Columbia's Robert Goulet has become one of the hottest personalities on the entertainment scene today. He has clicked in films, is a top night club draw, probably the most sought-after male vocalist for TV stints, and a tremendous record seller. Each of his LP's to date has topped the 100,000 mark and, currently, Goulet is making a name for himself in the singles field with his first big pop side "My Love, Forgive Me (Mi Amore Scusami)." Columbia will issue a new LP bearing the title of the single in a matter of days. Bob was featured on his own TV special recently titled "An Hour With Robert Goulet." He will be appearing on major TV shows almost every month from now on. Next week he does the "Sunday Night At The Palladium" television show in England. He is currently in the midst of negotiations for film and TV contracts.
Spirited Christmas singles
for checking and stocking.

ONE LITTLE SNOWFLAKE / Mel Torme 4-43167

JING-A-LING / Frankie Yankovic 4-43173

CHRISTMAS PRESENT / Doris Day 4-43174

CHRISTMAS IS THE TIME TO BE WITH YOUR BABY
The Orchids 4-43175

THE CHRISTMAS SONG / Aretha Franklin 4-43177

THAT HOLIDAY FEELING / Steve and Eydie 4-43179

Your Holiday hit list from
Columbia Records.
1964
THE INTERNATIONAL LOOK

1964 will be history in a few weeks. For the record industry, it will be historic.

You’d probably have to turn the pages of “History of the Music Business in America” back to 1955—rock ’n roll’s first big year—to come up with a more significant 12 month period.

This is the year that international singles product dominated the charts and turned a lot of singles concepts topsy-turvy. To England must go the credit for the greatest advances ever of any foreign nation on the U.S. disk scene.

True, most of England’s armada of teenage talent take their cues from our own blues-rock tradition, but that portion of local touches—including original tunes—they employ is sufficient to put them over here with tremendous impact.

The likes of the Beatles, Rolling Stones, Davie Clark Five, Searchers, et al, not only created sales sensations on a one-release-at-a-time basis, but, to the amazement of U.S. diskmen, rolled up giant sales on a number of simultaneously marketed records. To prove that they were as appealing to the teenagers in the flesh (and shaggy-haired attire) as on disks, most of the English acts have conquered American youngster on various p.a. tours. The Beatles—the “fab” ones—even got critical comments for their first feature motion-picture try, “A Hard Day’s Night.”

For record companies and, most certainly publishers, the English invasion means a constant flow of traffic to London and resulting deals, deals, deals, not to mention new London branches.

If England ruled the charts this year, other international musical voices made important progress here, too. The Bossa Nova sound won renewed interest via Astrud Gilberto’s singing of “The Girl From Ipanema” and, also from South America, Los Indios Tabajaros established themselves as a popular singles and LP attraction.

The continent was the origin for some hit ballad numbers, including Robert Goulet’s “My Love, Forgive Me,” Johnny Tillotson’s “She Understands Me” and Julie Rogers’ “The Wedding.”

Jazz vocalizing, an all-American art until now, also got a strong European exponent via a group called the Swingle Singers, the Scandinavians who updated Bach with impressive LP sales results.

On other musical fronts, the sound of international music was heard on Broadway, “Rugantino,” a performed-in-Italian show (with English subtitles) failed, but aroused the interest of many. Currently “Zizi” and “Folies Bergere,” two productions from France, are scoring. The success of English musicals here (e.g. “Oliver!”), “Stop The World . . .”) led to further immigration of West End efforts, including “Oh What A Lovely War” and, yet to come, "Maggie May" and "Robin Hood."

The success of international music here has been, to sum it all up, varied and continuous. It has made the general worlds of music smaller. It looks like it will eventually make the worlds of music one.

Next week’s editorial will look at 1964 as it concerned American musical product presented here and abroad.
Mercury Plans Build-Up in R&B; Forms New Blue Rock Label

DIRECTING the operation of Mercury's new Blue Rock label for R & B dates is product manager Dick Bruce (left), who's going over designs for the diskery's logo with Carl Proctor, national promotional manager.

NEW YORK—Mercury Records is pinpointing the re-visualization of the R&B sound here and abroad through a new label—Blue Rock Records, the diskery's top man Irving Green announced last week.

The decision to launch the specialty label was made, Green said, on the basis of the increased R&B sales activity shown overall in the industry, specific sales action in Mercury's own labels last year, as well as general observations of music trends made by Green during his extensive European travels.

"The states and the best are getting more emphasis on the international scene," Green pointed out, "no doubt due to the rapidly expanding teen-age consuming market all over the world."

"Even in England," he noted, "the American R&B influence is being incorporated more and more into the big acts. A lot of the English are doing it, to revitalizing R&B in our industry."

"We have been using our R&B sound, adding their own York- shire perspective to it, and shifting it right back to us stronger than ever before."

Green added that R&B is tops in France, too, with one of the country's top stars, Johnny Hallyday, being strongly R&B.

Heading up the new Blue Rock label will be product manager Dick Bruce, who has been with Mercury for several years in sales managerial capacities. Previously associated with International Blue Rock was Carl Proctor, formerly with Sun- rise, who has had a broad background in the R&B field.

Blue Rock will have its own roster of A&R men and has only one European handler by Lucieli de Jesus in New York, M. Greco. The latter is off this office, and Nick Venet on the West Coast. In addition, Green stated, Blue Rock will be "aggressively" in seeking out and purchasing material.

Distribution will be through indie distributors with established market knowledge in the R&B area.

Blue Rock's first product release was this past week, and includes two singles, "Baby What's Wrong," b/w "Here Comes My Baby" by Jon- nie McCullar and the Chi-Town Fo- tans, and "Let Her Love Me," b/w "When The Music Grooves" by Ottis Winst.

"We believe the current important sales action on R&B will continue and have even greater success," Green said, "We're amping up the demand with the establishment of a new division devoted strictly to this market."

MGM Pics Shows Profit For Fiscal '64—Disk, Bubblegum Income Up

NEW YORK—After a losing year in 1963, MGM-Goldwyn-Mayer, Inc., has announced earnings in the fiscal year ended June 30, 1964, of $4,885,783, compared to a loss of almost $17.5 million fiscal 1963.

All divisions, president Robert O'Brien reported, made profits, including the company's disk and music activities MGM-Verve Records and Big 3 Music.

Combined music and record operations' earnings were $1,525,000. Sales in music and records totaled 165,627, 298. There was a loss of $135,000 in fiscal 1963.

Gross revenues for fiscal 1964 reached $171,360,000 in comparison to 1963's $152,519,000.

20th Century Fox Bows 17 New Albums

NEW YORK—20th Century-Fox Records in November scheduled albums in assorted nine new releases including the following:

The re-issues include: "Tommy Dorsey-Vol. 1 & II, "Glen Miller-Vol. 1 & II, "Vol. 1 & II, "This is George Shek's and "The Best Of Shirley Temple."

Capitol Inks Georgia Brown

HOLLYWOOD—Capitol Records has signed Georgia Brown, the Broadway star of "Oliver!" to an ex-clusive contract with the label, it was reported here.

Now living in New York, she will appear in the upcoming production of "Oliver!" on Broadway this fall. In addition to her appearance on Broadway, Capitol said Brown will hit the disk scene in 1959 with their Columbia disking of "Greenfields," one of first hits of the season on the pop-soul front.

In addition to other singles successes, they've done particularly well in LP sales. A recent release, "More Big Folk Hits," was their 19th album for Columbia.

As a strong college campus attraction, they will make about 200 appearances during their 1964-65 college tour. They recently completed a world-tour which included performances in Japan, Italy, Spain, France, England and the Scand-ian area.

The group has also done top television shows, including the Ed Sullivan Show, the Bell Telephone Hour and the Tonight Show.

Native Washingtonians Bob Fik, Mike Kirkland, John Paine and Ed Foley began their professional singing careers while students at University of Washington.}

New Columbia Pact For Brothers Four

THE Brothers Four, flanking Columbia Records' president Goddard Lieberman, unveil new contract signing.

Amy-Mala To Handle New Crewe Diskery

NEW YORK—Amy-Mala, Irving Underhill, general manager of Amy-Mala Records, and Bob Crewe, head of Genius, Inc, the indie producing firm, have announced the formation of a new label—Dyne Vox Records, a new label owned by Bob and Dan Crewe, which will be distributed by Bell Records, distributors of Amy-Mala product.

In addition, the new label plans to establish a strong album line. Crewe said that a movie soundtrack LP would be announced soon and that negotiations were in progress for a Broadway special cast. In addition, the signing of a symphony orchestra is also on tap.

The diskery will incorporate product produced by Bob Crewe and additional product under their other labels.

Initial release—five weeks—will be the latter category, for sympathy's sake, with Crewe's distributed by the Record Guild called "Skiing In The Snow."
MCA Buys Leids Music; Lou Levy, Sal Chianti Move Into Set-Up

NEW YORK—MCA, Inc., the giant TV-pic package, has purchased Leids Music from its founder and owner, Lou Levy, it was announced last week by Julius Stein, MCA chairman.

The purchase of the assets and worldwide copyrights of the company also includes Duchess Music, the BMI affiliate of Leids, and other sublabel subsidiaries.

Under the deal—the purchase price of which was not disclosed—Sal Chianti, exec vp of Leids, moves over as exec of the new firm name, Music Corporation of America.

This is MCA’s second big move into the music business. Several weeks ago, it bought Decca Records and its associated publishing affiliate.

Leeds was formed by Levy back in 1958. Prior to that, Levy had managed such writers as Sammy Cahn and Saul Chaplin and the Andrews Sisters.

Some of the all-time copyrights that go into the catalog of Music Corporation of America are "I’ll Never Smile Again," "I Remember April," "Heartaches," "C’est Ci Bon," "All Or Nothing At All," "Now Is The Hour" and such recent successes as "Girl From Ipanema" and "I Wanna Hold Your Hand."

AF Goes After Teen Tank Sales

Harry Auslander, jop A&R pro for Columbia Records, has received the signing of The Teens, currently at New York’s Metropole, to a long-term deal that includes a single, "Movin’ Out." Group is also penned in for an extensive deejay and retailer tour around the country.

AF is considering the formation of a sublabel to handle their pop releases. An announcement soon is expected on the matter.

AF, of course, built a strong "sound" reputation during the fifties, and was one of the first labels to enter the disco field.

CHRISTMAS RECORD ACTIVITY

A list of Christmas albums which have been reported by dealers to be showing strong sales activity at this early date. This feature is being offered on an early basis to ensure a continuing feature until the holiday has passed. This year's rush has produced from the limited number of returns received on Yuendence product.

ALBUMS

1. BEACH BOYS CHRISTMAS ALBUM (Capitol T ST 2810)

2. A MERRY CHRISTMAS (Capitol T ST 2165)

3. THE ANDY WILLIAMS CHRISTMAS ALBUM (Capitol CL 2087/CS 8887)

4. JACK JONES CHRISTMAS ALBUM (Capitol CL 2086/CS 8886)

5. CHRISTMAS GREETINGS (Jerry Vale (Capitol CL 2239/CS 9024)

6. VERY MERRY CHRISTMAS (Arch West (Capitol CL 2238/S 9023)

7. THAT HOLIDAY FEELING (Steve Lawrence & Eydie Gorme (Capitol CL 2841/CS 9093)

8. SING ALONG WITH THE YORKS (The Yorks (Benson RE 1012)

9. MERRY CHICKS CHRISTMAS (Brenda Lee (Decca 4552/CL 7458)

10. SPIRIT OF CHRISTMAS (The Nardis (Capitol CL 2940/CS 9091)

11. YOUR MERRY CHRISTMAS (Macy Gray (Capitol CL 2164/CS 9090)

12. MORE SOUNDS OF CHRISTMAS (Ramsey Lewis Trio (Capitol CL 8000/CS 9089)

13. CHRISTMAS '64 (Jimmy Smith (Capitol CL 6745/CS 8001)

14. 12 SONGS OF CHRISTMAS (Sinatra/Crosby/Waring (Capitol CL 1895/CS 8002)

15. THE DOOR CHRISTMAS ALBUM (Capitol CL 2917/CS 9092)
### Cash Box

#### RADIO ACTIVE CHART

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

(SURVEY COMPLETED TO NOVEMBER 25TH)

<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>60%</td>
<td>I Feel Fine—Beatles—Capitol</td>
<td></td>
<td></td>
<td>66%</td>
</tr>
<tr>
<td>52%</td>
<td>Boom Boom—Animals—MGM</td>
<td></td>
<td></td>
<td>52%</td>
</tr>
<tr>
<td>48%</td>
<td>Amen—Impressions—ABC Paramount</td>
<td></td>
<td></td>
<td>88%</td>
</tr>
<tr>
<td>45%</td>
<td>She's A Woman—Beatles—Capitol</td>
<td></td>
<td></td>
<td>53%</td>
</tr>
<tr>
<td>42%</td>
<td>Lovin' Place—Gale Garnett—RCA</td>
<td></td>
<td></td>
<td>42%</td>
</tr>
<tr>
<td>38%</td>
<td>Without Your Love—Four Tops—Motown</td>
<td></td>
<td></td>
<td>72%</td>
</tr>
<tr>
<td>36%</td>
<td>Wild One—Martha &amp; Vandellas—Gordy</td>
<td></td>
<td></td>
<td>36%</td>
</tr>
<tr>
<td>35%</td>
<td>Doo Wacka Do—Roger Miller—Smash</td>
<td></td>
<td></td>
<td>62%</td>
</tr>
<tr>
<td>32%</td>
<td>Dear Heart—Andy Williams—Columbia</td>
<td></td>
<td></td>
<td>67%</td>
</tr>
<tr>
<td>30%</td>
<td>You’ve Lost That Lovin' Feeling—Righteous Brothers—Philles</td>
<td></td>
<td></td>
<td>30%</td>
</tr>
<tr>
<td>29%</td>
<td>What Now—Gene Chandler—Constellation</td>
<td></td>
<td></td>
<td>29%</td>
</tr>
<tr>
<td>28%</td>
<td>Walk Away—Matt Monroe—Liberty</td>
<td></td>
<td></td>
<td>65%</td>
</tr>
<tr>
<td>27%</td>
<td>Thou Shalt Not Steal—Dick &amp; Dee Dee—Warner Bros.</td>
<td></td>
<td></td>
<td>27%</td>
</tr>
<tr>
<td>26%</td>
<td>The Wedding—Julie Rogers—Mercury</td>
<td></td>
<td></td>
<td>82%</td>
</tr>
<tr>
<td>25%</td>
<td>Getting Mighty Crowded—Betty Everett—Vee Jay</td>
<td></td>
<td></td>
<td>54%</td>
</tr>
<tr>
<td>25%</td>
<td>Leader Of The Laundromat—Detergents—Roulette</td>
<td></td>
<td></td>
<td>25%</td>
</tr>
<tr>
<td>24%</td>
<td>Dear Heart—Jack Jones—Kapp</td>
<td></td>
<td></td>
<td>63%</td>
</tr>
<tr>
<td>23%</td>
<td>Keep Searchin'—Del Shannon—Amy</td>
<td></td>
<td></td>
<td>83%</td>
</tr>
<tr>
<td>22%</td>
<td>Don’t Forget I Still Love You—Bobbi Martin—Coral</td>
<td></td>
<td></td>
<td>22%</td>
</tr>
<tr>
<td>21%</td>
<td>Always Something There To Remind Me—Sandie Show—Reprise</td>
<td></td>
<td></td>
<td>40%</td>
</tr>
<tr>
<td>20%</td>
<td>Smile—Jerry Butler &amp; Betty Everett—Vee Jay</td>
<td></td>
<td></td>
<td>20%</td>
</tr>
<tr>
<td>19%</td>
<td>Do It Right—Brook Benton—Mercury</td>
<td></td>
<td></td>
<td>19%</td>
</tr>
<tr>
<td>19%</td>
<td>Anyway You Want It—Dave Clark Five—Epic</td>
<td></td>
<td></td>
<td>89%</td>
</tr>
<tr>
<td>18%</td>
<td>Hawaii Tattoo—Waikiki—Kapp</td>
<td></td>
<td></td>
<td>45%</td>
</tr>
<tr>
<td>17%</td>
<td>A Happy Guy—Rick Nelson—Decca</td>
<td></td>
<td></td>
<td>59%</td>
</tr>
<tr>
<td>16%</td>
<td>My Love (Roses Are Red)—You Know Who—4 Corners</td>
<td></td>
<td></td>
<td>16%</td>
</tr>
<tr>
<td>16%</td>
<td>Fiddler On The Roof—Village Stompers—Epic</td>
<td></td>
<td></td>
<td>16%</td>
</tr>
<tr>
<td>15%</td>
<td>Love Potion #9—Searchers—Kapp</td>
<td></td>
<td></td>
<td>61%</td>
</tr>
<tr>
<td>13%</td>
<td>Tell Her Johnny Said Goodbye—Jerry Jackson—Columbia</td>
<td></td>
<td></td>
<td>37%</td>
</tr>
<tr>
<td>12%</td>
<td>How Sweet It Is—Marvin Gaye—Tamla</td>
<td></td>
<td></td>
<td>51%</td>
</tr>
<tr>
<td>11%</td>
<td>Dear Heart—Henry Mancini—RCA Victor</td>
<td></td>
<td></td>
<td>25%</td>
</tr>
<tr>
<td>11%</td>
<td>Every Little Bit Hurts—Bobby Vee—Liberty</td>
<td></td>
<td></td>
<td>11%</td>
</tr>
<tr>
<td>10%</td>
<td>As Tears Go By—Marianne Faithful—London</td>
<td></td>
<td></td>
<td>83%</td>
</tr>
<tr>
<td>10%</td>
<td>Gone, Gone, Gone—Everly Bros.—Warner Bros.</td>
<td></td>
<td></td>
<td>40%</td>
</tr>
</tbody>
</table>

**LESSEN THAN 10% BUT MORE THAN 5%**

<table>
<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Taksa Melody</td>
<td>9%</td>
<td>48%</td>
</tr>
<tr>
<td>Helmut Zacharias (Decca)</td>
<td>9%</td>
<td>Hawaii Tattoo</td>
</tr>
<tr>
<td>Willow Weep For Me</td>
<td>76%</td>
<td>Martin Denny (Liberty)</td>
</tr>
<tr>
<td>Chad &amp; Jeremy (World Artists)</td>
<td>8%</td>
<td>Hey Little One</td>
</tr>
<tr>
<td>Taksa Melody</td>
<td>9%</td>
<td>8%</td>
</tr>
<tr>
<td>Sheldon Hallenbach (Interphen)</td>
<td>8%</td>
<td>RUN RUN RUN</td>
</tr>
<tr>
<td>Lee Rogers (D-Town)</td>
<td>8%</td>
<td>Gestures (Sama)</td>
</tr>
<tr>
<td>I Want You To Have Everything</td>
<td>9%</td>
<td>The 81</td>
</tr>
<tr>
<td>I'm Gonna Love You Too</td>
<td>8%</td>
<td>Candy &amp; Kisses (Cameo)</td>
</tr>
<tr>
<td>Promised Land</td>
<td>8%</td>
<td>23%</td>
</tr>
<tr>
<td>Chuck Berry (Chess)</td>
<td>25%</td>
<td></td>
</tr>
</tbody>
</table>
Climb aboard for another fast ride to the top

"My Buddy Seat"
The Hondells

72366

Produced by Nick Venet
Bobbi Martin, who is currently scoring with "Don't Forget I Still Love You" on the Coral label, is no overnight sensation. Unlike many of her peers who jump into the winner's circle with little or no experience, she has been developing her craft for the past four years in some of the nation's top vaudeville and movie houses. A product of Baltimore, Bobbi was exposed to music from her earliest childhood. After completing her education at St. Jermon's and St. Peter's in her home town she set her sights for New York. Personal manager Miriam Love took Bobbi under her wing and in short order the lark was playing the night club circuit (e.g., the Playboys Clubs, Bistostra's, Bellevue Casino, etc.) in addition to guesting on national TV shows.

The talented performer, who writes much of her own material, sometimes accompanies herself on the guitar.

Sandie Shaw

Bobbi Martin

"I wouldn't be surprised if we got as many as ten million votes," predicted WTRY-Albany program manager Fred E. Walker, speaking as the outlet's program director, when his station kicked off its "Teen Election" promotion. High school students were invited to send in their votes for Johnson or Goldwater... each petition signatures counted one vote, and each Big Band or Hollywood Band wrapper of faucets counted fifty votes. The winning school would collect an Inaugural Ball, complete with live band, recording stars, deejays, prizes, refreshments, the works, and their favorite teacher and his or her spouse would be sent to Washington to be official WTRY reporter at the Inaugural! The schools placing second and third would win a record hop with their favorite star deejays, and all three top schools would be awarded a distinctive plaque, honoring their civic and school spirit. WTRY morning news director Don Weeks and TV man Rick Snyder toured the schools in a mobile unit, doing remote and collecting votes. Thousands of students and a surprising number of local adults spotted WTRY Teen Election lapel buttons, which had a place to signify their choice of candidate. And the votes started arriving at the studios... by the cardboard carton, full 'em up, fiber, full of students... first, second, and third, those who cast collectively by the top twenty high schools reached the astronomical total of 3,489,520,000,000 votes, 711 thousand, 442. It's difficult to determine who was most enthusiastic about the Teen Election... the deejay staff, the winning school's Big Band or Juke Box, the only band that won, the president of the student body, the school which is never beaten at the district band competitions, etc.

Bobbi Martin, who is currently scoring with "Don't Forget I Still Love You" on the Coral label, is no overnight sensation. Unlike many of her peers who jump into the winner's circle with little or no experience, she has been developing her craft for the past four years in some of the nation's top vaudeville and movie houses. A product of Baltimore, Bobbi was exposed to music from her earliest childhood. After completing her education at St. Jermon's and St. Peter's in her home town she set her sights for New York. Personal manager Miriam Love took Bobbi under her wing and in short order the lark was playing the night club circuit (e.g., the Playboys Clubs, Bistostra's, Bellevue Casino, etc.) in addition to guesting on national TV shows.

The talented performer, who writes much of her own material, sometimes accompanies herself on the guitar.

Sandie Shaw

Bobbi Martin

"I wouldn't be surprised if we got as many as ten million votes," predicted WTRY-Albany program manager Fred E. Walker, speaking as the outlet's program director, when his station kicked off its "Teen Election" promotion. High school students were invited to send in their votes for Johnson or Goldwater... each petition signatures counted one vote, and each Big Band or Hollywood Band wrapper of faucets counted fifty votes. The winning school would collect an Inaugural Ball, complete with live band, recording stars, deejays, prizes, refreshments, the works, and their favorite teacher and his or her spouse would be sent to Washington to be official WTRY reporter at the Inaugural! The schools placing second and third would win a record hop with their favorite star deejays, and all three top schools would be awarded a distinctive plaque, honoring their civic and school spirit. WTRY morning news director Don Weeks and TV man Rick Snyder toured the schools in a mobile unit, doing remote and collecting votes. Thousands of students and a surprising number of local adults spotted WTRY Teen Election lapel buttons, which had a place to signify their choice of candidate. And the votes started arriving at the studios... by the cardboard carton, full 'em up, fiber, full of students... first, second, and third, those who cast collectively by the top twenty high schools reached the astronomical total of 3,489,520,000,000 votes, 711 thousand, 442. It's difficult to determine who was most enthusiastic about the Teen Election... the deejay staff, the winning school's Big Band or Juke Box, the only band that won, the president of the student body, the school which is never beaten at the district band competitions, etc.
FRESH, NEW, VOLATILE SOUND!...THE KIND OF STYLE, MOOD AND MELODIC SUBSTANCE TO BUCK A TREND—OR START A NEW ONE! IS THIS THE SURPRISE SINGLE THAT MAY SET THE CHARTS ON ITS COLLECTIVE EAR?

