Record Buyer:

Hollywood—Ever walk into an outlet—pandan, or whatever it is called—"Sorry, we don’t carry them!"

To quote an old Harriet Hilliard song, "Well, I did lots of 'em." To these diehards this short memo:

Honest, gentlemen, there are people in your territory who buy records and also procreate, that is perform certain acts that result in the birth of babies who grow into children. These people are funny—they resent paying "as much" for their children. They can get their kids into the movies for less money, the blue plate special at the local beany is less for the "Childrens Dinner," even the buses and trolley cars charge less.

That's why children's records sell for 29c a single, 49c an EP and only $1.98 for an LP—no other reason. We don't do it to deliberately infuriate you!

Also, honestly, these people who have children are numerous. They like to buy the kids records, especially now—"Betta—Betta—Betta"—but they don't cost too much. Helluva product.

"Old King Cole" and "London Bridge" stay current a helluva lot longer than "It Hurts Me to Twist You" by the Beatles and one, through Jack Stock, the local Jock is playing the Brutes three times an hour.

Ask David Rosen in Philly about it. He'll tell you to try em, it can't hurt and you might make some money.

Chad & Jeremy, who first hit the U.S. charts with "Yesterday's Gone" and are currently doing a good radio business with "A Summer Song" on the World Artists label, are currently on an extensive cross-country American tour.

Jeremy Clyde was born in Durney, England. The son of a distinguished British family, he is the grandson of the Duke of Wellington. His father is a leading British film producer. Jeremy's first appearance on the label was as a page boy at the Coronation. He carried his grandfather's crown on this historic occasion. He attended Eton College and completed his education at Grenoble University in France. From his father he inherited a love of theater. It was only natural that Jeremy enrolled at the Central School of Speech and Drama where he met Chad Stuart.

Chad Stuart was born in the north of England. Musically inclined, Chad was a choir boy at Durham Cathedral, which dates back to the time of William the Conqueror. He was educated at Durham School and from there journeyed to Paris where he attended the Sorbonne. He attended the Central School of Speech and Drama where he met Jeremy Clyde.

Herman's Hermits

Herman's Hermits, who are currently clicking with their first statewide single of "I'm Into Something Good" on the MCM label, have been together in their present form only three months. Herman (real name Peter Noone) joined the group when they were called the Heartbeats. The crew was playing at a Manchester youth club that Herman frequented and one night they were short of a singer. He stepped in and hasn't looked back since.

The rather unusual name of Herman comes from a cartoon character. In a cartoon TV show called "The Bullwinkle Show," a boy called Sherman. The rest of the group was amused at the similarity of the character and their lead singer. Mistaking the name Sherman for Herman, they christened him.

The group was brought to the attention of indie producer Mickie Most—it was responsible for the hits of the Animals and the Nashville Teens. He traveled to see them at a concert in Bolton, was immediately impressed by their stage show, and signed them to a recording contract. The rest is history.

ALBUM PLANS

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

ATLANTIC-ATCO

New buyer units effective immediately, are $2.28 for $3.98 LP's, $2.43 for $4.98 LP's, and $1.35 for $2.98 LP's through Dec. 31st on all new product and catalog LP's.

AUDIO FIDELITY

LP deal: buy-9-get-1-free, plus one stereo spectacular demo at $6 with the purchase of each two catalog records. No termination date announced.

GATEWAY

Two for every 10 albums purchased on entire catalog. Expiration date indefinite.

IRWIN

"A State In The Future": 10% discount on pop LP's, 25% discount on classical product. Expires: Oct. 31.

KENT

"Beginning at the End of the World Academy": 25% discount on pop LP's, 50% discount on classical LP's.

LONDON


MERCURY

"Cats Aids for Summer Selling": cash discount on 11 new LP's, a partial discount on entire product. Expires: Oct. 16. "Out of This World with Mercury": cash discount on LP's. Expires: Oct. 16.

NASHBORO

Buy-9-get-1-free on entire catalog including new LP's. 100% exchangeable. No expiration date set.

ORIGIONAL SOUND

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

PHILIPS

"A State In The Future": 10% discount on pop LP's, 25% 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.

TAMLA-MOTOWN-GORDY

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

VEE

10% discount on LP's.

WORLD ARTISTS

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

WORLD PACIFIC

Fall Plans—100% discount, extra 5% on LP orders of 100 or more on any item.

At The Beach Boys' Bash

NEW YORK—One of the highlights of the Beach Boys’ recent cross-country tour which included a series of dates in the New York area, was a luncheon at the Gallagh Club. The affair was hosted by Capitol Records which the lads have scored a string of best-selling albums and singles. Captured by the photog were (foreground) Beach Boys Dennis Wilson and Al Jardine. In the 2nd row are (left to right) naxi singles promo manager Roy Bates, Beach Boy Carl Wilson, Tom Rogen and Ken Luttman of the label’s public staff, Beach Boy Mike Love, and diskery execs Wade Pepper and Ken Veazey.

www.americanradiohistory.com
We bumped into a gang of disk and pubbery reps at Casa Mario on W. 58th St. last week—especially Co- lumbia and Epic reps. . . . Joe Sherman and George D. Weiss may have a big ballad on their hands with the new Vikki Carr etching of "Forget You" which is already a breakout in St. Louis one week after release.

Stan Walker, formerly of RCA Victor and now a 28 year-old Famous Writers School, writes that Bruce Belden, the organizer of the Four P Rita, is one of the most promising fiction writers at the Famous School.

Rita Dimitri's La Chansonette with the Kurt Maurer Trio last week (12) for dancing and just good listening. . . . The lovely Damita Jo never bounded through the data in her current stint at Basin Street East.

And speaking of lovely female singers, it's a pleasure to watch the rapid strides that Bernadette Lafiro is making in her nifty and disk careers. The lark, currently creating chart activity with her Colpix hit "His Lips Got In The Way," displayed her new set out at Ben Malsik's Town & Country and it's a delight. . . . Sue Records' Jack & Julie set to appear on the United Approach this week (12) on W2BC TV-28th. and then go on to a host of other TV and radio guest shots up and down the East Coast.

Bob Kornheiser of Atlantic all allies over the early radio and sales action for "Hurtin' Inside" by Barbara & Breed's on Heidi and "Never Get Enough Of Your Love" by Eddie Floyd (Safeco).


Evel Goolsby urges all members and those folks who tagged, "I'M A KA-RE-O-KER," to join M.A.R.C. (Music & Recording Company, Panama) Nationalans to attend the annual dinner meeting of the new season on Mon. Oct. 19 at the China Song Restaurant at 54th & Broadway. M.A.R.C. is the organization that raises funds for underprivileged children at the International Settlement House. The kids need music lessons, instruments, clothes etc. Meeting time is 7 PM and all are welcome to attend.

Comedy LP's are on the upward again with Woody Allen, Jonathan Winters, Shelly Berman and Bill Cosby offering newly etched sessions. Cosby's one of the basest lads around with a going TV and nifty appearances on the West and East coast set for the coming month.


The Pilgrims, the now famous folk singing trio, made their Gotham debut last week in "The Bitter End." They'll also debut their first album on Columbia. "Just Lately Arrived," Robert Guillaume, Millard Williams and Angeline Butler are the bylines. Frank Yannali tells us that Hank Lane and the Majesties are a new rock and roll group that will make it big in the near future. The group's been working steadily in the Met area. . . Delmark Records
THANKS OPERATORS FOR MAKING OUR SELLOUT 45 DAY TOUR POSSIBLE STARTING OCT. 29th

THE DAVE CLARK FIVE

WORLD WIDE MGT. EPIC RECORDS EXCLUSIVE AMERICAN REPRESENTATIVE
HAROLD DAVISON EXCLUSIVE ASSOCIATED BOOKING CORP.

“BUSIEST STUDIO IN TOWN” (WHY?)

“RATES”

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

TALENTMASTERS RECORDBLING STUDIOS

2 STUDIOS—“ONE FULL BLOCK LONG”—FROM 41ST TO 42ND ST.
125 WEST 42ND STREET, N. Y. C.
BR 9-9150 • CO 5-9569 • LO 5-9524

FIRST OF A SERIES

NEW YORK—The Musiör label, which last week went out on its own after a distribution tie with United Artists Records since 1960, held its first distributor meeting at Musiör's New York office last week and introduced its new product. Photos of the festivities are shown above:

Top photo—Musiör's Hartford distrib. Ed DiNallo, Art Talmadge, president of Musiör, and Nick Corel, Pittsburgh Dist. (Second photo) Irwin Fink, New York Dist.; Chris Spinao, Musiör Sales Manager; and Bud Daily, Houston Dist. (Third photo) Pappy Daily, Musiör's vp, and head of the label's country artists and product, Joe Cerami, Cleveland Dist. and Lenny Garmsis, Chicago Dist. (Bottom photo) Distributors in the meeting room hearing new product.

Bob Burrell Forms Publishers' Rep Firm

HOLLYWOOD—Bob Burrell Associates, a new publishers' rep firm, has been formed here with offices in the Sunset & Vine Tower. The company represents Dave Hubert's Davon in pubs, Hubert's Davon publishes combine. Immediate plans call for the representation of a maximum of four firms, according to Burrell, president of the organization.

Burrell for the past four years has represented BMI on the west coast. Prior to his BMI association, he served as Warner Bros. Records' national singles sales manager. He has also held various positions in sales and A&R with Capitol and Columbia Records.

Presently under consideration for representation are two additional firms including a prominent Nashville house and major standard catalog firm.

MGM Inks Fran Jeffries

NEW YORK—Fran Jeffries has signed a recording contract with MGM Records. She'll record albums as well as pop singles for the label. The singer-actress, who recently concluded an engagement at New York's Copacabana, is now on a cross-country personal appearance tour. Her latest flick, "Sex And The Single Girl," will be released in the near future.

TOP 50 IN R&B LOCATIONS

Cash Box—October 17, 1960

1. MERCY MERCY
   Don Covay (Romecrest 801)
2. LET IT BE ME
   Betty Everett & Jerry Butler (Vee Jay 45)
3. FANNY
   Joe Hinton (Rock Beat 541)
4. RHYTHM
   Major Lance (Okean 7203)
5. YOU MUST BELIEVE ME
   Impressions (ARC Paramount 10651)
6. COUSIN OF MINE
   Sam Cooke (RCA Victor 8426)
7. LOVE
   Supremes (Motown 10564)
8. I'M ON THE OUTSIDE (LOOKING IN)
   Little Anthony & Imperials (Debut 1064)
9. BABY I NEED YOUR LOVING
   Four Tops (Motown 1062)
10. BLESS OUR LOVE
    Gene Chandler (Constellation 190)
11. WHY DON'T YOU MAKE ME BLUE
    Temptations (Gordy 7032)
12. THAT'S WHAT LOVE IS MADE FOR
    Minnie (Tamla 54812)
13. REMEMBER (WALKING IN THE SHOES)
    Shango-Lee (Red Bird 10004)
14. I STAND ACCUSED
    Jerry Butler (Vee Jay 396)
15. LUMBERJACK
    Brock Benton (Mercury 72333)
16. YOU'LL NEVER GET TO HEAVEN
    Dianne Warwick (Scepter 1302)
17. OUT OF SIGHT
    James Brown (Snooch 1919)
18. I HAD A TALK WITH MY MAN
    Motley Collar (Chess 1907)
19. SMACK DAB IN THE MIDDLE
    A & Be, et al (ABC Paramount 1045)
20. DANCING IN THE STREET
    Keely & Friends (Atlantic 7031)
21. I GOT SUNDAY IN MY SHOES
    Little Anthony & Imperials (Debut 1079)
22. BABY DON'T DO IT
    Marvin Gaye (Tamla 54101)
23. SELFISH ONE
    Jackie Ross (Chess 1903)
24. MY ADDORABLE ONE
    Joe Simon (Vee Jay 409)
25. THAT'S WHERE IT AT
    Sam Cooke (RCA Victor 8426)
26. DEATH OF ANGEL
    Kingman (Rud 154)
27. GIVE ME BACK MY HEART
    Jackie Wilson (Brunswick 33269)
28. AIN'T DOING TOO BAD
    Baby Bland (Duke 381)
29. STEAL AWAY
    Jimmy Hughes (Fame 4601)
30. LEADER OF THE PACK
    Shango-Lee's (Red Bird 10-014)
31. LOOK AWAY
    Gommett Minors (United Artists 733)
32. JUMP BACK
    Rufus Thomas (Glee 157)
33. CHAINED AND BOUND
    Ole Wonder (Vee Jay 396)
34. WHERE DID OUR LOVE GO
    Supremes (Motown 10564)
35. RUNNING OUT OF FOOLS
    Aretha Franklin (Columbia 41313)
36. 20-75
    Wille Mitchell (Hi 2075)
37. UNDER THE BOARDWALK
    Drifters (Atlantic 2337)
38. TRY ME
    Jimmy Hughes (Fame 4601)
39. I'VE GOT A THING GOING ON
    Big Moman (Debut 1079)
40. A HOUSE IS NOT A HOME
    Dionne Warwick (Scepter 1302)
41. I CAN'T HELP MYSELF
    Brook Benton (Mercury 72333)
42. I SMELL TROUBLE
    Little Johnny Taylor (Galaxy 733)
43. THE CLOCK
    Johnnie Taylor (Sue 1034)
44. THE CAT
    Jimmy Smith (Verve 10330)
45. BEAUTIFUL BLUES
    B. B. King (Kent 405)
46. EVERYBODY NEEDS SOMEBODY TO LOVE
    Solomon Burke (Atlantic 2301)
47. OH NO NOT MY BABY
    Howlin' Wolf (MGM 1062)
48. SOMETHING YOU GOT
    Ramsey Lewis Trio (Argo 5481)
49. NEEDLE IN A HAYSTACK
    Velvetts (V.F. 25007)
50. THERE'S ALWAYS SOMETHING THERE TO REMIND ME
    Lou Johnson (Flip 612)
51. IT'S ALL OVER
    Bob L. King (Alto 615)

Cash Box—October 17, 1960
upper Bob Koester in Europe to clone label talent and the licensing of Delaware properties. Koester’s also on the way to pick up some new masters of U.S. distribution. Tickets are at the AGVA salute to Jerry Lewis skedded for Dec. 6 at the Hollywood Canteen.

CHICAGO:
RCA-Victor’s Gala (“We’ll Sing In The Sunshine”) Barnett came to town last week. Label’s August schedule arranged a quick p.a. tour for Harry Connick, Lawrence Welk and Tony Gal-ano’s new recording, Lawgical, Baby, off and running with a pair of tunes: “Jitterbug Jive” and “Jumpin’ Jack Caboose”.

HOLLYWOOD:
Peter Ford, 19-year-old son of actor Glenn Ford signed to record for Capitol Records. Ford records his first singles this week with Hank Levine set to arrange and conduct, and Jim Eanes, producer of the Capitol (Phil). The label is a triumph of the Money Hammilton and his wife host at a party held by World Artists Records for Chad and Jeremy. The boys had just arrived from England prior to leaving on a thirty city American tour. Prominent, Art Remon having for a two week Coast tour for the new James Carone LP on Birela Records. Al Cahn, sales manager for Kapp Records making the rounds here and in San Francisco.

EPICTHE ORIGINAL WASHINGTON SQUARE
PLAYS THE MUSIC OF
HENRY MANCINI
BOBBY HACKETT
5-26061

BOBBY HACKETT PLAYS
THE MUSIC OF HENRY MANCINI
5-26078

CLIFF RICHARD
IT’S ALL IN THE GAME
5-26089

BOBBY VINTON
IT’S ALL IN THE GAME
5-26089

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COLUMBIA RECORDS
NO. 1 IN ADULT MUSIC PROGRAMMING

WITH THE ARTISTS THAT CAPTURE THE MOST PLAYS, THE MOST PROFITS!

These do-it-yourself programming kits are now available through your local one-stop or Columbia Records Distributor:

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R. F. D. -7-9020
Johnny Cash  
I Walk the Line - 7-8990
Brothers Four  
More Big Folk Hits - 7-9013
Jerry Vale  
Be My Love -7-8981
Ray Price  
Love Life -7-8989
Ray Conniff  
Speak to Me of Love -7-8950

Percy Faith  
More Themes for Young Lovers -7-8967
Tony Bennett  
When Lights Are Low -7-8975
Andy Williams  
Call Me Irresponsible -7-8971
Andre Previn  
The Third Album -7-8954
### Cash Box Top 100 Albums

**MONOURAL**

**TOP 100 STEREO**

**OCTOBER 17, 1964**

**Pos. Week**

<table>
<thead>
<tr>
<th>Pos.</th>
<th>Album Title</th>
<th>Artist(s)</th>
<th>Label(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>HAD DAY'S NIGHT</td>
<td>The Beatles</td>
<td>Capitol (Capitol Cl 2186)</td>
</tr>
<tr>
<td>2</td>
<td>EVERYBODY LOVES SOMEBODY</td>
<td>Count Basie</td>
<td>United Artists (United Artists UTA 1564)</td>
</tr>
<tr>
<td>3</td>
<td>SOMETHING NEW</td>
<td>The Beatles</td>
<td>Liberty (Liberty LSP 3366)</td>
</tr>
<tr>
<td>4</td>
<td>ALL SUMMER LONG</td>
<td>Bobby Vee</td>
<td>Casablanca (Casablanca CL 2108)</td>
</tr>
<tr>
<td>5</td>
<td>PEOPLE</td>
<td>The Four Tops</td>
<td>Columbia (Columbia CL 1107)</td>
</tr>
<tr>
<td>6</td>
<td>SUGAR LIPS</td>
<td>The Beach Boys</td>
<td>Capitol (Capitol CL 2189)</td>
</tr>
<tr>
<td>7</td>
<td>GETZ/GILBERTO</td>
<td>Stan Getz &amp; Gil Evans</td>
<td>Verve (Verve V 8548)</td>
</tr>
<tr>
<td>8</td>
<td>HELLO DOLLY</td>
<td>The Beatles</td>
<td>Capitol (Capitol CL 2186)</td>
</tr>
<tr>
<td>9</td>
<td>MORE OF ROGERS' GREATEST HITS</td>
<td>Bobby Vee</td>
<td>Capitol (Capitol CL 2108)</td>
</tr>
<tr>
<td>10</td>
<td>YOU MAY AS WELL BE SWING</td>
<td>Tony Bennett &amp; Count Basie</td>
<td>Reprise (Reprise RS 1005)</td>
</tr>
<tr>
<td>11</td>
<td>THE ANIMALS</td>
<td>The Animals</td>
<td>MGM (MGM 4304)</td>
</tr>
<tr>
<td>12</td>
<td>YOU DON'T KNOW HOW GLAD I AM</td>
<td>The Animals</td>
<td>United Artists (United Artists UTA 1564)</td>
</tr>
<tr>
<td>13</td>
<td>BEST OF JIM REEVES</td>
<td>Best of Jim Reeves</td>
<td>Columbia (Columbia CL 2186)</td>
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<tr>
<td>14</td>
<td>MY FAIR LADY</td>
<td>The Animals</td>
<td>MGM (MGM 4304)</td>
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<td>15</td>
<td>PINK PANther</td>
<td>The Animals</td>
<td>MGM (MGM 4304)</td>
</tr>
<tr>
<td>16</td>
<td>WHERE DID OUR LOVE GO</td>
<td>The Animals</td>
<td>United Artists (United Artists UTA 1564)</td>
</tr>
<tr>
<td>17</td>
<td>BARRA STRAISAND/THED LEARNS</td>
<td>The Animals</td>
<td>MGM (MGM 4304)</td>
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<td>18</td>
<td>AMERICAN TOUR WITH DICK CLARK FIVE</td>
<td>The Animals</td>
<td>United Artists (United Artists UTA 1564)</td>
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<tr>
<td>19</td>
<td>THE KINGSMEN VOL. II</td>
<td>The Animals</td>
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<tr>
<td>20</td>
<td>UNSINKABLE MOLLY BROWN</td>
<td>The Animals</td>
<td>MGM (MGM 4304)</td>
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<td>21</td>
<td>LICORICE STICK</td>
<td>The Animals</td>
<td>MGM (MGM 4304)</td>
</tr>
<tr>
<td>22</td>
<td>UNDER THE BOARDWALK</td>
<td>The Animals</td>
<td>MGM (MGM 4304)</td>
</tr>
<tr>
<td>23</td>
<td>SO TENDERLY</td>
<td>The Animals</td>
<td>MGM (MGM 4304)</td>
</tr>
<tr>
<td>24</td>
<td>LAND OF GIANTS</td>
<td>The Animals</td>
<td>MGM (MGM 4304)</td>
</tr>
<tr>
<td>25</td>
<td>ANOTHER SIDE OF BOB DYLAN</td>
<td>Bob Dylan</td>
<td>Columbia (Columbia CL 3993)</td>
</tr>
<tr>
<td>26</td>
<td>KEEP ON PUSHING</td>
<td>The Animals</td>
<td>MGM (MGM 4304)</td>
</tr>
<tr>
<td>27</td>
<td>CHIPMUNKS SING THE BEATLES</td>
<td>The Chipmunks</td>
<td>Liberty (Liberty LSP 3366)</td>
</tr>
<tr>
<td>28</td>
<td>DREAM WITH DEAN</td>
<td>The Chipmunks</td>
<td>Liberty (Liberty LSP 3366)</td>
</tr>
<tr>
<td>29</td>
<td>COTTON CANDY</td>
<td>The Chipmunks</td>
<td>Liberty (Liberty LSP 3366)</td>
</tr>
<tr>
<td>30</td>
<td>LATIN ALBUM</td>
<td>The Chipmunks</td>
<td>Liberty (Liberty LSP 3366)</td>
</tr>
</tbody>
</table>

**Compiled by Cash Box from Leading Retail Outlets**

*Indicates Strong Upward Move*
POP PICKS

FIDDLER ON THE ROOF—Original B'way Cast—RCA Victor LSO 1693
The new Sholom-Alexander-Jerry Bock musical, "Fiddler On The Roof," starring Zero Mostel, opined recently to blanket rave reviews. Victor's crisp, coat version is sure to get the same treatment. A closely integrated musical, the songs and their performances by principals Mostel, Karnavage, Coryn and Mignenes, are pervasive with Yiddish charm and wit, which happily comes through brightly on this recorded version. "Sabbath Prayer," "Sunrise, Sunset," and "Now I Have Everything" are laden with melodic & lyric goodness. "Fiddler" heralds the new season in blockbuster tradition. Heavy sales can be expected to send the set soaring up the charts in short order.

TRINI LOPEZ LIVE AT BASIN STREET EAST—Reprise RSL 1314
Trini Lopez in the past year has become one of the hottest artists in this country as well as in Europe as a result of his runaway best-selling albums and singles on Reprise. This new effort, cut live at Basin Street East has the same exciting impact his West Coast package from P.J.'s had, and the buyers are sure to turn out just as strong for this one. All of the powerful Lopes goodies have been included—such as "La Bamba," "If I Had A Hammer" and "Jezabel." Top 5 status appears guaranteed.

BALLADS, BLUES & BOASTERS—Harry Belafonte—RCA Victor LSP 2953
Harry Belafonte's beguiling folk performances continue on this RCA Victor item. The singer has a long list of best-selling LP's under his belt, to which he can add another notch for this delightful offering. Launched from the program with a poignant item tagged "Toss The Bell Easy," the folkster continues with compelling readings of "Boy," "My Love Is A Dewdrop" and "Four Strong Winds." Watch this one strike paydirt early.

A NEW KIND OF CONNIE—Connie Francis—MGM L 4583
Connie Francis displays a different, new, adult side of her vocal coin on this first-rate set of evergreens and popular items culled from her nightclub act. Marty Paich has created some sparkling, lush arrangements which are aptly suited to the lark's lyrical, wide-range vocal charts. Best listening bets here include "My Man," "The Sweetest Sounds" and "My Kind of Guy." Disk should reach the charts in no time flat.

LIVE IN LAS VEGAS—Sandy Nelson—Imperial LP 2972
Drummer Sandy Nelson, who is currently zooming up with "Teen Beat '62" (included in this set), unleashes his potent instrumental foil on his new Las Vegas swingin' cut live in Las Vegas. Nelson's cookin' brand of hard-rockin' drumming is effectively showcased on "Let There Be Drums," "Johnny H. Goode" and "Live It Up." The package seems destined to skyrocket.

DEEP VELVET—George Shearing—Capitol ST 2143
George Shearing has come up with a series of rich and vibrant mood albums that have enjoyed universal attention. This newest, with wood wind choir, is both sophisticated and sophisticated with superior arrangements provided by the pianist. "Here's That Rainy Day," "Sentimental Journey," "One Love" and "Nightfall" should prove an irresistible lure for Shearing admirers everywhere.

BROOK BENTON—Brook Benton—Mercury SR 60934
Brook Benton's long string of Mercury albums have one thing in common—consistent top quality performances. The consistency continues with this new set spotlighted with a dozen easy-listening items he delivers with feeling and sensitivity. Included is the songstress' current chart-climber, "Lumberjack" along with "Please, Please Make It Easy" and "Learning To Love Again." A sure-fire pleaser for Benton fans.

30 BIG HITS OF THE 60'S—Bobby Vee—Liberty LRP 3385
The past four years have produced some outstanding hits, and Bobby Vee salutes the teen-oriented music of the 60's on this top-notch Liberty LP outing which boasts a medley of thirty familiar recent vintage chart-riders. The vocalist effectively showcases this set from the images of "A Fool Never Learns," "Love Me Do," "I Remember You," etc. On the album, that the artist has cut in quite a while.