PHYLLIS McGUIRE
TAKES A 2½ MINUTE LEAVE FROM THE NATION'S MOST ILLUSTRIOUS SISTER ACT

"I DON'T WANT TO WALK WITHOUT YOU" 0310

Another Single of Significance from reprise RECORDS

Cash Box—December 5, 1964
Back In The U.S.

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

ATLANTIC-ATCO
New dealer costs, effective immediately, are $2.16 for 25 LP's, $2.35 for 14.98 LP's, and $2.16 for 23.98 LP's through Dec. 31st on all new product and catalog LP's.

AUDIO FIDELITY
LP deal: buy-4-get-1-free, plus one stereo spectacular demo at $26 with the purchase of six two catalog records. No termination date announced.

DECCA-CORAL
2nd Phase of P.A. Winter Campaign: Special incentive plan; details available at Decca Branches. Expires: Nov. 30.

DEUTSCHE GRAMMOPHON-ARCHIVE
All multiple sets at a 15% discount. Select group of seasonal records also included. Expires: Nov. 30.

DIAMOND
A buy-Ten-to-One-free deal on a Ronnie Dove LP, "Right or Wrong." Expires: Feb. 28.

FOLKWAYS
A fall incentive plan whereby eight pre-packaged units—10 albums each—are offered on a buy-4-get-1free basis. Also, other LP's at additional 15%/20% discount.

GATEWAY
Two free for every 10 albums purchased on entire catalog. Expiration date indefinite.

MERCURY
"Part 2 of Out of This World with Mercury": Special discounts on 27 new LP's and catalog. Expires: Dec. 31.

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

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

REQUEST
LP catalog available on a buy-14-get-2-free basis. Described as a limited-time offer.

ROULETTE
"Smash Fontana's Coming Up New On Roulette": 10% discount in free merchandise on all albums. Expires: Nov. 20.

SIMS

SMASH-FONTANA
"Some Route '64": Special distrub discount on Smash-Fontana LP catalog. Expires: Dec. 31.

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

VAYEE
10% discount on LP's.

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

WORLD PACIFIC
Fall Plan—10% discount, extra 5% on LP orders of 100 or more on any item.

New Dove LP On Deal
NEW YORK—A special discount plan has been set for singer Ronnie Dove's album debut on Diamond Records, "Right Or Wrong," the singer's big singles hit. It's a buy-4-get-1-free deal through Feb. 28. Besides his current success, the LP contains "Say You," his first hit. Standards and original comprise the rest of the bill.

Another WNEW Spectacular
NEW YORK—WNEW presented another of its series of "live" spectacular events on Thanksgiving Day, this one featuring Sarah Vaughan and the Skitch Henderson band. The show emanated from Gotham's Basin Street East during a "night club luncheon" for ad agency buyers. The show was emceed by William B. Williams.

Cash Box—December 5, 1965
Bob Crewe Presents . . .
dynoVoX records

NOW WE'RE THRU
(Gallacher-Paton-Mules)

THE POETS
AN ANDREW LOGG OLDHAM PRODUCTION
DISTRIBUTED BY BELL RECORDS INC., N.Y.C.

THE LABEL THAT HAD TO HAPPEN!!!
our first release is already happening "Over There"!

DISTRIBUTED by BELL RECORDS

DISTRIBUTORS OF AMY- mala

1776 Broadway, N.Y.C., N.Y.

dynoVoX CORPORATION
**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

---

**Pick of the Week**

**FAITH (2:41)** [Edwin Morris, ASCAP—Lawrence, Freeman]

**BYE 'N BYE (2:58)** *(Int'l, ASCAP—Armstrong)*

**LOUIS ARMSTRONG (Mercury 72371)**

Satchmo continues in his delightful "Hello, Dolly!..."-So Long Dearsie from the album with "Faith," a happy spiritual-like number from the incoming musical, I Had A Ball. Bound for the kind of airplay that means chart sales. Flip is the authentic spiritual done as an instrumental.

**COME ON DO THE JERK (2:47)** *(Jolote, BMI—White, Moore, Rogers, Robinson)*

**BABY DON'T YOU GO (2:55)** *(Jolote, BMI—Robinson)*

**The Miracles, who recently added That's What Love Is Made Of! to a long list of chart winners, hop on the bandwagon to cash in on the success of the current dance craze, the Jerk, with this thumping item tagged, 'Come On Do The Jerk.' The reason in this easy-listening chance-of-pace rhythm ballad opus they dish up feelingly. The group should strike paydirt with this entry.

**HE'S MY GUY (2:35)** *(Blackwood, BMI—McMurry)*

**I WANT A) TRUE TRUE LOVE (2:30)** *(Serenes Gen, Col., BMI—Willingham, Beer)*

**IRMA THOMAS (Imperial 66080)**

Irma Thomas can regain her dual-mart hit touch with this new Imperial session. It's a feelingful, beat-ballad romancer, tagged "He's My Guy," that Irma puts over with terrific help of dueting Nick De Caro-led support rounds out the Top 100 contendee. Underhill's a drooling chara the best-ballad affair.

**CAN YOU JERK LIKE ME (2:26)** *(Jolote, BMI—Stevenson, Hunter)*

**THAT DAY WHEN SHE NEEDED ME (2:30)** *(Jolote, BMI—Robinson)*

**THE CONTOURS (Gordy 7037)**

The Contours are good beta to get back in their Do You Love Me smash wows as they climb aboard the jerk dance bandwagon. Boys ask Can You Jerk Like Me on this enthusiastic rocker that's sure to set the teen hoofers in motion. Producers are Stevenson and Hunter. Complete change-of-pace in the tender chara cha best-ballad underlid.

**SUNRISE, SUNSET (2:55)** *(Sunbeam, BMI—Harnick, Bock)*

**THE BELLS RING (2:30)** *(Big B, ASCAP—Gary)*

**JOHN GARY (RCA Victor 8478)**

Gary, who's had tremendous LP success, can have his biggest single session to date in this charmer from "Fiddler On The Roof." It's the lovely Yiddish folk tune, "Sunrise, Sunset," that the rich-toned singer lits over with telling effect. Stellar orch-ballad showcase supplied by Joe Lipman. Companion piece is an extremely pretty toe-tapper titled The Bells Ring Dave Gates serves up the grade A vocal-instrumental support here. Joe Reisman produced the lid.

**I WANT JUSTICE (2:12)** *(Fame, BMI—Frank, Penn)*

**I'M GETTING BETTER (2:01)** *(Riley & Lyn, Lou, BMI—Bruce)*

**JIMMY HUGHES (Fame 6140)**

Jimmy Hughes can quickly get back in his Steal Away money-making ways with this power-packed new entry tagged I Want Justice. The side is a rollicking, hard-driving, chorus-beaked teen-aged pop-r&B twister with a contagious repeating riff. I'm Getting Better is a slow-shufflin' moody affair about a guy who attempts to adjust to the fact that his romance went kaput.

**SEVEN LETTERS (2:37)** *(Milky Way, BMI—King)*

**RIVER OF TEARS (2:30)** *(South Mountain, Capitol, BMI—Washington)*

**BEN E. KING (Ato 6328)**

Ben E. King seems destined to do Top 100 business with this new hitsville-loomer tagged Seven Letters. The tune is a slow-shufflin' chorus-beaked pop-r&B weeper about a guy who finally decides to break off with his gal. On the flip, River Of Tears, the chanter dishes up an appealing, rhythm-organ-backed soulful traditional blues test-jerker.

**I WANT THAT WAY (2:41)** *(Bibo, ASCAP—Morris, Ballard, Jr.)*

**I'D RATHER DIE YOUNG (2:34)** *(Randy, Smith, ASCAP—Smith, Wood, Vaughns)*

**PAT BOONE (Dot 16884)**

The smooth-toned singer's latest for Dot promises to be one of his biggest in some time. It's a fitting treatment of the fine ballad theme tagged I Want That Way, that Pat delivers with loads of feeling. Possible instrumental support from Billy Vaughn's outfit. Also keep close tabs on the lifting revival of the heart rendering sentimental oldie, I'd Rather Die Young.

---

**Pick of the Week**

**PROMISED LAND (2:20)** *(Arc BMI—Chuck Berry Music)*

**THINGS I USED TO DO (2:40)** *(Venice, BMI—Jones)*

**CHUCK BERRY (Chess 1916)**

Berry's, at his drivein' best on his latest for Chess. Tabbed "Promised Land," it's a 'pull-out-all-the-stops' rocker that Chuck pounds out solid sales authority. It's a real mover that should head out for his territory in no time flat. Backing's a lazy paced blues shuffler that also has a hit outlook. Both are in Chuck's "St. Louis To Liverpool" LP.

**Makin' Whoopee (3:16)** *(Bergman, Vocco & Conn ASCAP—Kahn, Donaldson)*

**Makin’ Whoopee (3:37)** *(Bergman, Vocco & Conn ASCAP—Kahn, Donaldson)*

**RAY CHARLES 160609**

Ray Charles should have no difficulty in zooming up the charts in no time flat with this new film-commercial release from ABC-Paramount. The plug side here, Makin' Whoopee, the old sentimental favorite, is given an exciting, soulful reworking by the chanter. On the flip, the artist displays his distinctive keyboard technique and superbly plays the same tune sans vocal.

**LOVELY, LOVELY, LOVELY (2:27)** *(Peter, Rothman)*

**THE WEEKEND'S HERE (2:28)** *(Evanson, BMI—Mashinsky, Bell)*

**CHUBBY CHECKER (Parkway 936)**

Chubby Checker could have one of his strongest singles outings in quite a while with this captivating "Wimoweh,"-flavored pulsator tagged, Lovely, Lovely, Lovely. The side is already on its noisy chart way. The flip is an upbeat handclapper geared to the likes of the teen dance set.

**BY BUDDY SEAT (2:09)** *(New Executive, Beechwood, BMI—Wilson, Usher)*

**YOU'RE GONNA RIDE WITH ME (1:10)** *(Merv-Ven, Beechwood, BMI—Christian, Usher)*

**THE HONDELS (Mercury 72366)**

The Hondells, raced up the top charts aboard their "Little Honda" this week and as a group may easily continue its rise hit string with this new Laurie addiition. It's the Bobby Darin oldie, I'll Be There, that led them. Gerry and Co. takes for an ear-pleasing soft best chara ride. Fine string-lined accompaniment. Coupled, not the oldie, is a heartfeeler jumper.

**SMILE (Bourne, ASCAP—Chaplin, Parsons, Philips)*

**LOVE IS STRANGE (Jornare, BMI—Smith, Baker)*

**BETTY EVERETT & JERRY BUTLER (VeeJay 633)**

The artists, who successfully toned up on an oldie, "Let It Be Me," up-dating this time it's "Smile" from Charlie Chaplin's "City Lights," that Betty and Jerry deliver in beautiful soft shuffle ballad style. The Mickey & Sylvia teen classic makes an infectious cha cha best return on the flip.

**BUCKET "T" (2:35)** *(Screen Gems, Col. BMI—Christian, Berry)*

**LITTLE RAIL JOB (2:20)** *(Beezur, BMI—Wilkin)*

**RONNY & THE DAYTONAS (Nats 482)**

Ronny & The Daytonas are chart-bound once again as they rip one off in "C.O.D." smash fashion. This one's another sizzling hot-r'dr titan, labeled "Rustlers" on the flip, that's money-making, the local and instrumental style. Loads of "Surfing" Bird-like gimmicks on this potent Bill Jutin prodc. More strong teen-best darn's on the flip.
You get Lloyd Price, Erma Franklin, the Big Lloyd Price Band, with arrangement by Slide Hampton on the fantastic Monument recording of "Amen." from the motion picture "Lilies of the Field." And this single is the one destined to become the classic. Amen. #45-865
Cash Box

Pick of the Week

JUST CALL, I'LL BE THERE (2:26) [Unart, BMI—Blackwell]
ROCKING PNEUMONIA (2:06) [Ace, BMI—Smith, Vincent]
P. J. PROBIE (Imperial 66070)

Probie, an American artist who made it big in Britain (and then scored here) with this hit covered by Ray Charles on the imperial label with "Just Call, I'll Be There." It's a potent chorus-backed rock-a-cha-cha that has Probie really going up the vocal scale. The Huey Smith oldie, "Rockin' Pneumonia" (And The Boogie Woogie Flu"), takes a striking teen beat ride on the under half.

DANNY BOY (2:15) [Boosey & Hawkes, Unbelievable BMI—Vann, Clovey]
BETHANY (2:44) [Manhattan, BMI—Ples, Gold]

MIKE CLIFFORD (United Artists 794)

Cliff can return to "Close To Cathy" stardom on this new UA effort. It's a poignant, ultra lovely ballad, titled "Don't Make Her Cry" that Mike reads with touching sincerity. Don Costa's the arranger-conductor of this excellent Jack Gold-produced date. The haunting mood entry, "Barbara's Theme," is from the pie "Diary Of A Bachelor."

I'D DO IT AGAIN (2:29) [Drury Lane, Beckie BMI—Kessler, Sisk]

SO CRUEL (2:18) [Drury Lane, Beckie BMI—Davidson]

BOBBY WOOD (Joy 291)

Wood's newest Joy offering (from the LP tagged after his name) is a very pretty shuffle-beat-hallad opus tagged "(With All My Heart) I'll Do It Again." Again, that newy-brass, chorus-backed country-flavored affair on which Stan Kessler takes first solo, makes for conducting credits. Backing's a heartfelt, cha cha beat hallad thumper's labeled "So Cruel."

POPPING POPCORN (2:17) [Cortez, Unbelievable BMI—Vann, Clovey]

THE QUESTION (DO YOU LOVE ME) (2:56) [Cortez, Unbelievable BMI—Vann, Clovey]

DAVE "BABY" CORTEZ (Okeh 2708)

"The Happy Organ" man Dave "Baby" Cortez joins the Okeh roster with this new cut and chances are it will make an impressive initial showing. Side to watch is the exciting hand-clapping thumper, "Poppin' Popcorn," that sports some vocal comments along the way. Great teen hop lick. There's a potent vocal by Dave on the touching beat-hallad underest. Teddy Vann's the producer.

IT'S BETTER TO HAVE IT (2:50) [Nujie BMI—Oren]

PEOPLE GONNA TALK (2:37) [Crazy Cajun BMI—Bradshaw

BARBARA LYNN (Jamie 1292)

Lark stands a strong chance in making the hit grade once again via this new Jamie performance. It's a powerful, chorus-backed funky-blues plodder titled "I Got It," that boasts an infectious teen-angled multi-dance beat. Terrific dual-nurt potential. Undercut's a hard-driving blues weeper with an interesting repeating melodic riff.

Newcomer Picks

RE'S IN TOWN (2:35) [Screen Gems, Col. BMI—Goffin, King]
FLASHBACK (2:08) [Sea-Lark BMI—Giant, Baum, Kaye]

THE ROCKIN' BERRIES (Reprise 0329)

Here's another tune that originally made the grade in the U.S. (via the Toters' outing) — is currently riding high on England (via this Rockin' Berries performance) — and is set for another chart run back in the States. It's the haunting Beat house of a tune that takes an infectious new cha cha ride. Watch it come again. Backing's a pulsating jet-speed rockier tagged "Flashback.

WHITE CLIFFS OF DOVER (2:15) [Shapiro Bernstein ASCAP—Kent, Burton]

SOMETHING OR OTHER (2:15) [Burdette BMI—Midfield, Harris, Weeks, Kleinow]

SIR RAELIEG & THE CUPONS (A&M 757)

Looks like Sir Raleigh can become an important wax name in the near future. Backed by the Cupons, the chuter turns in an impressive, English-accent, soft-spoken kind of the lovely sentimental oldie, "White Cliffs of Dover." Potent side produced by Jerry Douglas. Undercuts first hit with a live-sounding instrumental with some comical lyrics along the way.

Newcomer Picks

PRETTY GIRLS EVERYWHERE (2:39) [Recordo-BMI—Church, Williams]

DON'T THE JERK (2:25) [Mer-Ven BMI—Engel]

THE WALLER BROS: THE WALLER BROS (United Artists 1822)

The Walker Bros., a new West Coast vocal group, should stir up a lot of sales and deejay excitement with this potent revival of the while-back Eugene Church hit "Pretty Girls Everywhere." A stomping' Shotty Rogers arrangement is the perfect complement to the group's first-rate vocal offering. The reverse is another dance delimiter tagged "Don't The Jerk" also geared for immediate teen acceptance.

Christmas Picks Of The Week

DEAREST SANTA (2:49) [Famous, ASCAP—Boyd, Dunn]

THE BELL THAT COUNCIL JINGLE (2:28) [Rosewood, Bacharach,Twelve Stave, ASCAP—Kusik, Bacharach]

BOBBY VINTON (Kpic 9714)

Bobby Vinton should keep the cash registers ringing steadily this Christmas season with this poignant ballad tagged "Dear Santa," about an orphan boy who wants only a family for Christmas. Tune is from the songster's new Yule album. The flip is a seasonal novelty item with a catchy melody that should also come in for a good share of the spins and sales.

I HEARD THE BELL ON CHRISTMAS DAY (2:35) [St. Nicholas, ASCAP—Longfellow, Maris]

THE LITTLE DRUMMER BOY (3:03) [Mills, ASCAP—Davis, Onarati, Simone]

FRANK SINATRA (Reprise 0314)

Frank Sinatra is sure to pick up plenty of spins and sales this season with this moving reading of "I Heard The Bells On Christmas Day," culled from a new Reprise Yule LP that also features Crosby and War- ning. The tune is pop holiday standard that is a bright treatment of the perennial Simone-clipped "The Little Drummer Boy." Both ends should see top-drawer activity.

DANCING WITH SANTA (2:32) [Willong, BMI—LaPelle]

REAL LIVE DOLL (2:35) [Willong, BMI—LaPelle]

THE TRASHMEN (Garrett 0103)

The Trashmen can have a "Surfin' Bird" sales-plant for the Holiday season as they come up with one that the teenagers'll flip over. It's a driving low-keyed pounder, labeled "Dancing With Santa," that old fellas don't that want to use, George Garrett's the producer. The catchy jumper, on the other end, the guy wants a "Real Live Doll" for Christmas.

THE CHRISTMAS SONG (2:28) [E. H. Morris, ASCAP—Torme, Wells]

I REMEMBER CHRISTMAS (2:36) [Cotillion, Tredwell, BMI—Treatwell, Davis]

DRIFTERS (Atlantic 8266)

The Drifters seem sure to jump into the winner's circle with this top-flight new Yuletide entry. The side to watch here, "The Christmas Song," the seasonal staple, is a catchy back-beat rhythm item complete with counterpoint portions by the group. The attractive coupler, "I Remember Christmas," easy-shufflin bluesy sentimental affair with a nostalgic while-back sound.

Christmas Re-Issue Picks

RUDOLPH THE RED NOSED REINDEER (2:32) [St. Nicholas, ASCAP—Harke]

DAVID SEVILIE & CHIPMUNKS (Liberty 55289)

THE CHIPMUNK SONG (2:17) [Monarch, ASCAP—Bagdassarian]

ALVIN'S HARMONICA (2:39) [Monarch, ASCAP—Bagdassarian]

DAVID SEVILIE & CHIPMUNKS (Liberty 55250)

WONDERFUL DAY (2:28) [Monarch, ASCAP—Bagdassarian]

THE NIGHT BEFORE CHRISTMAS (2:39) [Monarch, ASCAP—Bagdassarian, Wever]

DAVID SEVILIE & CHIPMUNKS (Liberty 55635)

LITTLE MATCH GIRL (2:47) [Jamie, BMI—Blackwelle]

THE BLACKWELLS (Jamie 1173)

AFRICAN NOEL (1:55) [Plymouth, ASCAP—Lewis]

TUCSON ARIZONA BOYS CHOIR (United Artists 783)

DONDE ESTA SANTA CLAUS? (2:28) [Ragtime, BMI—Fletcher, Green, Scheck]

AUGIE ROSE (MGM 12820)

Cash Box—December 5, 1963
Season's Greetings

JOHNNY MATHIS
Sounds Of Christmas

Produced by: GLOBAL Records
Exclusively on MERCURY RECORDS

Produced by: GLOBAL Records
Exclusively on MERCURY RECORDS

www.americanradiohistory.com
## Record Reviews

### Best Bets

<table>
<thead>
<tr>
<th>Record</th>
<th>Review</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>JERRY VALE</strong> (Columbia 43181)</td>
<td><strong>BEST BETS</strong>&lt;br&gt;<strong>THE SUN-SET</strong> (Meonglow 236)&lt;br&gt;<strong>DON'T</strong> (1:45) [Ray Max, BMI]&lt;br&gt;<strong>THAT'S A NEW YORKER</strong> (Kona, BMI)&lt;br&gt;<strong>HE'S A MAN WITH A HOME</strong> (1:46) [Mr. BeBe, BMI]&lt;br&gt;<strong>MORDA</strong> The theme is folk but the setting strictly commercial on the side. Ends with that <em>House Of Rising Sun</em> flavor.</td>
</tr>
</tbody>
</table>

### Best Bets

<table>
<thead>
<tr>
<th>Record</th>
<th>Review</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>WALLACE BROS.</strong> (Sims 220)</td>
<td><strong>ONE WAY AFFAIR</strong> (2:05) [English, BMI — Smith, Hughes]&lt;br&gt;<strong>THE QUEEN OF THE SKY</strong> A short while back with &quot;Precious Words&quot; in both the pop and rhythm and blues departments can score again with this soft SlubbirRunky chorus-backed soulful tale of romantic rejection. Watch it closely.</td>
</tr>
<tr>
<td><strong>MIKE SCOTT</strong> (DCP 1123)</td>
<td><strong>THE GOLD BUG</strong> (2:54) [Boston, BMI]&lt;br&gt;<strong>WHAT'S UP DOLLY</strong> The Gold Bug is a Greenwich Village writer who helps salute the dance spot with a fine, uninhibited belt. Can come back with a vengeance.</td>
</tr>
</tbody>
</table>
| **MIKE SCOTT** (DCP 1123) | .....
| **THE SHIN-DIGGERS** (ABC-Paramount 10612) | **THE QUEIGUERIE** Sister's [Reprise 0300]<br>**DEAR HEART** (North Street, BMI — Wittman, Livingston, Evans, Mannese) Lovely pop tune, already received their share of airplay. Proving once again what a rare talent they are. |
| **DOROTHY BERRY** (Planetary 101) | **LONELY NIGHTINGALE** (B—)<br>**THE SPARKS THAT FLAMED THE FIRE** (2:06) [Electron, BMI—Vegas, Umo] Unusual teen sound. |
| **BOO KEEPER & MG's** (Stax 101) | **I SHOULD HAVE LISTENED** (2:20) [Painted Desert, BMI—Riggs, Northern] Arties can make chart sales ha with this speedy-beat teen dramatic. Good pop sound is haunting and should be eyed. |
| **LOUISE RYAN** (Lynclaire 102) | **LOVE WITHOUT END** (2:05) [Lynclaire, BMI—Lysle, Lyrical] slow moving bluesy instrumental sounds. |
| **BOOKER T & MG's** (Stax 101) | **SHE CAN'T BE STILL** (1:57) [East, BMI—Cropper, Jones, Jackson, Bennett] Booker T, and the MG's have come again with this hard-driving, rolling funky instrumentals. Make sure to buy. |
| **ROBERT JOHN** (Lynclaire 102) | **I KNOW** (2:10) [Saturn BMI—George] The singer could very well have a hit on his hands with this power packed, rhythmic, chorus-backed teen-angled blueser about a romance which has turned sour. Loads of potential. |
| **TERRIBLE THING** (2:30) | **GIDDYUP** (2:18) [Pepe, ASCAP — Johnson, Sepe] Infections, full-bodied happy rub item. |
| **ROBBY GORDON** (Decca 31713) | **SPANISH HARLEM** (Placet, BMI — Leiber, Spettor) Clarinetist can be counted on to come up with smooth and easy numbers and this one is no pop standard. This spinnable number of the white—black biggie is a choice ops item. |
| **JOYCE TRYANO** (Columbia 10470) | **HE'S A BIG DEAL** (1:54) [Star, BMI—Burgess, Nat] Kirk Douglas wants you with "soul" on this mostly—rub affair. Femme chorus and big beat add flavor to the offering. |
| **THE INDIANS** (Epic 9743) | **I CRY FOR THE BOY** (1:55) [Trinity, BMI—Barry, Rea] This end could make it too. It's a captivating triumvirate with top ten appeal. |
| **THE KOMBS** (50th Century Fox 542) | **THE KOMBS** (50th Century Fox 542) |

---

**Cash Box** — December, 1970
A Years Thanks to Everyone in the Music Business.
I Hope You Like My New RCA Christmas Single.