GLORIOUS GLORIA LYNN—Everest 5228
Gloria Lynne is in fine form on this top-notch jazz-blues set cut during days with Everest. The lark does not color her performances but tastefully creates a highly-personal style of phrasing and delivery as she delivers "Pass The Night," "I Can't Give You Anything But Love" and "Stormy Monday Blues." A superb listening experience.

ACE CANNON PLAYS THE GREAT SHOW TUNES—SHL 33019
Ace Cannon aims his alto sax at the music of Broadway and Hollywood on this package of familiar screen and show tunes. A flock of best-selling albums has enlarged the ranks of Cannon admirers and this package is sure to find immediate acceptance from the Canyon cohort. "Hello Dolly," "Some Enchanted Evening" and "Moon River" are just a few that effectively lend themselves to his warm alto sax.

THE LIVELY SET—Original Film Cast—Decca DL 78119
James Darren, Joanie Sommers, Wink Martindale, the Surfari have crystallized world with these live-wire tunes from "The Lively Set" penned by Bobby Darin. The composer has effectively captured the teen mood on both the background music and the songs. The singers do them justice throughout. Bright bands here are "The Lively Set," "Look At Me," and "Rose Baracuda." General release of the flick should spark sales for the disk.

LIZA! LIZA!—Liza Minnelli—Capitol ST 2114
Liza Minnelli makes an album debut but on Capitol with this set of chestnuts and recent ballad gems she of the up with a professionalism that belies her years. A lot of big band industry ears are going to perk up when they hear the lade's feelingful and highly stylized renditions of "Mean Time," "It's Just A Matter Of Time," "Maybe This Time," "Don't Ever Leave Me" and eight others equally potent. A fine new talent—this debut LP should soar in sales.

FATHER I STRETCH MY HAND TO THEE—The Original Five Blind Boys—Peacock 113
The Five Blind Boys, a noted gospel group of long-standing, augment their catalog of power packed gospel albums on Peacock. The set which includes "Amazing Grace," "Clickscales, Big Henry Johnson, Lloyd Willis and Zoby Minnelli, which lists items in the finest gospel tradition. Best here are the title tune, "Something To Just About," and "Where There's A Will."
M.O.A. Convention - 1964

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ALMA COGAN
AA-4

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ALBUM REVIEWS

POP BEST BETS

SOFT AND GENTLE—Buddy Greco—Epix BN 26032
Buddy Greco dishes up a lot of masterful vocalizing on this album, with melodies of ballad evergreens and romancers. The chanter's natural warmth and feelingful deftness stand out here as he effortlessly works his way through "What Kind Of Fool Am I," "Gigi," and "My Funny Valentine." One of his most captivating LPs to date. Brisk sales should be forthcoming.

THE LIVIN' END—Barbara McNair—Warner Bros. 1570
Barbara McNair's a songstress that wallop's a tune in the best tradition of the Dinah Washington tradition, but with a style all her own. On this new album romp from Warner Bros. the lark dishes up a variety of moods as she potently delivers such gems as "I've Got Your Number," "I Feel A Song Comin' On," "Things Mean A Lot?"—soft, easy, or big and bold she sings with telling effect. Eye this one for easy acceptance.

BURKE'S LAW—Original Soundtrack—Liberty LRP 1371
"Burke's Law" ranks as one of television's most successful crime shows as it goes into its second season, still high in the ratings. This fine Liberty disk offers a collection of instrumental themes utilized on the Gene Barry starrer. The moody music runs the range from funky jazz to contemporary background, music highlights include "Meetin' At P.J.'s," "Blues For A Dead Chick" and "Tuesday's Tune." Enjoyable listening throughout.

THE VERY BEST OF THE RAY CHARLES SINGERS—MGM E457
Here's a pleasant, easy-going set of warm chestnuts essayed with verve and polish by the Ray Charles Singers during their days with MGM. The large group's distinctive brand of harmony and counterpoint carries them in good stead on such vintage renditions as "Lazy River," "September In The Rain," and "Mountain Greenery." Flatter spinners should find plenty of programmable material here.

BUBBLES . . . JOHN W. THAT IS—Vee Jay 1109
Vet entertainer John W. Bubbles (he's been in show biz for half a century) demonstrates that still has his distinctive rip and personal brand of warm-hearted singing on this nostalgic set of stardusts from Vee Jay. While backed with a chorus and a large, full orchestra, the chanter shines on "When You Wish Upon A Star," "I Won't Dance," and "Somebody Love Me." Interesting change-of-pace programming fare.

ANTONIO AND THE BALLETES DE MADRID—London International TW 9124
For those who like the warm-hearted sounds of traditional Spanish music this authentic set from London Int'l makes Antonio and the Balletes de Madrid should be just the ticket. The members of the ballet go through their intricate passages while the clicking heels of Antonio can be distinctly heard in the background. Highlights of the package include "La Taberna Del Toro," "La Taberna Del Toro," and "Martinita." A standout achievement.

MY FAIR LADY—Saturday Matinee Chorus & Orchestra—Golden LP 172
The entire family should dig this fine budget-priced Golden budget LP which showcases the SATURDAY MATINEE CHORUS AND ORCHESTRA reading a bevy of popular duets from "My Fair Lady." Although the price is moderate, the performances are as professional. Outstanding tracks include "Wouldn't It Be Loverly?" "The Rain In Spain," and "I've Grown Accustomed To Her Face." Hours of listening pleasure to be had here.

JAZZ PICKS

OSCAR PETERSON PLAYS MY FAIR LADY—Verve V 5341
It's only natural that there would be renewed interest in "My Fair Lady" as the date of its 25th Broadway premiere draws nearer. Oscar Peterson jumps at the rapidly-expanding bandwagon with this delightful Verve offering of familiar tunes from the Lerner-Loewe classic. The pianist's distinctive light-fingered touch is fine evidenced on some impressive versions of "The Grown Accustomed To Her Face," "I Could Have Danced All Night," and "The Rain In Spain." Epic set forCapital acceptance.

ANNIVERSARY ALBUM—Various Artists—Blue Note PK 7333
The Blue Note label celebrates its twenty-fifth anniversary with this top-notch jazz page featuring such jazz greats as Art Blakey, Clifford Brown, Tadd Dameron, Miles Davis, Milt Jackson, Thelonious Monk, Bill Powell, Horace Silver, etc. The extremely varied musical bill-of-fare here runs the wide price from avant-garde improvisations to conservative midstream progression. Jazzophiles should reach for the set.

PRELUDE—Brother Jack McDuff—Prestige PK 7335
A jazz organist Jack McDuff has some more issues in the same vein as his distinctly keyboard-styling but this new big band Berry Gibson-arranged-conducted-set ranks as the best effort to date. McDuff swings up a mighty storm as he turns in silky, soulful renditions of "A Kettle Of Fish," "Mood To Go," and "Uncle Will." Loads of sales potential here.

MY FAIR LADY—Shelly Manne—Capitol 2173
Shelly Manne's jazz version of "My Fair Lady" is not the first to be issued in recent weeks as it is similarly fresh in its approach. With vocals by Jack Sheldon and Irene Kral and arrangements by Johnny Williams, the drummer and his big band offer smooth and ultra-modern treatments of "The Rain In Spain," "Ascot Gavotte," "Shes 30," "I've Grown Accustomed To Her Face." Set's a natural for the serious jazzophile.

JAZZ BEST BET

SWETS FOR THE SWEET—"Sweets" Edison—Sue LP 1036
Harry "Sweets" Edison, a vet trumpet hand, is of the old Bieke band, and a frequent sideman for the Sinatra-Riddle dates, makes his solo debut in Sue with this so-so-sounding set of golden standards and a pair of originals. The trumpeter takes things forward midscale but is here to come up with some top-drawer listener enjoyment. A mood-setting package, Edison surveys "What Is There To Say?" "Call Me Irresistible," and "Willow Weep For Me." First-rate programming fare, the set has both pop and jazz appeal.

CLASSICAL PICKS

VERDI: Requiem—Elisabeth Schwarzkopf, Carlo Maria Giulini conducting the Philharmonia Orchestra & Chorus—London 6 1075
Here's a superb recording of Verdi's famous "Requiem" spotlighting the singing talents of such grand stars as Elisabeth Schwarzkopf, Christa Ludwig, Nicolai Gedda and Nicola Zanicchi. While Carlo Maria Giulini, conductor of the large Philharmonia Orchestra, the artists go through their intricate vocal parts with taste and feeling of this golden two-disc set, which comes complete with descriptive text and, should do a land-office seasonal business.

BEETHOVEN: Symphony No. 1 & 2—Pittsburgh Symphony—Steinberg—DG 19124
The first two symphonies of Beethoven are the foundation on which the Pittsburgh Symphony with resident conductor William Steinberg at the baton, has built its contemporary dynamic stereo 35 reproductions. These new shadings of brilliancy and articulation are executed by the orchestra. The two works, reminiscent of both early Haydn and masterful examples of the composer's own feeling for symphonic development. A splendidly classical recording that merits special attention.

Cash Box—October 17, 1969
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BEACH BOYS SET FOR EUROPEAN TOUR

HOLLYWOOD — The Beach Boys, currently burning up the Top 100 with their Capitol outing of "When I Grow Up To Be A Man," are out to extend their influence—and music—across the ocean. On Nov. 1, the quartet will land in London for the beginning of an extensive 30-day promotion tour through eight European countries.

The trek, which includes radio, TV and concert appearances, is the first for the Beach Boys on the continent. Earlier this year, the artists toured Australia where they were met by standing-room-crowds at almost every performance.

The crew spent their first week in England and will appear on eight different radio and television shows in the U.K. From there, they travel to France, Germany, Holland, Italy, Sweden and Denmark.

Nee Joy Distributes Canadian Click On Tolly

HOLLYWOOD — Veedaj Records, whose Interplan label is rapidly climbing the charts with the English import, "Have I The Right?" by the Honeycombs, has picked up the rights to handle another foreign hit: "Time This," it's Terry Black's Canadian winner, "Unless You Care.

The deal was made with Dumbi Productions, headed by Lou Adler in partnership with Cossette and Roberts, who produced the single, and have Black under exclusive contract.

The "Unless You Care" plotter by the 15-year-old Canadian youngster is being released in the U.S. on the company's Tolly label, to give further important impetus to Tolly's rapidly-increasing competitive position with the parent company, according to Steve Clark, who directs the Tolly operation.

Black, described as the "Canadians Elvis Presley," has had several hits in his native country, prior to his current success "Unless You Care.

THE CREAM OF THE HI-FI CROP

NEW YORK—The High Fidelity Institute's 1964 Performing Arts awards were recently presented to Boston Pops maestro Arthur Fiedler, Mary Peter, Paul and Mary, Tony Bennett and jazzman Gerry Mulligan. The broadcast-minded gentleman in the middle is WINS-New York deejay William Reilly, who presented the awards.
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NARAS-UCLA Workshop Opens To Overflow Class

HOLLYWOOD — "Workshop In The Recording Industry," an accredited university course co-sponsored by the National Academy of Recording Arts & Sciences (NARAS) and UCLA, opened recently to an over-capacity crowd at the university's Westwood campus. An audience composed mainly of professionals heard addresses by Mike Maltland, president of Warner Bros. on "The Economic, Social & Cultural Influences of Recordings,"

Friedman told of the vast economic growth in the recording business since the advent of the LP in 1961 and gave statistics on record outlets, types of releases, number of manufacturers and related industries.

He stated that in 1966 alone an average LP is expected to deliver consumer sales of over $650 million more, and by 1970 the record business is expected to peak and surpass a billion dollars a year.

Neely Pumlb described the two general markets reached by the singer and the album, stating the lowering of the age level to almost 11 of all buyers would have happened without the Beatles. The album buyer has been an older group but has again the age level is lowering with increase in sales of albums that are "spawned" from hit singles. Pumib pointed out the influence of the recording industry on related industries such as radio, television and motion pictures, and stated that records on social patterns is further evidence by the interest in韦特 industry and buttressing that has been generated by these albums.

Mike Maltland showed the charts how to set up the business and financial affairs of a record company, citing a hypothetical company, Maltland showed with case charts the involvement in recording and distributing one album. Questions from the floor were answered by class coordinator Paul Tanney of the UCLA faculty.

Capitol Adds Another R&B Group To Roster

HOLLYWOOD — The Mad Lads, an r&b-oriented vocal group, has signed an exclusive Capitol Records recording contract, it was announced last week by Joyce Gilmore, the label's A&R vice-president.

In making the announcement, Gilmore said that Capitol would release the quintet's first single, "Dont Be At The Party," b/w "I'll Survive." Oct. 12.

"The signing of the Mad Lad's Gilmore said, is in line with the company's plan to build the best r&b roster in the record business."

Studious Pair

For The Times London correspondent, "A Whole New World" is currently storming charts.

Cash Box — October 17,
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www.americanradiohistory.com
NEW YORK—Robert Shaw (left), conductor of the charale which bears his name, recently flew from Cleve-
dale, Ohio, to New York to accept a gold award from RCA Victor.

The award, certified by the RIAA, was presented for the con-
ductor's "Christmas Hymns And Carols" Volume 1 album, which has considerably passed the $1,000,000

sales mark required for certification.

Shaw was guest of honor at a banquet in the label's cocktail din-
ing room at which Roger Hall (right), manager of Red Sea A&R, made a presentation before other Victor ex-

ecutives.

The LP is one of Victor's five all-

red Seal best-sellers.

This month, Shaw's charale has two new

albums concerned with the Christmas season. The first of these,

an LP of works by Benjamin Britten which includes "A Ceremony Of Carols," is scheduled for December 1.

Twinkle and Romance Concerto" by Andre Kostelanetz

and Irvin Denson, also produced.

Rivers Sets 1st

US-Wide P.A. Trek

HOLLYWOOD—Johnny Rivers, Im-

perial's hot-shot and currently hea-

tselling at the Whisky a GoGo in

Hollywood, will make his first cross
country tour this Christmas. The tour begins in San Diego Oct. 7 and ending in New York Nov. 12.

Rivers has tacked the tour "The Memphis Special" and he has inked three hit recording groups to join the bill: The Ventures, Ronny and the Daytonas and the hi-de-ho group from England, Chad and Jeremy.

Rivers' package will play San

Diego, Phoenix, Albuquerque, Green-

bay, Wisconsin, Rockford, Illinois;

Davenport, Iowa; Des Moines, Iowa;

Cincinnati, Ohio; Chicago, Detroit, New

York, as well as three new.

Orchestra engagements October 27 and 28 at the Louisiana State Fair in Shreveport.

Jazz Book-Record

Project Completed

HOLLYWOOD—Irving Mills, presi-

dent of the American Academy of

Music, has announced that written
texts and recordings of "The World

Of Modern Jazz" have been com-

pleted. The work serves as a basic

guide for jazz for the student, teacher or devotee of contemporary music.

Both the texts and the recordings

were produced under the supervision of Leonard Feather.

The written part of "The World

Of Modern Jazz" describes the vari-

ous music styles from the swing era
to the present with documented record-

ings used to illustrate them. Sessions recorded by Feather included a big band date, a small swing group, a

West coast group, a modern combo, a contemporary model and free-form group and a Third Stream effort.

Texts and recordings for "The

World Of Traditional Jazz" were com-

pleted last year and will be issued jointly with the modern project.

New Appointments At DGG

NEW YORK—Jerry Schoenbaum,

general manager of the distribution

division of MGM Records, has appointed Sydney Love national sales manager for Deutsche Grammophon Record and Martin Spiller the label's west sales and operations manager for MGM distributions Deutsche Grammophon in the U.S. and Canada.

Love replaces Carl Post, who has resigned. A veteran in the field, Love has been associated with Poly-

ways, Everest, London and Columbia in merchandising and sales capacities.

Spiller's record experiences were gained with London, Germany, Discount Records in Chicago. He re-

places Harry Look.

Columbia Bows 8 Stereo

& 33¿/4 I.P.S. Tapes

NEW YORK—Columbia Records has

announced the release of Harold

Divan and Who's Afraid Of Virgin

Wood? on 8-inch stereo (33¿/4)

and 33¿/4-inch I.P.S. tape along with eight new four

Shindler TVR in San Diego.

This is the first time the label has ever issued original cast productions on the 1/2-inch tape at the same price as the LP counterparts.

The LP release on the stereo tape is the soundtrack recording of "My Fair Lady" featuring "The Christmas Festival" by Eugene Or

and the Philharmonia ORCHE., "MAH}

8 Symphony No 2" by Leonard Ber

stein & N.Y. Philharmonic, "Veni

Veni vine to Edward and "Great Songs Of Love & Inspiration" by Richard Tucker, "Washington Romantic Concertos" by Andre Kle

en and "Tallulah's Tabernacle Choir At The World Fair" and "Invisible Tears" by El

Coun.

B. J. Kramer, Garry &

Pacemakers Set U.S. Tour

NEW YORK—Gerry and the Per

fect Americans and the Pacemakers will arrive in the U.S. the 18th and 19th of this month to begin tours that will take them to dozen cities for personal appearances and the following dates: Oct. 18 & 21 in Chicago; Nov. 22, Oakland (3), Vancouver, B.C., (25), Calgary, Alberta (20), Edmonton, Alberta (20), Chicago, Illinois (20), Toronto (Nov. 1), Buffalo (2), and Ottawa (3).

Premier Adds Cerasia

NEW YORK—Charles Cerasia

has been appointed sales man

ager of Premier Albums, Inc., in

charge of the company's national

distribution efforts. The new posi-

tion was announced last week by Philip N. van Americk, president.

The new executive, a veteran of the indus-

ty, was vice president of Allied

Record Manufacturing for six years

and was a sales vice president for

Dismakers, Inc. in Philadelphia.

New position will require Cerasia

to work closely with Premier's

sales director, Leo Kowalski, and

the firm's custom operations

clides new equipment to produce

800 units a day of 12, 10 and 7"

disks. Premier also produces 45-

rpm records for the General

Twinkle and Directional Sound in addition to creating a new line of stereo cassettes,

stereo headphones and music

merchandise.

Columbia Releases First

Sealed Doris Day Yule Album

NEW YORK—Columbia Records

released the first Christmas album to be cut by Doris Day. The disc was recorded in her Los Angeles homes by several of the finest studio musicians, conducted by producer

Stanley Donen.

Titled "The Doris Day Christmas Album," it is the twentieth to record a full-throated career with the discstress. The disc will contain a variety of non-

Yuletide chestnuts, boasts accompaniments by Pete King, Frank Capp and Dickie. 

Cash Box—October 17, 1965
AN FRANCISCO—Reprise's Trini Lopez is pictured receiving a warm welcome in the Mexican fiesta tradition on his triumphant return from a mile European tour. The city played out to the best-selling chanter with series of festivities that included an import greeting, motor cavalcade, and leg-to-the-city presentation by Mayor John F. Shelley.

Hamburg Nitery

more Record Label

NEW YORK—Hamburg's Star Club, is nitery where the Beatles first appeared on stage, has entered the record business. Manfred Weisssler, owner of the night club, and publisher-producer Hans K. Beerlin, chief editon Montanah pubery in finish, have entered jointly into the venture. The new label will be called Star Records.

There are presently about twenty affiliated Star Clubs all over Germany and Austria. Plans are in the fly for new clubs to be opened in a city within the next few months. The first records on the label will be released sometime this month and help will handle distribution in the german-speaking territory. In addition, Star Club will release Ray Manes and Pats Domino on the German market.

he Animals Are Hot
In Cross-Country P.A. Tour

NEW YORK—The Animals, whose QM hit single, "House Of The Risin Sun," held the number one spot for three weeks and who are currently riding on the Top 100 with "I'm Crying," are picking powerful grosses as they trek across the country on their personal appearance tour. Gaining momentum at the start of the tour in Norfolk, Va, on Sept. 29, they have hit the jackpot at the Cow Palace in San Francisco on Oct. 3 with a $10,000 gross. 13,000 people, mostly teenagers, stormed the Cow Palace floor and heard the group out of Albany, Buffalo, Cleveland, and Chicago remaining on the personal appearance tour. The Animals complete their cross-country trek on the Oct. 18 Ed Sullivan CBS-TV show.

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HOLLYWOOD—Columbia recording artist Robert Horton (seated) recently attended the famed Brown Derby here with Bill Gallagher, the label's marketing vice president and L.A. promo manager Bob Moore. Columbia recently released the Defiant's debut LP, "The Very Thought Of You."

Liberty Rushes DeShannon, Burnette LP's

HOLLYWOOD—Liberty Records is rushing two new albums into release immediately, according to Lee Mendell, album sales director for the label. The new sets are "The Johnny Burnette Story" and "Breakin' It Up On The Beatles Tour" by Jackie DeShannon.

The aforementioned LP is a memorial package to the late singer and includes twelve of his greatest tunes. The latter, highlights the tunes he used on her recent tour with the Beatles. Special terms on the new sets are available to dealers from Liberty distributors.

Colpix Inks David Jones

NEW YORK—Colpix Records has signed David Jones to an exclusive long-term contract. Jones, who was nominated for a Tony Award for his winning portrayal of the Artful Dodger in "Oliver" in 1963, was in the London production of the play, joining the cast in May, 1962. He was selected by David Merrick to replace the role in the American production six months later.

Jones has appeared on several network TV programs including "The Ed Sullivan Show," "The Tonight Show" and "Celebrity Talent Scouts." Prior to joining the cast of "Oliver," Jones had acquired a reputation as a talented radio performer. His role in one play, "This Happy Land," was the longest part ever written for a teenager.

His radio work led to many video appearances on such noted British programs as the popular series, "Coronation Street." He also appeared in many stage productions throughout England, earning feature billing at Michael in the touring stage company of "Peter Pan."

Jones has been scheduled to appear in future television series for Screen Gems and to make feature films for Columbia Pictures. In addition, strong promotion from Colpix orders, Jones will also receive a major build-up from Columbia Pictures and Screen Gems.

Tamla-Motown Inks The Headliners

DETROIT—The Headliners, a vaudeville act and vocal-instrumental group, has been signed to a long-term pact with Tamla-Motown Records. The group, consisting of Larry, John, Ray, Clay, Lonnie and Bobbie Lewis, will have a first recording session in the near future which will be A&R'd by William Stevenson.

Harry Ates, vice president of the company, stated that the Headliners have top potential as a disk act.

Cash Box—October 17, 1964
HOLLYWOOD—Pat Pipolo, newly appointed national manager for Vee Jay Records, is pictured above going over plans for the sales and production of the new John Bubbles album with the label's president, Randy Wood.

Dimension Signs
Pete Cooke

NEW YORK—Dimension Records has hired Pete Cooke to an exclusive recording contract. The charter, in addition to appearing in night clubs with his own group, Pete Cooke and his Baby Dolls, is also a composer.

Before entering the pop music field, Cooke was a member of a gospel quartet, the Mighty Four Gospel Singers. He was also featured with his family's church, the Cooke Family Singers.

The artist's first Dimension recording will couple "Little Darlin'" with "I Won't Cry," Cooke is co-writer of both songs. The deck will be released later this month.

Scandore & Shayne Expand

NEW YORK—The personal management firm of Scandore and Shayne have opened a Hollywood branch of their firm to be headed by Joe Scandore and Sheldon Berger as assistant. The new offices will be located at 915 North Kings Road in Los Angeles.

The main office in New York will continue to be headed by Mel Shayne and Kay Greenspan as office manager. A former production manager, Lusenberg, has been added to the staff.

Audio-Fidelity-Debs Fashions
Share Window At Liberty

NEW YORK—Audio Fidelity Records has arranged a team with leading dress manufacturers to promote the "Jet Set Discodrome" albums, a set of four recently released. To further this plan, the disks, AF and Debs fashions are sharing one window of Liberty Music Store at 50th and Madison Avenue here.

Each cover of the 4-LP set shows fashionable and fashionable clothes for dressing the many new dances included in the albums. Artists on the albums include Jo Basile, Lionel Hampton and various rock and roll groups.

The window promotion was conceived by Norman Promotions, a Gotham promo PR firm.

KRLA Sets Picket Show

LOS ANGELES—Bobby Pickett, whose "Monster Mash" disb was #1 on the charts and #1 signed by program manager John Baretto to star in a "Monster Mash" show on KRLA (990) every Saturday night from 9 to 12 AM. The title, "The Bobby Picket Show" besides spinning disks Picket will visit with his Ghoul friends.

Numerous have been started to publicize the show on the top 40 through the country. Bobby Pickett is producing under his Em- peror Productions banner.

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RPI: A News Answer For The Non-Network Hour

NEW YORK—In today's ultra-competitive radio business, the news station has a tough road to hoe. The plea is, of course, to keep listeners tuned in without distracting them from advertising which garners the station manager's primary goal. Although an independent operation might conceivably have the strongest music format around the market, it is extremely difficult maintaining an audience during news segments. The network affiliates obviously have a tremendous advantage. By merely flipping a switch they can broadcast hot stories from outposts all over the globe where news is breaking via their web's huge team of correspondents. The indie outlet must make do, at best, with rehealed wire service stories.

One solution to this dilemma for the non-network is Radio Press International, a voice news agency of the Strauss Broadcast Group. Direct audio links bring RPI news to subscribers 24 hours a day. Regular transmissions are scheduled for the prime news hours. And RPI's special bulletin system alerts stations to fast-breaking news stories which are fed over the open line at other than the regular transmission times. Pre-scheduled news events (i.e. space shots, Presidential news conferences, major addresses) are provided on a direct basis in both sound and in ex-citement form. The agency also produces an outstanding array of feeding programs suitable for daily and weekly programming. These features vary in length from 3½ to 30 minutes to supplement hard news coverage with informative programming suitable to the listener's interest, from finance to sports and current politics to radio programming.

Radio Press International's control center in Gotham was designed to handle the requirements of receiving and disseminating audio news. Special designed equipment, engineered to meet the range and quality standards of symphonic recording, sends all subscribers of high-quality news transmission. Thousands of miles of audio lines maintain these standards from coast to coast. RPI guarantees this same quality control over all reports transmitted by its central broadcast facilities, whether from within the U.S. or abroad. The international reports are received over high-fidelity broadcast circuits, and short wave is used only when broadcast facilities are not available.

RPI audio reports and feature programs cover the entire news spectrum, and the agency's material is suited to any format. RPI's newsmen carefully edit and time all RPI material for easy handling. Regular reports are designed to be aired as either part of a newscast or as special reports during normal programming. On-the-scene reports and the intimate voices of the people who live the news add dimension and depth to a station's national and international news coverage, and lend stature and credibility to the local news effort.

As a significant profit value to subscribers, RPI's service is available only to one outlet in each market. In addition, the agency's management and sales staff regularly make themselves available to assist stations with sales presentations to advertising agents and clients.

Boasting a network strength of 180 stations throughout the U.S., Canada, Australia, Asia and Africa, RPI has such exotic stations as CFOX, Quebec, ATWR-Dundee, WLB-LBC-Mon- rovia, etc.

First Capitol Single For Cannonball Adderley

HOLLYWOOD—Cannonball Adderley has recorded his first single, "Goodbye Charlie," for Capital records. It's also his debut single's first attempt at a film title tune—the new Dehue Reynolds-Tony Curtis film, "Written by Andre Previn and his wife Dory Langdon, the tune will be played on the United Artists-Aiden: TV:er. The flip side of the single is a composition by Cannonball's broth- er Nat tagged, "Little Boy With The Sad Eyes."
**Epic Bows Four Oct. Albums**

NEW YORK—Epic Records’ four-album Oct. release is highlighted by a new Bobby Vinton Christmas LP tagged, “A Very Merry Christmas.”

The balance of the release includes “The Real Jamaican Skin” by various Jamaican artists, “International Or- gan Soloist” by Eddie Layton, and “Softly” by Luis Bonfa.

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**Mainstream Kicks Off New Fall Releases**

NEW YORK — Mainstream Records kicked off its new fall product release at a meeting at the American Hotel with 100% attendance by its distributors. After the unveiling, label prez Bob Shad, sales director Phil Picone and promo manager Juggie Gayles took off on a cross-country promo trek on behalf of the new product.


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**Maryknoll Fathers Launch Radio Program**

NEW YORK—A 15-minute selection of Christmas folk music from Africa and Latin America is being offered at no cost to U.S. radio stations.

The program, “Many Lands, Many Mood,” features the Maryknollers, a group of singing missionaries who have been heard over the major net- works and on numerous local pro- grams throughout the nation.

Four hundred outlets will soon be receiving a letter and card offering the free program. Those not con- tacted can still receive it by writing and requesting it.

---

**Atlantic-Atco Bows 5 New LP’s, Sales Program**

NEW YORK—Atlantic & Atco have announced a new LP sales program which simplifies the discount struc- ture by designating specific dealer costs for each series of albums.

Announced by director of album sales, Len Sachs, the new program puts a $2.10, $2.95 and $3.15 price tag on $2.95, $4.95 and $5.95 albums re- spectively. The new prices are effec- tive immediately and apply to all new releases and catalog products.

The new releases are “Saturday Night At The Uptown” by various artists, “Nirvana” by Herbie Mann and the Bill Evans Trio, “Phillie Joe Jones & Elvis Jones Together,” and “The Two Sides Of Jack Wilson.”

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**Adams Distrib Acquires Motown**

NEW YORK—Barney Ales, executive vice president of Tamla-Motown Re- cords, has announced the appointment of Adam Distributors as the exclu- sive distrib for Motown Records. Adam took on the Tamla line several months ago with this appointment now handles the entire Tamla-Motown line.

In town last week to effect the transfer were Ales and Mel DeKroob, pro- director for the Detroit-based label.

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**Another Key Inking**

NASHVILLE — Key Talent’s Jimmy Key recently signed Ralph Emery as an exclusive management contract. Ralph, who for the past 7 years has been the all-night man on WSM’s "Opry Star Spotlight," has left the position to devote full time to being an artist. Currently out with a Mer- cury single, "I Cry At Ballgame," Ralph expects to cut a new single on LP session shortly. 16th Ave. South ‘Music Row’ pic Key deposits con- tracts in the mail for Ralph’s first bookings under Key Talent as Ralph looks on approvingly. Already in the Key stable are Jimmy Newman, Don Dudley, Billy Walker, Linda Manning, David Price, Buddy Meredith, George Kent, Lattie Moore and Bobby Dykes.
African Govt. Bans Negro P’s By Horne, Weston

By YORK—In a recent action by government-controlled board of Union of South Africa, it has banned two albums by U. S. artist, pianist-composer Randy Weston, "Gumbo Africans" on the Roulette and Lena Horne's 20th Century-Fox, "Here's Lena Now". The order, following Max Roach's "Freedom and Soul," banned in an earlier African decision. Copies of the album and Horne albums were seized in Cape Town and Johannesburg.

The future, the board said, it examines carefully all records issued from the U. S. featuring Negro performers, particularly any that use "nembo" in the title.

SCAP Plans Ceremony For Suicide Of Music Stamp

LANCASTER—In commemoration of the 50th anniversary of the American Society of Composers, Authors Publishers (ASCAP) association, Senator Stanley Adams announced issuance by Postmaster General A. A. Gronouski of the American Music Postage Stamp on Oct. 15.

The ceremony in connection with issuance of the stamp will be held at the steps of the General Post Office, 76th and 3rd Avenue and 33rd Street New York City, at 11:45 AM, attended by Postmaster General Joseph W. Nicholson; and Robert K. Martin, Postmaster of Post Office, Manhattan, will officiate. A musical program will be presented by the Post Office Band under the direction of William Zvoncheck, and Metropolitan Opera, William Walker, will sing "Star Spangled Banner." The stamp, designed by the American Artist, Bradbury Thompson, features a horn and lute of Colonial America, and is made press printing in blue, red and black on blue paper.

The ceremony will take place at the Post Office for philatelists and members of the public.

Music On Its Own

(Continued from page 7)

as well as nine new albums including; "Gene-Huileau"—Henry Mancini, "Hello Dolly Polka", Al Sojka and His Orch.; "George Jones' Country and Western Songbook"—George Jones Jones; Jones Boys, "Carnival Of The Americas"—Tito Rodriguez, "Hurt's To Be In Love"—Gene Pitney; "Music To Remember Giant Week Intra; "61 Belly Dancer Favorites"—Abdel Ahmed & Orch.; "Tito Rodriguez Presnta Vitin Aviles"; and "Panie Button," the original sound track from the movie "Pineapple Express" as a score composed and conducted by Georges Garvariets.

The Musician catalog now includes 24 different L.P.'s. Talmadge also introduced his first Music Box package, a two-disc, 45 rpm double-pocket, set, uniquely packaged with a whistle, clicker and bell. The younger uses these toys, as they are called for, on the record. The package sells for 98 cents. And the toys are bubble-wrapped right on the front of the package.

Bill Downer To Coast For "There" Promo

Hollywood—Bill Downer, head of Decca's publishing arm, Northern World and Champion, will fly to Hollywood next week to coordinate the use of his own national promotion on "Almost There," featured in the film, "I'd Rather Be Rich." The tune has been recorded by Andy Williams on Capitol and will be spotlighted on his network TV show on Oct. 15.

KAPP RECORDS makes BIG PROFITS FOR COIN OPERATORS with WINNER'S CIRCLE

All time hits and standards by America's leading artists and special selections from hit albums. Many now available for the first time on 45 RPM singles.

Here's a partial list!

Roger Williams—
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Jack Jones—Lollipops
And Roses

Rod Stewart—It's Been
A Long Long Time
Chad Mitchell Trio—
Lizzie Borden

Do-Re-Mi Kids—
On Top Of Spaghetti
Ruby And The Romantics—
Our Day Will Come

The Searchers—
Love Potion No. 9
Joe Harnell—Fly Me To
The Moon

Jane Morgan—Fascination

Connie Ray—Midnight

In Moscow

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THE TYMES
"HERE SHE COMES"

b/w

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Phone: 213-8464744

Country Time in Hawaii

HONOLULU—Bob Smith, Captain Honolulu of KHVH-TV here, recently 
brought Starday's Johnny Bond and western star Smiley Burnett, 
now Charlie Pratt on TV's "Petticoat Junction," to Hawaii for a series 
of shows for CPO and EMC clubs on the Island of Oahu. Standing (left to 
right) in the above pic, taken at the ESM club at Hickham Field, are Bond, Smith and Burnett.

Grand Ole Opry Anny  
To Honor Deejay

NASHVILLE—The Grand Ole Opry, which will celebrate its 30th birthday 
next month (6-7), will honor a deejay for his contribution to country music 
with more than a dozen prizes and a $600 put up by WSM.  
Judges will make their selection from letters written by listeners who 
give their reasons in 25 words or less why their favorite should be single 
out for the award. The writer of the letter will also be awarded a prize.

More than 3,000 spinners and others 
will be in Nashville for the two-day celebration. The winner will be an 
nounced at WSM's opening breakfast Nov. 6, which officially launches the proceedings.

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IF YOU ARE READING SOMEONE ELSE'S COPY OF CASH BOX WHY NOT MAIL THIS COUPON TODAY?

The first stage show to appear in San Diego's new Convention Hall of the California-Conecous Hotel is the Country Fair, Oct. 23. The single performance will begin at 7:30 P.M. The line-up of country artists ever to appear at a single show here will bring the show will be Ray Price and the Cherokee Cowboys.

Just got a peek at Thurston Moore's 13th Annual C&W Scrapbook. The country field is full of features and bits on artists, in a re 

minder. As a special feature it is also releasing a ·historic...show. 

WILLIAM J. PARKER sees the new Tex

PORTER WAGNER  
HOWARD VOYES  
HANK SHOWN

The Country Round Up

The first stage show to appear in San Diego's new Convention Hall of the Community Conference Hotel is the Country Fair, Oct. 23. The single performance will begin at 7:30 P.M. The line-up of country artists ever to appear at a single show here will bring the show will be Ray Price and the Cherokee Cowboys.

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<tr>
<th>Pos</th>
<th>Last Week</th>
<th>Country Top 50</th>
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<tr>
<td>1</td>
<td></td>
<td>I GUESS I'M CRAZY</td>
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<td>2</td>
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<td>I DON'T CARE</td>
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<td>3</td>
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<td>CHUG-A-LUG</td>
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<td>4</td>
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<td>DON'T BE ANGRY</td>
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<td>DANG ME</td>
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<td>6</td>
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<td>ONCE A DAY</td>
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<td>7</td>
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<td>PLEASE TALK TO MY HEART</td>
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<td>8</td>
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<td>THE RACE IS ON</td>
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<td>9</td>
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<td>THE COWBOY IN THE CONTINENTAL SUIT</td>
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<td>BALLAD OF IRA HAYES</td>
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<td>12</td>
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<td>IN THE MIDDLE OF A MEMORY</td>
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<td>13</td>
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<td>I DON'T LOVE YOU ANYMORE</td>
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<td>HERE COMES MY BABY</td>
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<td>BAD NEWS</td>
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<td>16</td>
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<td>SAM HILL</td>
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<td>17</td>
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<td>MY FRIEND ON THE RIGHT</td>
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<td>18</td>
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<td>FT. WORTH, DALLAS OR HOUSTON</td>
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<td>19</td>
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<td>I'M HANGING UP THE PHONE</td>
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<td>FORBIDDEN STREET</td>
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<td>21</td>
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<td>CHEP ATKINS MAKE A STAR</td>
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<td>22</td>
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<td>TAKE MY RING OFF YOUR FINGER</td>
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<td>23</td>
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<td>I LOVE TO DANCE WITH ANNIE</td>
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<td>24</td>
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<td>WHEN IT'S OVER</td>
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<td>25</td>
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<td>SECOND FIDDLE</td>
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<td>HE CALLED ME BABY</td>
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<td>THE NESTER</td>
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<td>CROSS THE B Brazos AT WACO</td>
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<td>29</td>
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<td>HOW THE OTHER HALF LIVES</td>
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<td>30</td>
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<td>GO CAT GO</td>
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<td>31</td>
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<td>MEMORY #1</td>
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<td>32</td>
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<td>EVERYTHING'S OK ON THE L.B.J.</td>
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<td>33</td>
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<td>LOVE LOOKS GOOD ON YOU</td>
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<td>34</td>
<td></td>
<td>ASK MARIE</td>
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<td>35</td>
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<td>SUE MAE SAN</td>
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<td>36</td>
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<td>I'M GONNA TIE ONE ON TONIGHT</td>
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<td>37</td>
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<td>MOTHER-IN-LAW</td>
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<td>38</td>
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<td>FRENCH SONG</td>
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CASH BOX IS PREPARING AN EXCITING NEW CONCEPT FOR PROMOTING C & W MUSIC. THE ISSUE WILL FEATURE A SALUTE TO W S M'S GRAND OLE OPRY AND THE ANNUAL COUNTRY MUSIC FESTIVAL PLUS NEW FEATURES TO HELP YOU SELL MORE PRODUCT!

Your Cash Box representative will be contacting you soon!

Watch for the Annual C & W Issue November 2, 1964

Advertising deadline: Oct. 28, 1964
THE CASH BOX
BULLSEYE

TIME AND TIME AGAIN (2:10) (Johnny Cash BMI—Cash, Carter)
IT AIN'T ME BARE (3:02) (M. Witzmark & Sons ASCAP—Dylan)

JOHNNY CASH (Columbia 43145)

Johnny Cash, who last time out with a two-sided smash, "Ballad Of Ira Hayes" and "Bad News," is now "Time And Time Again," a rollicking, hard-driving, rhythmic, chorus-backed weeper about a fellow with plenty of romantic woe. The coupler, "It Ain't Me Babe," is heartfelt, Bob Dylan-penned folkish talking-bluesy essayed with poise by Cash.

I THANK MY LUCKY STARS (2:56) (Cedarwood BMI—Walker)
I DON'T CRY NO MORE (1:54) (Pamper BMI—Howard)

EDDY ARNOLD (RCA Victor 8445)

The vet Victor hit-maker should zoom up the charts in no time flat with this power-pack new release. The top side here is "I Thank My Lucky Stars," an easy-going, melodic romance about a guy who is as pinned to the wall as he is to happy find that special gal of his dreams. The undernote, "I Don't Cry No More," is a lively, fast-moving, chorus-backed rocker in which the singer explains how he hides his tears.

PUSHED IN A CORNER (2:08) (Acuff-Rose BMI—Rivers)
GOODER THAN GOOD (2:52) (Fred Rose BMI—O. R. Blackburn)

ERNEST ASHWOOD (Hickory 1261)
The chanter, who scored with his last release of "I Love To Dance With Anna," comes up with a potent follow-up stanza with this first-rate winner's circle comer labeled "Pushed In A Corner." The side is fast-moving, chorus-backed rollicking affair about a somewhat ben-peck fellow. Desjays should really dig it. The flip, "Gooder Than Good," is a tradition-oriented medium-paced hillbilly romancer delivered with loads of sincerity by Ashwood.

ANOTHER WOMAN'S MAN—ANOTHER MAN'S WOMAN (2:16)

(Fame BMI—Pennington, Greene)

HONKY TOWN HAPPY (2:09) (Tree BMI—Putman)

MARGIE SINGLETON & FORAN YOUNG (Mercury 72312)
Margie and Foran have hit the past and this new Mercury outing labeled "Another Woman's Man—Another Man's Woman" gives every indication of developing into a smasheroo. The side is medium-paced, shuffle-type lament about a couple who love each other even though they married to different mates. The flip, "Honky Trolley Happy," is a rollicking, fast-moving, happy-go-lucky abode that a duo seem perfect for each other.

WEARY BLUES FROM WAITIN' (3:15) (Fred Rose BMI—Williamma)
CANDY MAN (2:37) (January BMI—Ross, Neil)

WANDA JACKSON (Capitol 2587)
The vet lack should have no difficulty in making a rapid Top 50 appearance with this promising entry called "Weary Blues From Waitin'". The tune is an extremely slow-moving, shuffling 'heartfelt, chorus-backed yodelin' country-blueser sold with conviction and authority by Wanda. The undernote, "Candy Man," is racuous, high-powered, rhythmic rendition of the pop oldie. Also merits a close look.

ALL FOR THE LOVE OF A LOST GIRL (2:37) (Vogue BMI—Horton)
SO MUCH GOT LOST (2:20) (Moss Rose BMI—D. E. Reeves)

ROY DRUSKY (Mercury 72335)
Drusky can quickly get back in his money-making ways with this ultra-commercial newie tagged "All For The Love Of A Lost Girl." The side is a tender, slow-moving, chorus-backed item about the blues one experiences when a romance ends. The other lid, "So Much Got Lost," is an infectious, medium-paced honky tonkish shufflein' ta��ker in the traditional country vein.

LOST HIGHWAY (2:35) (Fred Rose BMI—Payne)

THE SAME OLD TALE THE CROW TOLD ME TO (2:38)

[Acuff-Rose BMI—Carlisle]

JOHNNY HORTON (Columbia 43114)
The many fans of the late Johnny Horton should come out in droves for this top-dollar hillbilly candidate called "Lost Highway." The tune is a slow-shuffling chorus-backed lament which concerns an unfortunate fellow who didn't develop a true place along the road of life. The "Same Old Tale The Crow Told Me To" is a high-spirited, infectious bluesy ditzy with some interesting rapid-fire chromatic changes.

LUCKY LEE (Decca 31073)

BUT YOU DON'T CARE FOR (2:12) (Commarilla BMI)

LUCKY Lee seems sure to grab all of the spines with this interesting, fast-moving blues-lyric by a newcomer whose romance go in rocks. A real pretty item.

BUT TOO MANY LADIES (2:47) (Ridgeway BMI—Lee)

These side's a pleasant, melodic offering penned by a writer who finally catches-on to his demanding ways.

THE BELL WITCH (2:30) (No-Star BMI—Nelson)
SLOW HARD WAY (2:15) (Al Gallico BMI—Kilgore, Sutton)

MERLE KILGORE (MGM 12277)
Merle Kilgore, who had an MGM noiseaker a short while back with "Wichita Road," can go the whole-distance with this ultra-commercial newie tabbed "The Bell Witch." The rhythm, folk-styled, chorus-backed side boasts an appropriate Halloweenish theme. Eye it. The attracting undernote, "Slow Hard Way," is a lively, fast-moving warm-hearted novelty read with a loads of verve by the songsters.

TRAVELING MAN (2:10) (Garpax & Alasha BMI—Paxton, Mix)
I'M TOO YOUNG TO GROW OLD OVER YOU (2:11)

[Garpax BMI—Paxton, Saines]

DEAN SANFORD (Country Capers 1150)
Dean Sanford, a new personality on the c&w horizon, can rapidly make a national name for himself with this top-driver Country Capers outing called "Traveling Man." The tune is a tender, slow-moving item about a joker who after a guy's best friend made time with his girl while his gal was turned. "I'm Too Young To Grow Old Over You" is an interesting, rhythmic, chorus-backed traditional country romancer. London distrib.

HIGHWAY MAN (2:30) (Deep Cross BMI—Leach)
OKLAHOMA, HOME OF MY HEART (2:25) (Deep Cross BMI-Leaf)

CURTIS LEACH (Fahor 155)
Newcomer Curtis Leach can quickly jump into the national limelights on the basis of this fine self-penned Capers outing tabbed "Highway Man." The tune is a hard-driving, infectious affair about the tribulation of being a modern truck driver. The other lid, "Oklahoma, Home Of My Heart," the chanter dishes-up an appealing medium-paced western-styled romancer with tellingly effective.

Glen Campbell's newest Capitol stand, "Summer Winter, Spring And Fall," looks like a pop-country chart-maker. See Pop Reviews.

SONNY BURNS
United Artists 777)

B+) PENNY LOVE (2:23) Glad BMI—Burns, Stark) Sonny Burns can create a sales stir with this top-flight medium-paced, blue-grass-flavored ta_{erker about a guy who learns the price of a broken ro_ mance the hard way. Plenty of poten_t ture.

B+) LITTLE CAR DRAGGIN' THE SHOES (2:35) (Glad BMI—Burns, B.) This item is about a car even the songsters offer-up a tender, slow-moving chorus-backed tale of remorse.
Way back in January 1963 when non-American artists began to infiltrate the Top 100, Cash Box introduced the now famous Gold and Silver Awards. To date 27 presentations (10 Gold and 17 Silver) have been made. No fewer than 20 of these have been won by artists recording for the EMI organization.

To mark this achievement and to herald the introduction of yet another major international feature, Cash Box is proud to present EMI's winning artists on this, the first regular international front cover which, from this week on, will preface the international section. The artists responsible for EMI's stunning showing are (right top to bottom) the Beatles, the Dave Clark Five, Peter and Gordon, and Billy J. Kramer and the Dakotas. On left are Rolf Harris, Danny Williams, Gerry and the Pacemakers and the Animals.
**Cash Box**

**HOLLANDIA**

Regine Crespin, famous French soprano (Decca artist) visited Amsterdam for rehearsals with the popular radio and television 'Gala des Duiveltjes' (Hollander, Dutch Devil) with Madame Crespin. Madame Crespin, who has been called "the first tiger of the voice," was particularly strong in German music. She sang in Rotterdam and Amsterdam. Crespin is currently recording in Amsterdam with the Concertgebouw Orchestra under Berlin, conducted by the famous French conductor, Claudio Arrau. She will make her first radio broadcast on the Dutch radio station, Radio Oranje.

The concert, which was part of the World Wide Music Festival, was broadcast live from the Concertgebouw. Crespin's performance was praised by the press, with many describing her voice as "fire" and "powerful." Crespin's rendition of the Dutch national anthem, "De Nederlandse Vanger," was particularly well received.

**DENMARK**

Gustav Winckler has cut a new single for Toco, including two local songs, "Lille Du" and "For Dig Var Det Kan Små Strande." He will perform live with Søren and Karusel in Stockholm. The concert will be part of the Scandinavian EMF conference in Stockholm.

**NEWS**

Arne Damgaard of Musik-huset A/S reported to Cash Box that his publishing house has just signed contracts as sub-publishers of "The Flying Dutchman," "The Magic Flute," and "The Magic Flute." They will be producing new editions of these classics. The company has also signed a contract with the Dresden-Selig music publisher to produce new editions of works by Richard Strauss and Wagner. The company will also produce new editions of works by Mahler and Berg.

**ACQUAINT**

"It's All Over Now," "Walk Away," and "Early Years" have been released by the group Acquaint. The band is known for their soulful sound and their ability to connect with their audience. The group has been gaining popularity recently with their performances at local clubs and festivals.

**SWEDEN**

A Scandinavian EMF conference will take place in Stockholm this week. The conference will bring together musicians, publishers, and industry professionals from across the region. The conference will feature keynote speeches, panel discussions, and networking events. The conference will be a great opportunity for attendees to learn about the latest trends in the music industry and connect with others in the field.