"HOORAY FOR SANTA CLAUS"
RCA VICTOR 8478

FROM THE NEW
Joseph E. Levine Presentation
"SANTA CLAUS CONQUERS THE MARTIANS"
An Embassy Pictures Release
RECORD REVIEWS

**Best Bets**

FLOYD MORRIS (Select 727)

- **POMPTON TURNPIKE (B+)**
  - Drummer Bob Hope is born.
  - Another light-hearted romancer.
- **THE BLIND CHILD (2:55)**
  - [Cedarhurst, BMI—Rogers]
  - This English flip has one of the prettiest slow-shuffling beat-ballad vocal deliveries. Should latch onto loads of sales-area support.
- **THE PICKWICKS (Warner Bros. 9495)**
  - **LITTLE BY LITTLE** (2:26)
    - [Leeds, ASCAP—Miller]
    - This English flip has one of the prettiest slow-shuffling beat-ballad vocal deliveries. Should latch onto loads of sales-area support.
- **I'M GOING** (Vanguard 15797)
  - **THE MESSENGERS (MGM 13293)**
- **A CHILD AT CHRISTMAS TIME** (2:18)
  - [Brookes, Sue] A sleek-shiffs and strings Yule tune also smoothly surveyed by the lark. Both ends have been culled from a new Doris Day Christmas LP.
- **CHRISTMAS BEST BETS**
  - **ACE CANNON (Hi 2084)**
  - **BLUE CHRISTMAS (B+) (Bibo, ASCAP—Hayes, Johnson)**
    - Don the Revel Singers join alto saxophonist on this ear-crawling shuffle beat-ballad revival of the pretty, traditional Yule tune. Should latch onto loads of sales and spins on the top of the op. level.
  - **HERE COMES SANTA CLAUS (C214) (Western, ASCAP—Autry, Baldwin)**
    - Catchy jump-a-twist up-dating of Gene Autry's hit.
  - **THE BLIND BOY (2:42)**
    - [Cedarhurst, BMI—O'Brien]
    - Inefffectual Christmas rock-a-string opus.
  - **CHRISTMAS CANDLES (2:22)**
    - [M. Wittmark, ASCAP—O'Dell]
    - Don't overlook this good seasonal spinnin'. It's another from Reprise's 12 Songs of Christmas Set.
  - **CHRISTMAS TIME AGAIN (2:00)**
    - [Bouche, ASCAP—Elliott, Burke, Harwood]
    - The groans scored last year with a new Yule tune tagged "Do You Hear What I Hear?" This season's entry is another light-hearted treat with that distinctive Crosby touch.
  - **CHRISTMAS IN JULY** (2:04)
    - [Dorothy Lamour, ASCAP—Walker, YMCA]
    - Nice getaway with the contemporary catch-along.
  - **CHRISTMAS IN JUNE (2:54)**
    - [Ember, ASCAP—Torme]
    - More pretty Christmas sounds.
  - **CROSBY SINATRA WARRING (Reprise 0337)**
    - **WE WISH YOU THE MERIEST (2:18)**
      - [Crystal, ASCAP—Brown] Top drawer cover done by the0 three for the benefit of the Pennsylvaniaans on this happy-sounding Yule tune with a big bouncing band backdrop.
    - **GO TELL IT ON THE MOUNTAIN** (2:22)
      - [Shawnee, ASCAP—Torme] Lively gospel readin' of familiar holiday older.
  - **JOHNNY CINDY (Capp 634)**
    - **SHADES OF BLUE (2:28)**
      - [Bouche, BMI—Cylinders]
      - Very commercial soundin' teen rock ballad with big band setting.
    - **I WILL BE WAITING (2:20)**
      - [Orig. Mus., BMI—Andrews, Martin]
      - Blusy ballad affair.
  - **Eddie McDuff (Tollie 9031)**
    - **TOY HEART** (2:25)
      - [Big D, BMI—McDuff, Coch]
      - High-spirited, rhythmic teen-anger romance.
    - **HELLO LONESOME (2:21)**
      - [Neil, BMI—McDuff, Tharp]
      - Easy-going, plaintive countryish weeper.
5 HOT ONES FOR THE HOLIDAYS...

BOBBY RYDELL
"I just Can't Say Goodbye"
b/w "Two is the Loneliest Number"
5305

KING CURTIS
"Tanya"
b/w "Sister Sadie"
As big a hit as "Soul Serenade"
5324

SONNY JAMES
"You're the Only World I Know"
b/w "Tying the Pieces Together"
5280

NANCY WILSON
"Take What I Have"
b/w "And Satisfy"
5319

DON HINSON and the RIGAMORTICIANS
Riboflavin-flavored, Non-carbonated, Polyunsaturated Blood
b/w "Monster Lick"
The monster hit of the year
5314

THE BEACH BOYS
"The Man with All the Toys"
b/w "Blue Christmas"
5312

AL MARTINO
"You're All I Want for Christmas"
b/w "Silver Bells"
A great artist sings two holiday favorites from his great Christmas LP
5311

...PLUS 2 CHRISTMAS HITS TAKING OFF RIGHT NOW!

Make sure your order will handle the Christmas rush!
THE NATURALS (20th Century Fox 545)  
(B+) WHOLE LOTTA ROCKIN’ (2:10) [Kemal/Bambled, BMI—Dillon, Wiley] Two-section instrumental in the surf-hot rod vein.  
(B) CARAVAN (2:06) [American Academy of Music, ASCAP—(2:06) [Alvin, Monroe], Modern commercial handling of Ellington standard.  
LITTLE MILTON (Checker 3045)  
(B+) BLIND MAN (2:59) [Don, BMI—Malone, Scott] Dramatic, full ork-backed tale of remorse.  
(B) BLUES IN THE NIGHT (3:08) [Remick, ASCAP—Arten, Mercer] Impressive, after-hours reading of the evergreen.  
ELSIE MAE (Smash 1953)  
(B+) ALL OF ME (2:15) [Bourne, ASCAP—Simons, Marks] Tender, slow-shuffling blues reading of the oldie.  
(B+) WHOLE LOT OF LOVIN’ (2:15) [Trye, BMI—Wright] Rollacking, hard-driving R&B romanc.  
ALVIN CASH & REGISTERS (Mar-V-Lus 3094)  
(B+) TWINE TIME (2:26) [Va. Williams] Likelly, infectious raunchy R&B dance item.  
(B+) THE BUMP (2:20) [Va-Pac, BMI—Ree] Ditto.  
JACK McDUFF (Prestige 320)  
(B+) OH, LOOK AT ME NOW (2:24) [Embassy, BMI—Busking, Lyraile] Low-key, slow-moving jazz-blues affair.  
YUSEF LATEEF (Impulse 223)  
(B+) SISTER MAMIE—PT 1 (7:15) [Alma, BMI—Eastern, swingin’ far-out jazz opus.  
(B+) SISTER MAMIE—PT 2 (3:00) [Alma, BMI—Lateef] Logical continuation of the above.  
CHRISTMAS B+ REVIEWS  
FRED WARING (Reprise 0316)  
(B+) THE 12 DAYS OF CHRISTMAS (3:50) [Staweanse, ASHAP—(3:50) [Alvy, Typical] Waging big production Christmas offering.  
(B+) DO YOU HEAR WHAT I HEAR (3:10) [Valleymore, BMI—Reesey, Shaye] Rushed and moving chord rendition of Crosby’s hit of last year.  
JOHNNY MANN CHILDREN’S CHOIR (Liberty 040)  
(B+) AFRICAN NOEL (2:26) [Plymouth, ASCAP] Youthful and sprightly update of last season’s noisemaker by the Tucson Arizona Boy’s Choir.  
(B+) HOLIDAY BOARD THAT TRAIN (1:48) [Choral, BMI] More sparkling juvenile vocalizing on a gospel-type affair.  
CHRISTMAS PREVIEWS  
JAMES BROWN (King 5096)  
(B+) JUST WONT DO RIGHT (2:40) [Armou, BMI—Brown] Tender, slow-moving, r&b teatertaker.  
JIMMY RANDOLPH (Felsted 8706)  
(B+) MIRACLE AFTER MIRACLE (2:25) [Roosevelt, BMI—Elgin] Slow-shuffling heartfelt pop r&b romance.  
SLIM HARPO (Excello 2261)  
(B+) SITTIN’ HERE WONDERING (2:06) [Excellor, BMI—Moore] Low-down, funky, traditional soulful blueser.  
ROScoe SHELTON (Sims 317)  
(B+) STRAIN ON MY HEART (2:54) [English BMI—Orange] Playful, slow-shuffling R&B weeper.  
(B+) WHAT’S GOING ON BABY (3:29) [English BMI—Moore] More of the same.  
GOOGIE RENO COMBO (Class 702)  
(B+) SOUL ZONE ’66 (2:38) [Recordo, BMI—Vikki] High-powered, rhythmically bluesy instrumental.  
THE MINDBENDERS (Fontana 1945)  
(B+) UM, UM, UM, UM, UM, UM (2:27) [Courten, Joylene, BMI—Mayfield] The old Major Lance hit is currently big in England by another artist. This is another smooth English treatment.  
(B+) FIRST TASTE OF LOVE (2:27) [Rumbalo, BMI—Fonse, Spectar] A high-spirited wailer by the group that really click with a push from the spinners.  
CHRISTINE HUNTER (Roulette 4859)  
(B+) SANTA BRING ME RINGO (2:58) [Tune-House, ASCAP—Baldalante, Pete, Samos] Juvenile appeal for Santa to respond with Ringo in ribbons.  
(B+) WHERE WERE YOU DADDY (Q) (2:14) [Tune-House, ASCAP—Samos] More youthful, rollickin’ vocals aimed at Christmas sales.  
HANK CRAWFORD (Atlantic 5043)  
(B+) MERRY CHRISTMAS BABY (2:40) [St. Louis, BMI—Baxter, Moore] Moody, moody hours jazz-blues instrumental fare.  
(B+) READ ‘EM AND WEEP (3:15) [Coltison, BMI—Crawford] Hard-driving, rhythmic, funky instrumental sounds.  
CHRISTMAS C+ REVIEWS  
THE YEAWORTHS (RCA Victor 5498)  
(B+) THE BALLAD OF THE CHRISTMAS DONKEY (2:04) [Moore, BMI—Hall] Lively arranged choral item by theYeaworths that merits special holiday attention.  
(B+) O.K.Y.-DO-KY-TO-KY (2:05) [Moore, BMI—Elgin, Wendling] Infectious Oriental-flavored novelty tune.  
FRANKIE YANKovic (Columbia 43178)  
(B+) THERE’LL ALWAYS BE A CHRISTMAS (2:23) [Mills, ASCAP—Lausche] A Christmas waltz affair with some smooth harmony by the Yankovic crew.  
THE LARCHMONT SINGERS (Cotillion 118)  
(B+) A CHRISTMAS WISH (Larchmont, BMI—Vauban, Langbord) A very pleasing close-harmony Yule tune delightfully delivered by the group.  
(B+) COME A LITTLE STRANGER (Larchmont, BMI—Vauban, Dennis) Another tuneful gem from the smooth-sounding group.  
JOSE GONZALES-GONZALEZ (Apache 104)  
(B+) PANCHO CLAUS (Naco, BMI—Guerrer) Unsuccessful Christmas novelty in Mexican dialect.  
(C+) TACOS FOR TWO (2:30) [Sneads-BMI-Phil] Not too clever parody of old standard.  
THE NoturcineS (Carlson 4105)  
(B+) MY CHRISTMAS STAR (2:02) [Five Guys, BMI, Ferno, DePalo] Limited appeal Yule romance ballad.  
(B+) WINDY NIGHTS (2:30) [Mickel, BMI—RB & Co., MacFruce] Handsellin’jazz-rock instrumental.  
LITTLE JOY (Variety 1011)  
(B+) AVE MARIA (2:42) [Reliable, BMI—Huch, Cowden] Toy piano-like version of sacred hymn.  
JINGLE BELLS/SILENT NIGHT (2:10) [Reliable, ASCAP—Firpo, Gruber] More toy piano, this time on standard holiday fare.  
BRENDAN HANLON (Bat 1965)  
(B+) CHRISTMAS PARTY (2:34) [Welt, ASCAP—Lawey] Christmas record for early-teen set.  
(B+) CHRISTMAS ALPHABET (2:30) [Budd, ASCAP—Kaye] Standard Yule tune in teen setting.  
THE BRANDYWINE CHORALE (Coral 3760)  
(B+) CHRISTMAS IS HERE NOW (1:56) [Norwood, BMI] A sentimental Christmas ballad smoothly-delivered by the Choral.  
(B+) THE OLD BELL Ringers (2:05) [Sneads-BMI—Swips, Sich, MacFruce] A nostalgic Yule item with Italian dialect.  
SANTA (DeWille 1225)  
(B+) HA, HA, HA, HO, HO, HO (2:10) [Northern, BMI—Dusein] Kiddle type Christmas ditty from old St. Nick.  
(B+) CHRISTMAS IS COMING (1:47) [Moore, ASCAP—Pal, Freeman] Pleasant little Yule tune by choral group called Santa Soppers.  
REligIOUS  
THE ARGO SINGERS (Vee-Jay 9054)  
(B+) We Could Now.../What Have I Given Today? (Mayo-405) Always Tryin’ A Stranger Right/ Stepped Out Just In Time  
SWAN SILVERTONES (Vee-Jay 9055)  
(b+) Come To Jesus”/Look Down The Line (Peace-3040)  
DORIS HARMONETTES (Vee-Jay-002)  
(b+) Step By Step”/You’ve Been Good To Me (Peace-3040)  
THOMPSON COMMUNITY SINGERS (Vee-Jay-2153)  
(b+) Soldier In God’s Army”/Here Is One” (Peace-3050)  
THE JUNIPIER HUMMING BIRD (Mayo-405)  
THE GOSPEL KEYES (Peace-3040)  
THE SOUTHERNAINES (Song Bird-1021)  
THE ORIGINAL SIOUL SEEKER OF FORT WORTH (Peace-3050)  
Everything Belongs To God/I’ll Be Used By Me  
Cash Box—December 5, 1966
DOUBLE DECKER
CHUBBY CHECKER
BACK WITH A SMASH

LOVELY, LOVELY
(LOVERLY, LOVERLY) P-936
B/W

THE WEEKEND'S HERE

THE BIG ONES ARE ON CAMEO/PARKWAY
NEW YORK:

Columbia's Tony Bennett, still climbing with his New York-Breeze tune, "Who Can I Turn To," bowed an album tagged after the single last week. He also did four tunes on the Sullivan show of the 22nd. After three SRO concerts at Carnegie Hall over the past couple of years, Tony will give two concerts at the Brooklyn Academy of Music on Dec. 26-27 via the auspices of Sid Bernstein, then on to Hollywood for three major network TVers... Dick James, of the London pubbery which bears his name, came by the CBS offices a few weeks ago during a hurried trip to the States. It was also very nice to hear from Dick after his return. Dick heads up one of the hottest publishing firms in Britain.

The Four Seasons, with a string of million sellers to their credit, have re-signed a management pact with Jerry Weintraub, their original manager. The lads are also top TV attractions... The Animals, out with a new item called, "Boomb Boom" (SMG) will make a second appearance on the Ed Sullivan Show on Jan. 24th... Herman's Hermits, another hit English group on MGM via their best-selling "I'm Into Something Good," arrive from London this week with producer Mickie Most. They'll do a fast bit of Gotham promo and shopping in the Coast for a shot on the "Shindig" ABC-TV... Dick James, of the London pubbery and Tito Puente headline the show this week at the Apollo Theater with Symphony Sid handling the encore chores... Colpix's Bernadette Castro is on the promo trail with her new tune, "Get Rid Of Him." The tune was penned and produced by the Howard Greenfield-Helen Miller team... Marty Kien has joined the staff of Gerard Purell Associates to work in publicity... Gale Garett is a top draw since her recent chart-topper, "We'll Sing In The Sunshine," on RCA Victor, and has a heavy schedule of concert commitments. All of us at CBS welcomed the return of staffer Mike Martucci after his two-week stay in the hospital... "Philips" award-winning Swingle Singers are sharing the bill with folkster Buffy Sainte-Marie and guitarist George Morel at the Village Gate... Talent newcomer Jerry Evans, a standout in the Miami production of "The Fantasticks" (and set for the city's up-coming version of "Little Mary Sunshine"), makes his TV bow on the Dec. 12 Clay Cole TVer. Songster, who's slated to wax an LP of tunes penned by Steve Allen, happens to be the son of Leo Pineus, owner of the plush Steak Pit in Paramus, N.J...

Earl (he's the real "Duke") Glicken, who heads up his own Promotions, Ed outfit, bustin' from Chicago that Roulette has a bust-wide-open single out-that-a-way in Detergents' "Leader Of The Laundromat" and a red-hot LP in Sandy Baron's "The Race Race Race." He adds that we should watch out for the Candy Girls' "The Race Race Race" (Rotator) and that the New Yorkers are big in Chi with the "Hello In The City" (Pam). Earl's operation, by the way, was a cover pie and feast at the Highland Park, Ill. Featuring hundreds of Fogerty, Kirk, currently a smash in the road show version of Meredith Wilson's "Here's Love," will come into New York for a four-week session to cut the sound of the composer's hits for MGM.

Sammie Vargas, new promo rep for States Record Dist., dropped by the CBS offices last week on behalf of Mainstream's Morgana King and her "Taste Of Honey Set," and the Rosebuds' issue on Tower tagged, "Say You'll Be Mine."

Jamie-Guyden's Gunter Hauer buzzed from the City of Brotherly Love that the label in very excited over three possible sales blockbusters—"Kiss And Run" by Bobby Skel, which is over 10,000 in Philly and picking up in Balto, Wash., and Boston; the new Barbara Lynn sticking, "It's Better To Have It," and the Arctic release by Barbara Mason dubbed, "Come To Me." T.J. Johnson's Teen Life Hops swaying thru the Met area with The Run real charmer—in French and English. The album and single to emerge from the sessions last week will be unveiled after the holidays. Sylve is one of the three leading "Ye Ye Girls" in Paris and wants more than anything in the world to be a success in this country. No one who's met her will be a bit surprised when she makes it—she's an engaging gal and has a quite dynamic personality...

Jeante Hendlor & Joe Mee's personal management and pubbery firm, JLJ Enterprises, has merged with the Joe Schotts management office. The talent roster includes Roullette's Fisher & Marks, Phillips' Susan Ruffey, Eddie Delae's Allan Lorber Productions, and the Brykerene gal, Brigitte.
The rage at Drum-Boy Records is simple by Cindy Reina tagged "Bring de A Beattle For Christmas." Decays are here are planning contests in conjunction with the deck. ... Freeanswer Ray Hill writes from Cinney that he's working on Martin Denny's Hawaii Tattoo (Liberty). "Hey Da Do Do" by The Dolphins (Fraternity) and "Walk Softly" by JoAnn Mann and the band. Ray Mancini Crescendo Records' Bud Bland round the territory last week in behalf of new Billy Strange effort "Goldfinger." Champagne Rowed a Dino Records for the launching of the newly purchased bus to transport Marlin Lash & the Musical Stars on their hectic '65-'66 schedule of engagements. Nice to hear from Jack Petrill, manager of Katyna Tanieri, who advised that the international star began a 2-weeker in Washington's Shoreham Hotel 11/24. Sig Sokovitz moved into larger quarters and is now airing his daily Q&A show direct from his office. Hugh Cal has been on the deck with a new James Brown kick "Just Don't Do Right." ... RCA Victor added a luncheon at the Ambassador 11/27 in honor of Henry Mancini who was in town for concert appearances. Action at United Record Dist. centers around newies "Sivin' Woman" by Junior Parker (Duke), "Please Please Please" by Ike & Tina Turner (Kent) and "Twine Time" by Alvin Cash & The Registers (Marvel). Erwin Barg got the word from Dot's Rondy Wood that the new Pat Boone deck "I Want It That Way" shows signs of being his biggest yet. Bombay Ian's Vera Sanford was feted at a cocktail party 11/24 prior to her opening at the Sahara Inn. Vera's current album is "Ten Minutes To Midnight." ... Vic Svecica, "Mr. Move-Easy," is currently wowin' 'em at the Club Sherree on Milwaukee Ave. In the fore at Garmins Dist. is the latest Ray Charles' side "Makin' Whoopee" (ABC), which was recorded during one of his concerts, and The Hondells' follow-up "My Buddy Seat" (Mercury). The Dukes of Dixieland opened at Bourbon Street last week. "Leader Of The Laundromat" by The Dergents (Roulette), "Gimme Some Lovin'" by The Supremes (Motown) and LP "St. Louis To Liverpool" by Chuck Berry (Chess) top 6y Gold's hot shots at Allstate Dist. USA Records' Jim Golden is ticked over action on Jackie & Jill's, "I Want The Beattles For Christmas" and The Rivetars' "Whole Lotta Lakin'". Frank Laxere is hitting the deejay circuit these days to intro some of Record Dist's new foreign material. Order of the day at Riner Records is James Bryant's "Three Step." seven piece instrumental-vocal group, The Big Beasts to a recording pact with Liberty Records. ... Freddy Cannon appearing on the Dick Clark Show Dec. 5, and later in the month flies East for two weeks of personal appearances on his new Warner Bros. single, "Too Much Monkey Business." ... Matt Monro, Chad and Jeremy, The Righteous Bros., Donna Loren, Tina Turner, Neil Sedaka, and The Blossoms all set for this Saturday's Shindig TV'er. ... Columbia Records honored Doris Day at a cocktail party at Don The Beachcombers Tuesday. ... Decca V.P., Sid Goldberg in town for West Coast confabs. ... Capitol's unique new folk artist, Sebastian Temple, out with a Christmas single produced by Bob Klimes and Hal Levy's R&R Productions. Famed dual pianists, Ferrante and Teicher lost $14,000 worth of musical arrangements when the Cornshucker Hotel in Lincoln, Nebraska was damaged by fire.