**Cash Box—October 17, 1964—International Section**
Sweden's Best Sellers

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<tr>
<th>Last Week's</th>
<th>Week On Chart</th>
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<td>2</td>
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<tr>
<td>3</td>
<td>Tell Laura I Love Her (John Leyton, HVM) Reuter &amp; Reuter AB</td>
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<tr>
<td>4</td>
<td>I Love You Because (Jim Reeves/RCA Victor) Reuter &amp; Reuter AB</td>
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<td>5</td>
<td>It's All Over Now (The Rolling Stones/Decca) Reuter &amp; Reuter AB</td>
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<td>6</td>
<td>Have I The Right (The Honeycombs/Pye)</td>
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<td>7</td>
<td>Mule Skinner Blues (The Streakers/Columbia) Southern Pacific AB</td>
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<td>8</td>
<td>Jag Maste Ge Mej Av (Get Travel On) (Towa Carson/RCA Victor) Multitone A/S</td>
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<td>9</td>
<td>All My Love (The Rolling Stones/Decca) Reuter &amp; Reuter AB</td>
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<tr>
<td>10</td>
<td>Shakin' All Over (The Swinging Blues Jeans/HVM) Sweden Music/Stig Anderson</td>
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<td>Have The Right (The Beatles/Parlophone) Multitone A/S</td>
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<td>4</td>
<td>On The Beach (Cliff Richard/Columbia) Copenhagen Musi klik AB</td>
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<td>5</td>
<td>Hello Dolly (Louis Armstrong/Kapp) Invudio A/S</td>
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<td>6</td>
<td>It's All Over Now (The Rolling Stones/Decca) Morks Musikforlag AB</td>
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<td>7</td>
<td>Such A Night (Elvis Presley/RCA Victor) Morks Musikforlag AB</td>
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<td>8</td>
<td>Do Wah Diddy Diddy (Manfred Mann/HMV) Belinda (Scandinavia) AB</td>
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<td>9</td>
<td>The House Of The Rising Sun (The Animals/Columbia) Invudio A/S</td>
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<td>10</td>
<td>Ain't She Sweet (The Beatles/Polydor) Bens Music/Stig Anderson</td>
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Norway's Best Sellers

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<td>2</td>
<td>Wouldn't Forget You (Jim Reeves/RCA Victor) Palace Music/Stig Anderson</td>
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<td>3</td>
<td>Have You Have Known Better (The Beatles/Edison) Edition Lychee</td>
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<td>4</td>
<td>I Love You Because (Jim Reeves/RCA Victor) Reuter &amp; Reuter AB</td>
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<td>5</td>
<td>Such A Night (Elvis Presley/RCA Victor) Reuter &amp; Reuter AB</td>
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<td>6</td>
<td>Papa'N TIl Tove-Mette (Rolf Joon Nielsen-Berghström/Anonym) E.M.I. who achieved phenomenal sales</td>
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<td>7</td>
<td>Do Wah Diddy Diddy (Manfred Mann/HMV) Belinda (Scandinavia) AB</td>
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<td>Tupelo Honey (This O'Hare) (Per Myrberg/Metrone) Norsk Musikforlag A/S</td>
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<td>9</td>
<td>Have I The Right (The Honeycombs/Pye)</td>
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<td>10</td>
<td>Store Foster (The Dizzy Tunes/Troll)</td>
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Holland's Best Sellers

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<td>2</td>
<td>A Hard Day's Night (The Beatles/Parlophone) (Leeds Holland basar/Amsterdam)</td>
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<td>3</td>
<td>I'd Rather Believe In You (The Rolling Stones/Decca) (Leeds Holland basar/Amsterdam)</td>
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<td>4</td>
<td>Have You Have Known Better (The Beatles/Parlophone) (Basart/Amsterdam)</td>
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<td>Do Wah Diddy Diddy (Manfred Mann/HMV) (Belinda/Amsterdam)</td>
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<td>Have I The Right (Honeycombs/Pye) (Basart/Amsterdam)</td>
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<td>Liebedammer, Lohnt sich nicht (Siv Malmkvist/Metrone) (Anagnon/Heemstede)</td>
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<td>8</td>
<td>On The Beach (Cliff Richard/Columbia) (Basart/Amsterdam)</td>
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<td>9</td>
<td>I Won't Forget You (Jim Reeves/RCA) Altona/Amsterdam</td>
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<td>10</td>
<td>The House Of The Rising Sun (Animals/Columbia) (Basart/Amsterdam)</td>
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<td>11</td>
<td>I Love You Because (Jim Reeves/RCA) Altona/Amsterdam</td>
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Great Britain's Best Sellers

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<td>2</td>
<td>Long Tall Sally (The Beatles/Parlophone)</td>
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<tr>
<td>3</td>
<td>The Rolling Stones—The Rolling Stones (Decca)</td>
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<td>4</td>
<td>Wonderful Life—Cliff Richard (Columbia)</td>
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<td>5</td>
<td>Gentlemen Jim Reeves (RCA)</td>
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<td>6</td>
<td>Please Side—Storytrack (CBS)</td>
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<td>7</td>
<td>Almighty Cousins—Elvis Presley (RCA)</td>
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<td>8</td>
<td>A Touch Of Velvet—Jim Reeves (RCA)</td>
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<td>Dusty—Dusty Springfield (Philips)</td>
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<td>Welcome To My World—Jim Reeves (RCA)</td>
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<td>Peter, Paul &amp; Mary—Peter, Paul &amp; Mary (Warner Bros.)</td>
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For the first time in many months, record companies in Argentina are looking forward to a sales boom for the first time in years. The reason is that two new albums by local artists have taken the market by storm. In fact, sales figures for the past month have shown a dramatic increase in the market and it seems that the rest of 1964 (with December's Christmas boom) will continue this trend. With the Central Bank's approval, this causes delay on all payments, and offsets company advances. This is the reason for the ever-growing royalties paid in time. An action from the Record Producers Chamber has been suggested, as a way to solve this difficulty as soon as possible.

Mario Kaminsky of Microfon is very happy with the promotion received by new artists Jose Antonio, "Pachú" Villar and Emilio Comte, and especially Antonio's first waching, "Veneno" and "Seis Horas". With these Kaminsky hopes to get a part of the booming teen market and extend his company's music side. There are "Sanson", "Rumbo", "Calesita", and "Huertas". which are now being released on a weekly basis. As we have reported before, he'll appear on TV and dance parties, and probably perform also in the city of Mendoza, in the west part of Argentina. Other news from the local scene is that artists Los Santos, who's currently taking part in Reyno Ottolena's famous TV show in Caracas, last stop in Los Santos' tour, are to be Puerto Rico, and afterwards they'll jet to New York.

Argentina’s Best Sellers

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<tr>
<th>Week</th>
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<th>Title</th>
<th>Label</th>
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<td>RCA</td>
<td>17, 65</td>
<td>93</td>
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<td>2</td>
<td>Santander</td>
<td>&quot;Por Favor&quot;</td>
<td>RCA</td>
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<td>RCA</td>
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<td>4</td>
<td>Santander</td>
<td>&quot;Por Favor&quot;</td>
<td>RCA</td>
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<td>5</td>
<td>Santander</td>
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<td>RCA</td>
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<td>&quot;Por Favor&quot;</td>
<td>RCA</td>
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<td>Santander</td>
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<td>RCA</td>
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<td>Santander</td>
<td>&quot;Por Favor&quot;</td>
<td>RCA</td>
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In answer to numerous requests for such a service CASH BOX will run the Top 100 Labels feature in our weekly issues. It has been designed primarily for international readers desiring a concise summary of labels they carry and their representation on the CASH BOX Top 100. Features can also be a handy order for districts, record, dealers and one-stop ordering discs by labels.

SUBSCRIPTION TO CASH BOX

$30 FIRST CLASS—$45 AIR MAIL

In answer to numerous requests for such a service CASH BOX will run the Top 100 Labels feature in our weekly issues. It has been designed primarily for international readers desiring a concise summary of labels they carry and their representation on the CASH BOX Top 100. Features can also be a handy order for districts, record, dealers and one-stop ordering discs by labels.

SUBSCRIPTION TO CASH BOX

$30 FIRST CLASS—$45 AIR MAIL
Wilson Morais, in charge of the PR of Edições Euterpe informs us that he presided over the company's last big event, which was a successful artistic journey to German radio stations. He took advantage of this to curate a new LP, the 7-inch single by singer Marta Freitas, and another round of production and publishing in this country. Name of the song: "Nos Dois Se Sinto Loneliness." He also mentioned that a qualified记者 was given more information from the Fermenta diskery, concerning the release of an old favorite "Again," this time from Frankie Avalon. On the other side it's "Don't Make Fun Of Me." Sue C. Clark informs us from the promo department of Companhia de Records, Banda de Osos, that this week on "The Beatles Are Here," those will be the two top songs. The theme for this week concerns the excitement over the release of Millie Small's "My Boy Lollipop," which is breaking up the chart. Ron Weiler, another exclusive artist, the company hits the market with a smashing success—Jaír Rodrigues, the songwriter from São Paulo, with "Aquarela Do Brasil," heading for the first spot on the charts. Some of the new product to look forward to in Oct. will be another "Hits Of The Bossa Nova." These are but a few of Jorge Ben's "Delicado," coming soon. This information comes to us from Hailton Pedro Ferreira, Coordination Assistant of CBD.

The department of PR and promo of Discos Chanteleer also has some news about the new L.A. rhythm Cubia. During his tour in Paraguay, Venezuela and Bolivia, Nerino Silva learned the "cubia," the new rhythm which is winning in those countries, and adapted it to two local numbers now on waxing in an interesting rhythm. "Adieu, Adieu Corcovado" and "A Sandiula" are already on the radio. Chanteleer's under direction of Francisco Morais and his combo of the same name directed by Mirando.

A new and interesting release of Mamba from the US label Command and produced by Enoch Light, is an LP titled "Ilhas Do Paraíso," by the sax Charles Bungcr. The rhythm has an undeniable international appeal and waxing, due also to its excellent technical quality, is a sure hit. The promo department of Discos Odeon is preparing for a dinner-party in honor of important phonographic personages, for whom the remarkable artist, Henry Mancini, will be the main guest. The US market is a key not only in the US market, but also in the world. In France, Germany, Benelux and Japanese countries, the number of sales continues to rise. "The Bossa'd Are Here," which he requested to be released in the US, now has its US name being printed and the news will soon hit the press. The latest Mancini recording, "Samba Bahia," is written in favor of the moment. Another vocal artist who becomes an idol of the public in his first waxing as an exclusive chanteur, is Gildo Maier, with "777...4000" for the fourth time on the famous "Mamba." The international field, Henrique Castello-Branco has some news: "Honey I'm Do Mate," new song by Jorge Ben, and "Need A Hit," great hit in the US, will soon be released by the company.

Giorgio Muggiana was recently appointed by the company to head the Premium Records sector

Paulinho Nogueira is probably today one of the most representative artists of the new pop Brazilian music wave. An excellent violinist, Paulinho was 'discovered' at that time by the composer and chanteur Jorge Ben/Chanteleer. They have become good friends, and RGE has cut 6 LP's since. He plays and sings mostly his two compositions. His favorite theme is "Smiling," with which he has performed in the number of shops. So far, Paulinho is specializing in writing music for the theater and told us how impressed he is with the way that the music is acquiring a great deal of meaning for him and understanding and accepting the new Brazilian music wave, listening and appreciating when they should. This fact is inciting him and other artists to produce better music and play and sing it, always improving.

Brazil's Best Sellers

This Week in Charts

1. Daciem Le Martinho (Fermata) Rita Pavone/RCA Victor
2. Deixa Isso Pra Lá Jair Rodrigues/Philips
3. Os Batallones (Philips) Bobby Solo/Chanteleer
4. Cin-Cin Richard Anthony/Odeon
5. Separação (Edições RCA) Claudino de Barros/RCA Victor
6. Seratti (Edições RCA) Rita Pavone/RCA Victor
7. Jeramour De Amor (Edições RCA) Jose Lopes/Chanteleer
8. Elodie I'm Sorry (Mundo Musical) Alternat Dutra/Odeom
9. Na Volta (Embi) Viva Las Vegas/RCA Victor
10. Vida (Edições RCA) Rita Pavone/RCA Victor
11. Sertanejo (RCA) Roberta Carlos/CBS
12. Bicho Do Mate (Embi) Jorge Ben/Philips
14. Wonderful Land The Jet Black's/Chanteleer
15. Hay To Do Masterpiece (Philips) César Cominelli/CBS
16. "I'll Be Your Baby Tonight" (RCA) Anni-Friedl/Philips
17. "I Want To Be Your Boyfriend" (Philips) Trini Lopez/CBS
18. "I Want To Be Your Boyfriend" (Philips) Trini Lopez/CBS
19. "I Want To Be Your Boyfriend" (Philips) Trini Lopez/CBS
20. "I Want To Be Your Boyfriend" (Philips) Trini Lopez/CBS

This Week in Charts

1. *Das Kommt Vom Runden, Das Kommt Vom Segeln* (That Comes From The Round, That Comes From The Sailing) 
2. *Somebody's Fool* (British)
3. *Who's Your Girl* (When You Are Alone)
4. *One Eye Is, One Eye Is (A Boy Is, A Boy's Eyes)*
5. *Oh My Sweetheart Rosamrile* (Jürgen Hocht) (CBS)
6. *Keep Smiling* (Drafi Deutsch) (Dávid Németh)
7. *Smiling* (Drafi Deutsch) (Dávid Németh)
8. *Smiling* (Drafi Deutsch) (Dávid Németh)
9. *Smiling* (Drafi Deutsch) (Dávid Németh)
10. *Smiling* (Drafi Deutsch) (Dávid Németh)

**BRAZIL**

**GERMANY**

For the first time in many years, all ten of the top 10 tunes in Germany are German copyrights. The amazing thing about it is the fact that all ten of the singers or groups on the top 10 are also from German language countries. This is the first time that such a complete German domination of the charts has taken place since the 1960s. The Beatles and The Rolling Stones, who are still strong in Germany, and other original groups rock up impressive sales figures. The very good reason for this is that American music in the top 10 charts is the fact that the U.S. publisher in many cases, priced himself right out of the business. The advances and collection deals made in Germany made it an impossibility for the publisher here to make a living from foreign material. Therefore the German musicians, A&R men and arrangers got help to the methods needed to produce the hit sound, it was a simple process to write German material to fit whatever new dance craze or sound came from the U.S. and England. Thus, the German market, with the German over records which have always been a great source of revenue here now don't sell. The kids who like the sound buy the original records.

Of the top 10 tunes, only one, "Keep Smiling" from Drafi Deutsch is a beat number. It's a "German Blue Beat" sound made and produced for this market. Several of the other tunes are uptempo, but the rhythms and sounds used would be considered out of date and boring in other markets of the world. Germany continues to export its singles product to Holland and the Benelux and Scandinavian countries along with Austria and Switzerland, but the rest of the world is not interested in what Germany considers its hit sound today. On the other hand the single "Das Kommt Vom Runden" is a "German Blue Beat" sound made and released in the world today and impossible to ignore so more and more artists are coming here to record in the German language as Germany has long ago proved that foreign artists with slight accents are more than welcome to grace the charts with their numbers.

The smart artists are having their sessions done here by top A&R men and the material is being written by top composers especially for the artists. Sales in the top lists are not bid even today with a slump over the last 18 months in the singles business. For instance, Karibbins House, an indie producer of Manfred Schnellendorf reports that Manfred's number 3 waxing of "Wenn du mal allein bist" passed the 150,000 mark in sales.

The tastes may change here and it is very apparent that the German public is not interested in the pop and rock groups who made more English language records than ever before are selling. This trend could slowly move into the provinces which provide the bulk of sales here and German rock and roll 12 inch records and other 3 records were done in German by Cliff Richard of England, Siw Malmkvist of Sweden and Paul Anka of the U.S.A. It's complicated, but that's how the market looks in Germany today.

Berlin's Paul Siegel producer of the "Big Band Europes" for Teldec has now got release of the new record on London for Italy, U.S.A., Japan and England. Teldec's publisher in publishing was "Open Your Eyes," which was written by Shapiro Bernstein in the states and Paul will produce "Singing Lord Dutch for Metronome here," in German. Teldec reports that it's got hits galore going for the firm from its German production and the U.S. and British records are selling like never before.

Hans Greig Music reports that "The House of the Rising Sun" has been recorded in German by the Cousins for CBS. That's it for this week in Germany.

Ralph Maria Siegel

Munich 23

Promotes your song and takes them to the top in Germany.
Last Monday started the annual "Broadcasting Week" with the assistance of all the radio broadcasters in the country. Rafael Pina Palacios, president of the Chamber of Radio kicked-off this convention. We listened to speeches by the more influential broadcasters who related the nature of the Mexican broadcast industry.

At the end of the last month, several execs of DGG-Rhings in Latin America attended the 30th Anniversary of the Lima, Peru, representing Mexico with two of their main men, Karl Mitch and Eric Vogt. Mexico's Sr. Wrangler from Argentina, Alain Trossat from Brazil, Alfonso Falco from Columbia, and Alejandro Tueros from Spain.

In the case of most stations, the person of Monterrelle Roy Fruezs. Ronnie appeared at the recent Bobb Cottola's new LP's packaging. "Good News" have been from the perspective of the company for 17 years as one of the best-known people in the field.

Arturo Valdes, who used to be the RCA organization as advertising manager, resigned his position.

Another key movement was the change of Amahl Conde from the A&R department of the Orfeo companies to the national section of the company. His substitute is Guillermo Macedo.

From Italy we received post cards signed by Ruben Fuentes and Marlene Rivera, executives of the RCA musical department. Both of them went to RCA to do several recordings with a Mexican flavor and at the same time to study the new Italian recording systems.

From Europe returned to Mexico CBS Latin American Operations Directo Manuel Villanueva who spent his vacation on the continent. Manuel Villanueva flew immediately to Argentina and other South American countries to supervise CBS representatives.

From the States, we received a big record promotion for its labels (Phillips, Polydor, DGG, Verve, MGM, Mercury and others). This promotion is aimed directly to the record seller and buyer. The sponsors of this promotion are Friz. Hsichel and guillermo Buerklet.

Corky, a famous small Argentine artist who will move in Mexico. Tony Ray and Mario Cavell, who is preparing records for some Mexican labels.

Under a big promotion, CBS introduced a new singer to the Mexican audiences. His name is Javier Del Valle and his style and voice are completely different from that of the last singer. His young people are representing a cross section of the big town's billboard. His LP's appear with the name Sandy Selsie scored a national hit in the last two years, two of the most popular artists in Mexico who made original records their most recent recordings "Con Luna Llena" (Full Moon) and "El Reino de Mis Ojos" (My Kingdom). In the Spring the Monthly of RCA released an album last week by Santo and Johnny recording their last and biggest hits in their career.

RCA released the two first recordings made by Mexican Idol Cesar Costa. The LP's are "Eres El Amor" (You Are Always) and "Perdoname" (Forgive me). The next month is expected in Argentina.

All CWS radio stations died last week. Pedro died at the age of 77 and a special program will be broadcast as tribute to him with the Mexican audiences like Nini Aceves Mejia, Las Hermanas Aquiles, Lugano B. Rolón, Juan, Arnechi, Fernando Fernández, Ramón Armengold, Raulito, Pedro Vargas, Toña Lo Negría and Toña Lo Negría.

Juan García Esquivel, the musician who returned to his country from a series of tours, is now coming in for his first LP's. He has been a very popular singer and had made with the basic colors red, green, blue, yellow and black in combination with 24 flood lights. Juan is still performing at "La Puerta de Plata" which is crowded every night.

Mexico's Best Sellers

1. Como Te Extraño Mi Amor—Leo Dan (CBS) —Hnos. Cañedo (Peerless) (Mumas)
2. El Persuasor (Gam.): Pablo Beltrán Ruiz (RCA): Carlos Compos (Musart) —Los Xochimilques (Peerless) —Los Blue Boys (Muart) (Gibey)
3. Tu Será Mi Babil: Los Pigmeos (Gam.)
4. El Esqueleto—Miguel Angel (Musart)
5. Entrega Total—Javier Solis (CBS): Alfredo Zemauro (Orfeon) —Flor Sil, en el Fondo de la Granja (Musart)
6. Invierno Triste—Conns Frainc (MGM)
7. El Orangutan—Sonora Santanera (CBS): Chico Novarro (RCA) (Paco Silo)
9. Por Amor—Miguel Alberto Vasquez (Musart): Lacho Gato (Musart)
10. El Rey de la Margen de la Luna—León (CBS) (Paco Silo)
11. Sabor A Nada—Los Locos del Ritmo (Orfeon): Angelica Maria (Musart) —Los Zafarron (Orfeon) —Lacho Gato (Musart) —Jorge Vaiolo (CBS) (Ibramila)

The list of the best sellers continues to grow with the all the country's radios and in the U.S. market their RCA hit a new peak."
CBS Label Cops Prizes At 3rd Int'l Festival

NEW YORK—CBS Records, Columbia's international label, was awarded one of the major prizes at the Third International Record Festival recently held in Mar del Plata, Argentina, according to an announcement made last week by Harvey Schein, the CBS International vice-president.

Representatives from Discos CBS, S.A., Columbia's wholly-owned subsidiary in Argentina, received the certificates honoring U.S. artists Ray Conniff, Dave Brubeck, Eugene Ormandy and Richard Condie. Cited at the ceremony were Conniff's "Allegro Internationale" (The Happy Basset) and Brubeck's "Time Out," as well as the highly-acclaimed recording of Handel's "Messiah" with Eugene Ormandy conducting the Philadelphia Orchestra and Richard Condie directing the Mormon Tabernacle Choir.

British Pub Exec On U.S. Visit

NEW YORK—Hal Shaper, managing director of Sparta and Artik-Music, British publishing firms, and writer Gary Gordon were in New York last week for business talks with disk producers and publishers. High on Shaper's agenda was a complete catalog placement arrangement for Sparta's output to date. At press time, Shaper had not announced any firm deals with any American firm. During his stay, Shaper also acquired the rights to the tune, "Draw Me A Circle," and three new Paul David-Sherman Edwards tunes. Sparta formed last March 5, has recently reorganized on tunes by the Animals, the Hermans, Hornby, Herma's Hints, Chad & Jeremy and others from the international arena. The firm has acquired the rights to a 32-LP catalog of background music by Victor Sylvester for an international release and original material coming from Ember in England.

Shaper, exploitation manager of Polydor Music, for five years, received the Ivor Novello Award for 1958, has been a winner in three Eurovision contests, and is the author of the lyrics for the current Sinatra hit, "Softly As I Leave You."

Record and Music Markets Are Available for Your Product Around the World

Tell Your Story in the Pages of Cash Box

The Only True International Trade Publication in the Music Business

Cash Box—October 17, 1964—International Section

Australia's Best Sellers

1. Pretty Woman (Roy Orbison—London) Acuff-Rose
2. Bluebird (Chet Atkins—Red Seals) Hatch
3. I Should Have Known Better (The Beatles—Parlophone) Leeds Music
4. Let It Be Me (Bobby Vee—Harmony) T. M. Music
5. Bread and Butter (The Newbeats—Hickory) Acuff-Rose
6. Do Wah Diddy Diddy (Manfred Mann—HMS Belinda Music)
8. Where Did Our Love Go (The Supremes—Stateside) Belinda Music
10. Undercover (The Animals—Herman's Hermits) London

London Welcome Firm Friendships

Cash Box—October 17, 1964
THE MOA CONVENTION

As we go to press, there is a very positive feeling throughout the coin machine industry, as regards the Music Operators of America Convention which opens this week. This feeling has been notable by its absence for too many years. Perhaps the most noticeable causes which have brought about what certainly appears to be the most successful trade show in half-a-dozen years is the fact that just about everyone we have spoken to will be in Chicago for the meet. But if one is to look just a little further, he will see behind this record attendance the men who made it possible—the present MOA officials. They have indeed climbed uphill all the way. And no less than fifty-four firms have followed them right into MOA exhibit booths to show confidence in their leadership and to reach the nation's operators, thousands of whom will unquestionably be on hand. Fred Granger guaranteed twelve record firms more than two months ago and there will be at least that many on hand, many of whom represent the largest record manufacturers in the world. All four juke box manufacturers will participate. A list of amusement machine exhibitors which approached the 40-mark was tallied at press time—everyone taking advantage of a marketplace for coin machine products and supplies. And we can all thank the men of MOA. Lou Casola and his fine Board of Directors have rebuilt a trade convention from the ground up. And there isn't a member of the industry who doesn't owe a debt of gratitude to every supporter of the Association.

THE NAMA CONVENTION

A mammoth trade show, almost from the start, NAMA has traveled over the years presenting members and non-members alike with a Convention that surpasses attempts by any other similar size industry. This year will be no different. And as the industry has changed, so has the NAMA Convention. No longer do we find the radically new equipment but instead refinements on machines based on location performance. Stylings have continued to follow the "newness" theme that once was so prevalent inside every piece of equipment. The meetings can be expected to cover the vending business "on location". The School Market, Commissions, dealings with management, all will be discussed at length, and the operator who attends will benefit immensely. This year, the growing trend of coin machine people diversifying into vending will again be evident. The percentage of music and amusement machine operators who have heavy investments in cigarettes, candy, hot and cold drink and similar merchandise machines, grows steadily. The presence of the coin machine operator at the NAMA conclave will no doubt be felt more than ever this year.
most sensational money-making feature ever introduced

in the history of the coin-phone phonograph industry:

Seeburg's Spotligted Album Award*

industry's only complete income totalizer: Spotlighted P. Console/480 with thrilling new 3-Way Audio and the See & hear it to appreciate what it can mean to you. See it on the new tone bands in other phonograph features over manufactured. You have to see Seeburg's great new play-exciting feature Spotligted Album Award*

booth 78...MOA show, Sherman House, Chicago

Patent Pending

@www.americanradiohistory.com
MOA Convention Geared For Record Attendance

54 Companies Exhibiting, All 4 Phono Manufacturers, 12 Record Firms, Spur Big Advance Registration

NEW YORK — Fifty-four companies with an interest in the sale of coin-operated equipment, supplies and services were packing this week to move into Chicago for the 14th Annual Music Operators of America Convention (Oct. 16-14) scheduled to open Wednesday evening at the Sherman House here. Whether or not fifty-four firms would exhibit was a matter of who was going to give up space to whom. It’s going to be that kind of a show. The demand for space is unbelievable.

Six months ago the wheels of MOA went into second gear as Lou Casola, President, and Fred Granger, Managing Director, met with Directors and reported that close to fifty firms would probably be on hand. Eventually, all four phonograph manufacturers agreed to participate. When the calls were completed around the world, record industry sources stated the steam had started to sizzle and even the smaller labels were following the move by the giant record firms making possible the presence of more than one dozen labels at this year’s show, an achievement in itself. Trade Association support at all levels, along with blanket cooperation by manufacturers’ distributors helped up operator attendance and at press time there was no doubt that MOA had scored a victory unlike that’s been seen in too many years.

The biggest exhibitors will probably be the pool table makers. Eleven manufacturers of 6-pocket rectangle tables will participate. Rock-Ola will introduce its new “Princess Royale.” For the first time a new juke box has been introduced at show time. Before this meet, there was no one to witness the unveiling, or not enough to warrant a full-scale premiere. Even the export market has taken an active part, with visitors from about thirteen foreign countries, expressing overall attendance expected? No one knows, really, but based on exhibitor participation, guaranteed distributor attendance, record company officials, and one-stop networking with three trade associations who will hold their meet in conjunction with MOA’s activities, it is unlikely that registrations will be matched.

Registration will be in the main meeting area at the Convention Center and attendance is expected to top the 1964 attendance.

MOA officials and managers Granger have outdone themselves from the standpoint of associate leadership and down to the smallest detail. The mood is in to give the individual members of the industry. And from what we sit, Chicago may never be the same.

IN THIS ISSUE

- Complete listings of every MOA and NAMA convention exhibitor with booth number, personnel in attendance and products to be displayed.
- Banquet & dinner program with line-up of artists scheduled to perform in Terrace Casino.
- Export sales figures for second quarter 1964 with accompanying analysis and breakdown by product and company.
- NAMA forums covering topics of concern to the entire industry as a whole.
- MOA Forum featuring subject matter of interest to music and amusement machine operators, record company panels.
- Advertisements from 70 leading coin machine and vending firms featuring new and used equipment of every variety.

CLINT PIERCE & JIM TOLISANO Co-Chairmen

Dear Conventiongoers: We have a blue ribbon list of exhibitors this year representing all segments of the coin-op-entertainment and amusement industry. The four phonograph manufacturers are back for the second year in a row. Record company exhibitors have increased throughout the year, and long-time mainstays have taken every available booth. We have some one-of-a-kind exhibits including the Record One Stop Association and the National Coin Machine Distributors Association. On the floor, as do the magazines of the industry Everybody is here! An open forum type of general membership meeting will be held for the nomination and election of officers and board members, and for the presentation of committee reports and recommendations. There will also be legislative reports from our legislative council and Washington attorney. Forums on diversification, vintage, mortgages and contracts, programming and record company developments are scheduled for Wednesday and Friday mornings.

I am fortunate in having the services of Don LeVes to produce our show following the Friday night, October 16, banquet. It will be held in the Terrace Casino of the Morrison Hotel. Advance registration was this year’s innovation for your convenience. If you book your hotel and then register in advance, your badges will be ready at the Registration Desk when you arrive. And, as last year’s convention registrants (operators, distributors, one-stops, exhibitors) will each be given a different colored badge insert for easier identification.

LOU CASOLA MOA President

On behalf of the officers and directors of MOA, it is my pleasure to extend to the membership the hearty welcome to this our 14th Annual Convention and Trade Show. After nearly a year of planning, the hard work has gone into the development of this year’s Convention and I urge each and every one of you to take full advantage of all that it has to offer.

The past year has been devoted to a combination of hard work and fun! The organization has been strengthened. The group insurance program is to be broadened. A closer relationship is being developed between MOA and the state and state associations. MOA is moving forward and we believe that this kind of progress merits the support of every member of the industry. If you are not a member, join now during this Convention. Help MOA to help you. I’ll be on the exhibit floor or in my suite during the Convention. Please make a point to visit with me and to offer suggestions on how best to serve you.

This has been a pleasure serving you! Lou Casola, President Music Operators of America

Our Convention Committee has organized another Program from beginning to end. Don’t miss any of it. Visit every exhibition booth and be sure to meet the good folk of the convention registration (operators, distributors, one-stops, exhibitors) will each be given a different colored badge insert for easier identification.

CLINT PIERCE & JIM TOLISANO Co-Chairmen

MOA Convention

Trade Association Meetings Scheduled During MOA Show

NEW YORK — Three coin machine industry trade association meetings are scheduled during the MOA Show. All meetings have been announced and will be attended by the industry. All three meets will be advertised on the Sherman House Hotel bulletin board in order to 100% attendance. The associations are: Illinois Coin Machine Operators Association, The Coin Operated Industry of Nebraska (C.O.I.I.O.N.) and the South Dakota Music and Vending Association. In addition, Record One-Stop Association will meet this year, as it is in progress. Other trade meets will be announced during the show.

Cash Box—October 17, 1964

www.americanradiohistory.com
National Shuffleboard Unveiling
New Coin-Op Table Series At MOA

EAST ORANGE, N.J.—Paul Kotler, President of National Shuffleboard and Billiard Company, this city, announced the kick-off of the first series of coin-operated pocket billiard tables.

On display at Booth 15, 16, 17 at MOA is the new "Coronet" coin-operated solid slate bed and exclusive decorative design with rails that are covered with macassar ebony finish inlaid with "real pearl sights", the manufacturer states. The aprons are covered with white plastic and aqua feature striking and easy to put together for seven days. The legs and cross-members are in white plastic finish, and all corners are in heavy cast aluminum, finished in gold anodizing. All trim is of the extruded aluminum with the gold anodized finish.

One of the table's many new features, Kotler contends, is the picture window ball-viewer, with exclusive high piezoglass sliding door for easy accessibility.

Some of the other exclusive features are "silent heavy plastic, subway returns; unit design, rail and molded pockets for solid source-base, and massive brass plated steel epoxy-finished leg-levelers for micromatic adjustments."

National's beginning dates back to 1930 when, with the best of wood-shuffleboardmanship manufacturing, according to Kotler. The company also made fixtures for banks, drug stores, department stores and showcases. "In 1953, with the new shuffleboard era, National became the leading manufacturer of the world's famous quality shuffleboard". Kotler stated. In the early 50's, the firm was involved in the manufacturing of laminated hobby's and a line of the finest church furniture. Then came the billiard era with bumper pool and commercial professional pocket billiard tables and finally the day of the high-style coin-operated and home professional billiard tables.

The products currently in production include the "Astro-Lite", and the "Star-lite" shuffleboards and the "Roya" professional pocket billiard tables. Kotler says that among the many features of the Astro-Lite shuffleboard, the most notable are that it needs 25% less installation time.

The Lucky 13 "Star-Lite" offers "shorter length to fit into practically any sized location, vinyl apron, laminated plastic sides, simile scoreboard and the 'Anti-Cheat' play control mechanism.

The "Roya" line of pool tables features "apron slip-on construction, inch thick slate bed, molded pure gum rubber cushions and formica covered laminated aprons."

Belam's Nahum On 4-Week European Trip

NEW YORK—Morris Nahum, national sales director for Belam International, recently left for a four week tour of the coin machines markets of Greece, Spain, France and Italy in an effort to further expand the company's interests in the European continent. Nahum stated that he has been authorized to establish distributors and agencies for Belam International in Greece and Spain.

History Of The National Association

(The following information has been submitted by Clift Pierce, Chairman and current 1964 MOA Chairman.)

ORIGINATION COMMITTEE THAT MET JANUARY 21st, 1938 AT THE BISMARK HOTEL IN CHICAGO FOR FORMING A NATIONAL PHONOGRAPH OPERATIONS ASSOCIATION KNOWN AS MUSIC OPERATORS OF AMERICA

COMMITTEE OF 11 ELECTED JANUARY 21st, 1948

George A. Miller, 122 East 11th St., Oakland 6, Calif.

MOA Banquet and Show

Friday Eve., October 16 7:00 P.M.
Terrace Casino, Morrison Hotel, Chicago

Produced by Hirsch de la Vie

Artists Scheduled To Perform (at press time)

Tony Bennett, Columbia Records
Joe Williams, RCA Victor Records
The Headliners, Tamla-Motown Records
Sue Charles Dancers
Li'l Wally and Harmony Boys, Jay Jay Records
Ray & Roman Dance Team
The Supremes, Tamla-Motown Records

The Four Tops, Tamla-Motown Records
Chuck Flamingo, Rojac Records
Kim Sisters, Monument Records
Willie Restum, Columbia Records
Junior and The Classics, Grove Records
Li'l Peggy March, RCA Victor Records

The Back Porch Majority, Epic Records
Frank York Orchestra

Wico's New Facilities To Be Celebrated Oct. 1

CHICAGO—Pictured above at Wico Corporation's newly completed facilities for the company's direct mail operations is (left to right) Lee Brooks of Cash Box, Ed Ruben and Dennis Romas of Wico sales staff. The additional vending component to Wico's already growing coin machine parts and supplies line marks the expansion of the firm's facilities according to Ruben.

Wico execs Max, Mitt and Wico Wizzenrath invited the Koffee Klase to attend the Sat. morning Oct. 17, and have invited invitations to both the Chicago and the vending trades to attend the formal unveiling of new cash city sales rooms.

Cash Box—October 17, 1964
EXPORT SALES
A Six Year Growth Pattern
EXPORT VOLUME FROM U.S. PORTS

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Based on Jan.-June Sales Figures.

BURNS NAMED FIELD DIRECTOR AT EMPIRE

HICAGO—Gilbert Kitt, President, of Joe Robbins, Vice-President of Empire Coin Machine Exchange, Inc., is city, announced the appointment of Jack Burns to the post of Director Field Sales. Burns, who has been the firm for nine years, will coordinate activities of the firms branch and field salesmen.

Empire's main office is in Chicago, although there are branches in Detroit, and Rapid City, and Menominee under the direction of Bob Wiley, Dick Platts, and Bob Bondina respectively. States in the Milwaukee area are added under a sub-distribution arrangement with Hastings Distributing of that city. In addition, two new salesmen have been added. Harold Aron in the state of Michigan, and Robert Vihon in Illinois.

Bill Miller has been named to the post of General Manager of the Chicago office. Kitt and Robbins stated they believed these changes and additions will afford Empire the most complete coverage ever instituted in the state by any distributor. The executive distributor for Rockland.

Ola-Williams, United and Midway in Illinois-Wisconsin-Michigan Eastern Iowa and part of Northern Indiana. They are also exclusive distributors for Fischer in Illinois and Michigan.

Activities of Empire, International, the export-import division of the firm will continue under the joint direction of Kitt and Robbins.

Montooth Urges Ops To Attend ICMOA Meet

PEORIA, ILLINOIS — The Annual Meeting of the I.C.M.O.A. will be held in Chicago at the Sherman Hotel, Wednesday, October 14th, in connection with the M.O.A. Convention, according to President Les Montooth.

Election of Officers will be the main order of business, however, anything pertaining to the good of the industry will be discussed, said Montooth.

"This is your Association; think what you can do for it, and bring a new member and any ideas you might have for the good of the Association. Someone suggested that we would include M.O.A. membership as well," continued the chairman, and any recommendations that you have for Officers or Board of Directors, will be appreciated.

"CORONET"
Coin-Operated Pocket Billiard Table
By National of New Jersey

WHY SETTLE FOR LESS?? — FIRST OF ITS KIND —

- PICTURE WINDOW BALL VIEWER
- DECORATOR DESIGNED
- FOR BEAUTY
- FOR STABILITY
- PRACTICALLY FREE UPKEEP & SERVICE
- FORMICA with GOLD ANODIZED ALUMINUM & AQUA TRIM

'ALSO GET OUR PHOTO OF "EXCLUSIVE" 4 x 8 HOME MODEL with SOLID GENUINE SLATE BED.

FAMOUS FOR USED GAMES

DANCING GILLS $120.00
COROALS $120.00
PREVIEWS $130.00
SCRAMBLES $120.00
DUMMIES $125.00
FLYING CHARIOTS $100.00
FAMILY FUN $150.00
SHEETBOARDS $200.00

Bucky Rogers $275.00
Buck Rogers $275.00
Clifford Jones $275.00
Clifford Jones $275.00
Grand Slams $450.00

ChiCoin $310.00
Champion Gold $310.00

Bally $390.00

Coin Tease $135.00
Bingos $225.00
Bingos $225.00

Grand Tours $275.00

Misc $165.00
Table $200.00
Table $200.00

NEW ORLEANS NOVELTY CO.
1055 DRYADES STREET
NEW ORLEANS, LOUISIANA
Tel: 529-7321

LOCATION CONTRACTS
Music, Cigarettes and Games, 100 sheets per pad, consisting of sets of location contract bonus, and two loan agreements. $15.00 per set paid. MORTON SINGER, ATTORNEY
Box 267, Rye, N.Y., 10580

31 Main Street East Orange N. J. 201-672-9100
ANALYSIS OF SECOND QUARTERLY COIN MACHINE & VENDING EXPORT VOLUME REPORT 1964

GENERAL

Looking at the overall export picture, as though the total volume of $50 million, a forecast made here three months ago, may not be reached. In the face of a continuing upturn in export volume, the amusement machine picture in certain European countries has been affected (CB Oct. 10) and unless this situation changes, with governments relaxing credit restrictions on all imports, the US figure may level off after close to ten years of consistent increase. The reasons for the expected drop-off as compared with last year, are many. . . First off, phonographs are down in this second quarter by more than 1000 units and $600,000. And while games continues to increase—more than 7000 units over the first three months of this year, and an increased dollar volume of $2.7 million, France and Italy are largely responsible for the business. These are the nations which have imposed restrictions, the brunt of which will be felt in third quarter reports which will reflect July-August-September business. Vending, while showing an increase—500 additional vending machines bringing an increased $270 thousand—is still a paltry sum alongside music and amusement—$1.1 million for April-June '64. More manufacturers are operating out of European plants and at a greater volume. As mentioned last week, the industry must look to new markets. The brightest spot is in Asia, or at least that’s where the biggest potential lies—Japan. Until this market is tapped, though, phonographs will continue to hold a fairly steady figure, amusement machines must drop off if government regulations slow down the supply, and vending will provide its own source locally.

PHONOGRAPHS

Canada took almost twice as many music machines this quarter as last. . . Jamaica showed signs of recovery . . . and Panama bought the same amount but desandled later models. The increased No. American volume was largely due to Canada where rupees on games have reportedly been relaxed, incidentally (this can help music). . . Chile opened up for 500 machines, all late models evidently and along with Venezuela’s 300 units, the Latin’s approached the $200 thousand mark. . . In Europe, Belgium suffered, dropping by more than half a million in dollars and 800 phonos from last quarter. . . Denmark quadrupled. . . Finland’s volume was nil . . . France fell way off. . . Greece continued to increase. . . Italy dipped by $70 thousand . . . Switzerland dropped $70 thousand . . . Netherlands remained steady. . . UK the same. . . West Germany decreased by 500 machines in three months. . . Japan almost doubled its phon intake . . . Philippines almost tripled dollars but doubled units (new equipment). . . Australia bought better equipment at twice the price, almost all late and new . . . and if it wasn’t for Rhodesia and its 4 phonos the African continent would have remained a blank.

AMUSEMENTS

No sign that the Canadian ruling was due with No. America staying constant over the first quarter. . . In So. America where troubles are routine, Argentina dipped. . . Chile didn’t take any more games after the first quarter. . . But Venezuela bought 299 units. . . Belgium ($528,000), France ($2.6 million), Italy ($972 thousand), Sweden ($100 thousand), Switzerland (quarter-million dollars), UK (almost $1 million) and W. Germany ($518 thousand) made up the buying bulk of Europe’s $6 million. . . In Asia, Japan bought six times the former quarterly totaling $389 thousand just $100 thousand short of Asia’s total. . . Australia bought 156 machines . . . and in Africa, 6 nations spent total of 255 thousand on 83 games bringing the world’s games dollar volume for April-June to $7.5 million . . . $6 million in Europe.

VENDING

Europe takes two-thirds of the vending business, naturally. . . Japan tripled, but still at only $17 thousand. . . Un. So. Africa bought 467 vendors for $44,425, or about $100 each, probably peanut-ball gum-charm units . . and in Canada, where 1346 vending machines left the US in three months, vending made gains.
Dealing Exclusively With Leading U.S. Manufacturers
Of Coin-Operated Amusement Machines
D. GOTTLIEB & CO.  •  MIDWAY MFG. CO.
CHICAGO DYNAMIC INDUSTRIES, INC.

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America’s Largest Exporting Organization Of Amusement Machines Serving

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350 Fifth Avenue  New York City
Telephone: Wisconsin 7-5659
CABLE ADDRESS: MONDINOV NEW YORK

Mondial International Incorporated
350 Fifth Avenue  New York City
Telephone: Wisconsin 7-5661
CABLE ADDRESS: NYMONDIAL, NEW YORK

Mustang' Two-Player Premiered by Chicago Coin At MOA Show

Chicago—Sam Wolberg and Samuel Wolberg, co-owners of Chicago Dyn-
amic Industries, in this city, one of the largest manufacturers of coin-
operated amusement devices, are urging the new ChiCoin "Mustang" 4-
player pinball game in the firm’s exhibit display on the exhibition floor of the Sherman House Hotel during the MOA Convention, October 14-16.

It is a coincidental fact that Chi-
go Coin Company released the first-
the series of two-player pinball amusement games for showing at last
art’s MOA Convention in the Morri-
n Hotel in this city. The success of
is series, according to Wolberg and
inbrug has been “phenomenal” or
the past year or so.

Also on display in the Chicago Coin
abit are the "Magazine" big ball
operated automatic bowler and
"Puck Shuffle" alley bowler.

"Mustang," according to Gensburg,
is a flashy, rapid-action playfield

SAMUEL WOLBERG

ball back for more play at just the
moment the player thinks he has lost
his ball.

Suspenseful action is provided on
the playfield with a "Revolving Tar-
gel" feature, which resembles the
spinner wheel on a "Mustang" car.

"Mustang" is adjustable for three or
five ball play, according to the option
of the operator or location owner.

"Mustang" which is also available in
an add-a-ball model is now in full
production in the Chicago Coin fac-
tory and being shipped on a normal
schedule. Operators are invited to
come to the Chicago Coin exhibit to
see and play this newest ChiCoin
amusement game release.

ALL-TECH presents
the Table in decrolite fiberglass that
never wears or grows old. The finest
quality coin operated tables in the
world.

FOUR MODELS AVAILABLE:
Gold Crest 6 3 x 6
48 x 78 with one piece 3/4 slate bed
Gold Crest 7 3/2 x 7
52 x 90 with one piece 3/4 slate bed
Gold Crest 8 4 x 8
57 x 101' with one piece 3/4 slate bed
Gold Crest 9 4 1/2 x 9
64 x 114' with three piece 1/4 slate bed

Visit MOA Convention
Booth Nos. 72 - 73 - 74 and 74A.

ALL-TECH INDUSTRIES, INC.
950 West 20th Street, Hialeah, Florida
PHONE: TÜxelo 8-7551
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| SECOND QUARTERLY COIN EXPORT VOLUME REPORT Amusement Machines

www.americanradiohistory.com
MACHINE
APRIL, MAY and JUNE 1964

Vending Machines

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BELGIUM
ITALY
GREECE
JAPAN
PUERTO RICO
NORWAY
DENMARK
ENGLAND
BELIZE
SWITZERLAND
FINLAND
HOLLAND
ARGENTINA
FINLAND
FINLAND
PHILIPPINES
OKINAWA
AUSTRALIA
VENEZUELA

MOA VISITORS: There IS ONE NAME in AMERICA That Stands Out . . .

BELAMEX FOR EXPORT

For Satisfaction & Service—Contact Belam For Your Needs

- PHONOGRAPHs (Seeburg, Rock-Ola, Wurlitzer, AMI)
- GOTTLIEB PINBALL MACHINES
- BALLY BINGOS
- SHUFFLES, BOWLERS, GUNS, ARCADE
- FRUIT MACHINES (Jennings, Mills)

and for the finest in Cigarette, Candy, Bottle, Ice Cream Vending Machines contact our subsidiary
BELAMEX VENDING INTERNATIONAL (same address)

R.H. BELAM COMPANY, INC.

For Exporters, Importers
51 MADISON AVENUE, NEW YORK 10, N. Y. CABLE: "BELAM" NEW YORK

THE OLDEST AND LARGEST DISTRIBUTOR
ON THE PACIFIC COAST

EXCLUSIVE DISTRIBUTORS FOR

SEEBURG CORP.
GOTTLIEB MFG. CO.
J. H. KEENEY CO.
UNITED MFG. CO.
SOUTHLAND ENGINEERING

We have substantial inventories at all times of
Phonographs Games
Shuffle Alleys Arcade Equipment
Bowlers

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1105 W. Pico Blvd.
Los Angeles, Calif.

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U.S. BILLIARDS

From raw materials to finished product, all under one roof

U.S. Billiards' new Amityville plant occupying 56,000 square feet.

AMIYVILLE, NEW YORK—U.S. Billiards was formed by Albert Simon less than two years ago, but today the 50,000 square foot pool table manufacturing plant has blossomed into a top-flight factory which makes 85% of all machine components under one roof, and furnishes the industry with a wide array of tables, through a national network of distributors.

This week the factory will premiere a new 6-pocket table—"Pro 5"—a regulation professional size table measuring 64" x 114", and a new bumper table, "U.S. Billiards Bumper Pool", in two sizes—56" x 40" and 75" x 43". The additions and newly-styled models comprise "Pro Series '65", Simon's latest line on display at the MOA show this week. For the non-coin market, there is the Pool Parlor Line and the Home Model line. U.S. Billiards is in full swing reaching all segments of the pool table industry and it has yet to celebrate its second anniversary.

A Former Cabinet-Making Plant

Several months ago, the factory moved into its present Amityville quarters and "went national" to meet the demand. According to Sales Manager Art Daddis, "to date it has been impossible to create an inventory bank of any size."

The U.S. Billiards plant boasts the most modern production facilities. The plant, purchased by President Simon, was a cabinet-making factory using the latest methods of production and assembly. The firm uses its own post-forming and laminating machinery. There is a smooth flow along the assembly line, from raw materials to finished tables, packed and ready for shipment. One employee now does the job of two, three, and four men on a single operation. This has been achieved via a system utilizing wheels and hoists, which effectively speeds all assembly and adds to the efficiency of construction. Simon claims that distributors and operators are already benefiting from the efficiency of the factory's modern assembly technique.

"Working with the basic premise that the game of billiards and pocket pool is a game which demands the highest degree of skill from each player," says Daddis, "experts are employed throughout the plant to meet the standards of exacting requirements necessary to produce a product which will be used in the Professional Series Line.

The Stress Is On Quality

Each table is required to give the player and the operator, customer satisfaction. While in production, Simon stresses quality, precision, ruggedness, beauty, modern design, and simplicity of operation. "The culmination of these demands is evident in our 'Pro Series Line for 1965'," continues Simon.

Beginning with the heavy-duty self-levelling casters (each designed to hold more than one ton of weight), sturdiness is further emphasized by the rugged 'no wedge' leg design, utilizing the U.S. Billiards exclusive H-form construction which gives the table the backbone needed to prevent slate sag and eliminates vibration, resulting in precision ball and cushion action. U.S. Billiards boasts many features, among them—100% jam-free subways, (polyethylene lined) trouble-free united ball release, 15th cue-ball lock-in (non-mechanical), post-formed rails, plated stamped heavy gauge steel corners, aluminum rail trim and mica cabinets.

Split Ball Return On Bumper

U.S. Billiards also manufacture cue-stick racks and accessories which are sold separately. The new Bumper Pool Model features a split upper ball feature whereby red and white balls are separated upon return.

When the U.S. Billiards MOA exhibit booth unveils the '65 line this week, it will be difficult to believe that less than two years ago, the operation was an Albert Simon dream.

U.S. BUMPER POOL MODEL available in two sizes: 56" x 40"—75" x 46" will be displayed at MOA.

HOME and POOL PARLOR MODEL (above) features open ball return.

PRO 5 TO BE PREMIERED AT MOA measures 61" x 114", regulation line professional size. Available in coin-op, pool parlor and home models. Cue stick rack and accessories are sold separately.

Cash Box—October 17, 1964
GET THE BEST!

See MILE A MINUTE ACTION!

WITH

CHICAGO COINS

MUSTANG

2 PLAYER PIN GAME

See CHICAGO COINS

DEVILLE

6 PLAYER PUCK BOWLER
- IT'S GOT STEP-UP!
- IT'S GOT SPARE-LITE!
- IT'S GOT SHADOW-BOWL!
- ADD-A-FRAME
- DUAL FLASH
- FLASH-O-MATIC
- REGULATION SCORING

See CHICAGO COINS

MAJESTIC

6 PLAYER AUTOMATIC BOWLING LANE
- IT'S GOT SPARE-LITE!
- IT'S GOT STEP-UP!
- IT'S GOT SHADOW-BOWL!

See CHICAGO COIN'S

3 BIG WINNERS

AT THE M.O.A. SHOW BOOTHS 66, 67, 68 and 69.

Chicago Dynamic Industries, Inc. 1731 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

www.americanradiohistory.com
Juke Timing Device
For Commercial Play
Intro'd By Kings Music

Taped Commercials Played
By Unit Every 12 Minutes

BROOKLYN, N.Y.—Aaron Herman of Kings Music Corp. has announced a new commercial-playing unit equipped with a timer mechanism which will eliminate the use of sound commercials on juke boxes.

The timer is set for 15-minute intervals and sets off a taped commercial housed in a cartridge. After each commercial, patrons in the location are informed via sound and a display panel on the machine the selection may be made at no charge. Herman believes the timer mechanism and the free selection should combine for operator and location acceptance of the idea and will pave the way for greater exposure, a vital part of a commercial-selling idea from the viewpoint of the advertising agency, key figure for commercial sales.

The cartridge houses multiple commercials which can be played consecutively. The unit is small in size, according to Herman, who holds a patent on the device.

A commission arrangement has been proposed by Herman which enables operators to work with the location. Since the commercial unit cannot be activated while the machine is playing, Herman believes the idea has an added stimulant in its favor and it does not take away from play time on the juke box.

Kings Music Company representatives have been called on several advertising agencies and report that the program has met with favorable acceptance by media buyers.

See Joe Munyes In BOOTH 59
At MOA
"Let's Talk Arcades"

BIG NEW WINNER

MOA BOOTH 70!
A merger of two proven money-makers in one compact unit, with action as long as the player's imagination.

Attractive — Longlife — Footproof
— Compact — Revolutionary New Amusement Game

BY PROTOCOLIINATION ENGINEERING, INC.
1000 E. McNichols Road
Detroit 3, Michigan

Bear And Palmer Lead Top
Wurlitzer Brass To MOA

NORTH TONAWANDA, N.Y.—Wurlitzer Brass player Bob Bear, said to be "for bear" this MOA trip, and the phonograph manufacturing plant's program for the music operator convention reflects it. For instance, Bear will lead a large entourage of Wurlitzer execs headed by advertising head A. D. Palmer, right into the Chicago booth this week. Every available top-level Wurlitzer man will be on hand. Although several will be unable to take the flight in because of pressing field sales and service duties, Bear and Palmer will be accompanied by Gary Sinclair, Bert Davidson, Ralph Cragen, L. J. Wischerath and Don Smith.