Here and There:

Puerto Rico:

Donna Loren

Jerry Evans

Bernadette Castro

We certainly agree with Tony Beacon, publisher of the San Juan Daily (and man-about-town) that 9 of the most talented youngsters are on display at Condado Beach Hotel in Robert Simpson's 3rd edition of "Hits Of Broadway." It's a superb revue! One of the funniest performances we've witnessed took place at the Americana Hotel's Port O' Call Room where Charlie Manna's been breaking it up. Also on the bill are the very clever Brothers Cain, who mix their songs and laughs together in exactly tasty style. It was also a delight to see Pat Boone (and mgr. Jack Spina) who were in San Juan for the premier of Pat's newest flick, "Goodbye Charlie."
Johnny Marks' Christmas Music

From The Videocraft TV Musical Spectacular In Color, Sunday, DEC. 6, 5:30 to 7:00, NBC, Featuring The Voice Of BURL IVES.

RUDOLPH THE RED-NOSED REINDEER
Over 300 Versions 15 NEW Releases
BURL IVES
SINGS ON THE SHOW AND ON DECCA RECORDS
A HOLLY JOLLY CHRISTMAS
Quinto Sisters (Columbia) — Do Re Me Singers (Kapp)

SILVER AND GOLD
Do Re Me Singers (Kapp)

THE MOST WONDERFUL DAY OF THE YEAR
Quinto Sisters (Columbia)

WE ARE SANTA'S ELVES
Quinto Sisters (Columbia)

From The Background Score
A NEW MASTERPIECE FROM REPRIZE
FRANK SINATRA & FRED WARING
I HEARD THE BELLSON CHRISTMAS DAY
Re-issue: Bing Crosby (Decca), Harry Belafonte (Victor), Eddy Arnold (Victor), Bert Kaempfert (Decca), Fred Waring (Capitol), Chet Atkins (Victor), Dick Liebers (Victor), Carillan Bells (Decca), Sound Spectacular (Victor), Lester Lanin (Epic), Dennis Day (Design), Robert Rineans (Liberty), Johnny Kaye (Peter Pan), Jimmy Timmons (Golden), Meadows And Eastman (Bravo), Happy Crocketts (Design)

BRENDA LEE
Sings the International Perennial Hit
ROCKIN' AROUND THE CHRISTMAS TREE
(Decca Records)

A MERRY, MERRY CHRISTMAS
Sammy Kaye (Decca), Art Moogy (MGW), J. Johnson (Prom)

THE NIGHT BEFORE CHRISTMAS
Rosalyn Clooney and Gene Autry (Columbia), Amen Bros. (Victor), Pete King Chorale (Kapp), Cisell MacKenzie (RCA Victor), Eddie Bartow (Coral), Spike Jones (Verve), Russ Morgan (Decca), Jon Arthur (Decca), Mitch Miller (Golden), Johnny Kaye (Prom), Robert Rineans (Liberty), etc.

WHEN SANTA CLAUS GETS YOUR LETTER
Gene Autry (Columbia Hall of Fame), Capt. Kangaroo (Golden), Tex Johnson (Prom), Robert Rineans (Liberty), Mitch Miller

ST. NICHOLAS MUSIC, INC.
1619 Broadway, N. Y. 19, N. Y.

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 MY RAMBLIN' BOY
HOP YOU UNDERSTAND
Hope Glenn, F.C., — (RCA Victor)
Kempson Trio (Decca 33170)
2 HEY DA DA DOW
(RCA Victor)
Delphonis (Friedmacy 937)
3 GOOGLE EYE
Ray Charles (ABC Records) — The Nashville Teens (London 19712)
4 DON'T IT MAKE YOU FEEL GOOD
Billie & Joyce, Shalow (Dot)
Quintet (Hickory 1275)
5 HEY LITTLE ONE
PLEASE DON'T LET ME KNOW
Little Willie (Juke 926)
6 DO WHAT YOU DO, DO WELL
(Stargate-Phil)
Rod Miller (Faber 137)
7 TAKE THIS HURT OFF ME
SUGAR PIE SCAPES
Please Don't Let Me Know
Don Casey (Rosenma 802)
8 MUMBLES
(Chesbro-Decca)
Oscar Peterson Trio (Mercury 72425)
9 TELL HER JOHNNY SAID GOODBYE
(Vally-Decca)
Jerry Jackson (Columbia 43158)
10 I DON'T WANT TO WALK WITHOUT YOU
(Reprise-Phil)
Phillis McGour (Reprise 0310)
11 FIDDLER ON THE ROOF
(Sting-Par)
Village Stompers (Epic 7-1740)
12 TALK TO ME BABY
(Tell-Decca)
Bary Mann (Red Bird 10-015)
13 LUMBERJACK
(Brown-Phil)
Hal Willi (Sims 207)
14 WOODEN HEART
(BALL-Phil)
Blue Christmas
(Orchard-Phil)
Elvis Presley (RCA Victor 447-0720)
15 ACROSS THE STREET
(Starr-Decca)
Roy Peterson (MGM 12329)
16 DO IT RIGHT
(Turner-Decca)
Brock Benton (Mercury 72135)
17 JULIE KNOWS
(Chu-Decca)
Randy Sparks (Columbia 43138)
18 SILLY LITTLE GIRL
(Cogan-Decca)
Toms (ABC Paramount 10601)
19 CHITTLINS
(Chitt Janes, Guil) — Gas Jenkins (Tower 107)
20 EITHER WAY I LOSE
(Blackboard-Decca)
Gladys Knight & Pips (Motown 331)
21 JUMP BACK
(Chapman-Decca)
Rufus Thomas (Sims 107)
22 BEAUTICIAN BLUES
(Ballard-Decca)
B. B. King (Rex 406)
23 ALMOST THERE
(Barnes, Wonder-Decca)
Andy Williams (Columbia 43128)
24 I JUST CAN'T SAY GOODBYE
(Ballard-Decca)
Bobby Rydell (Capitol 3505)
25 I'M THE LOVER MAN
Little Jerry Williams (Loma 2005)
26 YOU'VE LOST THAT LOVING FEELIN'
(Chuck Berry, Ch.-NM)
The Righteous Bros. (Philips 134)
27 NEVERTHELESS
(Feist-Decca)
Billy Butler & Encounters (Otdek 7207)
28 MAKIN' WHOOPEE
(Morrie, Victor & Co.-NM)
Ray Charles (ABC-Paramount 10601)
29 DON'T BRING ME DOWN
(Evergreen-Decca)
Pretty Things (Fonatina 1961)
30 PROMISED LAND
Chuck Berry (Chess 1916)
31 DON'T SHUT ME OUT
(Rollin, Phil)
Sunny Davis Jr. (Rapole 0322)
32 PAPER TIGER
(Sandy-Decca)
Sue Thompson (Hickory 1284)
33 ONCE A DAY
(Reprise-Phil)
Connie Smith (RCA Victor 8416)
34 KENTUCKY BLUEBIRD
(U.S. Singo.-ACAP)
Lou Johnson (Big Hill 553)
35 CAR HOP
(Cherry-Phil)
Experts (King 3517)
36 WOULDNT YOU TRADE YOU FOR THE WORLD
(Tall-Decca)
Barbells (London 9263)
37 KIDS AND RUN
(Bob-Decca)
Bobby Stell (Sart 826)
38 YOU'RE THE ONLY WORLD I KNOW
(M上线-Phil)
Sonny James (Capitol 5280)
39 BIG BROTHER
(Tik-Tik-Decca)
Keachie Lee (Mall 1924)
40 EL PUSYCAT
(Chong-Phil)
Mango Samartane (Columbia 43137)
41 RUNAROUND
(Phillip-Phil)
Anne-Marie (Jubilo 3469)
42 EVERYBODY WANTS TO FALL IN LOVE
(Bellwood-Phil)
Valentines (Sur 153)
43 MY ADORABLE ONE
(Bellwood-Phil)
Wendy Willison (Golden 53)
44 TIGER IN MY TANK
(Dun-Gold)
Cherish (R.S.V.P. 116)
45 STRUNG OUT
(The-Decca)
James Crawford (Smash 7234)
46 AND SATISFY
(Bellwood-Phil)
Nancy Wilson (Capitol 5719)
47 HEY NOW BABY
(Milford, Sound-Phil)
Horizons (Regen 1323)
48 LITTLE STAR
(King-Phil)
Randy & Runaways (Rost 5091)
49 THE GOOD LIFE
(Chapman-Decca)
Mr. Acker Bilk (Atco 6232)
50 HIDEAWAY
(Chapman-Decca)
King Curtis (Capitol 5278)

Cash Box—December 5, 1967

26

www.americanradiohistory.com
"Little Lonely Drummer Boy" is gonna make a Big Star of you!

MICHELLE SCOTTI

LITTLE LONELY DRUMMER BOY

She's only 12 years old but she's got the poise of a seasoned veteran and a voice and style that makes teens go "buy-bu-y! This Philips single proves it!

So great she even rates a special four-color single sleeve to create more sales impact!

PHILIPS RECORDS

ONE WORLD OF MUSIC ON ONE GREAT LABEL

Cash Box—December 5, 1964
HOLLYWOOD—Liberty Records recently held an informal cocktail party at its firm's A&R headquarters for Matt Monro, celebrating the chart's first West Coast visit and its current Liberty hit single, "Walk Away." Shown (left to right) in the top pic are Liberty president Al Bennett, Monro, KMPC deejay Gary Owens, Hollywood columnist Army Archerd and label vice-president Bob Skaff. Pictured in the middle shot are Philip Skaff, Liberty's vice-president, Don Mendel, LP sales manager, the singer, Don Bahman, marketing director and British impresario Bill Kerfoot. Shown in the bottom photo are Don Dobler, the label's A&R director, Jerry Thomas, international sales director, Monro, promoter Harvey Goldstein and Julius Adel, LBRG of California branch manager.

Transcribe 30 LP's Of Turn-Of-Century Piano Rolls By Masters

HOLLYWOOD Walter Heebner, pres. of Hollywood's Recorded Treasure, Inc., has completed transcribing 30 new LP albums in mono and stereo from 60-year-old paper "expression reproducing" piano rolls performed by turn-of-the-century keyboard masters in Germany.

New albums will be additions to Heebner's "Weltens Lexegy of Piano Treasures" and will bring total to 60 of which 12 have been in national distribution since last March. Remainder will reach counters during the next four years.

Among artists to be transcribed are Debussy, Ravel, Paderewski, Josef Lhevinne, Rudolph Ganz, Josef Hofmann and Saint-Saens. In addition to establishing exclusive sales outlets in music emporia in 53 key cities, Heebner has also set up distribution through Book-of-the-Month Club's Classics Record Library and Educational Materials Center of St. Paul, with latter handling tapes for schools and colleges.

BN's Gilberto To Make N.Y. Nitey Bow

NEW YORK—Joao Gilberto, strong Bossa Nova writer and artist, makes his New York debut this week (3) at the Village Vanguard. During the 1-week engagement, he'll alternate with the Art Farmer Quartet.

Duke Renews Ace

HOUSTON—Buddy Ace, Duke disk artist, has renewed his pact with the label, according to Don Rousey, head of the diskery.

Cocktails For Matt

Cash Box

LOOKING AHEAD

1. I DON'T CARE
   Buck Owens (Capitol T 2186)
2. PEOPLE'S CHOICE
   Homer & Jethro (United Artists 6385)
3. THE BEACH BOYS CHRISTMAS ALBUM
   (Capitol T 2164)
4. GO LITTLE HONDA
   Mindells (Mercury 29040)
5. SAM COOKAT THE COPA
   RCA Victor L P 29790
6. DUSTY
   Dusty Springfield (Philips PHM 200-151)
7. COLOR HIM WILD
   Maynard Ferguson (Mainstream 56301)
8. G.T.O.
   Ronnie & Daytonas (Mala 4001)
9. BURL IYES SINGS PEARLY SHELLS & OTHER FAVORITES
   (Decca DL 73746)
10. JUST ONE MORE TIME
    Earl Grant (Decca DL 47568)
11. OSCAR PETERSON + 1
    Clarke Erberwe (Mercury 20095)
12. WELCOME TO THE PONDERSA
    Larry Greene (LPM 2834)
13. NEW ORLEANS WONDERS
    Andre Kostelanetz (Columbia CL 2150)
14. HERE ARE THE HONEYCOMES
    (Interphon 4603)
15. SATURDAY NIGHT AT THE UPTOWN
    Vanity (Atlantic 8101)
16. BORDER BANDITO
    Jimmy Garrettes (LPM 13071)
17. WITH A SMILE & A SONG
    Doris Day (Columbia CL 2266)
18. BEN FRANKLIN IN PARIS
    Original Cast (Capitol SV S 2191)
19. GOLDFINGER
    Soundtrack (United Artists UAL 5117)
20. NIRVANA
    Marci Harris & Bill Evans Trio (Atlantic 1426)
21. GREATEST LIVE SHOW ON EARTH
    Jerry Lee Lewis (Smash 27056)
22. THE KENNEDY WIT
    (RCA Victor YDM 101)
23. JUST BE TRUE
    Gene Chandler (Constellation 1423)
24. SECOND TO NONE
    Carmen McRae (Mainstream 3420)
25. BACK AGAIN
    Ranchero (London L1393)
26. BROADWAY... BLUES... BALLADS
    Nina Simone (Philips 200-148)
27. SPOTLIGHT ON BICK
    (Veejay DL 4068)
28. MIDDLE OF THE ROAD
    Reprise (PG 11403)
30. WHO CAN I TURN TO
    Tony Bennett (Columbia CL 2150)
31. BLUEYED SOUL
    Fightin' Bros (Mainstream MLP 1002)
32. ST. LOUIS TO LIVERPOOL
    Chuck Berry (Chess LP 4087)
33. DISCOVERY II
    Yoko Carr (Liberty LP 3383)

The Cash Box "Sure Shots!" highlight records which reports from retail dealers throughout the nation indicate are already beginning to sell quantity, or else are going a very high indication of doing so.

I FEEL FINE, SHE'S A WOMAN
THE BEATLES
Capitol 5327

SINCE I DON'T HAVE YOU
CHUCK JACKSON
Wend 169

(THERE'S) ALWAYS SOMETHING THERE TO REMIND ME
SANDIE SHAW
Reprise 0320

WILD ONE
MARTHA & THE VANDellas
Gordy 7036

LOVIN' PLACE
GALE GARNETT
RCA Victor 8472

THOU SHALT NOT STEAL
DICK & DEE DEE
Warner Bros. 5482

BOOM BOOM
THE ANIMALS
MGM 13296

MY LOVE (ROSES ARE RED)
YOU KNOW WHO GROUP
4 Corners 113

Their Biggest Record Ever

"NOBODY BUT YOU"
THE TOKENS
BY PUPPY 505

SHIRLEY BASSEy
Her Thrilling Single Directly From The Grand Tour Of The Great Film
GOLDFINGER
UA 790

Their Record Of The Year

"LOOKING AHEAD ALBUMS"

SHIRLEY BASSEy
Her Thrilling Single Directly From The Grand Tour Of The Great Film
GOLDFINGER
UA 790

The Cash Box "Sure Shots!" highlight records which reports from retail dealers throughout the nation indicate are already beginning to sell quantity, or else are going a very high indication of doing so.

I FEEL FINE, SHE'S A WOMAN
THE BEATLES
Capitol 5327

SINCE I DON'T HAVE YOU
CHUCK JACKSON
Wend 169

(THERE'S) ALWAYS SOMETHING THERE TO REMIND ME
SANDIE SHAW
Reprise 0320

WILD ONE
MARTHA & THE VANDellas
Gordy 7036

LOVIN' PLACE
GALE GARNETT
RCA Victor 8472

THOU SHALT NOT STEAL
DICK & DEE DEE
Warner Bros. 5482

BOOM BOOM
THE ANIMALS
MGM 13296

MY LOVE (ROSES ARE RED)
YOU KNOW WHO GROUP
4 Corners 113

Cash Box—December 5, 1964

www.americanradiohistory.com
NEW YORK—A concept of ideas rather than a slew of exclusive pac-tees continues to be the format of Impulse! Records. ABC-Paramount’s five-year-old jazz subdiv.

While the original central format of Impulse! was to cut the “new, the modern and the avant garde,” Bob Thiele, who directs the operation of the label, has tried to broaden this repertoire to include all phases of the jazz spectrum.

But, the one-shot artist policy basically continues and has left the disk-ery with a small, select roster of exclusive pac-tees, including John Coltrane, Yusuf Lakeef, Shirley Scott and McCoy Tyner and two Soviet jazzmen who defected to the West, Boris Midney and Igor Berukhitis.

Under this one-shot attitude, the label has done packages by such stars as Duke Ellington, Coleman Hawkins, Quincy Jones, Benny Carter and Shelley Manne, among others. Due in Jan. is a Lionel Hampton set, “You Better Know It,” on which he per-forms with a small combo, consisting of personnel he hasn’t recorded with in some 20 years. One of them is Ben Webster.

Also, the label has paired jazz greats for the first time. Such team-ings have consisted of Duke Elling-ton and Coleman Hawkins, Charlie Mingus and John Coltrane.

In Thiele’s view, the main problem is the introduction of new artists. “No matter how talented an artist is,” he explains, “the record company has to have faith, and stick with him beyond the first release, even though it may not be a hit.” As an example of an artist coming through under such circumstances, Thiele points to McCoy Tyner, once Coltrane’s pianist and now a solid jazzist in his own right.

A future example of Thiele’s thinking is another Jan. release, by Archie Shepp, a tenor sax discovery of Col-trane, who co-produced the set with Thiele.

Working in combination with artis-ty at Impulse! in obtaining success is artwork. The label feels that its “co-ordinated covers” has achieved a definite image, instantly recognizable in a collection of albums on a record store shelf. Featuring dramatic photos, with a minimum of printing, the aim is to telegraph the album con-cept immediately to the viewer. Double-fold packaging is also standard, which allows for detailed liner notes and a number of photos. “The real jazz connoisseur wants as complete information as he can get about an album,” says Thiele. Impulse! liners always list personnel and recording dates.

The Jan. release will total 12 albums. It will give the label a cata-log of 89 LP’s. The sum lends credence to the label’s claim that it is “The Definitive Jazz Scene.”
OVER 800,000 SOLD

Elvis Sings Christmas Songs
ELVIS' CHRISTMAS ALBUM

LPM/LSP-1951(e) NOW AVAILABLE FOR THE FIRST TIME IN STEREO

BY POPULAR DEMAND: OVER 150,000 ALREADY SHIPPED!

ELVIS' SINGLE "BLUE CHRISTMAS" EPA-4108
#0720

DON'T FORGET TO ORDER BIG ON THESE BEST-SELLING E.P. HITS

"ELVIS SINGS CHRISTMAS SONGS"
EPA-4840

"CHRISTMAS WITH ELVIS"

RCA VICTOR

The most trusted name in sound

www.americanradiohistory.com
THE BEATLES' STORY—Capitol STHO 2222

THE BEATLES' Story" looms as one of the most powerful sales items of the current Christmas-buying season. Here there will be no shortage of inventory to wash the faces of the world's music presses with. A fitting tribute to the memory of Lennon, Paul, John, and George, the album includes a dozen tracks of their finest songs, all recorded during the band's heyday. The album is available in both stereo and mono formats, with the stereo version featuring a slightly different mix. The mono version is the one generally favored by audiophiles, but the stereo version offers a more dynamic and immersive listening experience. The album is a must-have for any Beatles fan's collection, and it's sure to be a holiday gift favorite.

WHO CAN I TURN TO—Tony Bennett—Columbia CL 2226

Tony Bennett tags this new Columbia album outing after his current chart-climber, "Who Can I Turn To." The album features Bennett in all his melodic beauty, with a strong array of material including such hits as "I'm In Love With A Wonderful Guy," "Lisette," and "All At Once." Bennett fans will flip for the potpourri of songs that range from classical to contemporary, with Bennett's signature style throughout. The album is a great addition to any Bennett fan's collection, and it's sure to be a hit on the charts.

THE GOLDEN VILLIONS—Lawrence Welk—Dot DL5 2941

Lawrence Welk pays a moving musical tribute to the famous singer of yesterday on this new Dot LP, which boasts a nifty sampling of some white-back chart successes by gals. The big, full-bodied Welk orchestra shines as turn in top-run renditions of "You Belong To Me," "Cry Me A River" and "I Can Dream, Can't I?" Disk should jump into the winner's circle in no time flat.

SHE UNDERSTANDS ME—Johnny Tillotson—MGM E220

Johnny Tillotson cashes in on the sales acceptance of his current single smash, "She Understands Me," to tag this new album session on MGM. The chanter, who's found pop success with country material and a natural built-in market for all of his musical offerings, and this package is sure to get plenty of sales attention. Other bright bands here are "Busted," "That's When It Hurts The Most" and "Yellow Bird." Loads of chart potential.

NOW!—Vic Dana—Delton DL2022

Vic Dana, with a string of hit singles and albums to his credit, could do a fast repeat with this top-drawer effort. Vic gets a general thumbs-up rating with this one even though Vic got a bit carried away with his current single smashmaker "My Girl." The warm-voiced songster offers lifting and lyrical barclay in a bag of tuneful goodies including his current single noisemaker, "Frenchy." Best bets here are "The Name Of The Game Is Love," "On A Slow Boat To China" and "Love Is All We Need." Dana fans should come out in strength for the set.

FINIAN'S RAINBOW—Reprise Repertory Theater—Reprise F2013

The Reprise Repertory Theater comes up with an engaging disk revival of Harburg and Lane's delightful musical. "A show that never failed to charm theater-goers during the late 40's," Frank Sintana, Dean Martin, Bing Crosby, Rosemary Clooney and others turn in top-flight performances of such classic items as "How Are Things In Glocca Morra," "Old Devil Moon," "Look To The Rainbow" and "When I'm Near The Girl I Love." Show buffs will find this version an interesting addition to the cast shelf.

FROM HELLO DOLLY TO GOODBYE CHARLIE—Bobbie Darin—Capitol 2131

Bobbie Darin, with a long string of hit singles and albums to his credit, could easily have his biggest to date on Capitol this buying season with this vibrant and pulsating collection of theater, film and original tunes which he dispenses with verve and polish. The set has the same bounce that made "Mack The Knife" and "Mack The Knife" (the "Mack The Knife" sales giants—with good reason, the items were by the same arranger, Dick Wess, "Once In A Lifetime" and "Sunday In New York") are bright bands. Chart status seems assured.

SEX AND THE SINGLE GIRL—Original Soundtrack—Decca 2302

...for the soon-to-be released Tony Curtis-Natalie Wood film vehicle. The music not only captures the spirit of the sophisticated comedy with elements of jazz, blues and classical constructions. In addition to some fine background tracks (e.g., "Legs," "Midnight Swim," etc.) the disk boasts instrumentals, the singer's showstopper "I'll Never Fail In Love Again" and "Walkin' The Dog." Eye the disk for rapid consumer acceptance.

C'MON AND S-W-I-L-M—Bobby Freeman—Autumn LP 192

Bobby Freeman tags this initial Autumn album release after his recent runaway best-selling pop-r&b smash and includes eleven other potent, teen-angled danceable tracks. While backed by a swinging rhythm section and chorus, the singer shuffles out on "Do The Rambler," "I'll Never Fail In Love Again" and "Walkin' The Dog." Eye the disk for rapid consumer acceptance.

COUNTRY MUSIC FOR PEOPLE WHO DON'T LIKE COUNTRY MUSIC—Clebanoff—Mercury 5491

Here's a new orchestral offering from Clebanoff on Mercury loaded with dual-market appeal. The country music buffs should appreciate this familiar old melodies and the pop fans the maner in which they are presented. Shimmering strings and driving rhythms combine effectively on "On Your Cheatin' Heart," "I Walk The Line" and "Love Me Tender." Top programming and sales potential.

ALL THE SONG HITS OF THE 8 SEASONS—Bob Crewe—Philips FMH 600-150

The lush 40-piece orchestra of Bob Crewe, capacity conducted by Charles Calello, pays tribute to the 4 Seasons with a 2 LP presentation of the famed group's biggest hits. Crewe and the 4 Seasons have brought the world of pop to the forefront of the music industry. The album features all the hits, from "C'mon Get It" to "Big Girls Don'T Cry," and "Walk Like A Man." Plenty of sound to be had here.

POP BEST BETS

RUNNIN' OUT OF FOOLS—Aretha Franklin—Columbia CL 2281

Aretha Franklin pulls out all the stops on this extremely varied collection of pop favorites. Evergreens, r&b oldies and country items are rendered in her distinctive emotion-packed lyrical delivery. The track's rich, wide-range voice carries her in good stead on chorus-backed renditions of "How Glad I Am," "You'll Lose A Good Thing" and "Two Sides Of Love." One of the best disks that the artist has cut in quite a while.

NOBODY ELSE BUT ME—Tommy Leonetti—RCA Victor SR 6292

Tommy Leonetti proves himself a master of the reconstructed show-tune on this new package from RCA Victor. The singer pulls out all the stops here as he delivers a male isle of his own; the melody is combined in a dozen top-drawer performances. Warmth and sincerity are exhibited throughout on such favorites as "She's Just Another Girl," "I'll Get By," "She Was Too Good For Me," and others equally potent. A superb vocal offering by the singer. Leonetti could strike gold with this set.

Cash Box—December 5, 1964
ALBUM REVIEWS

EYES FOR YOU—Ethel Ennis—RCA Victor LSP 2984

Ethel Ennis has earned many laurels in the past with her distinctive jazz-blues vocal stylings but this new collection of standards ranks as her best showing to date. While backed by a swingin' closely-knit combo, the vocalist dishes up spot-"flight renditions of "I Only Have Eyes For You," "Almost Like Being in Love" and "Little Girl Blue." A standout achievement.

SOME BLUE-EYED SOUL—Righteous Brothers—Moonglow MLP 1003

The fans of these Righteous Brothers and they are legion, should come out in droves for this rollicking Moonglow session which effectively spotlights the duo's dishing up a contagious bop of hard-driving bluesers. Among the highlights of the power-packed set are: "Baby, What You Want Me To Do," "I Just Want To Make Love To You" and "Bring Your Love To Me." Loads of potential here.

BIG BAND BEATLE SONGS—Bob Leaper—London SP 4195

More and more albums are being produced that give further proof of the incomparable composing of Messers Lennon and McCartney. This phase 4 stereo LP from London Records puts the spotlight on the band of Bob Leaper and the hits of the Beatles. The name Leaper may be unfamiliar at this point but unlikely to remain so for very long. These are potently arranged treatments of "All My Loving," "She Loves You," "A Hard Day's Night" and others. Airtime could make the set a giant in short order.

GENE BARRY SINGS OF LOVE AND THINGS—RCA Victor LSP 2972

Gene Barry, better known as Bat Masterson, or more recently, Amos Burke, displays the flip side of his talents with this set of familiar love songs on RCA Victor. The acter-charter has a big baritone voice and an easy casual delivery that is particularly effective on this program which includes "For You In Time," "I'll Be Seein' You" and "Oh, Lady Be Good." Wooky TV exposure could spark plenty of interest in the album.

LOLLY THAXTON PRESENTS—Decca DL 7534

Much of the excitement of the tremendously popular syndicated Lloyd Thaxton television show is captured in this mostly instrumental offering which features some of the recent vintage teen hits played on the program. Thaxton's many young admirers should find loads of listening and/or tongue-in-cheek pleasure in "My Boy Lollipop," "Honey Of The Rising Sun" and "A Hard Day's Night."

COMPOSER'S CHOICE—Johnny Nash—Argo 0028

Johnny Nash directs his musical attention at a famed collection of chestnuts in this excellent King Fleming and Will Jackson-arranged and conducted set from Argo. The cater does not resort to gimmicks but reads each item in his distinctive straight-through blues-tinted melodic style. Among the best listening bets here are "One For My Baby," "Someone To Watch Over Me" and "Smoke Gets In Your Eyes." A most impressive entry.

THE COUNTRY MUSIC HALL OF FAME VOLUME IV—Various Artists—Starday SLP 285

Starday has done real well with the three previous albums in this series on this new two-disc collection featuring a stellar group of c&w luminaries (e.g. Patsy Cline, Buck Owens, George Jones, Jimmy Dean, etc.) reading a handsome sampling of all-time favorites should go a like success route. Attractive four-color, fold-out package should help spark sales. Set should make excellent Christmas gifts.

1964 NAPLES SONG FESTIVAL—Various Artists—London Int'l TW 9363

Rapidly coming up as a close rival of the famed San Remo Song Festival is Naples music contest. This top-flight London entry features these Italian artists (Leile Caravagiano, Luisa Siri and Gianni Saroni) reading a dozen of the popular tunes at this year's Festival. In addition to the above-named Modugno's "Tu Si Na Cosa Grande," outstanding tracks here are "Nord E Sud," "Connie" and "Amore Mio."

JAZZ PICKS

THE RETURN OF BURL POWELL—Roulette RLU 1337

Bud Powell, away from the American disk scene for eight years, makes an impressive re- turn on this new jazz outing from Roulette. The pianist has been considered a leader in the field for many years, and his loyal coterie of admirers should welcome this first session. The master of the jazz ballad, Powell gives out with vibrant readings of "I Know That You Know," "Somebody To Watch Over Me," "If I Loved You" and "Just One Of Those Things."

JAZZ BEST BETS

THE JAZZ STORY—Various Artists—Capitol W 2137

Here's a deluxe five-LP set from Capitol called "The Jazz Story" that traces the development of American jazz from the very beginning. It's a top-flight musical journey from New Orleans to Chicago to New York that spotlights dozens of jazz greats, many of them the past forgotten by all but the serious jazzophiles, and many that are still spreading musical joy today. The jazz historian will find much of interest in the package.

A LOOK AT YESTERDAY—Stan Getz—Mainstream 5 0031

Here's a nostalgic jazz offering (the sides here were cut in 1944) featuring Stan Getz, Gerry Mulligan, Wardell Gray and Jimmy Raney blowing up a storm in the heyday of the bop idiom. Although some of their progressions might seem a little old-fashioned to modern swingers, there's plenty of good listening in "Diaper Pin," "Interlude In Bebop" and "As I Live Bop." A real collector's item.

NEW DIMENSIONS—American Jazz Ensemble —Epic LA 15604

For those who like their jazz a few pegs above the status quo this series from the American Jazz Ensemble (a foursome composed of four saxophones and clarinet; piano, bass and drums) should be just the ticket. The group creates some off beat but extremely valid impressions on "It's All Right With Me," "Deep River" and "The Loneliest Book." Superior listening throughout.

CLASSICAL PICKS

DVORAK: Humoresque; Leonard Pennario, piano—RCA Victor LSC 7231

Versatile keyboard stylist Leonard Pennario surveys the romantic classical tradition highlighted by three different versions of "Humoresque" (Dvorak's, Rachmaninoff's and Tchaikovsky's) on this excellent entry from RCA Victor. In addition to the above-named works Pen- nario's lyrical, soaring approach is effectively spotlit on such works as Schubert's, Greig, Falla, etc. An outstanding classical outing.

HANSEL AND GRETEL—Vienna Philharmonic/Clavell-Angel SHL 1923

A traditional favorite of children during the Christmas season is Engelbert Humperdinck's "Hansel And Gretel," magnificently performed here on Angel by the Vienna Philharmonic with Andre Clavell conducting. A cast that in- cludes Anneliese Rothenberger, Walter Berry and Iringard Soeffker. Delightful too in the choral assist by the Vienna Boys Choir. "Hansel And Gretel" is a charming tale and an even more charming opera. Set is a choice item for Yule buyers.

Cash Box—December 5, 1964
NEW YORK—Jazzist Paul Horn has been named vice president, East Coast operations, and business manager of Victor Signs, part of RCA Victor. Horn has been involved in the music business since the early 1950s, first as a musician and producer, and later as a business manager. He is known for his work with Columbia Records and has been instrumental in the expansion of the label's operations both here and abroad.


NEW YORK—Herb Moels has been appointed vice president of the music division of Columbia Pictures-SCREEN GEMS TV, it was announced last week by Don Kirshner, president, of the division.

For the past four years Moels has been a partner in the law firm of Ascher and Moels specializing in the entertainment field.

Commenting on the newly-named veep, Kirshner said, "Herb Moels is one of the most capable men in the music business. In addition, he is extremely knowledgeable in the foreign market, an area of our business which is growing constantly in importance. Herb Moels will play an active part in the expansion of the music division, in the day-to-day conduct of its activities both here and abroad and in our long-range planning for the future.

Calelio-Gallico Form Indie Production Firm

NEW YORK—Charles Calelio Productions, an indie production company, has been formed here by Calelio and Al Gallico, the veteran studio men.

Calelio is a writer-author-arranger who has worked in production and business sessions.

Gallico said last week that the new firm already has a deal with Decca Records for the production of masters. Ethane, president of the division, said the deals are for the Calelio firm.

In addition, Calelio runs Al Gallico Music, which in the past three months has come up with two number 1 hits, the piano introduction of the Rising Sun" and this week's topper, "She's Not There." The publisher is also doing Top 100 with Johnny Tillotton's "She Understands Me.

Trios Forms Music Co.

NEW YORK—Three music men have formed a combined indie production, publishing and management company.

Formed by Lew Courtney, Denny Lambert and Bob David are Top Cat Productions and Fling Music, which are located at 1950 Broadway, this city.

Set for a recording session are the Earl's, who teenagers will recall as the hit performers of "Remember When."

Courtney is the writer of the current Mary Wells charade-tizer, "Ain't It The Truth."

David is set to handle the company's management division.

College Lecture

For BMI's Burton

NEW YORK—BMI president Robert S. Burton will speak on "My Composer and His Performing Rights" at the School of Music, Univ. of Southern Calif this week (2). His lecture is part of the continuing series supported by a grant from the Rockefeller Foundation as a special project for the training of music critics.

Backstage Chunks


John T. Howard Dies

NEW YORK—John Tasker Howard, 73, composer, and author of books on music, died Nov. 19, at a rest home in West Orange, N.J.

Howard, an authority of Stephen Foster, wrote a biography of the composer titled "Stephen Foster, America's Troubador," and a study of American music titled "Our American Music." In the past he also served as Music Editor for McCalls and, was elected to ASCAP's board in 1945 and secretary of the society in '53.

Among his musical compositions are "From Foster Hall," "Still Water" and "Calendar Suite."

Howard is survived by two sisters.

Fair Lady in H'wood

HOLLYWOOD—The window of Wal- lish Music City store in Hollywood was recently checked out in a special display containing Audrey Hepburn's original costume from the flick version of "My Fair Lady," as well as Columbia Records' original soundtrack LP and albums by Andy Williams, Andre Previn, Percy Faith and Sam- my Kaye. Shown with Irving Town- send, the label's vice-president of west coast operations, is actress Joan Patric, who made personal appearances as part of the label's promotion efforts.

Columbia Holds Bash For Mongo

NEW YORK—Columbia Records recently hosted a party at Gotham's II Mio in honor of jazzman Mongo Santariana who was inked to an exclusive recording contract. Standing at the helm are Musical Editor-in-chief of Cash Box, Santamaria, and with Wallis, Columbia's marketing vice-president. The artists initial single release is tabbed "El Pussycat."
It’s Almost Here

The Big CASH BOX Year End Issue and “World of Recording Artists 1964”

Dec. 26 Issue
Deadline N. Y. Dec. 16

You Should be Included
Call for Details NOW!
WB Gets U.S. Rights
To Pet Clark Disks

BURBANK—Warner Bros. Records has obtained the U.S. distribution rights to diskings by Sir Petula Clark, Joe Smith, singles A&R chief, made the deal with Vogue Records of France during his recent trek abroad. "Downtown" is the name of the lark's first singles appearance on the WB label, and was rushed to market last week. Known as Pet Clark, she is a bilingual performer who has had particularly notable success in England. To date, her singles sales reportedly have reached 10 million. She's also scored in France, Holland, Germany, Switzerland and Italy.

Col. Jazzist Takes Public Bow On TV

NEW YORK—A new personality on the jazz scene has just been introduced on television—said to be a first for video. Artist is tenor saxist-flutist-composer Charles Lloyd, who was the bio subject of "Jazz Discovery: Charles Lloyd," presented on the west coast on Nov. 16, last week here (28).

The program, presented by National Educational Television, deputs, through conversation and music, Lloyd's talent and examines the influences that have shaped his development.

Columbia Records has just released his first feature-role LP, "Discovery! Charles Lloyd." Both the LP and show were produced by George Avakian, who also served as commentator on the program. He's a current member of the Cannonball Adderley Sextet.

Born in Memphis, Tennessee, the musician graduated from the University of Southern California and shortly afterwards joined the Chico Hamilton Sextet, later becoming its musical director in charge of repertoire and personnel. While Lloyd has been heard on previous LP's, among them Columbia's "Drumfusons," for which he was also the sole composer.

Filmed at KQED-TV in San Francisco, without rehearsal, "Jazz Discovery: Charles Lloyd," will be presented on other stations throughout the country.

Decca Signs Top Danish Group

DECCA—Decca Records has inked Sir Henry And His Butlers, a Danish rock 'n' roll group, to an exclusive recording contract, it was announced last week by Leonard W. Schneider, the label's executive vice-president.

Decca plans to rush-release the group's big Danish hit of "Let's Go" coupled with "High Heel Sneakers." Sir Henry and His Butlers are currently appearing at the Hit House, the Copenhagen night spot where their hit was cut during an actual performance.

Negotiations for the group were handled by Karl Kundson of Sonet Records of Denmark and Milt Gabler of Decca's A&R staff.

THE HAWAIIAN WEDDING SONG: THE HUKILAU SONG—Muzzy Marcellino-Coral 6555

NEW ADDITIONS to TOP 100

47—I FEEL FINE—Beatles (Capitol 5327)
68—SHE'S A WOMAN—Beatles (Capitol 5327)
74—WILD ONE—Marvin & Vandellas (Gordy 7036)
76—LOVIN' PLACE—Gaye Gossett (RCA Victor 4872)
78—BOOM BOOM—Animals (MGM 13396)
79—LOVE (Rosie Are Red)—You Know Wins Group (Vee Jay 111)
90—I WANT YOU TO HAVE EVERYTHING—Lee Rogers (D-Town 1035)
92—EVEN LITTLE BIT HURTS—Rainbow Yee (Liberty 5531)
94—LEADER OF THE LAUNDROMAT—Dempseys (Roulette 4590)
96—PRETEND YOU DON'T SEE HER—Rainbow Yee (Liberty 5531)
98—I GONNA LOVE YOU TOO—Hullaballions (Roulette 4587)
99—SMILE—Evers & Butler (Vee Jay 633)

JUKE BOX OPS’ RECORD GUIDE

ACTIVE with OPS

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

NEVER TRUST A WOMAN
B. B. King (ABC-Paramount 1059)

THE GOOD LIFE
Mr. A. H. Rib (A&M 3232)

PRAYER MEETIN’
Jimmy Smith (Blue Note 1969)

THE SIDEWINDER
Charles Lloyd (Blue Note 1911)

SILVER BELLS
Art Martineau (Capitol 5311)

AND SATISFY
Manny Wilson (Capitol 5319)

HIDE AWAY
King Curtis (Capitol 5270)

FUNNY WORLD
Jane Morgan (Capitol)

EL PUSSY CAT
Mango Santomero (Columbia 4171)

HAVE YOU LOOKED INTO YOUR HEART
Nancy Wilson (Columbia 4131)

THE NAME GAME
Shirley Ellis (Columbia 2120)

HUMBUG
Pete Fountain (Coral 6427)

MY RAMBLIN BOY, HOPE YOU UNDERSTAND
Kingston Trio (Decca 31702)

I DON'T WANNA LOVE YOU
Cliff Richard (Epic 9172)

FIDDLER ON THE ROOF
Village Stompers (Epic 57948)

NO BEER IN HEAVEN
Lil' Wally (Jay Jay 306)

EITHER WAY I LOSE
Gladys Knight & Pips (Meco)

DO IT RIGHT
Brook Benton (Mercury 72365)

ACROSS THE STREET
Roy Petroson (MGK 1299)

GALE WINDS
Epiphany Combo (Norman 549)

CHITLIN'S
care-Jay (Tower 101)

WOODEN HEART/BLUE CHRISTMAS
Elvis Presley (RCA Victor 447-0700)

I DON'T WANT TO WALK WITHOUT YOU
Philis McGuire (Repala 810)

MY PAINSACROSS THE WAY
Lee Monte (Repala 8126)

AIMED at OPS

THE HAWAIIAN WEDDING SONG: THE HUKILAU SONG—Muzzy Marcellino-Coral 6555

Great Day In The Morning

HOLLYWOOD—With the West Covina, Calif. police keeping crowds away Doris Day recently made an appearance at the grand opening of a new Minks City store. The lark-chepsian attracted more than 1,000 people to the spot where she signed autographs to promote her current Columbia LP's "Hit A Smile And A Song" and "The Doris Day Christmas Album" and her current single, "Christmas Present." In the left pic she's shown entering the store with Clyde Wallix, president of the chain. In the right shot she's picture leaving after the p.a.
In Memoriam

Kenton Heads Formation Of L.A. Neophonic Orch.

HOLLYWOOD—Stan Kenton has announced the formation of what is termed the world’s first permanently established resident orchestra dedicated to the contemporary musical idiom, The Los Angeles Neophonic Orchestra. It makes its debut in a series of four concerts premiering at the New Music Center on Monday, Jan. 4.

Kenton has curtailed all other activities to devote his time to the birth of the resident orchestra, which will draw from the world musical community musicians of contemporary repertoire. He will serve as permanent music director of the orchestra and has chosen Harold Arlen as conductor of the inaugural season.

Highlighting the premiere concert of the Los Angeles Neophonic Orchestra will be the performance of Frederick Gould’s “Concerto For Piano and Jazz Orchestra.” Gould will fly from Vienna to Los Angeles expressly for this inaugural concert to perform as soloist.

Kenton noted that while jazz soloists such as Benny Goodman have been featured in performance with symphonic orchestras, Gould’s appearance marks the first concert feature an internationally recognized classical soloist with a jazz orchestra.

The Neophonic Orchestra is sponsored by The International Academy of Contemporary Music, a non-profit organization with Kenton as its president; George Gries, vice-president; and Sid Garris, secretary-treasurer.

With the formation of the Los Angeles Neophonic Orchestra as the first step in their goal, the Academy seeks the establishment of similar Neophonic orchestras internationally. The Academy further seeks to encourage the composition and performance of contemporary music by musicians capable of its execution and will serve as a clearing house for contemporary music, musicians and information.

Ultimately, the Academy seeks to inaugurate scholarships, commissions and competitions to the greatest extent that public and private support will allow.

Kenton, appearing at a press conference here last week with Grief and Garris, announced that such musical

CHICAGO—A Midwestern Music Men’s Association is in the making here. Primary aim of the organization is to offset a “decline” of the Windy City pop recording business.

Recently, 25 Chicago music men met for the first time to organize the group. It’s the brain-child of Ewart Abner, head of Constellation Records and Paul Wyatt, Columbia’s studio sales manager.

In key-noting the first gathering, Wyatt noted Chicago’s past standing as a pop music center and the lack of present-day organization of all music men in the mid-west to more effectively direct its future.

A motion was made and passed to formally organize and select a guidance committee. A second meet has been set for this Tuesday (1) at the Avenue Motel’s Red Room at 7 PM.

The committee was set to meet prior to Dec. 1 to propose and determine policy, nominate officers for a vote to be held at the second gathering.

The committee is composed of: Abner, Emond Edwards of Chess Records, Bob Kidder, engineer at Universal Studios, Carl Proctor, an indy promo man, Ralph Bass, indie producer, and Carl Davis of Epic-Okeh.

Emond Edwards, the label's exec, has returned to the States from London and will be in the office by the middle of next week.

WB Inks Paul Sykes

BURLINGTON—Paul Sykes, folk vocalist and comic out of the west coast, has been inked to an exclusive disk pact with Warner Bros. Records. He'll go to bat for the label for the first time via a 10 LP set, "Folkie," at the Ice House in Pasadena, Calif. As part of its long-range plans for the performer, WB will concentrate activities on his behalf in the pop area as well as the folk field.

Surgery For Don Robey

HOUSTON—Don Robey, head of the Duke and Peacock labels, underwent surgery in Houston's Saint Luke Hospital last week (23). The nature of the operation was not disclosed, but the exec had to cancel several planned hunting excursions.

Sarah Vaughan Solos With Chi Symphony

CHICAGO—Sarah Vaughan made her first appearance as a soloist with one of the world’s major symphony orchestras when she appeared on Nov. 21 with the Chicago Symphony Orchestra.