A Hospitality Suite has been retained for the three-day show at the Sherman House Presidential Suite, according to Palmer. Finally, along the lines of more tangible sales ammunition, the company will outline its histories of operators in many sections of the country where the Top Ten Tunes feature, a Wurlitzer exclusive, has led to greater acceptance. The name, location, and collection reports will be made public to those operators visiting the Wurlitzer booth.

Joe Orlick Named '65 March Of Dimes
Chairman For Trade

NEW YORK.—Joe Orlick, President and Publisher of Cash Box has been named chairman of the Coin Machine & Vending Division of the 1965 March of Dimes Campaign, it was announced by G. Russell Clark, Chairman of the Greater New York Campaign. Clark is Chairman of the Board of the Commercial Bank of North America.

Funds raised by the March of Dimes aids young victims of crippling diseases. Orlick chaired the industry drive in 1964.

Holzman On To United-Williams Booth At MOA

NEW YORK.—Irving Holzman, President of United-East Coast Corp., will attend the MOA Convention this week. The distributor represents United in a seventeen state area. Earlier, leading into discussions, a new United equipment emanating from the United-Williams factory has been acquired United's assets last month, the common stated that "Drill" and "Paladin" games, currently in production, will be displayed at the MOA show from Wurlitzer's exhibit. "In the meantime all I can tell you is that what we have planned for operators in my territory and throughout the country, will meet all competition," concluded Holzman without further explanation. He will be on hand at the United-Williams booth during the 3-day trade meet.

W. Virginia Ops
Convene: Honor
Pres. Red Wallace

HUNTINGTON, W. Va.—The high light event of the West Virginia Music & Vending Association's annual convention, held last month was the election of John (Red) Wallace to the post of association president. However, the members went one step further in honoring Wallace, and presented him with a plaque, inscribed:

In appreciation of your leadership and outstanding years of service from 1955 to 1964. Presented by the members of West Virginia Music & Vending Association.

The convention, which was also the association's tenth anniversary, was held Sept. 11-12 here at the Holiday Inn. Following are photos of some of the folks who attended and also some of the events which took place during the three day affair.

BOB BEAR

Wurlitzer distributors from all over the country are expected to be on hand, as always. Each distributor will spend time in the booth and in the Hospitality Suite to handle calls from visitors from their respective territories.

V-Back Shuffle At MOA

DETOIT—Jerry Stein, Protocision Engineering Corp., has announced that the firm is now in full production on its V-Back Professional Shuttle-board game a new concept in amusement machine play. "One to five banks up to six completely new games on a single double board," stated Stein during preparations to all leave for the Chicago MOA Convention this week. The firm is exhibiting in Booth 70. Special features of the new game include snapout component part power panel, double action automatic barriers, self contained table lighting, and positive control electrical system. Discussing the game, Stein stated that V-Open operating ends appeal to a full six feet riding players the feel of two full eight foot lanes for return surface of over sixteen feet. The unit tapers to 80" on the scoreboard end. Stein and staff will be demonstrating the game for the 3-day attendance. "Initial interest in the game has been highly favorable," concluded the factory exec.

Bilotta To MOA For Wurlitzer & Smokeshop

NEWARK, NEW JERSEY.—John Bilotta will be in his glory during Oct. 14-16. He'll have hundreds of people to talk to and John is at his best when it comes to promoting his Wurlitzer and Smokeshop equipment.

Somewhere in Bilotta's upstate territory, according to the common, there are hundreds of "timid souls" who do not play the juke box. Bilotta has solved their problem by presenting Wurlitzer's Top Ten Tunes and the Golden Hair with plays ten songs on the juke box at the drop of a half dollar. "Real quick selection, and back to the bar," says Bilotta, who claims that some people don't like to stand at a machine picking out tunes. "Lots of people are bashful, they're timid," claims the distributor. The "timid soul need be timid no more," continued Bilotta, who added that his Smokeshop vendors also take half dollars and make change. Evidently there are people who are timid about asking for change, too. In any event, Bilotta has a Hospitality Suite in the Sherman House to close the convention floor explaining his approach to solving the shy guy's hesitancy about playing music and asking for change.

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Bill Anderson presenting plaque to Red Wallace.

MOA's Managing Director Fred Granger receiving door prize.

(left to right) Marie Hoffmann, Mr. & Mrs. Bill Granger and Red Wallace.

Cash Box—October 17, 1964
NAMA Convention — 8,000 Attendance Expected

150 Firms To Exhibit

Chicago—The Automatic Canteen Company of America will hold its 1964 National Convention October 15-16 in the Bismarck Hotel here, just prior to the opening of the NAMA Convention (story this page).

Reservations have all been made at the Bismarck Hotel for the dates of arrival and departure by Canteen personnel. A desk in the lobby of the Bismarck Hotel Wednesday afternoon and evening (October 14) will be available for badges and any assistance desired in checking in.

Chartered buses will be stationed at Randolph St., across the street from entrance to hotel, Thursday AM, departing at intervals from 8:00 AM to 8:30 AM, traveling to McCormick Place.

First Day, Thu., Oct. 15:
Convention proceedings will cover the entire day to 5:00 PM. Coffee breaks and luncheon in the Chicago Room have been arranged. The Convention banquet will commence with a cocktail hour beginning at 6:30 PM at the M&M Club in The Merchandise Mart (second floor), second floor, 5:00 minutes walking distance from the Bismarck Hotel. This program will conclude at approximately 11 PM.

Second Day, Fri., Oct. 16:
Receives at the Little Theatre at McCormick Place, same as on Thursday, at 9:00 AM sharp. Convention will adjourn at approximately noon upon conclusion of President’s address. Friday afternoon will be available for a visit to Canteen’s Mart Offices and/or attendance at the several “shirt-sleeve meetings” already announced to those who will attend.

Saturday, Oct. 17:
Morning—Market Office will be open. Afternoon—The NAMA Convention at McCormick Place will be in session, for those who may wish to attend.

This show probably the largest one ever conducted.

Mergers by many of the larger companies, the latest of which was the Vendo-Continental Apco deal, have cut into the actual number of firms exhibiting but booths are as always, extensive in size and colorful in display. Upwards of $50,000 has been spent by more than a dozen exhibitors, in order to attract the serious minded operator, who actually makes up the bulk of attendance.

Cash Box will report on the NAMA Convention in its entirety following the completion of the trade show.

Connie Stevens At ARA’s Studio Operation

STAR ATTRACTION—Warner Brothers’ Connie Stevens helps dedicate new automatic dining room installed at Studio and operated by ARA Service of Los Angeles. Stevens and a cast of 200 performers in four micro-wave ovens at Wisteria House and on the set and off-camera, sample the food and snacks for the 400 employees of the Studio.

NAC To Broaden Base Of Operations

Chicago—Edward S. Redstone, newly elected for a second term as president of the National Association of Concessionaires, has stated the purpose of the association was to broaden its base of operations so that all segments of industries who participate in food services will be able to have a voice in the expansion of the industry and has become the fourth largest in the country.

Not only theaters, parks, and arenas and other show business outlets, but restaurants, department and discount stores, motels and others are increasingly becoming important segments in the industry.

The move of the National Association of Concessionaires has become increasingly important to the managers of these outlets, and in the new organization, the expansion of the activities is being undertaken.

World Wide Exes At Vending Class

ROANOKE Gives You Rowe AC FULL LINE Tropicana, Celebrity & Custom Music In Va., W. Va, and N.C.

ROANOKE Vending Exchange, Inc.

4930 West Broad Street

Richmond 26, Virginia (ATlantic 2-4232)

WE’LL BE AT THE ROWE AC BOOTHS AT MAMA & NAMA CONVENTIONS!

Jack Bess

Harry Moseley

Lloyd Strawhard
VENDING TAX REPORT
continued

STATE SALES TAXES AND VENDING

Of the thirty-eight states which now impose a sales tax, most require the retailer to remit the tax on the basis of a percentage of his gross sales, notwithstanding the fact that in almost all instances the tax is meant to fall ultimately on the consumer. To some extent this is offset by the use of a bracket system in which most cases prohibits the retailer from collecting a tax on sales price under a minimum amount.

In many of these states, the tax is imposed directly on the retailer, allowing him to pass the burden on to the consumer. In other states the tax is not collected on either the retail or the cost basis, but requires the retailer to remit the tax. In a few states, it is clear that the tax is imposed on the consumer in the vending machines are taxable to the owner or operator which are discussed herein, the tax remitted is a percentage of gross receipts, whether the customer collects the tax from the consumer or not.

The issue of whether or not the retailer is responsible for the remittance of the tax he is unable to forbid to collect from the consumer. This is being considered in several states. As one can see, there is great room for compromise and adjustment.

The following states do not impose a sales or use tax:

Alaska
Hawaii
Delaware
Montana
Idaho
Nebraska
Rhode Island
New Hampshire
Massachusetts
Mariana Islands

RELIEF FROM STATE SALES TAXES ON SALES THROUGH VENDING MACHINES

The following are excerpts from state statutes and administrative rulings providing total or partial or relief from the imposition of state sales and use taxes on sales through vending machines.

FLORIDA

Chap. XII, Chapter 212, Florida Statutes of 1949 as amended

Section 212.05

For the exercise of the privilege of engaging in the business of selling tangible personal property at retail for no tax is levied . . . at the rate of 3% of the sales price of each item . . . of tangible personal property when sold at retail, the tax to be computed on gross sales for the purpose of remitting the amount of tax due the State, and to include each sale and every remittance.

Section 212.12 (10)

Notwithstanding the rate of taxes imposed upon the privilege of sales made through vending machines, the following limitation shall be applicable to all three per cent (3%) taxable transactions.

(a) On simple sales of less than ten cents (10c), no tax shall be added . . .

(b) . . .

(c) . . .

Rule 318-1.43

Sales of taxable items with a sales price of ten cents or more are taxable.

Rule 318-1.44 (11)

"Sales through vending machines of taxable items having a sales price of ten cents are taxable.

SPECIAL RELIEF FOR TEN CENT SALES THROUGH VENDING MACHINES

Rule 318-1.44 (13)

"Operators of vending machines which are not equipped with tax collecting devices, and from which are sold items of taxable merchandising, including soft drinks, selling individually for 10 cents, will be considered to be remitting sales tax at the rates prescribed by law if their remittances on the gross sales of these items do not fall below 4%.

Rule 318-1.44 (11)

"A rate of 3.5% against gross sales applies to food and food products, milk and milk products sold through vending machines. Orange juice is classified as a food product. The rate of 4% continues in effect against gross sales of coffee, carbonated beverages and any other items not included above.

"This method of remitting tax is not applicable to sales made through machines equipped with tax collecting devices. An accurate record must be maintained of the tax so collected, and the exact amount remitted to the State."

INDIANA

Chapter 50, Laws 1952, as amended

Section 36

"A gross retail tax is hereby imposed on transactions of retail merchants constituting sales at retail (as defined in subsection (b) of this chapter) at the rate of two per cent (2%) on the gross income derived therefrom. Such tax shall be borne by the purchaser and shall be paid by the purchaser to the retail merchant.

Circular ST-5

"In an opinion of the Indiana Supreme Court . . . the Court ruled that single sales in an amount of twenty-four cents or less are not subject to the Indiana sales tax. . . .

Holders of Registered Retail Merchants Certificates recording an accounting for such sales shall not be subject to the Indiana sales tax as "Sales Not Subject to the Tax" in arriving at sales subject to the Retail Sales Tax and the subsequent computation of sales tax due . . .

Circular ST-6 (10)

"The gross receipts from the sales of tangible personal property sold through vending machines by the owner or operator of the machine. However, items of 24¢ or under are not taxable.

MARYLAND

Maryland Code Article 81

Section 275

"Every vendor shall collect from the purchaser a tax at the rate specified in this section on the price of each separate retail sale made in this state . . .

The tax imposed by this section shall be paid by the purchaser . . .

(a) On each sale where the price is from twenty-five cents (25¢) to thirty-three cents (33¢) both inclusive, one cent (1¢).

OHIO

Title LVII, Chapter 5739 Revised Code of Ohio as amended

Section 7175-62

"An excise tax is hereby levied on each retail sale made in this state . . .

(a) The tax is as follows:

1. No tax is imposed if the price is less than thirty-one cents.

2. Ten cents imposed on the purchase price ten cents (10¢) or less, no tax shall be collected.

PENNSYLVANIA

Select Sales and Use Tax Act

Section 201 (a)

"There is hereby imposed on each separate sale at retail as defined herein within this Commonwealth, a tax of five (5) per cent of the purchase price.

Section 292 (a)

"If the purchase price is ten cents (10¢) or less, no tax shall be collected.

MAIN

Chapter 17, Maine Revised Statutes

Section 18

"There shall be no tax on sales where the monetary consideration is ten cents or less.

Revised Code

"Sales of tangible personal property through and the rendering of services by coin operated machines and devices are subject to the Consumers Tax . . .

Machine and devices included in this rule are vending machines, storage lockers, toilet locks, telephones, radios, television sets, automatic washer and photographic machines, amusement machines, and the like. Machines used in the conduct of a public utility business are not included.

The Consumers Tax shall not apply to sales and services rendered through machines which do not offer merchandise or service at a cost of five cents or less. The tax must be collected on each sale and service by a machine which does not offer merchandise or service at a cost of five cents or less.

Vending machine operators are required to maintain accurate records of all of their purchases of merchandise for resale. All persons doing business through coin operated machines are required to maintain accurate records of any commission or percentage paid in connection with the operation of such machines.

STATES EXEMPTING VENDING SALES BELOW A SPECIFIED AMOUNT

In one state, vending sales are explicitly exempt from the sales tax which preceded below a certain amount.

TEXAS

Chap. 20, Title 122A, Revised Civil Statutes of Texas

Art. 20.02

"There is hereby imposed a limited sales tax at the rate of two per cent (2%) on the receipts from the sale at retail of all tangible personal property within this state."

Art. 20.04

"Vending machine sales. There are exempted from the taxes imposed by this chapter the receipts from the sale of tangible personal property sold through a coin-operated vending machine for a total consideration twenty-four (24¢) or less."

STATES GIVING PARTIAL RELIEF ON SALES BELOW A SPECIFIED AMOUNT

In three states, partial relief is given on the theory of taxing the purchase of the vending operator rather than on his sales.

COLORADO

Chapter 138, Article 6 Colorado Revised Statutes, 1953

Section 138-6-14 (7)

"Every vendor vending individual items of personal property through coin operated vending machines at a price below the minimum taxable sales price specified by 138-6-6 (those sales under 14¢) shall be exempt, but not exempt such vendor shall pay the sales or use tax on the purchase of personal property so sold in the coin-operated machines unless the tax purchase or sale shall be otherwise exempt under the provisions of this section."

GEORGIA

Art. 240, Laws of 1951, as amended

Section 92-2150.2

"Every person making a sale or sales of tangible personal property at retail in this State shall be a retailer, and shall be liable for the amount due on the rate of three per cent (3%) of such gross sales or gross sales tax of this State."

Executive Order No. 61

"A STATEMENT that sales are levied and collected, based upon the cost price of the tangible personal property to vending machine operators excluded from Federal excise tax in dispensation of coins, tokens, or cents or less than twenty-five (25¢) in dispensation of coins, tokens, or cents or less in dispensation of coins, tokens, or cents or less than twenty-five (25¢) and seventy-five (75¢) in dispensation of coins, tokens, or cents or less than one hundred (100¢) or less but not less than twenty-five (25¢) in dispensation of coins, tokens, or cents or less than one hundred (100¢) or less but not less than one hundred (100¢) or less but not less than twenty-five (25¢) in dispensation of coins, tokens, or cents or less than one hundred (100¢) or less but not less than one hundred (100¢) or less but not less than twenty-five (25¢) in dispensation of coins, tokens, or cents or less than one hundred (100¢) or less but not less than one hundred (100¢) or less but not less than one hundred (100¢) or less but not less than one hundred (100¢) or less but not less than the purchase of personal property so sold in the coin-operated machines unless the tax purchase or sale shall be otherwise exempt under the provisions of this section.

Cash Box—October 17, 1944

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TAX REPORT continued

GEORGIA (continued from preceding page)

16 E. THORNTON of Atlanta that said tax shall apply to the cost of all such articles sold at a price of ten cents, or less, and in the event any person has been charged for such item on the provisions that such regulation shall fail and in the event any person refuses to pay the tax based on the cost price of the tangible personal property thus offered for sale, he shall be deemed liable for the tax based on the proceeds from such sales and all sales hereafter shall be charged to the said vendor.

WASHINGTON

Title 52, Chapter 92.06, Revised Code of Washington, 1961
Section 92.06.020
There is levied and there shall be collected a tax on each retail sale in the state amounting to four per cent of the selling price.

Section 92.06.090
The commission may authorize a seller to pay the tax levied under this chapter upon sales made through vending machines and similar devices where such sales are made under conditions of business such as to render implementation of this section impossible, and waive collection of the tax from the consumer. Where sales are made by receipt of a coin or token inserted into a receptacle that results in a deduction from a minimum price due in single purchases of smaller value than the minimum sale upon which said tax may be charged, the seller may, at the discretion of the commission, through the vending machine schedule provided by the commission (1c to 10c, no tax), and where the design of the sales device is such that multiple sales of items are not possible, will not be deemed to be transactionally to assess a tax on, in such case the selling price for the purpose of the tax sale shall be twenty-five cents or one-hundredths, as the case may be, of the gross receipts of the vending machines through which such sales are made.

STATE EXEMPTING VENDING MACHINE SALES WHEN TEN CENTS OR UNDER
In case states, special relief is given to operators of vending machines when sales made are 10 cents or under, and if certain other qualifications are met.

ALABAMA

Act 100, Laws 1959
Section 43-1421 (1)
Provided that where all the sales of a company are single sales of peanut products, milk products, coffee, and confections sold in dispensing machines located on industrial plants or on private property, vending machines, and vending machines dispense exclusively articles not to exceed ten cents (10c) per sale, the sales price of any single article of vending machine shall be not engaged in the business of vending exclusively articles not to exceed ten cents (10c) per sale, the gross receipts tax herein provided shall not be levied.

SOUTHERN CONNECTICUT

Title 65, Chapter 15, Code of Laws of South Carolina, 1952
Section 65-141-101
There is levied . . . upon every person engaged or continuing in this state in the business of selling at retail, an amount equal to three per cent of the gross proceeds of sales of the business.

Section 65-141-144 (22)
Persons engaged in vending machines shall pay one per cent of the gross proceeds of sales from vending machines when sold by the owner of such machines, provided the said owner is engaged exclusively in the business of vending machines at a gross price not in excess of ten cents per sale.

Section 65-141-179
Operators of vending machines, who service, supply and collect the proceeds of the sales therefore, are deemed to be the sellers of the tangible personal property dispensed by such machines and shall be subject to the South Carolina Tax Commission the taxes due on the gross proceeds of sales.

There is, however, a special exemption for operators of vending machines engaged exclusively in the business of selling at retail from vending machines articles of tangible personal property at a gross price not to exceed 10 cents per sale. In order to qualify for this exemption five (5) conditions must be met. (These are spelled out in the rule.)

STATES APPLYING HALF RATES ON SMALL SALES
Two states apply only the normal sales tax rate on sales under a certain amount.

CONNECTICUT

Chapter 255, Connecticut General Statutes, as amended

"For the privilege of selling tangible personal property at retail . . . . a tax shall be paid on all retailers at the rate of three per cent of the gross receipts of sales of the business."

Section 255-291 (4)
"As an excise tax upon every retail sale of tangible personal property made at the rate of one-half per cent, equivalent to two per cent (2%) except as provided in subsection (c) of this section.

"Provided that the tax on all sales of twenty-four (24c) or less shall be one per cent, and provided further, that the purchaser, consumer, and user of any purchase made at twenty-four cents (24c) or less shall be required to pay the tax provided herein and provided further that the gross receipts tax be determined on all purchases of twenty-four cents or less shall be assessed and paid by the vendor who shall keep records thereof acceptable to the tax commissioner."

WYOMING

Title 39, Article 15, Wyoming Statutes, 1957, as amended

"As an excise tax on every retail sale of tangible personal property made at the rate of five per cent, equivalent to one and one-half per cent except as provided in subsection (c) of this section.

"Provided that the tax on all sales of twenty-four (24c) or less shall be one per cent, and provided further, that the purchaser, consumer, and user of any purchase made at twenty-four cents (24c) or less shall be required to pay the tax provided herein and provided further that the gross receipts tax be determined on all purchases of twenty-four cents or less shall be assessed and paid by the vendor who shall keep records thereof acceptable to the tax commissioner."

STATES AUTHORIZING AN ALTERNATIVE TAX IN LIEU OF THE SALES TAX
One state allows the substitution of an alternative tax in lieu of the sales tax on sales made through vending machines.

TENNESSEE

Chapter 500, Title 67, Tennessee Code, as amended to date

"All vendors making sales of tangible personal property through vending machines shall be required to pay the gross receipts tax thereon in lieu of all other taxes shall register with the department for sales tax purposes, and make returns of sales each month, listing in detail all sales and any purchases for their own use when no Sales or Use Tax has been paid on their purchases. The amount of sales made through the vending machines upon which the gross receipts tax is being paid may then be used by the dealers on the sales tax return, and no sales tax will be required to be paid thereon."

Leading Vendor Importers

April-June 1964

COUNTRY UNITS DOLLARS

1. CANADA 1,346 $553,903
2. UNITED KINGDOM 759 $179,930
3. WEST GERMANY 819 $177,028
4. SPAIN 104 $178,011
5. UN. SO. AFRICA 467 $464,435
6. BELGIUM 82 $59,451
7. DENMARK 40 $59,150
8. ITALY 228 $11,401

Runyon Named Rowe Full Time Distributor

WASHINGTON

Title 52, Chapter 92.06, Revised Code of Washington, 1961
Section 92.06.090
The commission may authorize a seller to pay the tax levied under this chapter upon sales made through vending machines and similar devices where such sales are made under conditions of business such as to render implementation of this section impossible, and waive collection of the tax from the consumer. Where sales are made by receipt of a coin or token inserted into a receptacle that results in a deduction from a minimum price due in single purchases of smaller value than the minimum sale upon which said tax may be charged, the seller may, at the discretion of the commission, through the vending machine schedule provided by the commission (1c to 10c, no tax), and where the design of the sales device is such that multiple sales of items are not possible. will not be deemed to be transactionally to assess a tax on, in such case the selling price for the purpose of the tax sale shall be twenty-five cents or one-hundredths, as the case may be, of the gross receipts of the vending machines through which such sales are made.

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In case states, special relief is given to operators of vending machines when sales made are 10 cents or under, and if certain other qualifications are met.

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Provided that where all the sales of a company are single sales of peanut products, milk products, coffee, and confections sold in dispensing machines located on industrial plants or on private property, vending machines, and vending machines dispense exclusively articles not to exceed ten cents (10c) per sale, the sales price of any single article of vending machine shall be not engaged in the business of vending exclusively articles not to exceed ten cents (10c) per sale, the gross receipts tax herein provided shall not be levied.

SOUTHERN CONNECTICUT

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Section 65-141-101
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Section 65-141-144 (22)
Persons engaged in vending machines shall pay one per cent of the gross proceeds of sales from vending machines when sold by the owner of such machines, provided the said owner is engaged exclusively in the business of vending machines at a gross price not in excess of ten cents per sale.

Section 65-141-179
Operators of vending machines, who service, supply and collect the proceeds of the sales therefore, are deemed to be the sellers of the tangible personal property dispensed by such machines and shall be subject to the South Carolina Tax Commission the taxes due on the gross proceeds of sales.

There is, however, a special exemption for operators of vending machines engaged exclusively in the business of selling at retail from vending machines articles of tangible personal property at a gross price not to exceed 10 cents per sale. In order to qualify for this exemption five (5) conditions must be met. (These are spelled out in the rule.)

STATES APPLYING HALF RATES ON SMALL SALES
Two states apply only the normal sales tax rate on sales under a certain amount.

CONNEC...
BEL-CAL CORPORATION
Booths B2, B3
BLUMENTHAL BROS. CHOCOLATE CO.
Philadelphia
Booth 812
BOWEY'S, INC.
Chicago
Booth 846
BRANDT AUTOMATIC CASHIER CO.
Watertown, N.Y.
Booths 755, 756
BREVEL PRODUCTS CORP.
Coralville, N.J.
Booth 703
H. K. GROSS MFG. CO., INC.
Mattinck, Long Island
Booth 842
BROWN & WILLIAMSON TOBACCO CORP.
Louisville, Ky.
Booth 455
BURLY DIET DIVISION, DIET Quaker Oats Co.
Elizabeth, N.J.
Booths 160, 161
Products: Cookie and cracker items which vend for five and ten cents retail.
CALCONE CORPORATION, PITTSBURGH
Booths 208, 209
HOTEL: BISMARCK
CAMEE COMPANY, INC.
St. Louis, Mo.
Booth B50
THE CAMPBELL SALES COMPANY
Comden, N.J.
Booth 664
CANADA DRY CORPORATION
New York
Booths 210, 311
CANCIO DIVISION, AMERICAN CAN COMPANY
New York
Booth 405
Products: Marconi metal can containers for containing carbonated beverages, wines and market-able a/designs for vending operators.
CARNATION COMPANY
Los Angeles
Booth 715
CASH BOX PUBLISHING COMPANY
New York
Booth 819
Products: Trade publication.
Personnel: Joe Durlach, Marty Toshney, Lee Brooks and Ed Adum.
HOTEL: OXFORD HOUSE
CHICAGO LOCK COMPANY
Chicago
Booth 852
CHOCOLATE PRODUCTS COMPANY
Chicago
Booths 315, 316
THE D. L. CLARK COMPANY
Pittsburgh
Booth 811
CLARK GUM COMPANY, DIVISION OF PHILIP MORRIS, INC.
New York
Booths 312 thru 314
CLARK PRODUCTS, INC.
Chicago
Booth 701
COAN MANUFACTURING COMPANY
Madison, Wis.
Booths 350, 351
Products: Candy, snacks, pastry and cigarette vending.
HOTEL: CONRAD HILTON
THE COCA-COLA COMPANY
Atlanta, Ga.
Booths 404, 407
COFFEE-IN-MACHINE CORPORATION
Elizabeth, N.J.
Booth 304
CONEX DIVISION, ILLINOIS TOOL CORP.
Des Plaines, Ill.
HOTEL: CHICAGO BLACKSTONE
Cook County, Ill.
Chicago
Booth 454
COOK CHOCOLATE COMPANY
Chicago
Booth 760
CURTIS CANDY COMPANY
Baltimore
Booth 836
Products: Complete line of vending candy products.
HOTEL: CONRAD HILTON
DALSAN PRODUCTS MFG. CO.
Chicago
Booth 214
DEAN MILK COMPANY
Franklin Park, Ill.
Booth 502, 503
DELCIA CORPORATION
Comden, N.J.
Booth 758
DELICIA INCORPORATED
Elizabeth, N.J.
Booth 711
DIAL-A-SHARE, INC.
Chicago
Booth 814
Products: Coin operated shake vending machines.
DIAMOND CRYSTAL SALT COMPANY
Williamson, Mass.
Booth 820
DITCHBURN VENDING MACHINES, INC.
Chicago
Booths B6 thru B6
Products: Vendors for cold drinks, hot drinks, snacks and all purposes.
HOTEL: CONRAD HILTON
DIXIE CUP DIVISION OF AMERICAN CAN CO.
New York
Booths 403, 404
DR. PEPPER COMPANY
Dallas
Booths 659 thru 661
EXCO PRODUCTS COMPANY
Chicago
Booth 702
ELECTRO COUNTER & MOTOR COMPANY
Chicago
Booth 152
EVERPURE, INC.
Oak Brook, Ill.
Booth 84
Products: Coffee machine water purifiers.
HOTEL: CONRAD HILTON
F & S LABORATORIES, INC.
Chicago
Booth 706
FEARN FOODS, INC.
Pittsburgh
Booth 89
FIXTURES MANUFACTURING CORP.
Kansas City, Mo.
Booth 709
Products: Complete line of vending cup machines.
Personnel: Ben L. Gove, Norman Policky and S. Cohn.
HOTEL: CONRAD HILTON
GOLD MEDAL PRODUCTS CO.
Cincinnati
Booth 214
GORDON BROS.
Cleveland
Booths 635, 636
AROOR FOOD SERVICE COMPANY
Chicago
Booth 742
Products: Fresh battered meats, magic slice turkey and ham products.
Personnel: Fred Johnson, Earl Roberts and Don Miller.
ATHERTON-BRIDER DIVISION, LITTON INDUSTRIES
Cleveland
Booths A.1, 100 and 102
AUNT FANNY'S BAKING COMPANY
Chicago
Booth 846
AUSTIN BISCUIT COMPANY, DIVISION OF FAIRMOUNT FOODS CO.
Baltimore
Booths 662 and 663
Products: Crackers, Cookies and Specialty Items.
Personal: E. J. Fox, F. Fox, F. Ash and G. F Fielding.
AUTOMATIC PRODUCTS COMPANY
St. Paul, Minn.
Booths 250-251
Products: Storite Smokey Shot Cigarette Vendors, Condorship Candy Vendors, Electronic Selective Change Machines and Quick-Set Accumulators.
HOTEL: CONRAD HILTON
AUTOMATIC VENDORS OF AMERICA, INC.
Atlantic City, N.J.
Booths 833
AUTO VEND CORPORATION
Coldwell, N.J.
Booth 812
AVENCO ELECTRANCE ENGINEERING CO.
Minneapolis
Booths B62 thru B65
L. K. BAKER AND COMPANY
Chicago
Booth 813
BARRED-COLMAN COMPANY
Rockford, Ill.
Booth 837
BEECH-NUT life savers, INC.
New York
Booth 308
SPARKLING BRAND NEW STAR IN CANDY VENDING!

CandyShop

GUM
MINTS
INCREASE YOUR PROFIT PICTURE!

Candyshop is adaptable to coordinate with existing banked vending equipment.

The Smokeshop cigarette vendor is available in a matching cabinet.

THIS CHECK LIST SHOULD CONVINCE YOU THAT

Candyshop IS YOUR MACHINE!

TOTAL CAPACITY OVER 600 ITEMS

✓ POSITIVE CAPACITY 400 CANDY BARS
10 COLUMNS, 40 ITEMS PER COLUMN

✓ MINIMUM OF 200 GUM & MINTS
6 COLUMNS
One bar shows at a time in each column, so merchandise in any column can be mixed for an even greater number of selections and each column can be filled to capacity at each loading.

✓ FIRST IN, FIRST OUT FEATURE, YOU GET THE ITEM YOU SEE (NO DISPLAY MERCHANDISE LOSSES)

✓ INVENTORY AND STOCK ROTATION PROBLEMS ELIMINATED

✓ FAST, EASY LOADING AND SERVICING

✓ SIMPLIFIED SWING-OUT MECHANISM

✓ MULTIPLE PRICING – NICKEL-DIME-QUARTER REJECTOR

✓ OPTIONAL EQUIPMENT:
Selective nickel Changemaker giving change for dimes or quarters

SPECIFICATIONS

DIMENSIONS: 64" high including 6" legs, 38" wide, 20" deep.

SHIPPING WEIGHT: 400 lbs.

AUTOMATIC PRODUCTS COMPANY

301 Chestnut Street • St. Paul, Minnesota 55102 • Phone: 224-4391

Printed in U.S.A.
NAMA FORUM

The Speakers, Topics, and Dates

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<tr>
<td>October 18</td>
<td>Waldorf Room, Cincinnati, Ohio (moderator)</td>
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<td>Herbert D. Rorex, Chief, School Lunch Branch, The Vendo Company, Kansas City, Missouri</td>
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<td>Townsend, School Consultant, The Vendo Company, Kansas City, Missouri</td>
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<td>Townsend, Orange County Vending Co., Anaheim, California</td>
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<td>Townsend, Fullerton Union High School District, Fullerton, California</td>
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<td>Townsend, Miss Gertrude Miesfeldt, Institutional Food Marketing Specialist, Automatic Retailers of America, Inc., Chicago, Illinois</td>
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<td>Monday</td>
<td>Gary A. Steiner, Professor Psychology, Graduate School of Business, University of Chicago</td>
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<td>October 19</td>
<td>R. G. McHugh, Professor, Vending Corp.</td>
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<td>Townsend, R. G. McHugh, President, Training Dynamics, Inc., Glen Ellyn, Illinois</td>
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<td>Townsend, Carl Millman, President, Automatic Merchandising Corporation, Milwaukee, Wisconsin (President, N A M A I)</td>
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<td>Tuesday</td>
<td>Herbert L. Bent, President, Benroy Vending Company, Inc.</td>
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<td>October 20</td>
<td>Townsend, Maurice Glockner, Vice President, Automatic Canteen Company of America, Chicago, Illinois</td>
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<td>Townsend, William L. Haegerle, Professor of Management, Director, Executive Programs, Graduate School of Business, University of Indiana</td>
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<tr>
<td>Townsend, A Better Business Climate for Vending</td>
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<td>Townsend, Profitable Merchandising</td>
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<td>Townsend, &quot;The Difference Between An Average and a Good Sales Picture&quot;</td>
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"SELLING TO THE SCHOOL MARKET"
"PROGRESSIVE MARKETING"
"ORGANIZING FOR SELLING EFFICIENCY"
"CREATING A BETTER BUSINESS CLIMATE FOR VENDING"
"REALISTIC CUSTOMER RELATIONS"
"PROFITABLE MERCHANDISING"
"THE DIFFERENCE BETWEEN AN AVERAGE AND A GOOD SALES PICTURE"

Cash Box—October 17, 1978
Gottlieb Shipping 'North Star' Single Player Flipper Pingame

CHICAGO—Alvin Gottlieb, of D. Gottlieb & Company, in this city, announced the introduction this past week to the coin machine trade in all of the world markets of the new “North Star” single player flipper amusement game.

Gottlieb extended a cordial invitation to operators who are in Chicago for the Music Operators of America Convention to visit the Gottlieb factory, at 168-30 North Kostner Avenue (just 20 minutes by taxicab from the Sherman House), where they can see and demonstrate “North Star” in the Gottlieb showroom. During their visit here they will be able to chat with Dave Gottlieb, Nate Gottlieb, Alvin Gottlieb, and Judd Weinberg.

Alvin Gottlieb spelled out the firm's policy for supplying operators in this country and in the foreign markets with the best amusement equipment possible for highest profits in their operations.

He said: “The Gottlieb policy is exemplified by superior designing and engineering in the development of coordinated flipper amusement games. Up to expense is spared in making available to locations the most attractive machinery designing. And, this fine machinery is further maintained in the mechanical devices inside the playfield.”

There is certainly nothing 'cold' in the color combination and beauty of ‘North Star.’ This newest Gottlieb amusement creation will certainly attract a lot of play—and, of course, he highest possible profits in the amusement industry.

There are several new Gottlieb innovations in scoring “North Star” compared to Gottlieb. When the player hits all of the same color rollers he lights up the red button on the playfield for a “Special” award.

Making the yellow and green rollers light the kick-out holes for another “Special.” Also, making all of the rollovers allow the player to score additional special awards. The top rollovers on the playfield light the red pop bumpers for high score.

There are bumper rings on the playfield directly under the pop bumpers for added protection, to prevent scaring. “North Star,” which in optional for three or five ball play, has sturdy metal 'jewel posts', and the Gottlieb “Hard-Cote” durable finish to extend the life of the playfield to an all time high.

In conclusion, Gottlieb again extended his and his associates invitation to MOA visitors in the city to come out and visit as the factory this week.

SECOND QUARTER TOTALS

<table>
<thead>
<tr>
<th>April - June 1964</th>
<th>Machines</th>
<th>Dollars</th>
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<tbody>
<tr>
<td>HONOGRAPH S</td>
<td>6,861</td>
<td>$4,053,367</td>
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<tr>
<td>MUSEMENT</td>
<td>19,540</td>
<td>7,032,426</td>
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<tr>
<td>ENDING</td>
<td>4,653</td>
<td>1,143,895</td>
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<tr>
<td>TOTALS</td>
<td>31,054</td>
<td>$12,229,688</td>
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Freddie Fischer says:

Fischer POOL TABLES
with exclusive WEDGE-LOCK
RAIL and CUSHION ASSEMBLY

PROVIDE BETTER BALL ACTION THAN ANY OTHER COIN POOL TABLE!

Prove it to yourself . . .
test-play the EMPRESS and REGENT
6-Pocket Tables at the Show—

BOOTHS 60-61-62
or at your Distributor

See FIESTA 58
A brilliant NEW Fischer design in Bumper TRIP POOL.

For details, contact your distributor or Bill Weikel

Fischer Sales—COIN DIVISION
1208 N. RIDGE RD., MCHenry, ILY. • Phone 815-385-5530

ATTENTION ONE STOP AND MUSIC OPERATORS!
THE GREAT Std. ON DRY RECORD BY A NATURALLY LOVING ARTIST
SEYMOUR & HIS HEARTBEAT TRUMPET
"WHEN IT'S SLEEPIE TIME DOWN SOUTH"
(The Louis Armstrong Theme)

"MY FUNNY VALENTINE" HALIFAX 106
ALSO NEW FOR THE OPERATOR ON 7" LITTLE LP's
"PERCUSTIVE WURZLER PIPE ORGAN" by Eddie Osborne
VOL. 1—HALIFAX 901 • VOL. 2—HALIFAX 902
Cont. HAL FAXOR
HALIFAX RECORDS
4131 Armitage Ave., Chicago, Ill. (222) 37222

www.americanradiohistory.com
Seeburg Issues Wide Assortment Of Little LP's

CHICAGO—A wealth of little LP material being released by the Seeburg Corporation for the weeks of Oct. 5th and 12th is offering music operators a sampling of practically every type style of artist and musical specialty and should make the album programming of almost every possible location the easiest ever.

Two highlights among these releases are: the Beatles and their Capitol album 'Something New', with such Beatle hits as 'And I Love Her' and 'I'll Cry Instead', and Peter Nero's RCA Victor release titled 'Reflections', featuring the special 'Nero' treatment on such numbers as 'Boys of Wine and Roses' and 'Wives and Lovers'.

Under the 'Pop Instrumental' heading, Seeburg has released on little LP the Floyd Cramer-RCA Victor album titled 'The Best of Floyd Cramer' and the Swan release of 'My Man' by Walter Gates and the Orchestra. For Country & Western material, operators can now program Hank Snow's 'More Hank Snow Souvenirs' and Eddy Arnold's 'Sometimes I'm Happy'—both on the RCA Victor label.

Round off the two weeks' releases in the 'International' vein, Seeburg has issued the Betty Curtis album 'Island Life Success Di Betty Curtis' on the CGD label.

Casola Honored By Home Town

CHICAGO—Lou Casola, long time coinvest, president of MOA, was singularly honored in his hometown, Rockford, Illinois, with a Youth Leader Award, September 10, by the Rockford Chamber of Commerce.

Dr. H. W. Seebur, president of the Rockford Commerce chapter, expressed his and the community's appreciation and gratitude for Casola's dedication in working with the young people in the community, in helping them to shape their character and destinies.

'Skiing Down' The Campaign Trail

On a recent campaign swing through the Michigan Great Lakes tourist regions, governor George Romney tried his hand at the DuKane Corporation's 'Ski 'n Shore' game, which was located at the Boyne Mountain Lodge, Boyne Falls. While at the lodge, the governor spoke to state tourist council members, citing Michigan's recent adoption of their new state tourism slogan—'Water, Winter Wonderland'—coincidently, the themes marking the two versions of the DuKane game. Oh yes, the governor's score was termed a "political secret."

from 

The Williamsburg Vender Line

CHICAGO—A
d the LP-480 CONSOLE
Both On Display—Come In Today!

Hear The Cascade Of Seeburg Sound

AT THE SEEBURG MOA EXHIBIT BOOTH

Visit with Seeburg's Factory Representatives and Your Distributor and Enjoy The Hospitality Of Our Sherman House Suite!

See The Latest In Seeburg's Vending Equipment

AT THE SEEBURG NAMA EXHIBIT BOOTH

All Operators Are Cordially Invited To Visit With Seeburg's Vending Specialists and Your Distributor . . . . and then relax in our HOSPITALITY SUITE AT THE CONRAD HILTON HOTEL

Southeastern Distributors Inc.

601 Woodis Ave.

Phone 703-627-773A •

Norfolk, Virginia

Bernard Inge, Pres.
COLUMBIA RECORDS
7-INCH STEREO LITTLE LP'S FOR ADULT MUSIC OPERATOR PROGRAMMING

Announcing Do-It-Yourself “Little LP” Kits - each includes:

- A TRIPLE-FACED MERCHANDISE FOLDER FEATURING FULL-COLOR, 7-INCH ALBUM COVER ON THE FRONT.
- SIX 1½-INCH MINIATURE COLOR COVERS AND TWENTY TITLE STRIPS ON THE REAR FACE FOR USE IN PHONOGRAPHS AND WALLBOXES.
- ALL ELEMENTS PERFORATED FOR QUICK APPLICATION.
- AVAILABLE THROUGH YOUR REGULAR COLUMBIA DISTRIBUTOR.
- ALSO AVAILABLE: 6 CORRESPONDING “STEREO SINGLE” PROGRAMMING KITS.
The months have passed into weeks, the weeks into days, and all of a sud- den its convention time again. This year's conclave of the Music Operators of America is drawing many of the nation's music and amusement operators, most of the late and long established manufacturers and the smaller, but no less important, manufacturers. This meet is sure to be one of the grandest and most heavily attended conventions in the history of our trade, and certainly one of the most important over recent years. Also to be found this week among the concentration of salesmen members in Chicago's hotel lobbies and meeting halls will be a great number of operators, distributors and manufacturers of equipment from all sides of the United States. These people provide a fine market for this country's new and used equipment and also an abundant source of business for the manufacturers themselves produce. So let's extend a welcome to them, as Chicago, the coin machine center of the world, extends a welcome to us. The following is a list of some of the hundreds of familiar faces to be seen either passing through the colorful factory exhibits at the Sherman House or standing "to bend the counter" demonstrating the equipment.

A. D. Palmer, advertising and promotion manager at the Wurlitzer factory, will be heading a contingent of factory execs over from the Wurlitzer town of North Tonawanda, N.Y. plant, to include: Bob Bear, Gary Sinclair, R. B. Davidson, L. J. We- cherath, Don Smith and Ralph Cragin. The Wurlitzer reps will of course be on hand to detail the various features of the Model 2900 phonos to their customers and friends attending the show. Jim Newlander, vice president at Rowe A/B's vending division, reported that just about everybody in the com- pany's sales force will be on hand for both the MOA and the NAMA shows cluding all of their regional sales reps. Among the more prominent names at the show this year will be Pat O'Hally, Jack Harper, Pat Pollar, Jerry Marcus, Pete Petrullos, Bob Martin and of course Jim himsel and Charlie Katz, Rowe's original pioneer for his exhibit show. Jim Munves at the company will be displaying the 'Tropicana' phonos, the 'Riveria's' cig' verd (with new styling features), a new coin counter for the 'Tropicana', a 'stepper' sound relay for wallboxes, their candy machine and the 'Custom- ular background music unit. Jim further advises operators attending the exhibit to look for many new styling features for the Rowe machines.

Irving Kaye, and sons Howard (sales) and Arnold (production), will be on hand at the company's huge exhibit at the Sherman House. Besides the many new phonos 'Eldorado,' pool table lineups and a few new coin will be exhibiting their new ' Eldorado' shuffleboard line—the premier Kaye also advises dealers that they will be shown this week are the new coin machines. Justin Goldsmith, plus his sales and executive staff at the A. A. Teich pool table factory will be shown off the Sherman House again with their 'Gold Crest' line. Officials at the Great Lakes Game Corpor- ation, Elgin, Ill., advised last week that they will be showing a brand new in-operated elliptical-shaped pool table an 'Elliptispool' made by the manufacturer, has been receiving quite a bit of publicity in many of the major magazines and also on TV. This showing will mark its premier exhibition.

Speaking of premiere, the Rock-Ola sales staff headed by Ed Doris (executive), will be having their 'Princess' phonos, the new 'Prix' phonos to the nation's music operators. The new juke has already been shown to distributors at various locations around the country and their consensus is that the little phonos will be just as big a hit as the last "Grand Prix"—maybe better. Among the other Rock-Ola execs scheduled to be on hand at the MOA show are: Leonard Bider, Bill Foster and Miltie Green who will exhibit his bumper pool table at All-Tech's booth, nec- ing to Abe Lipsky of the Lipsky Distributors. Abe has been scheduled to out to Chicago for the MOA on Thursday and will remain until Saturday d be on hand to catch the entire convention, and at the MOA show, and the Lipsky will be showing a variety of products including the new Pat and Vince Storino of S & S Amusement Company, Tomis, N.J., who incidentally, is president of the Garden State ops association in New Icky Kats, who is in Chicago this week since he has spent much of the a few months this year at the Lakeside Hotel in Chicago and the New York operators in the Th. Bergman 'Arizonia' gun game, will be flown out to Chicago on Tuesday in order to catch the entire show.... Joe Mun- of the Munves Distributing Co., also heading out to Chicago for the big e, and he too will make his way to Chicago to catch the entire convention.

Coming out from Connecticut for the Chicago conclave will be state or- leaders Jerry Lambert and Abe Fish and also Mac Perlman from Atlantic Hartford distributor branch. Abe Fish hasn't missed one of these convention years. Representing the Atlantic New York Seeburg distributor at the convention will be Meyer Parkoff and Joel Brown and from their New Jer outlet, Oscar Parkoff.... Heading operator delegations from the New Con area to the MOA show will be Millie McCarthy of the state association. Pat Munves (board member of MOA), and Bob Westchester and opera- ds, and many ops from MOPA and Bill Cannon, president of New Jersey group and many of his members. Another prominent figure will be seen this week is the grand convention along with his staff, will be Bob L. Zielke of the Eastern Novelty Co. Bert has taken a hospitality suite in the Hilton in Chicago to give his many friends and customers a real welcome.

Vic Haim, president of the R. H. Belam Co. in New York, advises that his company's No. 1 representative Morris Nahum will shortly be leaving the four-week business tour of the European continent to facilitate the company's expansion on that continent and also to establish Belam agents in Spain and Greece. ... On hand to represent the American Shuffleboard Co. at the convention will be general manager Nick Bert, traveling with the Sol Lipkin (who seems to have attended more trade shows these past months than ever before) and see engineer Gene Daddis. They'll be seen at their 'Imperial' shuffleboard and 'Classic' and 'E lectra' pool table line operators.

Aaron Herman and the rest of the Herman brothers at the Kings Co Company will be displaying their new tape unit which allows the dealer to record commercials on tape boxes. Also on to Chicago convention will be Murray Wiener of the Weiner Sales Co. Murray will probably be circulating between the exhibits of Automatic Products Co., Gold Medal sets and Universal. Look for Tommy Greco and the other Greco boys to be on the convention scene during the MOA spectacular. Tommy is a board member of the national association.
Chicago Chatter

Convention fever is running very high in Chi! If ever there was an MOA Convention that looks like a sellout this is it, according to all of the top brass we talked to this past week up in Chicago. Director Fred Granger, general manager, directed the bunquet in practically SRO already.

Included in the convention planning is the scheduling of several regional bingo and the regional operator organizations scheduled to convene in the Sherman House are Coin Operated Industries of Nebraska (COIN) and Illinois Coin Machine Operators Assn. (KMOA). Nebraska and Illinois operators are urging to check the bulletin board in the hotel's lobby for room numbers and time of the sessions.

Another usual, Coin Box has kept the coin machine and record trade well informed of convention activities for many months prior to the conclave. On the Coin Box will be Joe and Pauline Orlieck, George and Edna Albert, Marty Ostraw, Jerry Shifrin, Marty Toosby, Lee Brooks and Ed Adlam.

Again, this year, the huge NAMA Convention at McCormick Place and the Grand Hotel follows the MOA Conclave into Chicago. The big NAMA trade show opens Saturday, October 7. These huge conventions deliver quite a 'fantastic' fare for the overall coin-operated trade.

Coinvett, Willie Blunt, will be on hand to sing the praises of the new coin box, "Dead's Club." Willie is working hard signing up all the Independents in the coin machine territory to this select club. Jack Ross, of Roatime vending, in Virginia, has his work cut out for him during the day or so before the convention begins and this is quite a chore.

Deepest sympathies to the Jim Newlanders, of Rowe Mfg. Co. Mrs. Todd Ed Hall, died last Thursday, Oct. 6, after a heart attack. She was a resident of Rogers Park in Chi... It's a big day for the Paul Huesler of Thursday, Oct. 8. Happy Birthday, Paul!

There was another heavily attended coinbox gathering (preceding the MOA Show) at Rock-Ola held a preview showing for distributors of the new "Princess Royal" phonof at the Water Tower Inn on Monday, Oct. 5. Hosting the shindig were Edward G. Davis, Dr. David Rockola, Donald Rockola, Dave Howe, Bill Benschoten, Lee Rick and Jack Barabash. Among the Rock-Ola district in tow for the meet were: Empires, Roy Kitt, Jack Robbins, Jack Burns, Jerry Ohye, Larry and Doss, Bess, Bob Rondou, Pick Fipser, and Harry Blum, Wally Waldman, Gordon Stout, Joe Abraham, Sam Hastings and Jack Hastings. Ray Brown, Joe McConnell, Al California, and many more.

Just this week he had to double back quickly from his Bird Music Co. headquarters in Manhattan, Kansas. Just last week he was in for the big preview for distributors of the new Rock-Ola "Princess Royal" phonograph. Lee is a vice president of MOA.

Visiting operators are invited to taxi out to D. Gottlieb & Co. to look over the brand new Gottlieb "North Star" single player flipper game which is now distributed by Antique-Art (canteen info's that the big Canteen Convention will be held for two days, October 15 & 16, in McCormick Place. The Williams-United exhibit will feature Williams "Riverboat" single player, and United's new model "Beaver." The new big ball bowler and "Orbit" shuffle alley. The exhibit will be occupied by Elmer Stern, Bill Lubie, Jack Mittel, Herb Oettinger and Bill DeSelm.

Ted Rubey and Estelle Bye are looking forward to seeing many of their old friends on the floor this week. Ted and Estelle are both of Marvel. Mike Stanley, partner of M. J. Stanley & Co. of Mercer Island, Washington, is making the long trip to Chi to take in the MOA Convention. We also expect to see Harry Jacobs, Jr. of the MOA, Inc. in Milwaukee at the convention.