The lark opened the orchestra’s Popular Concert Series of the season as a featured artist in a program entitled, “An Evening With Gershwin.” Sarah Henderson, music critic of the Chicago Sun, named her first appearance as the all-Gershwin program. Following the successful Windy City concert, Mercury Records hosted a reception in honor of the songstress at the Sheraton-Chicago’s Kon Tiki Port Room. Vaughan was attended by members of the orchestra and the label’s local distributor and company executives. Shown (left to right) at the affair were Mercury vice-president Kenneth S. Myers, the lark, CBS’ Lee Brooks, Mrs. Myers and Irwin H. Steinberg, the label’s executive vice-president.

Problem Solving

Coch Box—December 5, 1964

Liberty Names Winners Of "Spiff" Contest

HOLLYWOOD—Winners of Liberty Records recent “spiff” contest for district promo men have been announced by Harvey Goldenstein, west coast promo man for the label.

First prize was awarded to Jesse Schneider of Ferry Shankle, San Antonio; second prize to Jim Saltzman of Liberty’s branch in St. Louis and Leo Chevalier of Ray Gray of Cadet Distributing in Detroit; third prizes to Jim Brown of the label’s New York branch, George Chan of Polynesian Distributors in Honolulu, Skip Valdez of the label’s Fla. branch and Bruce Patch of Mutual Dist. in Boston.

Ben E. King

Seven Letters

DISTRIBUTED BY ATLANTIC

The Stars Shine On ColPIX

Jane Morgan

Ferry World

A Div. of Columbia Pictures Corp.

A Sure Hit!

"Leader Of The Laundromat"

The Detergents

R-4590

ROULETTE RECORDS
1631 W. 75th, N.Y.C.

Tommy Roe

Having A Real Party

"Party Girl"

"Oh, How I Could Love You"

ABC-10604

www.americanradiohistory.com
Phono Sales Climbed in Sept. Fails To Bridge '63-64 Gap
WASHINGTON—Monthly sales of phonograph records showed a sharp downward in Sept. at both distrib and factory outlets and totals for all but one model were down for the same month in 1963, but the gains failed to close the gap between cumulative sales for the three quarters of this year and the same period in 1963, the Electronic Industries Association reported last week.

The single line was in distributors sales of portable/table phonos, which totaled 410,000 Sept. against 415,000 during that month in 1963. Sales of console models by distribria stood at 114,947 in September, down from the 178,691 sold in September 1968.

Cumulative distrigh sales for the first three quaters of this year totaled 1,844,422 portable/table models and 1,189,036 consoles, compared with 2,030,434 portable tables and 1,072,020 during the same period last year.

At the factory, 505,186 portable table phonos were sold in September against 490,819 during September 1965, while sales of consoles totaled 434,486 units this year and 121,827 last.

Factory sales of portable/table models at the end of the January-September period this year totaled 5,044,422, down from 5,392,125 during the comparable period in 1963. Console sales during the same period stood at 1,136,428 and 1,147,889, respectively.

Kik Kodama Dies
NEW YORK—Kik Kodama, branch manager for the Corp. in Honolulu, which handles the Columbia and Sony lines in Hawaii, died Nov. 13 of cancer at age 13.

He was responsible for the sales of Columbia and Sony in several camera lines. He joined the company in 1961 and was named manager of the operation in 1969, arriving by his widow and 11-year-old son.

Noted Cellist Killed In Auto Mishap
JACKSON CORNERS, N.Y.—Phyllis M. Krasner, 85, cellist, was killed instantly, and her violinist brother Karl, 58, was critically injured in an auto accident recently (8) on the Taconic State Parkway. Karl Krasner suffered a broken neck.

"Rudolph" A TV Spec
(Continued from page 6)

singing three songs, including "Rudolph"

Added to the new cuts are five previous Miki's compositions, which will be familiar to the backwaters.

Written for the production are "A Holly Jolly Christmas," recorded by Ives (Decca), Quinto Sistors (Colum-

n)—all with the Do-Re-Mi-Lud (Kapp); "Jingle Jingle Jingle," "The Most Wonderful Day of the Year," "Santa's Elves," and "Santa's Elves and Gold Ring," recorded by the Do-Re-Mi Singers, "We're a Couple Mistletoe." From Mark's St. Nicholas castes comes "I Heard the Bells on Chris-
tmas Day," "Rockin' Around the Christmas Tree," "The Night Before Christmas Song," "When Santa Claus Gets Your Letter" and "A Merry Merry Christmas." The program was produced by Videocraft in three di-
mensional animation for the General Electric Co.

Since his birth 15 years ago, "Rudolph" has sold more than 40 million disks and some 5 million sheet music copies. This season has realized 15 new disk versions, which gives it a total sales figure of more than 300 disks.

The first one—still a big seller—was by Gene Autry, whose version has sold 6 million copies, Columbia Records' all-time singles seller. "Rudolph" has been published in a num-

merous arrangements for orchestra, band and personal use. Also, its lyrics have appeared in a number of foreign tongues.

As for other Holiday standards, there are two new cuttings of "O Holy Night," one by Christ Church Chorale, a girl choir which has sold more than 15 million disks, and "We Three Kings," going strong with the same group. "Santa Claus Is Coming to Town" has been recorded and published, as well as a number of others for children.

"New York—RCA Victor is pre-
paring a major push for the French "Yvone" Girl Sylvie Vartan. Details of the label's forthcoming promotion meet press with the lark at the Hotel Sorrento. The campaign is to be launched next week at Victor's annual convention, with the label making a one-sheet issue for Jan. A&R director Joe Rene produced the sessions.

The 1R9 is the follow-up (20) in the past few years has soared to the top of the charts in France with her Victor etchings which are nearing the five million mark. Her new release will be the first one in four years to use a non-French title, "L'Amour." Sylvie will also be a host of another European rock and roll idol.

In 1965, the petite blonde will make her film debut for 20th Century Fox companion piece, a sequel to the film company for six pictures. Dotting her recent veeay Sylvie journeyed to New York's Apollo The-

atre, where she considers a "Mecca" for its importance.

In her recent "Yvone" tracks with Sylvie are "Ye Ye Girls" Sheila and Francesca, and Dyna Halliday who's currently doing his stint in France.

Exposure for new pop disks is much more limited in France than in this country, remarked the singer. A few hours a week are set aside for TV and radio airing, with the exception of the decks in the hands of one key individual, magazine publisher Durand-Marchal, who's already promoted."

Teenagers are required to buy the first three weeks to see if they are much better than the "Yvone" series, it's well known in France that no yelling and screaming when artists are performing their hits on stage in addition to on-camera exposure, record artists and their hit disks are popular among France's youth. These have been the rage there for the last ten years.

Sylvie Vartan also responsible for setting fashion trends among French fans. Her recent album "Mecca" is a new coat, her recent visit to America for a press conference, and RCA Victor, Sylvie will return to the U. S. for promotional visits, TV apperances, and others.

In the past, European performers who've attempted to "crash" the American disk market found it tough to crack—even with disks done in phonetic English. Sylvie Vartan, who doesn't speak English, is the third artist because R&R is traditionally American, and popular overseas. The record that was delivered in English for Victor release brings Sylvie Vartan the R&B hit that can do it here.

Victor Yule Promo
(Continued from page 7)

(Baldy Arnold), "Becket," "The Reckless Voices of Sergeant Fitch," "Ex-""...
Cash Box—December 5, 1964

**COUNTRY TOP 50**

<table>
<thead>
<tr>
<th>Pos.</th>
<th>Last Week</th>
<th>Pos.</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>I DON'T CARE</td>
<td>1</td>
<td>I DON'T CARE</td>
</tr>
<tr>
<td>2</td>
<td>ONCE A DAY</td>
<td>2</td>
<td>ONCE A DAY</td>
</tr>
<tr>
<td>3</td>
<td>THE RACE IS ON</td>
<td>3</td>
<td>THE RACE IS ON</td>
</tr>
<tr>
<td>4</td>
<td>I'LL GO DOWN SWINGING</td>
<td>4</td>
<td>I'LL GO DOWN SWINGING</td>
</tr>
<tr>
<td>5</td>
<td>YOUR STRONG WINDS</td>
<td>5</td>
<td>YOUR STRONG WINDS</td>
</tr>
<tr>
<td>6</td>
<td>MAD</td>
<td>6</td>
<td>MAD</td>
</tr>
<tr>
<td>7</td>
<td>CROSS THE BRAZOS AT WACO</td>
<td>7</td>
<td>CROSS THE BRAZOS AT WACO</td>
</tr>
<tr>
<td>8</td>
<td>YOU'RE THE ONLY WORLD</td>
<td>8</td>
<td>YOU'RE THE ONLY WORLD</td>
</tr>
<tr>
<td>9</td>
<td>THE LUMBERJACK</td>
<td>9</td>
<td>THE LUMBERJACK</td>
</tr>
<tr>
<td>10</td>
<td>GIVE ME 40 ACRES (TO TURN THIS RIG AROUND)</td>
<td>10</td>
<td>GIVE ME 40 ACRES (TO TURN THIS RIG AROUND)</td>
</tr>
<tr>
<td>11</td>
<td>IT AIN'T ME BABE</td>
<td>11</td>
<td>IT AIN'T ME BABE</td>
</tr>
<tr>
<td>12</td>
<td>ONE OF THESE DAYS</td>
<td>12</td>
<td>ONE OF THESE DAYS</td>
</tr>
<tr>
<td>14</td>
<td>THREE A.M.</td>
<td>14</td>
<td>THREE A.M.</td>
</tr>
<tr>
<td>15</td>
<td>CALLED ME BABY</td>
<td>15</td>
<td>CALLED ME BABY</td>
</tr>
<tr>
<td>16</td>
<td>EVERYBODY'S DARLIN' PLUS MINE</td>
<td>16</td>
<td>EVERYBODY'S DARLIN' PLUS MINE</td>
</tr>
<tr>
<td>17</td>
<td>FORBIDDEN STREET</td>
<td>17</td>
<td>FORBIDDEN STREET</td>
</tr>
<tr>
<td>18</td>
<td>HERE COMES MY BABY</td>
<td>18</td>
<td>HERE COMES MY BABY</td>
</tr>
<tr>
<td>19</td>
<td>PUSHED IN A CORNER</td>
<td>19</td>
<td>PUSHED IN A CORNER</td>
</tr>
<tr>
<td>20</td>
<td>IN THE MIDDLE OF A MEMORIAL DAY</td>
<td>20</td>
<td>IN THE MIDDLE OF A MEMORIAL DAY</td>
</tr>
<tr>
<td>21</td>
<td>CLOSE ALL THE HONKY TONKS</td>
<td>21</td>
<td>CLOSE ALL THE HONKY TONKS</td>
</tr>
<tr>
<td>22</td>
<td>I GUESS I'M CARED FOR</td>
<td>22</td>
<td>I GUESS I'M CARED FOR</td>
</tr>
<tr>
<td>23</td>
<td>NEVER CARED FOR YOU</td>
<td>23</td>
<td>NEVER CARED FOR YOU</td>
</tr>
<tr>
<td>24</td>
<td>NINETY DAYS</td>
<td>24</td>
<td>NINETY DAYS</td>
</tr>
</tbody>
</table>

**TOP COUNTRY ALBUMS**

1. THE BEST OF JIM REEVES (RCA Victor LPM/LSP 2909)
2. BITTER TEARS (Johnny Cash (Columbia CL 2348/CS 9048))
3. THE BEST OF BUCK OWENS (Capitol T 2505/ST 2505)
4. TOGETHER AGAIN/MY HEART SKIPS A BEAT (RCA Victor (Capitol T 2135/ST 2135))
5. YESTERDAY'S GONE (Roy Drusky (Mercury MG 2091/3R 80919))
6. THE TRAVELIN' RE (Robby Rone (RCA Victor LPM 2955/LSP 2955))
7. SONGS OF TRAGEDY (Hank Snow (RCA Victor LPM/LSP 2901))
8. THERE STANDS THE GLASS (Johnny Cash (Columbia CL 2382/CS 8975))
9. BLUE AND LONESOME (George Jones (Mercury 20906))
10. COUNTRY DANCE FAVORITES (Faron Young (Mercury MG 2091/3R 80919))
11. GEORGE JONES SINGS LIKE DICKENS (RCA Victor LPM/LSP 3645/6364)
12. R. F. D. (Norma Robbins (Capitol CL 21220/CS 9020))
13. MORE HANK SNOW SONGS (RCA Victor LPM/LSP 2072)
14. THE FABULOUS SOUND OF FLAPE & SCRUGGS (Decca 234/CS 8977)
15. I GET LONELY IN A HURRY 26 (United Artists 330/CS 8838)
16. GOLDEN COUNTRY HITS (Hank Thompson (Capitol T 2089))
17. THANKS A LOT (Eddy Arnold (Decca DL 4514/DL 74514))
18. A KING AND TWO QUEENS (George Jones (United Artists UAL 3367/US 6367))
19. LOVE LIFE (Wayne Prince (Columbia CL 9189/CS 9028))
20. DON'T CARE (Robby Rone (Columbia CL 2136/CS 9028))
21. COUNTRY MUSIC TIME (Willis Hicks (Decca DL 4558/DL 74504))
22. YOU THANK ME CALLING (Robby Rone (Columbia CL 2086/CS 9006))
23. BY REQUEST (Faron Young (Capitol T 2130/ST 2130))
24. MOONLIGHT AND ROSES (Robby Rone (RCA Victor LPM/LSP 2654))
25. I WALK THE LINE (Johnny Cash (Columbia CL 2190/CS 8890))
26. YOU CHEATIN' HEART (MGM E 4260/SE 4260)
27. FAITHFULLY YOURS (Robby Rone (RCA Victor LPM 2629/LSP 2629))
28. DANG ME (Robby Rone (Smash MPS 20709/F5 67049))
29. TRAVELIN' WITH DAVE WESLEY (Cedarwood BMI)
30. BEFORE I'M OVER YOU 24 (Loretta Lynn (Decca DL 434/CL 7465))

**Nat'l Country Music Month Winds Up Successfully**

NASHVILLE—Country Music Month (Nov.) has been a most successful promotion for country music. Stations around the country have made effective use of the disk containing some 45 spots sent to them by the Country Music Association. Special country albums were released by many labels commemorating the month. In fact, the promotion was international with special activities conducted in Canada and other countries outside the U.S.

One of the special promotions for Country Music Month was the origination of the Jimmy Dean Show from Nashville. This special program featured Eddy Arnold, Ernest Tubb and his Texas Troubadours, Minnie Pearl, Lester Flatt & Earl Scruggs and the Foggy Mountain Boys, Chet Atkins, Dottie West, the Jordianaires, the Stoney Mountain Cloggers, Floyd Clymer, Crady Martin, Harold Bradley, U-DY harmony group, Joe E. Brown, Roy Ledden, and Walter Haynes, as was shown on ABC-TV on Nov. 5.

WMMN's Country Music Festival and the celebration of the 35th birthday of the Grand Ole Opry, BMI's awards presentations, the trade paper awards, CMA's annual membership meeting and election, the premieres of "Your Cheatin' Heart" and CMA's sixth anniversary dinner-dance were other highlights of the month.

NEW YORK—The people responsible for the success of RCA Victor's "We'll Sing In The Sunshine"—arranger-conductor Sid Bass, lark Gale Garnett, and A&R producer Andy Wiswell—are shown above with interviewer Bill Reid (left, rear) at the studios of Radio New York Worldwide. In an interview which was being distributed to outlets throughout the world, the trio distributed both the hit and the chart-riding single-tagged LP.

**WINNING TEAM**

Thanks to you

WARNER MACK "SITTIN' IN AN ALL NITE CAFE"

DECCA 31684
COUNTRY ROUND UP

A full-scale presentation on the growth and development of country music was presented last week by KBON-San Diego to the city's Advertising and Sales Club. It was pub-

lished after the presentation made to the National Country Music Development Committee in New York City by the Country Music Association. "It's a capital song writer," said Tommy Collins emceer the affair, which featured a host of country per-

formers. "The nights are narration of the title phrase, "Country Music Comes Down Out Of The Hills" dozens of prizes from clients who use country music adver-

tising in their promotions were given away in contests at the luncheon.

play Otis Air Force Base, Mass., on Nov. 28.

Country singer Alfred Withrow has been appointed ABS Records rep in New York, Penna. (Baltimore, Md.) The label, which was recently pur-

chased by Howard Raab from Jim Small, makes its headquarters in Wil-

lington, Del.

It was a real pleasure speaking to Tom Collins, who phoned in last week from South Bend. The Southern Gen-

tleman has really pulled the strands of his new Capitol deck of "You're The Only World I Know". Sonny, who still has that "Young Love" fervor,

hopes the record will develop into a huge pop hit also.

KCLE-Cleburne, Texas, Gene Royall informs the station is playing a whole lot of country music these days. The only problem is that the outlet is a little short on new releases. Gene promises that they'll give all players their fair share of airplay.

James O'Gwyn has just finished a successful engagement at the Pon-

derosa Club in Des Moines working for vet deejay-promoter Smokey Smith. The chandelier is now headed South and West, and in the coming weeks, he'll be playing a string of key dates in California and New Mexico.

Joel Hurley, program director of KLUR-Wichita Falls, is really tootin' his horn there these days about the station's new format. Station, which is the first country FM'er in the south-

west, holds the distinction of being one of the very few country and west-

ern broadcasting stations in the en-

ter, but too bad to bear the name of the show that's so special. George, which attracted 15,000 country music fans. Both were the largest crowds ever for any auditorium.

Gene Guthrie, program director of KLUV-Wichita Falls, is really tootin' his horn there these days about the station's new format. Station, which is the first country FM'er in the south-

west, holds the distinction of being one of the very few country and west-

ern broadcasting stations in the en-

ter, but too bad to bear the name of the show that's so special. George, which attracted 15,000 country music fans. Both were the largest crowds ever for any auditorium.

The Clyde Beavers Show, starring Clyde Beavers and the Eager Beavers and Sudie Gallaway, is scheduled to

COUNTRY REVIEWS

B + very good
B good
C+ fair
C mediocre

ALMOST CANT (2:48) [Moss-Rose BMI—Drury, McAlpin]
SUMMER, WINTER, SPRING & FALL (2:40) [Moss-Rose BMI—Drury, MacAlpin]
ROY DRUSKY (Decca 31717)

The self-penned tune is a medium-paced, dual-track ode which states that the golden rule is the only way to live. "Here Comes The Champion," a rousing, high-spirited, rhythmically ditty about the benefits of ridin' on a very special train.

HELLO DOLL (Care/Lotill BMI—Smith, Hausey)
UNCLE RED (La Belle BMI—Hilderbrand)
ORVILLE COUCH (Vee Jay 61)

Orville Couch has had hits in the past and he can score again with this top-flight new Vee Jay entry tagged "Hello Doll." The tune is an easy-going, rhythmically strollin' ode all about a guy who attempts to pick up a fair-

girl of his dreams. Eye it. The flip, "Uncle Red," is a rousing, high-
spirited, chorus-backed affair about a good-natured old timer who found the secret of a happy life.

BIG CITY (2:03) [Sire-Fire BMI—Williams, Humphrey]
WATCH ME FALL (2:40) [Eighty Eight Keys BMI—Whittington, Piercer]
MARGIE BOWES (Decca 31768)

Margie Bowes can establish herself on a national basis with this power-packed newie tagged "Big City." The tune is a rhythmic, shufflin' chorus-backed ladned number and it's the kind of life for taking her guy away from her. The coupler, "Watch Me Fall," is a plaintive, slow-moving, chorus-backed ballad about a lass who finally meets up with that very special man of her dreams.

JAY P. MAYTON (Nashville 5159)

(T+) TWO LITTLE DROPS OF WATER (2:23) [Widow, BMI —Houston] Jay P. Mayton unleashes his potent, wide-range vocal talents on this swingin' chorus-

backed folk-styled tearjerk with a top-notch, rhythmical beat. Deejays should really dig it.

(B) MY HEART'S MY DAILY REMINDER (2:44) [Widow, BMI—B. & D. Westley] Pretty, slow-
moving sentiment about a fellow guy who can't stop singin' the blues since his romance went on the rocks.

JOAN JOHNSON (Dei-Mark 1023)

(O) I TOOK THE SPINNING YARN (2:40) [Diridite, BMI—J. & E. Johnson] Joan Johnson might well create some country noise with this slow-moving, shortified grass-flavored, chorus-backed tear-

jerker in a tradition-oriented country vein. Watch it closely.

(W) WEY MEET SOMEBODY NEW (2:40) [Diridite, BMI—Cox] This time out the darkish-

up an appealing medium-paced weep-

er about a one-man gal who has lost her guy.

RED SOVINE (Ric 151)

(H+) HIDING OUT (2:18) [Gala-

wood, BMI —Walker, Tubby] The vel country songster can do Top-

business with this top-run middling-

paced, shuffle-beat, chorus-backed lad-

ned about a twosome who lose each other even though they are marrIED to different people. Eye it.

(B+) BIG OLD UGLY FOOL (2:25) [Cedarwood, BMI —Joy, Lewis] This real one, full of humor, offers a lively, high-spirited, rhythm-
ic happy bluesier with an infectious repeating melodic riff.

TEXAS BILL STRENGTH (Bangar 06649)

(B) BELLS OF MEMORY (2:50) [Champion, BMI—strength] Kegler's first offering in this field. Bill Strength could grab some spits with this easy-going, shuffling' sentimental tale of heartbreak rendered with loveliness and poise.

(P) PAPER BOY Boggie (2:00) [Ernest Tubb, BMI—Strength] This one's a rousing, hard-
driving, funny, happy-blueser with contagious danceable beat.

Cash Box—December 5, 1960
Top German singer, Freddy, a legend in his own lifetime, enjoys a unique position in the hearts of the German people. Statistically, too, his success story is equally phenomenal—seven gold disks for seven million records sold of six hit titles in seven consecutive years from 1956 to 1963. This versatile ex-sailor has cut his hits in many languages including Afrikaans, Japanese and Finnish. He is also a talented actor with many stage and screen successes to his credit. His latest film has a circus background in which Freddy personally performs several acrobatic acts. Sales of his current smash 'Vergangen Vergessen Vorüber (Vanished, Forgotten, Gone By!)' are fast approaching the million mark and his eighth gold disk, Freddy records exclusively for the Polydor label.
Many of Columbia Records' top artists in America are recording their hits in a variety of languages. As a result, stars such as Andy Williams, The Brothers Four, Dion Di Muci, Eydie Gorme, Steve Lawrence and The New Christy Minstrels are as popular in Italy, Spain, Germany, France, Latin America, Japan and Israel as they are at home and in other English speaking countries. Breaking the language barrier is one of the most fascinating aspects of CBS Records' international operation.

CBS Records / Entertaining the Entire World
First trends, and material Walking six set have number Escorts accompanied and working Elizabeth’ “La Parlophone. Having Tony Rave can be the blessing of American release. Randy Wood, nitery. to March is available by EMI. Martin has handled the American thing by Chappells is issued by Ron Grainer. Where Michell is now heading Eas...
The San Remo Song Festival For 1965 has sparked strong interest throughout the whole of the international disk industry: last year many record execs and the public were not present as everyone was attending several record launches during the contest, however the whole of the international industry was forced to admit the exploitation and selling of foreign language non-classical material in large numbers. These are coming to Italy to discuss the participation of their artists at San Remo. Joe Giannini, of CGD International, received several phone calls from producers and the participation of Roy Hamilton, Paul Tanner, producer of Johnny Tillotson also visited Joe Giannini, to study a presentation of San Remo to the industry. In addition the CGD confirmed its participation in the next San Remo Festival of two great stars, Dionne Warwick of USA, and Dusty Springfield the first British artist, definitely picked for presentation by the CGD International. Externally, they are Managed by Mike Maitland proxy of Warner Bros-Reprise, and Joe Smith A/R Manager who visited the SHAB public relations office of their tour to Europe.