Cint Shockey is showing his exciting new "Water Polo" coin-operated amusement game in booth 21 at the MOA Show. He says he has more than half-a-dozen districts signed at press time. Cint will make an even bigger splash on him at the pond on canteen House in Chi during the conclave. (Free drink with every order!). The big feature in the Bally exhibit booth, according to Bill O'Donnell and Herb Jones, in Bally's "Big Day" 4-player. Also in the exhibit will be the "2 in 1" 2-player and "Grand Gridiron." It'll be a hectic convention week for the guys at World Wide Distributors. Nate Feinstein, Harold Schwartz, Irv Otviz and Fred Skor will make the new BOSS, the Steeber exhibit at MOA, and then move over to NAMA, during the NAMA Conclave. Stan Levin info's that everyone in sales at Atlantic Music Co. will be on hand at both conventions, headed by Pres. Eddie Ruber, Rob Fisbak, Joe Kline, Sam Katter, Joe Klykun, Chuck Harper, Bill Phillips, Stan, and Frank Ogle.

Midway Mfg. Co. will be represented at the MOA Show by Hank Ross, Harvey "Iggy" Velowton and Bob Jones.

Making the rounds for National Coin will be Presy Joe Schwartz and Mort Levinson. We always look forward to chatting with Herb Perkins, of Ferreyor Distributors.

Another trip will show a huge line of parts in the booth at MOA. Operators will be able to chat with Max, Mit, Morris, Mutter, Eddie Ruhe and Dennis Parsons. When we chatted with Dennis Ruhe and Richard Beatus of D & R Industries, we advised that although this is the company's first NAMA trade showing they expect to garner a lot of attention with their line of parts. A big pat on the back is due Fred Granger, MOA's managing director, who performed so well setting up the heavy detail work for Bob's trade show (his first). His "ball" to go with his show is given by Ronnie, also rates a whole for her efforts. WELL ONE TO CHI, MUSIC OPS!

In Production Simultaneously  

Midway's...  

NEW 4 SENSOR STATIONARY MOVING BALL TARGETS!  

BEAT THE SCORE FEATURE   * TIME FEATURE  

In Production Simultaneously  

Midway's...  

NEW 2 PLAYER FLYING TURNS  

NEW BALL AMING SHOOTER  

NEW REAR TARGETS FOR EXCITING BALL SHOOTER AND FLIPPER ACTION 

NEW REAR TARGETS FOR EXCITING BALL SHOOTER AND FLIPPER ACTION  

EXTRA BALL FEATURE  

In Production Simultaneously  

Midway's...  

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NEW BALL AMING SHOOTER  

NEW REAR TARGETS FOR EXCITING BALL SHOOTER AND FLIPPER ACTION  

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EXTRA BALL FEATURE
Top 10 Phono Importers

April—June 1964

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<tr>
<th>COUNTRY</th>
<th>UNITS</th>
<th>DOLLARS</th>
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<tr>
<td>WEST GERMANY</td>
<td>1,563</td>
<td>$1,043,582</td>
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<td>BELGIUM</td>
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<td>VENEZUELA</td>
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<td>FRANCE</td>
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<td>GREECE</td>
<td>168</td>
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1. WEST GERMANY 1,563 $1,043,582
2. BELGIUM 1,333 $789,382
3. JAPAN 869 $481,680
4. CANADA 570 $479,361
5. UNITED KINGDOM 340 $199,706
6. ITALY 259 $192,366
7. SWITZERLAND 193 $153,181
8. VENEZUELA 297 $111,183
9. FRANCE 121 $86,628
10. GREECE 168 $48,015

In Northern Ohio It’s MONROE
For Full Line Rowe AC Vending Equipment
Tropicana Phonographs, Customusic,
Rivera Cigarette & AC Bill Changer
Also Distributing
Chicago Coin, Kaye, Bally, Williams and Valley

MONROE COIN MACHINE EXCHANGE INC.
2423 Payne Avenue  Cleveland, Ohio  216 781-4600

Music Operators!

VISIT WITH ROWE AC and our Factory Representatives
in the ROWE AC MOA EXHIBIT BOOTH!

Hear the sounds of the Tropicana, the
Best Selling Phonograph In Rowe’s History!

HOSPITALITY SUITE OPEN AFTER EXHIBIT HOURS • ALL OPS INVITED!

Vending Operators!

Don’t Fail To View Rowe’s Vending Line at our
ROWE NAMA EXHIBIT BOOTH

Meet Your Distributor and Rowe’s Vending Executives . . .
. . . and don’t miss our cocktail party, to be announced during showtime.

BANNER Gives You FULL LINE. . .
. . . Celebrity, Tropicana And Customusic
Exclusive Rowe AC Distributors For W. Penna & S. Ohio

BANNER SPECIALTY COMPANY
1508 Fifth Ave., Pittsburgh, Pa.
Phone: 412-471-1373

Cash Box—October 17, 1964
We LOVE You!

...and we love the way you have loved the Rowe AMI Tropicana. Thanks, Music Operators of America, for making this the biggest phonograph year in our history. And, remember, there's no better time than now to visit your Rowe AMI distributor. See him soon.
Learn about your profit potential with ELLIPTIPOOL®
U.S. Pat. 3,029,078
Con. Pat. 661,112

SENSATIONAL NEW ONE-POCKET TABLE BOOTH 48-49, M.O.A. SHOW
... and see a full demonstration of exciting, challenging ELLIPTIPOOL® play
by Mr. Art Frigo
ELLIPTIPOOL® Inventor
SUITE 1029, BISMARK HOTEL
3 to 7 P.M. Daily
WED., OCT. 14, THURS., OCT. 15,
FRI., OCT. 16 and SATURDAY, OCT. 17

GREAT LAKES GAMES CORPORATION
164 DIVISION ST., ELGIN, ILL. Phone 312-741-1877

M.O.A. / N.A.M.A. OPERATORS
VISIT WORLD WIDE... the SUPERMARKET of the INDUSTRY!
Largest Selection of New and Used Equipment!
All Your Needs Under One Roof!
• MUSIC • GAMES • VENDING

Visit the Midwest's Largest Showrooms and Most Complete Parts and Service Facilities.
See any of our staff on the Convention Floor.

FREE TRANSPORTATION
...TO AND FROM OUR SHOWROOMS—EVERY HOUR ON THE HOUR

WORLD WIDE distributors
2730 WEST FULLERTON AVE., CHICAGO 47, ILL.
Everglade 4-2300 CABLE: GAMES — CHICAGO

NOW DELIVERING UNITED'S "ORBIT" AND "POLARIS"

BANNER SPECIALTY COMPANY
PHILADELPHIA, PA.
1661 N. BROAD ST.
PITTSBURGH, PA.
1526 54TH AVE.
EXCLUSIVE UNITED MFG. CO. DISTRIBUTOR

MOA Convention Program
SHERMAN HOUSE, CHICAGO

Wednesday, October 14
8:30 AM to 10:00 AM—Meetings of Regional Associations:
Coin Operated Industries of Nebraska (C.O.I.N.)
South Dakota Music Operators & Vending Assn.

9:00 AM to 5:00 PM—Registration Desk Open

9:30 AM to 11:00 AM—Forum on Diversification.
Moderated by J. Harry Snodgrass, with panelists J. Harry Snodgrass and Lou Casola (MOA Pres.

Moderated by Albert S. Daner, (M.O.N.Y. Pres.) with panelists J. Harry Snodgrass and Lou Casola (MOA Pres.

1:00 PM to 5:00 PM—Exhibits Open (mezzanine)

Thursday, October 15
9:00 AM to 11:00 AM—MOA General Membership Meeting
Presided over by President Lou Casola. Nomination and election of officers and board members. Reports by officers and committee chairmen and Managing Director. Reports on legislation from George Miller, Legislative Counsel, and Nicholas Allen, MOA Washington office.

10:00 AM to 5:00 PM—Registration Desk Open

11:00 AM to 12:00 Noon—ROSA (One-Stop) General Membership Meeting.
Presided over by ROSA President Stanley Stone.

12:30 PM to 2:00 PM—Ladies Luncheon

Visitors & Manufacturers Club of Merchandise Assn. followed by tour of the Mart. Co-Chairmen: Mr. & Mrs. Clinton Pierce.

1:00 PM to 5:00 PM—Exhibits Open (mezzanine)

Friday, October 16
9:00 AM to 10:30 AM—Special presentations by Record Companies.
Some record companies have requested time on the program. MOA has invited all who wish to participate. Each will pick their own subjects.

10:00 AM to 3:00 PM—Registration Desk Open

10:45 AM to 12:00 Noon—Forum on Juke Box Programming
Moderated by Norman Gafke with panelists Ted Nicholas, Irving Pelman, Pat Cohen and representatives of one or more record companies. (Note: this panel is made of operators, one-stops and record companies.)

1:00 PM to 5:00 PM—Exhibits Open (mezzanine)

7:00 PM to 1:00 AM—Gala Banquet & Show
Terrace Casino, Morrison Hotel (see banquet program in this section)

Cash Box—October 17, 19—
FOR THE BEST and MOST COMPLETE LINE OF OUTSTANDING POOL TABLES VISIT OUR BOOTHS 32-38 AT THE M. O. A.

CONAT SALES CORP.
“A familiar name with a new game.”
Exclusive Dukane SKI ‘n SKORE distributor
Serving New York, Conn., New Jersey
TRY YOUR SKILL WITH THIS NEW INCOME BOOSTER AT THE SKI SHOW
— Oct. 15-18, BOOTH 80, N.Y.
COLISEUM

CONAT SALES CORP., Zachary Katz, sales manager
212 Yukon 6-0886 • 30 Gibson Blvd. • Valley Stream, L.I., N.Y.

Knock-Ola ‘Princess’ reviewed At Z. Vending
MAHA—Hymie and Eddie Zorinsky, of Z. Vending & Sales Company announced this past week that they will host a gala preview of the new Rock-Ola “Princess Royal” coin-operated automatic phonograph, on Sunday, October 11, at the swank Diplomat Hotel, in downtown Omaha. This festive premiere occasion, according to Hymie Zorinsky, will include cocktails in the Corral Room, dinner and entertainment in the Band Room. And, finally, swimming and dancing. Swimmers will utilize the facilities in the Diplomat’s pool area.

Hymie Zorinsky

The Zorinskys’ invited the ladies as well for this gala soiree. Operators and their guests were asked to RSVP.

WRITE FOR LITERATURE
GAMES DIVISION OF DUKANE CORPORATION
St. Charles, Illinois 60174
You asked us for it! Now here it is!

ROCK-OLA'S NEW COMPACT

Princess

33 1/3-45-7" LP ALBUM, STEREO-MONOAURAL PHONOGRAPH

another brilliant star from Rock-Ola! Built in the famous tradition of quality...to assure maximum dependability...fewer problems...bigger profits for you! SEE IT SOON!

OPEN HOUSE WEEK OCTOBER 12-17

H. R. SANDERS
Sanders Distributing Co.
Nashville, Tennessee

JOSEPH N. ABRAHAM
Lake City Amuse. Co., Inc.
Cleveland 3, Ohio

Frank, Jack, Tom, Joe, GRECO
Greco Bros. Amuse. Co., Inc.
Glasco, New York

GIL KITT
Empire Coin Mach. Exch.
Chicago 22, Illinois

MICHAEL J. STANLEY
Michael J. Stanley Co.
Mercer Island, Washington

ROMINE C. HOGARD
Tulsa Automatic Music Co.
Tulsa, Oklahoma

JOHN WALLACE
Allied Vending, Inc.
Oak Hill, West Virginia

VICTOR CONTE
Victor Conte Music Co.
Utica, New York

WALTER WALDMAN
S. L. Stiebel Co.
Louisville, Kentucky

JOE MCCORMICK
Musical Sales, Inc.
St. Louis 3, Missouri

JOE ASH
Active Amuse. Machines Co.

T. W. HUGHES
S & H Distributing Co., Inc.
Shreveport, Louisiana

BUD PATTON
Patton Music Company
Modesto, California

HYMIE ZORINSKY
H. Z. Vend. & Sales Co., Inc.
Omaha 2, Nebraska

AL LEVINE
Music & Vending Corp.
Boston, Massachusetts

Cash Box—October 17, 1944

www.americanradiohistory.com
SEE ROCK-OLA
At the MOA SHOW
October 14, 15, 16
BOOTH No. 81

Watch for
OPEN HOUSE
announcements
at these

ROCK-OLA Canadian Distributors:

LANIEL AMUSEMENT INC.
151 Rockland Road
Town of Mount Royal
Montreal 16, Quebec, Canada

NEW-WAY SALES COMPANY
1257-61 Queen Street, W.
Toronto, Ontario, Canada

WINNIPEG COIN MACHINE CO.
768 Notre Dame Avenue
Winnipeg, Manitoba, Canada

VAN DUSEN BROTHERS
10528 - 123rd Street
Edmonton, Alberta, Canada

(Branches) VAN DUSEN BROTHERS
723 - 10th Avenue, S.W.
Calgary, Alberta, Canada

SELECT MUSIC COMPANY
609 Terminal Avenue
Vancouver 4, B.C., Canada
Fred Granger Views His Eight Months As MOA Managing Director

During the past eight months it has been my privilege to serve as managing director of the Music Operators Association of America—an association I believe, with a real future ahead of it.

Practically, I like the job and I like the kind of people who make up the diverse industry. Not in any other eight months have I met so many people, traveled so far, learned so much.

During its eight months, the MOA has received its just due. Perhaps I would be remiss in my duty if I did not take this opportunity to thank one man who has worked very closely with me over the past eight months—President Lou Casola. I like to think that, together, with the guidance of the officers and directors, we have given MOA a little more justification as a national trade association, little more strength, a little more worthwhile work has been done than worthwhile.

Frederick M. Granger,
MOA Managing Director

Gottlieb Memorial Hospital Expansion Progress

Chicago—Gottlieb Memorial Hospital, last Spring, began construction of two new floors which will increase the capacity of the Melrose Park Hospital to 225 beds. Construction has reached a point where the skeletal outline of the additional two stories is already in place.

One of the major features of the planned addition will be a 12-bed intensive care unit which will afford the more critically ill patients with round-the-clock nursing supervision.

The nurses' station, located in the center of the unit, has a direct call system to the resident doctor's quarters. For cardiac patients, a cardiac monitoring system, consisting of an electronic device attached to the patient, instantly registers any change in his condition on the nurses' monitoring board.

The unit will also have piped-in oxygen to each bed and an emergency nurses' call unit at each bedside. Pillow speakers will make it possible for patients to easily call and talk to nurses for monitoring the patient's conditions during the night.

Already containing the most modern equipment and facilities available, the hospital's x-ray department will be enlarged further by the expansion program. Newer equipment will provide for more thorough and speedy x-ray examination with less radiation exposure to the patient and will include an x-ray therapy department for the treatment of malignant tumors.

Perhaps one of the most impressive aspects of Gottlieb Memorial Hospital is the sincere and enthusiastic dedication of its administrators and founders that it be and remain the most modern, efficient hospital in the Chicago area. From its inception in 1883, the hospital has maintained the up-to-date citadel of health and the modern medicine. In addition to the out-patient, radiography, emergency and administrative facilities, other features include a fully-equipped nursery in the main building, and a closed-circuit television service to the officers and directors. The hospital has, of course, the latest in air conditioning and surgical equipment, and the latest in research and medical technology.

What success I may have had really due to the help and cooperation I have received from MOA members and directors and officers at the MOA and at my disposal, that in the first place, the counsel of, from our product show producers and from the industry at large—phonograph and amusement machine manufacturers, the record companies, the gambling and the BODA, the distributors and NCMOA, the allied industries and, of course, the operators I have met in my travels around the country. Last but not least I owe a debt of gratitude to the members of the trade press who have helped me both in word and in thought, and we have all the hard work has been no different than worthwhile.

Frederick M. Granger,
MOA Managing Director
Making The Biggest Splash At MOA! The Amusement Game For EVERY Location.

Royal's

WATER POLO

2-Player Novelty Licensed Everywhere!

CALL THESE DISTRIBUTORS TODAY!

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Prime Arc Machine Co.
2402 Purdy Avenue
Mr. Norm Goldstein
Telephone: 513-4800
Area Code 216

Oklahoma and Texas
Satellite Dist. Company
North West and Lee Streets
Oklahoma City 2, Oklahoma
Mr. Bill Sutherland
Telephone: 613-6161
Area Code 405

South Dakota Dist. Company
220 S. Phillip Ave
Mr. Bill Sutherland
Telephone: 613-6161
Area Code 405

Wisconsin, M.N., Minn.
Mint, M.N.'s Mailer & Co.
Field, Company
80 Carnegie Blvd Road
Watertown, Wis.
Telephone: 267-1250
Area Code 612

California
Bagger, Sign, & Vending Cc.
700 N. 3rd Street
Mr. James G. Bagg
Telephone: RT 1-4783
Area Code 213

Florida and Southern
Georgia
Southern Music Dist. Co.
2605 Market Street
Jacksonville, Florida
Mr. Bud, 3800
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New York
Playland Ent. Inc.
1719 East Avenue
Brooklyn, 2, New York
Telephone: RE 4-8529
Area Code 212

Oregon, Washington
and Alaska
Northwest Sales Company
1500 Elliott Avenue
Seattle, Washington
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Telephone: 2-8090
Area Code 206

TERRITORIES AVAILABLE!

M.O.A. BOOTH 21

CALL CLINT SHOCKEY!
OCT. 14-17 AT CARRIAGE HOUSE HOTEL
• Serve the World's Greatest
WATER POLO Game
• Simple Water Pump
• Great Sales Potential

ROYAL DISTRIBUTING, INC.
1210 Glendale-Milford Road Cincinnati, Ohio Tel. 771-4250

• Easy Service!
• Mechanically Perfect!
• Works On Simple Water Pump Principle!

Tested in Cincinnati, Dayton, Kentucky, shown to 100 operators during West Virginia Convention...great in bowling alleys, motels, terminals, taverns...really big collections...reasonably priced...backed by Royal Distributing's know-how and experience manufacturing, distributing, operating...play it and you'll have to operate it!

-two years in development
-tested in four states
-first water polo game success
CINCINNATI — A new novelty amusement machine left here last week for Chicago and the game brought with it an unusually large amount of favorable support from those who have seen it. Distributors who have signed to sell it, and not least of all, the owners of the game.

One of the greatest supporters of “Water Polo,” a Royal Distributing Company manufactured machine, is Clint Shockey who has largely been responsible for a backlog of orders from drifis.

Shockey brought the 2-player game to the West Virginia Convention three weeks ago and received a fine response from the 100 coinmen who viewed it during a special showing. The principle of the game—a simple water pump—has been utilized to great effect thereby permitting both excitement and skill when two players oppose each other, trying to score by projecting a ball with a pressurized stream of water.

Shockey claims that Royal’s “Water Polo” is the first water-ball type game that deserves recognition by the industry. To date, the game has been tested in four states, in bowling alleys, motels and terminals, in Dayton, Cincinnati, Kentucky and other cities, and results support his claim. Royal is selling the game as a “location” piece because of the favorable tests.

It has been licensed by every city where an application has been filed. The game is apparently 100% legal everywhere. Following close to two years of re-designing and re-developing, “Water Polo” today stands as an attractive 2-player, low-priced game for operators, according to Royal execs.

Among the distributors signing to handle the game, at press time, were Bauger Sales & Vending Co., a newly formed organization on the west coast, headed by convict Bill Harp, long a favorite with AMCO and formerly Badger Sales, Los Angeles. (See Oct. 10). Norman Goldstein of Momo Coin Machine Exchange, Ohio, agreed to distribute the game, following tests in his territory. The Sutherland Brothers will sell “Water Polo” in Texas and Oklahoma. Joe Wood’s Southern Music, in Orlando, is covering Florida. Si Redd’s outlet in New England has a franchise for New England States. Other distributors have been named in New York as other areas. According to Shockey, choice territories are still available, hence the exhibit in MOA Booth 81. For those wishing to discuss distribution possibilities, Royal has rented a suite of rooms at Chicago’s Carrigan House, Oct 14-17. Among the new and interesting games is one expected to be unveiled at MOA. “Water Polo” deserves the attention of the convention.

Fischer Debuts ‘Fiesta 58’

McHENRY, ILLINOIS — A “fast and appealing” concept in Bumper car pool table design will be unveiled at Fischer’s M.O.A. exhibit in Booth 60, 61 and 62, according to Bill Weikel, Fischer Sales-Coin Division chief. The new Fiesta 58 features a pocket styling with attractive ball channels and wide variety of equipment is always on exhibit. The private offices and the display room are available during business hours for the use of operators who may wish to bring in their customers or to conduct other business.

Friso To Demonstrate New Elliptical Table

CHICAGO—Art Frigo, youthful inventor of the revolutionary elliptical pool table will give daily and annual demonstrations during the M.O.A. Show. Demonstrations will be held from 3 to 7 p.m. each Wednesday, Oct. 14, thru Saturday, Oct. 17, in Great Lakes Games Corporation’s Suite 1029 at the Bismarck Hotel.

‘Water Polo’ Comes To MOA

— Many Distribrs Already ‘In The Swim’
PROFESSIONAL SERIES FEATURES:

1. CUE BALL LOCK (15th ball locks cue in)
2. Extra wide mica post-formed roll
3. Elimination of bulky troublesome drawer
4. FULL SIZE professional rails and cushions of first quality rubber
5. Silent polyethylene runways
6. Maximum security—separate cashbox
7. Heavy gauge full-size high-polished plated metal corners
8. First quality slate tops
9. Pre-assembled professional sturdy base (no wedge)
10. Molded rubber boots and pocket liners
11. Heavy-duty 5 inch diameter caster. Adjustable height and self-leveling
12. Genuine mica cabinets
13. Streamline cabinet design
14. Reversed coin chute
15. First quality wool rubber-backed cloth
16. Trouble-free ball release and viewer, simple unitized design

PRO 1
78" x 46"

PRO 2
88" x 51"

PRO 3
93" x 53"

PRO 4
103" x 58"

PRO 5
114" x 64"

Call (Area Code 516) PYramid 8-2626 or your local U.S. BILLIARDS distributor
**Dynamic Balance of off-center playfield**

Dynamic Balance of off-center playfield insures plenty of surprise action, fantastic kicker drives to tantalizing score targets and fascinating "come-close-try-again" repeat-play appeal.

**ONE-BALL PLAY-APPEAL** insured by fact that playfield resets to first-coin condition as each ball escapes through Free-Ball Gate or out-hole, demanding ball-by-ball skill-shooting and maximum flipper-strategy.

**DOUBLE FREE-BALL GATES** insure, not only the thrill of getting extra balls, but also chance to score Specials and Bonus-Scores by shooting balls through Free-Ball Gates.

**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.

**WE PROVIDE A BUYING AND SHIPPING SERVICE TO OUR OVERSEAS CLIENTS AIMED AT REDUCING THEIR RISKS AND CIF COSTS TO A MINIMUM. INQUIRIES INVITED.**

**IMPORTERS ATTENTION!**

For Best Prices Coin-Operated Equipment Contact: PURVEYOR DIST. CO. 312 W. Western Ave., Chicago, Ill. PHONE: Jumper 5-1814

American Music Co.
2100 Lorain Ave., Cleveland 3, Ohio

2-WHEEL DOLLY
Model SRT-M-60
A Cabo Machine Operator's must. This 60 in. high daily comes equipped with the new Ratchet Strap Tightener and Automatic Strap Recoil. In stock $80.00

$80.00

E-Z LATCH PLAYFIELD PANEL "B" games have always been lucky games for operators, and BIG DAY is the luckiest flipper game ever built.

MATCH FEATURE

AUTOMATIC BALL-RETURN E-Z LATCH PLAYFIELD PANEL FRONT MOULDING BACKGLASS
For sheer excitement at the MOA...
visit Booths 5, 6, 7, 8

The Imperial

The CLASSIC

American SHUFFLEBOARD CO.
210 Paterson Plank Road
Union City, N.J.  (201) UN 5-613

Hear Case Histories Of TEN TOP TUNES PROFITS
. . . . . at Wurlitzer's MOA Booth!
AVAILABLE ONLY ON THE FAMOUS
Wurlitzer 2800
MEET OUR WURLITZER FACTORY REPS FROM ALL OVER THE NATION!

Ask For HARRY JACOBS, Jr.
At The WURLITZER EXHIBIT!

VISIT YOUR NORTHWEST DISTRIBUTOR DURING THE MOA SHOW!
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Ron W. Pepple
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Seattle, Wash. 98121
Phone 206-284-8030

Portland Office
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Portland, Ore. 97204
Phone 503-228-6557

Authorized distributor for:
Washington, Oregon, Idaho, Montana & Alaska

GOLDEN OPPORTUNITIES with WURLITZER’S
GOLDEN BAR
The KEY to EXTRA DOLLARS in your pocket!
- Drop in and see JOHN BILOTTA. A little refreshment and enlightening conversation will enable me to have the pleasure of showing you how to get those EXTRA DOLLARS with proper use of your GOLDEN JUKE BOX!
- Join me in the Wurlitzer Suite or in my suite, both located in the Sherman House!
- "The Timid Soul" holds onto his buck, but he spends it fast when you make it easy for him to do so.
- And remember this, that same Timid Soul, or a man in a hurry, who doesn't wish to ask for change, will drop two quarters or a half dollar in a SMOKESHOP Vendor and get change with his cigarettes.
- It will more than pay you to sit down with me and hear the true (profitable) facts!

JOHN BILOTTA
Bilotta Enterprises
Irving Holzman, President
UNITED EAST COAST CORP.
America's Largest Distributor of
UNITED AMUSEMENT GAMES
Welcomes You To MOA and the
UNITED-WILLIAMS EXHIBIT BOOTH!

We're proud to be a part of the UNITED-WILLIAMS Family, manufacturers and designers of the world's finest equipment. Operators in our territory can continue to expect the best in amusement machines, and the ultimate in UNITED EAST COAST CORP. service, as always. Visit the WILLIAMS-UNITED exhibition booth during the MOA Convention.

Coming from
UNITED-WILLIAMS

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