The Committee responsible for the selection of the songs that this year will be presented on the stage of the Casino of San Remo during the next Festival, has elected the young German talent, Udo Jurgens, 20 years old. This young singer seems to have found the way to fame and popularity for himself at the European Pop Festival held in 1964, where he offered the German song "Warum Nur Warum" (originally published by Edition Montana). Now this number, under the Italian title "Perfetto Che Sia Fine Con" serves to introduce Udo to our public. Udo has recently recorded the Italian version of the German hit, and his record, promoted via his concerts, has immediately gone on the charts and is now listed among the first twelve top selling records in our hit parade. "Warum Nur Warum" had already been included in the San Remo Festival, in 1964, and is now included in the Italian repertoire. And now some news from the publishing branch of Durium: Their recent hit "Angelotta Di Anzio" was for many weeks at the top of our charts than disappeared by standing on the lists. The song was produced in Germany by Karol Gott (the number is sub-published in Germany by Edition Montana) and is now available in the Italian market. The song was released in Italy and sold extensively.

The occasion took place in Rome to the film Studios of Dino De Laurentiis to introduce the Music Publishing activity of this big film producer in Italy. Dino De Laurentiis must be considered as one of the greatest European film producers, he works with his own production company in June in Paris and in Italy, where he is the head of the publishing branch of Dino De Laurentiis is Sergio Montori, who is the head of the publishing branch of Dino De Laurentiis in Italy. The music publishing branch of Dino De Laurentiis consists of course in editing and producing musical sound-tracks for the De Laurentiis' films. Dino De Laurentiis, a man fascinated by music, was produced during the motion picture is completed in the visual part, the music publishing Dino De Laurentiis is focused on with a group of technicians, including both writer and scenographer of the film, creating the musical background of the film, composing with the help of a group of professional composers and the commercial exploitation of film as promotional media of the music and the songs which are included in the soundtracks.

The music publishing branch of Dino De Laurentiis is practical in our market, because usually, since composer and publisher thanks to our copright law, are directly involved in the business of the publishing branch of Dino De Laurentiis. This branch can commercially suit for its films.

Music publisher of De Laurentiis is also charged for the dirig of commercial exploitation of the film music, which is released at any time in strict connection with the various Italian record firms.

Furthermore, besides the releases of Dino De Laurentiis, "Per Una Notte No" sung by Gianni Morandi on the RCA label. The song is included in the film soundtrack of the motion picture "La Mia Signora" (My Wife) starring Alberto Sordi and Silvana Mangano. The number is one of the most successful of this year, and stands for the other hit of the season, "Io Sono Il Principe" of the movie "Io, Ventitres" of which Prince Soraya was the protagonist.

Dino De Laurentiis has another hit on the charts. The announcement of the release date of the 6 million records sold by Peppino D'Angelo is under way. The song which was released by EMI, was produced in the Samling staff, supervised by the composer and producer himself. The song "U, Idea Fissa" is released on the label Caroselli, of Core, while an album composed of the music of "Il Diavolo" was produced under the CAM label distributed by Durium.

Another famous record producer of De Laurentiis we wish to stress out the soundtracks of his productions produced by De Laurentiis. The background music of the film "Three Faces" in which Princess Soraya was the protagonist was produced by De Laurentiis. Peppino D'Angelo is considered as one of the most successful singers on the record market, and the success of his single "Io Sono Il Principe" is now repeated in the album "Io, Ventitres". The titles included in the new album of Peppino are all his recent success, "Io Sono Il Principe", "Perdita", "Topless", "Dio Lo Sa", "Se Ti Senti Sola", "Ti Amo", "Pochi Giri", "La Viva Da Didi Di", "Io No!", "Bom! Bom! Sorrive", "Chicco", "Carnival Day, "Date of the Depths", "Percibo", "Topless", "Forse Lo Sa", "Se Ti Senti Sola", "Ti Amo". The titles of the album are all different in countries like Germany, France, Spain, Japan, Argentina, Philippines and India.

The album "Perdita" is the first album by Peppino D'Angelo released in Italy.

The albums "Io Sono Il Principe" and "Io, Ventitres" are released by De Laurentiis in Italy.

The titles included in the new album of Peppino are all his recent success, "Io Sono Il Principe", "Perdita", "Pochi Giri", "La Viva Da Didi Di", "Io No!", "Bom! Bom! Sorrive", "Chicco", "Carnival Day, "Date of the Depths", "Percibo", "Topless", "Dio Lo Sa", "Se Ti Senti Sola", "Ti Amo". The titles of the album are all different in countries like Germany, France, Spain, Japan, Argentina, Philippines and India.
Hal Ross, national field rep. at London, has inaugurated a 60 member, multilingual sales force as the nucleus of a two-tiered marketing program. The plan will represent three different age groups and serve as an indication of Ross's confidence in their ability to grow the RCA-Cash's young people. In effect, the members of this club will serve as record critics for the label. Selected items from the new London releases in each of the age groups will be available at record exchanges and product outlets. London's brass feels this unprecedented move, on a country-wide scale, will do much to further the development of the potential Canadian record market. Ronnie Fraser will do a Columbia session to wax two new sides for a single release in Montreal. The session is entitled, "Stop Look Listen." The latter was a leased master by the label. Al's music interest seems to be growing as a result of his association to the growing list of American tradecrafters who are aware of the potential of the Canadian record business. In the male vocal letter at WHEN, radio in Syracuse, N.Y., and a very interested observer of the Canadian wax scene. The Beatles are off to a flying start in all markets. The new RIC album outing by Mark Thatcher, U.S. export, has got the biggest buzz out of the two sides with the country's jocks and the record buyers can be released as a version of it appears on a large scale. Bruce Patenaude, music director at Montreal's CJAD, also has high praise for Mark Thatcher's U.S. export. It is expected that the best wax outing he has had to his credit over the course of a comparatively short but successful career. This now puts both Montreal pop certain to good noise as big hit business. Another release coming up will be a national break out. Barry Paine indicates the single is being rushed to jock's and record buyers. It's the RCA-Cash version of J. J. J. J. 's album outing on DCP by Kathy Keegan. Phil Najivots is expected to have one of the hottest albums in the history of Phonodisc with the release of his new instrumental, "I Feel Fine." He's the trigger of the two sides with the country's jocks and the record buyers can be released as a version of it appears on a large scale. Bruce Patenaude, music director at Montreal's CJAD, also has high praise for Mark Thatcher's U.S. export. It is expected that the best wax outing he has had to his credit over the course of a comparatively short but successful career. This now puts both Montreal pop certain to good noise as big hit business. Another release coming up will be a national break out. Barry Paine indicates the single is being rushed to jock's and record buyers. It's the RCA-Cash version of J. J. J. J. 's album outing on DCP by Kathy Keegan. Phil Najivots is expected to have one of the hottest albums in the history of Phonodisc with the release of his new instrumental, "I Feel Fine." He's the trigger of the two sides with the country's jocks and the record buyers can be released as a version of it appears on a large scale. Bruce Patenaude, music director at Montreal's CJAD, also has high praise for Mark Thatcher's U.S. export. It is expected that the best wax outing he has had to his credit over the course of a comparatively short but successful career. This now puts both Montreal pop certain to good noise as big hit business. Another release coming up will be a national break out. Barry Paine indicates the single is being rushed to jock's and record buyers. It's the RCA-Cash version of J. J. J. J. 's album outing on DCP by Kathy Keegan. Phil Najivots is expected to have one of the hottest albums in the history of Phonodisc with the release of his new instrumental, "I Feel Fine." He's the trigger of the two sides with the country's jocks and the record buyers can be released as a version of it appears on a large scale. Bruce Patenaude, music director at Montreal's CJAD, also has high praise for Mark Thatcher's U.S. export. It is expected that the best wax outing he has had to his credit over the course of a comparatively short but successful career. This now puts both Montreal pop certain to good noise as big hit business. Another release coming up will be a national break out. Barry Paine indicates the single is being rushed to jock's and record buyers. It's the RCA-Cash version of J. J. J. J. 's album outing on DCP by Kathy Keegan. Phil Najivots is expected to have one of the hottest albums in the history of Phonodisc with the release of his new instrumental, "I Feel Fine." He's the trigger of the two sides with the country's jocks and the record buyers can be released as a version of it appears on a large scale. Bruce Patenaude, music director at Montreal's CJAD, also has high praise for Mark Thatcher's U.S. export. It is expected that the best wax outing he has had to his credit over the course of a comparatively short but successful career. This now puts both Montreal pop certain to good noise as big hit business. Another release coming up will be a national break out. Barry Paine indicates the single is being rushed to jock's and record buyers. It's the RCA-Cash version of J. J. J. J. 's album outing on DCP by Kathy Keegan. Phil Najivots is expected to have one of the hottest albums in the history of Phonodisc with the release of his new instrumental, "I Feel Fine." He's the trigger of the two sides with the country's jocks and the record buyers can be released as a version of it appears on a large scale. Bruce Patenaude, music director at Montreal's CJAD, also has high praise for Mark Thatcher's U.S. export. It is expected that the best wax outing he has had to his credit over the course of a comparatively short but successful career. This now puts both Montreal pop certain to good noise as big hit business. Another release coming up will be a national break out. Barry Paine indicates the single is being rushed to jock's and record buyers. It's the RCA-Cash version of J. J. J. J. 's album outing on DCP by Kathy Keegan. Phil Najivots is expected to have one of the hottest albums in the history of Phonodisc with the release of his new instrumental, "I Feel Fine." He's the trigger of the two sides with the country's jocks and the record buyers can be released as a version of it appears on a large scale. Bruce Patenaude, music director at Montreal's CJAD, also has high praise for Mark Thatcher's U.S. export. It is expected that the best wax outing he has had to his credit over the course of a comparatively short but successful career. This now puts both Montreal pop certain to good noise as big hit business. Another release coming up will be a national break out. Barry Paine indicates the single is being rushed to jock's and record buyers. It's the RCA-Cash version of J. J. J. J. 's album outing on DCP by Kathy Keegan. Phil Najivots is expected to have one of the hottest albums in the history of Phonodisc with the release of his new instrumental, "I Feel Fine." He's the trigger of the two sides with the country's jocks and the record buyers can be released as a version of it appears on a large scale. Bruce Patenaude, music director at Montreal's CJAD, also has high praise for Mark Thatcher's U.S. export. It is expected that the best wax outing he has had to his credit over the course of a comparatively short but successful career. This now puts both Montreal pop certain to good noise as big hit business. Another release coming up will be a national break out. Barry Paine indicates the single is being rushed to jock's and record buyers. It's the RCA-Cash version of J. J. J. J. 's album outing on DCP by Kathy Keegan. Phil Najivots is expected to have one of the hottest albums in the history of Phonodisc with the release of his new instrumental, "I Feel Fine." He's the trigger of the two sides with the country's jocks and the record buyers can be released as a version of it appears on a large scale. Bruce Patenaude, music director at Montreal's CJAD, also has high praise for Mark Thatcher's U.S. export. It is expected that the best wax outing he has had to his credit over the course of a comparatively short but successful career. This now puts both Montreal pop certain to good noise as big hit business. Another release coming up will be a national break out. Barry Paine indicates the single is being rushed to jock's and record buyers. It's the RCA-Cash version of J. J. J. J. 's album outing on DCP by Kathy Keegan. Phil Najivots is expected to have one of the hottest albums in the history of Phonodisc with the release of his new instrumental, "I Feel Fine." He's the trigger of the two sides with the country's jocks and the record buyers can be released as a version of it appears on a large scale. Bruce Patenaude, music director at Montreal's CJAD, also has high praise for Mark Thatcher's U.S. export. It is expected that the best wax outing he has had to his credit over the course of a comparatively short but successful career. This now puts both Montreal pop certain to good noise as big hit business. Another release coming up will be a national break out. Barry Paine indicates the single is being rushed to jock's and record buyers. It's the RCA-Cash version of J. J. J. J. 's album outing on DCP by Kathy Keegan. Phil Najivots is expected to have one of the hottest albums in the history of Phonodisc with the release of his new instrumental, "I Feel Fine." He's the trigger of the two sides with the country's jocks and the record buyers can be released as a version of it appears on a large scale. Bruce Patenaude, music director at Montreal's CJAD, also has high praise for Mark Thatcher's U.S. export. It is expected that the best wax outing he has had to his credit over the course of a comparatively short but successful career. This now puts both Montreal pop certain to good noise as big hit business. Another release coming up will be a national break out. Barry Paine indicates the single is being rushed to jock's and record buyers. It's the RCA-Cash version of J. J. J. J. 's album outing on DCP by Kathy Keegan. Phil Najivots is expected to have one of the hottest albums in the history of Phonodisc with the release of his new instrumental, "I Feel Fine." He's the trigger of the two sides with the country's jocks and the record buyers can be released as a version of it appears on a large scale.
During the "Holland Festival" in July, 1964, the great Russian cellist Mstislav Rostropovich gave the official premieres of two concertos for cello: 1) "My Fair Lady" by Russian composer, Benoit Hubay, and 2) the "Cello Symphony" Op. 68 by Benjamin Britten, dedicated to Rostropovich. Hans Tecker, classical label-manager for Decca in Holland, informed the public of the forthcoming LP-recording of both concertos by the English Chamber Orchestra conducted by Britten with Rostropovich as the soloist, has been invited to the Netherlands. The LP will be issued late in the fall. Rostropovich, one of the most prominent young artists. His latest release: "The Code Of The Secret Service." This London-labeled, was received with excellent reviews and intensive radio play.

With Roy Orbison ("Pretty Woman"), Willeke Alberti ("Mijn Dagboek") and the great Dutch television program's hit parade of mid-November showed an interesting upward move of the latter's "The Shepherds," "Wijn, Liefde, Lied," "Wedding" (La Novia) by 23-year-old English vocalist Julie Rogers. "Song," "Love," "Wedding" on Mercury in Holland. The great Roy Orbison-toppers, like "In Dreams," have been spanning the airwaves.

Pervy's oldest labels, his Hunter's Voice and Columbia, launched their combined classical LP-series "Klassiek Pule." This week the repertory comprises several high level performances by the greatest artists in unequaled full-color presentation.

The company's Imperial-label has a special season-offer to make in the relay of the " substantia" program, featuring The St. Charles Choir conducted by Paul Salomonwitz.

Capitol's head Paul Salamunovitch, popular Wally Alberti who has been active as a member of the Committee of Honor that organizes the famous Geessink in Holland after his victory over Japanese champion Kinagama.

Phonogram presents a new single-series ($1.10) with famous popular classics. The program includes the world's most famous and popular items, among them Greg's "Solveig's Song," Ketelbey's "In A Monastery Garden," Van den Bergh's "Children's Overture," Leopold Mozart's "Children's Symphony," and many more, all the best performances. Highly attractive is the presentation: covers with a colorful and romantic approach, printed on a special brand of hard paper, with a candle-bracket as the central motive.

Bovena's president Mr. Gerry Oord flew to Brussels to present Adama a platinum record covered with diamonds for unique top sales of "Vosz Permet". Record companies in the international market place. Bovena's U.S. label this week releases Pete Seeger's Fotseck-LP and also has Bovena's "I Don't Care" out as an introduction to this artist's LP under the same title.

In this week's house-studio this week inaugurated its unique Swiss "Buberer" four-track tape recorder. It enables this combination to mix orchestra with dubbed voices, chorus, etc. on one and the same tape track. "Buberer" will be shown at this time. Bovenaa so far is the only record company in Holland to be equipped with this technically remarkable machine.

The company's "Cash Box" has presented the Dutch visitors with a special "My Fair Lady." This year it is available in a new tape-recording format, as a complete LP-recording. CBS has used the Phono in its recording studio for this purpose. A complete LP-recording of all songs from the film "My Fair Lady," will be sold as a complete LP-recording. The tape-recording format offers a new dimension in the recording of this famous musical, which has been a great success in the Netherlands.

In answer to numerous requests for such a service CASH BOX will run the Top 100 Labels feature in a weekly basis. It has been designed primarily as an aid to our international readers desiring a capsule summary of the local industry's activities. The feature may also be handy for orders, returns, dealers and one-stop ordering desks by labels.
From Buenos Aires, Argentina, we received a post card from César Costa, who's performing in that country with the group "Carlos". Despite being far away, we extend our greetings. 

Alberto Vázquez released his fourth LP, with a very commercial cover and the title "Amami En Tus Brazos" (I Wake Up in Your Arms, I See You). It is expected that Santo and Johnny will stay a long while in the Top Ten of the charts. 

Santo and Johnny are expected to perform at a night club, a music coffee place, and TV. It is expected that Santo and Johnny will stay a long while in the Top Ten of the charts. 

Sonia Ortega is expected to perform in her role as "La Mujer" in a triad TV. 

This December, Muralla De Los Anicos is expected to perform again in Argentina, probably at noon. 

Cosh 54 is the result of the recombination of "Cinco Negros" (The Toast), "Llorar" (Cry), "El Elevador" (The Elevator), "Nuevo Bambuco" (Bambuco New) and "El Bambuco" (The Bambuco). 

Siemens, the organization that owns Deutsche Grammophon, was invited to visit DUSA records, which distributes the tapes of some of their labels in Mexico. 

Bernard T. Ness, RCA president, has departed for Lima, Peru to exchange deals with Peruvian RCA executives. His group, general manager of that company, took charge while Bernard was gone. 

CBS records created the "Diasco Club CBS, S.A." a record club which will be operated by Manager Luis Bautista and that will sell to its members records below the usual price. 

On December 11 the Festival of American Music will start at the Palace of Culture and Art in Mexico City. 

For the first time at the "Million Dollar" of Los Angeles, Mexican singer and announcer Rubén Zepeda Novel, debuted with great success. His contract was extended for one week more. 

On December 2 will leave town Los Hermanos Martinez Gil, veteran Mexican trio to Peru, Argentina and Brazil. This tour will last about four or five weeks. 

Gamma Records released and extended play with Spanish singer Salomé, who is performing here at a night club and on TV. The titles are "500 Millas" (500 Miles), "En El Lonely Town," "La Balaída De La Trompeta" and "La Marrilla De Berlin." 

Musart Records released on Capitol a single by The Beach Boys. The songs are "Hair" by Jeff Barry and "Man With All The Toys" now in an extended version (Musart). They have received new recordings by Mike Love "Laure Is Your Name," "All Over The Beach Of Waikiki," with Lou Gibson Boys the themes "I Am And I Love Her," "I Survived" and "I Am And I Love Her" with Manolo Núñez "Ay Preciosa." "Hey Beautiful" and "Esta Tarde Sera" will be This Afternoon. 

On December 18, Andy Russell will fly to Hollywood to salute old friends and probably to do two or three TV shows. Andy will debut next week in Acapulco "De El Zorro" place. 

Back in town again is Angélica Maria after a long tour through several South American countries. Angelica will do a new picture and by the middle of December will do a TV series. 

In a past Mexican Cash Box column we mentioned the debut of the in town "Amanti En Tus Brazos" with "I Wake Up in Your Arms, I See You," expected to perform at the night clubs and in TV. This was erroneous, Salomé records for Salomé and here in Mexico it is possible they will cut for RCA Victor. 

Tomas Nuño, manager of Gamma Records, is expecting this week the samples of two singles of Italian label CGD and Jimmy Johnson, of Walt Disney Music Co. 

**Mexico's Best Sellers**

1. Come To Extraño Mi Amor—Leo Dan (CBS)—Bnos. Callejo (RCA)—Morgan (Organización que tiene Deutsche Grammophon). 
2. Invencible Triste—Concepción Francis (MGM)—Grever. 
3. La Amo (And I Love Her)—Santo y Johnny (Gamma). The Beatles (Muset). 
4. Los Apson Boys (Peacocks)—Grever. 
5. Seras Mi Bahi (Be My Baby)—Los Surfas (Gamma)—Vianey Valdez (Grever). 
7. Los Peces (Musart). 
8. La Polera Colorida—Carmen Rivero (CBS)—Chico Novarro (RCA). 
9. Lago Marta—Los Persius (Gamma) Pablo Beltrán Ruiz (RCA). 
10. Los Santos (Muset). 

**France's Best Sellers**

1. C'est Tout à L'Écoute—Charles Aznavour (Barclay). 
2. Le Coeur Au Cœur—Richard Anthony (Columbia). 
4. La Fiancée—Johnny Hallyday. 
5. Mi Vie (Alain Barriere) RCA Victor. 
7. Les Filles Du Bord De Mer (Adamo) Voix de son maître. 
8. The House Of The Rising Sun (The Animals) Ray Ventura. 

Most important event this week was the proclamation of the price-list of "L'Académie du Disque Français" for 1964. The proclamation was issued at the Paris Town Hall on November 21.

Here are the results. 

**Prix Francis Carco**

Best Male Singer 1964: Jacques Brel à l'Olympia (Barclay) 
Best Female Singer 1964: Juliette Greco a Bobino (Philips) 
Best Song of the Year: "Tes Vœux De Loin" written by Louis Amade and Gilbert Bécaud 
Best Dance Record: "Surprise Partie Twentie" An LP with songs by Petula Clark, François Hardy, Jean Jacques Debut, Jean Pierre Fall, Les Fantômes. 

**Prix Arthur Honegger**

Jazz "Hello Dolly" by Louis Armstrong (Vogue) 
Best Colette 
Poetry: "La Voix Humaine" by Jean Cocteau by Simone Signoret. (Jacques Canetti) 

All the other prizes concerned classical music. The main prize "Prix Du President de la Republique" was divided between Symphonique Fantaisie of Berlioz by the symphonic orchestra of N.D.R. Hamburg conducted by Pierre Monteux (Guido International du disque) and Musique Française de Piano by Arthur Rubinstein (RCA Victor). 

Among other events the week was the first performance of Gilbert Becaud's one man show at Olympia Music Hall, and the one night stand of the Capitol's the Beach Boys. In France all their songs are published by Vogue publishing house. 

As Cabot is travelling out of France, Georgett tells us many things about Vogue records: 

Petula Clark will be on tour in Canada from January 4th till the 20th. Then she will spend five days in New York for some TV shows. After that she'll come back to Europe because she will represent France at the next Italian Festival, which takes place in San Remo, from 26th till 30th of January. Her new LP will be released at the end of November. Main titles are: "O S&hellip;", "Les James Dean," "I Love You" due February. 

Francois Hardy is in Greece for a vacation. She'll be in Paris on December 14 to start the "Ni Figue Ni Figue" tour. 

Georgett tells us that the Honeymoons and the Kinks will perform in Paris on December 8th at the Olympia for the Europe No. 1 Public Broadcast, "Mu&hellip;", "The Spanish&hellip;" on the same night the young English girl, Sandie Shaw, will be on stage at the Chatel Theater for Radio Luxembourg Public Broadcast, "Ti Diga". 

Georgett also announces too that Daniel Gerard is the best seller of the AZ label with a million records sold. 

On November 21, in charge of publicity of Eddie Barclay's publishing announces us that French female vocal group Les GAMIS's recorded "Best N'est Jamais Fini," a French treatment of "He Never Came Back." "Frank Fernand, son of the French movie star Fernand, recorded for Phillips "Qui C'est Lui?," an adaptation by Bob Du Pac of the Rod McQueen song "Someplace Green." 

Marchal director of Pathé Marconi Publishing, was visited by Cyril Wash who picked up a few songs for Shapiro-Bernstein in London. Sig Anderson of Polar Music (AB Stockholm) came to Paris and saw Marchal and Timmel of Pathé Marconi to prepare release in France of the Hootenanny Singers' records. Mitchell recorded a French treatment of "Just One Look." 

Michael H. Goldsen, director of Criterion Music, left Paris after meeting with Pathé Marconi, and visited Eddie Barclay. Michael released an album for his Prince Records and released a single of two songs in French, "Le Metro De Boston" and "Michel." Morisse heard the record which was bought to him by the vocalist on her vacation in Europe. 

Audience reaction was so tremendous that he immediately made overtures to recording sessions in France, and subsequently he signed the record with Miroir Marconi to produce her records in the future and will release them on his Disc AZ. Goldsen controls these masters for the future distribution. 

The second party was to celebrate the comeback of French singer George Milton. Milton was a great star just before the Second World War. He just released an album. He is 71 years old.
Brazil's Best Sellers

BRAZIL

Cash Box

Following the programs of international attractions at Teatro Record, the Entrega de Ouro (Radio and Television Award, Channel 7) is now in full swing. A three-month international tour included personal appearances in Buenos Aires, Montevideo, Rio de Janeiro and now Sao Paulo. February 8th, when the group went to Brasilia to rush to 300,000 for the annual TV gala show of Philips, for which Carmen is recording for quite a while. No need to say how enormously successful it is. There appears to be no South American where both are famous and well-known, through Carmen's films and Augusto's hit compositions; but also in Brazil the demand is unbelievable. All the best. We will bring you a great story of the Spanish "flamenco" music, which has been Carmen in her Spanish version. The beautiful lady and her wonderful husband, Maestro Jobim, are back to their native country. She has been working in Brazil, where she will appear to continue to work. The publicity and international success is very satisfying. The show will also sing also in Portuguese. The very attractive star is a definite fan of the Modern Brazilian Music and places Joao Gilberto in the higher league of her favorite artists. As a composer, should be in favor of Antonio Carlos Jobim (Tom). But Augusto Alguero is also busy in the international field: recently he was in Paris, France, where Connie Francis entertained an EP with four of his compositions in Spanish, among which the number that is becoming an international hit—"Gracias." His latest waxing was recently made to celebrate the fifth anniversary of his group, Prez September 26th. We wish the best of lucks to the pleasant and good-looking couple in their first US experience.

Another cocktail-party hosted by Discos RGE, for the official launching of an excellent LP cut by the Carol Wylly, a very good choral group of the Wyllys Overland do Brazil. The usual RGE hospitality was once again presided over by José Scatena, his efficient assistant Aurora Padula, as well as international supervisor Marcus Nobili and the promo man Gustavo Alves. All members were present, and they were played by Maestro Roberto Portu-Do (Lato) and his new quartet, with direction of Maestro Aunglingo Faustini and supervision of Maestro Ruben Perez (Faye) assisted by Paulinho Nogueira and Neves. An LP is being prepared for a "double-compact" to be released for the coming season. At the pleasant and lively cocktail-band, we could see, besides the staff of the company, the moderator of radio station RGE, Ricardo Topp (Topp), Bob Corte-Real (Emissoras Unidas) and others, several artists—Lula Malabarba, Luis Valente, Mauro Landim, Domi Mendonça, Raimundo Fagner, Caetano Veloso, Ronaldo Bulhões, among some. The LP is a big step forward for RGE, Marcus Nobili sends latest news, as PR and Press contact a single-compact (33RPM) is being released with two interesting titles—"Enquanto Tristeza Nio" and "Anjinho Da Gang," which is a musical description of a car accident with numerous participants. To chisel the LP, one of the best vocal groups to appear. Another interesting single is being released featuring the great guitarist Paulinho Nogueira, who this time plays two numbers by grands masters: Zatine and Vincius de de Morais, and "Onde Esta Voci" by Oscar Castro Neves and Fiorino. The first number recorded "Enquanto Tristeza Nio" is sung at the 15s. g. G. recording, RGE is releasing a double-compact titled "Feria Em Porte Alegre," with compositions by "gaucho" Alberto De Canto, as sung by Marcus Miranda, who for the third consecutive year, this year, received the invitation and attend to his LP. The LP, Wanda, the attractive blond singer dropping her trip to the States in order to attend to his LP. The LP was recorded in the famous recording house in New York by Master Manganelli, the LP was cut by Em Peche Triste," Paulinho Neves is very happy with the success applause given to him in all shows. The LP was released in a new group—"On 6 Em Ponto"—is anxious for the release of their recently cut LP. The third composition, the LP was cut by Mauro Landim, "Mamora" (with Chico Buarque and Luiz Henrique as "Trio") and "O Fino Da Bossa," steady on the first spots, prove how the company is getting better.

Sue C. Clark informs us about what is going on with Companhia Brasileira De Discos (Philips). The new general manager of the company, Aman Tosatto, was made a new appointment in management. It is an important move for the company, now presents "Tempo De Musica Popular Moderne," which includes the label's major artists. This concert, at the "O Globo" newspaper auditorium was sponsored for the campaign of the "Help A Child To Study." The LP includes a rousing opener by the Copa Trio of "My Weakness Is Strong Coffee," followed by Luis Henrique" new version of "Amor E Mel," One of the most applauded attractions at this concert was Os Caricassos, the tendon reading of Vitorina Maldonado to "Minhar Do Corpo," which brought an ovation. This song, written by one of the standouts from Vincius de de Morais and Carlos Lyra's recent composition," is sung during the "Show Da Bossa" at the theater of the "Rotary Club," with young artists of modern Brazilian pop music. A few flashes from the Bossa movement, and Maestro Roberto Portu-Du (Lato) and Mauro Neves Neves, who for his next LP, "Festa Em Porte Alegre," the attractive blond singer, dropped her trip to the States in order to attend to this LP. The LP was recorded in the famous recording house in New York by Maestro Manganelli, the LP was cut by Em Peche Triste," Paulinho Neves is very happy with the success applause given to him in all shows. The LP was released in a new group—"On 6 Em Ponto"—is anxious for the release of their recently cut LP. The third composition, the LP was cut by Mauro Landim, "Mamora" (with Chico Buarque and Luiz Henrique as "Trio") and "O Fino Da Bossa," steady on the first spots, prove how the company is getting better.

Argentina's Best Sellers

Cash Box

This Last Week

1 "Fino Da Bossa"—Several Brazilian Artists/RGE (Triple Compacts/ "The Trio"
2 " Recently Cut "—The Trio/RGE
3 " Young "—Ray Conniff/CBS
4 "Beatles Again"—The Beatles/Odeon
5 "Sensacional"—Rita Pavone/RCA Victor
6 "Emissoras Unidas"—RGE (Compact RGE)
7 "Samba Cor Da Mente"—Osman Mix/CBS
8 "Queeres Tu De Mim"—Mundo Musical/Alterar Dutra/Odeon

Local Product

Brazil's TOP SIX LP'S

1 O Fino Da Bossa—Several Brazilian Artists/RGE
2 Recently Cut/"The Trio"
3 "Young"—Ray Conniff/CBS
4 "Beatles Again"—The Beatles/Odeon
5 "Sensacional"—Rita Pavone/RCA Victor
6 "Emissoras Unidas"—RGE

Top Six Double Compacts

1 "O Fino Da Bossa"—Several Brazilian Artists/RGE
2 "Recently Cut/"The Trio"
3 "Young"—Ray Conniff/CBS
4 "Beatles Again"—The Beatles/Odeon
5 "Sensacional"—Rita Pavone/RCA Victor
6 "Emissoras Unidas"—RGE

Argentina's Best Sellers

Cash Box

This Last Week

1 "Vestida De Novia" (Korn) Pollito Ortega/RCA (Los Noturnos)
2 "Bailando Con Una Estrella" (A tu de Chisior) (Neumann)
3 "Cumbia Sobre El Mar" (Korn) Cuarteto Imperial/CBS
4 "El Cardenal" (Korn) Violeta Rivas/RCA
5 "Te Llevare" (Korn) Betty Fehan/World Music
6 "Legeme" (Sergio Perez) (Philips)
7 "La Caja De La Muerte" (Maggio) (Philips)
8 "El Callejon" (Korn) (Philips)
9 "Bailando Con Una Estrella" (A tu de Chisior) (Neumann)
10 "Cumbia Sobre El Mar" (Korn) (Philips)

Local

Just Like Old Times

SAO PAULO—Luis de M. C. Guedes (right), Cash Box's man in Brazil recently went backstage at a local Sao Paulo University and waited his old friend, Augusto Alguero and wife Carmen Sevilla, the well-known Spanish lark. The threesome discussed old times in Madrid.
Mauricio Brenner, Fernanda's topa, is back from his tour of Europe, where he got in touch with publishing firms in Spain and Italy, and met Enrique Lebrija's new agency, "Allon." The agency's new series "RePare" is being discussed further action of their organization, both in the international and local scenes. Brenner traveled with Juan Ramon, the young singer, who promoted his recordings and picked up several new tunes for waxing.

Ricardo Castellbianche of Edam is busy working on "Catalisminn," a Mexican tune interpreted by Maria Elena Saldivar for Orfeon. In Argentina, CBS has released the Cuarteto Imperial version, and several others on other sides. Castellbianche is already interested in "Qu Futla Que Me Haces," the Calo-Pontor-Silva tango that broke into the charts recently. "Individual," the Tito Rodriguez best seller, is also gaining action in other markets.

News from Neumann: "Quedemos Como Amigos" and "Suelta la Cintura" are two of the new titles to be promoted by Tito Rodriguez, and the record will be distributed to several territories by US publisher Hall of Fame, represented here by Di Lusia's company. Nestor Fabian has cut for Odeon and created a new LP, which is getting attention by the artsy audience. Emo of the party—one of the liveliest of the season—was well known Juliano Belmonte, now working for the discaria as public relations man.

Cash Box—December 5, 1964

Argentina

The Passe Partout publishing company, which during the last year scored with many hits on the Flemish lists with Flemish singer Johnny Larry told Cash Box about his new tour with the "Belle Epoque". Larry is now very well known in Germany, where his first album "Allon" (the bestselling list for many weeks) is now to be issued by Polydor in Germany. This same firm has brought the "Questions" edition, which has done well in Belgium. The German version is by Georgl. Larry stands a good chance in the Federal Republic with this record, and it may very well provide his breakthrough over there. This publication is also being marketed by "Jahbaladou" by Roger Rogier. John Hoes owns rights on this number in Holland.

Johnny Larry has also cut "Fib Father" album, and "Muits" from Flemish lady crooner Mina in Belgium. Tony Gyes, who was involved in a traffic-accident, is now recovering in the Limburg province. His latest disk "Limburg Allien" is selling well. Alber to Curtis has just come out with a single which features promising tunes, especially the one called "Dame Felicidad." On the reverse a catchy tune: "Fanny." Also on show a Spanish Luis in Antwerp, named Juan de As has recorded two attractive numbers on a single. Titles: "La Siren" and "Desorecible."
This Sophisticated Business Of Operating Coin Machines

On the surface, the coin machine operator clad in work clothes while changing records, replenishing merchandise, and servicing his equipment, may come across as a hard-nosed laborer of sorts whose interests go no further than the immediate task at hand. An undercurrent of complex business techniques necessary for profit, however, have forced him to be as sophisticated in the conduct of his business as the Wall Street financier.

Time was when the business required little more than periodic service and collection on the route, and there are operators who continue to run a route in this manner. But with costs and taxes rising constantly, this type will be by the boards before long if he does not realize what is happening to the small businessman of today, and that most certainly means the operator of the smallest route in town.

Last week, one hundred operators with routes in the metropolitan and upstate New York area, heard attorneys and accountants talk about write-offs, installation and security agreements, and court rulings on firms the size of the Cleveland Browns.

These professional advisors were not merely expounding to impress the listeners. They were talking about specific situations in the business of operating equipment which are as concrete as the machines they concern. Recent tax court rulings have indicated that write-offs, the good will of a business, once amortized over the life of a contract period, will now be considered as mass assets and unless the Treasury Department can be made to understand economics of the purchase and sale of a route, serious problems will come about from such a position.

Installation and security agreement is not a fancy name for the location contract. Actually it outdates most simple location contracts, which for the most part have been weakened due to the omission of such vital clauses as those pertaining to chattel mortgages, loans and bonuses, and purchaser's assumption of obligations which is of no value when the purchaser happens to be broke. Better the present owner remain liable for the duration of the contract than for the operator to go from the frying pan into the fire.

As for rulings concerning the Cleveland Browns football team, the court in which this ruling took place was far from the fifty yard line which would be more familiar to the operator. The fact that contracts with Browns players were proven to have a determinable life may be the grounds by which the cost of these contracts may be written off in a four and one-half year write-off period. The cost of a juke box or cigarette vending machine contract should enjoy these same tax benefits. It will be up to the industry, and the operators in it, to see that this is the case.

The operator need not become a specialist in law or tax accounting but he had better be aware of the way in which his investment can be protected, and his profits remain free from inequitable tax rulings. In order to win in the courts and with the IRS, today's operator has better keep abreast of these sophisticated business techniques, or it won't make much difference how much money there is in the cash box.

Cash Box—December 5, 1961
New York Ops Solidify Position in Locations With Installation Agreement, Protects Total Investment

100 Coinmen Hear Talks On Write-Offs, Taxes And Contracts

NEW YORK.—The Music Operators of New York, Inc. met Thursday at the Holiday Inn here (Nov. 24) and before the audience of 100 coinmen and guests, let it be known indeed, that they were already thinking seriously about tax write-offs, depreciation, and all the other problems which have beset coin contracts and a host of other professional questions. At least to identify the means by which an operator in today's market must deal was the keynote of a talk by Al Denver, President of MONY, who acknowledged that an understanding of modern business practices is necessary, hence, the presence on the last Tuesday evening of professional lawyers and accountants, qualified to interpret and inform the coin machine operator. For many operators, it was probably the most profitable evening they have spent in a year.

The highlight of the dinner-meeting was Denver's announcement that the new MONY Location Contract, a new Installation and Security Agreement, to be used by members in place of previous contracts used, is now available for members only. The contract represents the culminating of several months of work and is the final form following more than one down drafts. Denver, Teddy Blatt, MONY Attorney and Association officials authored the contract.

Despite the standard contract clauses and agreements, the MONY Automatic machine, in addition to other possibilities which may result in an operator being faced with a multitude of problems between location and his operating firm. The contract, however, protects the operator in the audio-visual type machine, currently being marketed by CinemaScope, Scopitone, and perhaps future loans and leases; recognizes the newly written Uniform Commercial Code as it pertains to Bills Sales Provisions concerning the sale of a location; permits filing of a chattel mortgage agreement with the Secretary of State in any State in which the operator has a location. In County in which the lessee's business is located. Previously, the location owners were unqualified to file an owner assume contract responsibilities, unless the present owner liable for the duration of the contract (this clause was brought about when location owners sold to people who were unqualified to assume any debt). Where the location, in the past, has challenged the validity of the former contract user, the operator now has a waiver of jury trial on any question concerning the contract. The operator's name appears on each of his contracts. This is a measure to prevent non-compliance from those who may have written a legal instrument which has cost MONY time and money in modern development. "It just wouldn't be fair for non-compliance to have access to our contract," said Denver.

Among the former Denver's attorney Edward Blatt briefly addressed the current status the pending Consent Decree and advised operators of the problems that were being addressed the Uniform Commercial Code. He stated that the transfer of a business may be done regard as business subject to the UCC. Denver expressed his belief that all creditors be advised of the sale beforehand. Since many coin machine locations are restaurants, coffee shops and malls shopping, and may be classified as service organizations, they may not be included in the Uniform Commercial Code. He added his opinion that the operator would benefit from the revised UCC however, believing that the revision of the location classification would be classified as a business subject to the UCC. As a result of rulings in New Jersey have not been favorable, as stated, and NYC may follow along. "One does not expect that you will be covered," however, said Haskell. In any event, the new contract, which contains a chattel mortgage agreement filed with State and County officials, would enable the operator to protect his interests.

Denver Re-Elected Pres. of MONY

22nd Term In Office

AL DENVER President, MONY

NEW YORK.—Al Denver was re-elected President of the Music Operators of New York, Inc., at an election meeting held here on Thursday, November 24, in the Holiday Inn Hotel here. It will be Denver's 22nd consecutive term in office.

Also re-elected were the following MONY officers: George Holtzman, First Vice-President; Gil Sonin, Treasurer; Bill Kohler, Secretary.

Following the election, the coinmen who will serve on the MONY Board during 1964; Donald Shapiro, Leonard Block, Harry Siskind, David Sachs, William Goetz, Albert Arnold and Irving Feinholz.

Mortimer I. Merkel, of Abrams, Merson & Co., Certified Public Accountants, presented the new tax law which regards purchase of route of machines as Mass Assets whereas the coin contracts are considered a single asset, and is therefore, hausted by the passage of time. The tax expert explained that the instances outlined by Merkel and the outcome is that the value of good will is not computed for the life of a contract. He stated that only certain, prominent, conditions, under certain cases, the money could change the Treasury Department's view on location contracts and suggested that the industry raise this type of case for a test case in order that information on credit, where locations have failed with other members.

On other subjects, Denver advised operating members, that the New York Authority ruling demands that licensees report all loans and bonuses interest parties, of sums up to $1000. He also mentioned that another recent ruling by the Credit Exchange is currently supplying information on credit, where locations have failed with other members.

Among the prominent, present were: Mrs. Millie McCarthy, President, U.S. West; Lewis, Westchester Operators Guild; Mike Molyneux, New York Operator's Guild; Jack Wilson, Chairman, NYS Operators Guild; Lou Wernert, Upstate Association, attorney; Larry Wein, Westchester Association, attorney, and as representative of the Cardinal Spellman Service Club, the Board asked and for donations for this year's Service Club drive. The program was covered by members of the program. Members of the coinmen, from Rivington Sales, Atlantic New York, Distributors Corp., and Lipsky Distribution Corp.

New MONY members who submitted membership applications since the last meeting were: Old Reliable Music Co. (Joe Marden), A. Weisbord Service Co. (Arnold Weisbord), Matthews Service Co.; Rayben Music Co. All were accepted by an MONY vote.

At the last meeting, Business Manager Ben Chicozky was reported convalescing after surgery. His wife Molly assisted MONY members at the recent UCC meeting with stenographic and administrative preparations. The company was attended: Alba Operating Co. (Al Rabenstein); Capito Music Press. (Bernard Antonoff); Banner Music Co. (Harvey Blatt); Music Service Corp. (Harry Faber); Broadway Music Service (Bill Siesse); Capitol Amuse. Corp. (Al Weisbord); Mercury Music Co. (Bernie Simon); Universal Music Co. Inc. (Bill Goeta); City Music Co. (Joe Stewart); Clovers Amuse. Corp. (Mike Giannuzzi); Consolidated Vending (Roy Penning); State Tax Service (Mr. Rabin); Capital Corp. (Dave Lutsker); Elite Music Service Corp. (Ben Mulligan); American Music Co. (S. Terrell); Empire Music Co. (Al Weisbord); Vending Co. (Max Weiss); Forest Music Co.
An Accountant Discusses Write-Offs On Route Sales

Mortimer L. Merkel, CPA, is associated with the accounting firm of Abram, Menzer & Company, consultant to the American Trucking Associations, and was recently appointed as consultant to the trucking industry by the New York, at a meeting on Thursday, November 24, at the Holiday Inn in New York. He is a New York consultant to the trucking industry for the purpose of being pertinent to the business of operators of trucks. In this respect, the decision of the editors to reprint the full text of Merkel's talk, which appears below, is welcome.

I have been asked to discuss with you a problem affecting your industry in which I have considerable experience, namely that of the amounts paid for routes in excess of the market value of the equipment. This matter has come up with our clients operating cigarette routes, but it would appear that this is also a major problem for operators of music routes.

You do not always purchase a business and continue to own it, but you may purchase the routes and the equipment and be in business for yourself. In determining the price to be paid for a route and the equipment, certain factors are taken into consideration, such as:

1. the potential income
2. equipment and machines, their age and condition
3. the length and time the location commands, and the probability of renewal
4. covenant not to compete
5. trucks and capacity

The above factors except for trucks and equipment are generally considered in determining the price of the location, for contract purposes, and are not the only factors that influence the ultimate cost. One of the most important factors is the potential income of the route. In computing the potential income, the accountant must be careful to include all cost of doing business, and so much per case for average weekly sales of cigarettes which includes the markups and the cost of goods. This is especially important on the weekly take of the music machines plus the market value of the equipment.

The contract of purchase and sale terms should provide for the aggregate as a route. The details of individual locations are usually appended to the main agreement.

As a result of such treatment, the taxliability of the owner to the new to the vending machine industry, including the owner's income, title, on the laws, namely "Mass Assets." The important effect that the acquisition of several contracts should have on the taxliability of a single asset which is not excluded from the paragraph above is important since for so many locations lost so many new ones may be acquired. A continuation of the entity which does not lend itself to amortization deduction. There are two important decisions.

Thriftcheck Service Corp. 31 TC 117 decided March 22, 1950.

In this case, the taxpayer had acquired the assets of a going business including its customer structure represented by 1900 contracts with customers. The nature of the business was selling and installing in banks throughout the United States a check indicator into public school district check service plan. The court in denying the amortization deductions for this new business held that the taxpayer did not buy individual contracts but rather a single asset consisting of an aggregate of contracts. The court said that such a cut did not have a legitimate useful life.


The issue involved in the Sadihah cases was the adjustment disallowing the amortization deduction by the partnership to a payee acquired 136 cigarette vending machines under contract and 43 cigarette vending machines which were in good working order and in good condition. The government contended the amounts were renewable and in normal course of business will be renewed and that the consideration in order to purchase the machines and the equipment for the above price was substantial.

In the absence of the aforementioned cases, the treasury department has ruled that it will permit the purchase of any business involving routes, even though that are represented by specific locations, contracts, and in the excess of the value of the equipment is amortizable, not deductible. They permit no value to be set on the contracts even though they have a fixed term.

In cigarette vending and music operating routes the cost of equipment value, can be computed for each location. The price paid can be broken down to a value for the average pack sold or dollar taken in by the location. The value allowed by the Internal Revenue Service is not ignored by the Department. But in the absence of the valuation already occurring, the Treasury will, the Treasury allows no write off if a location is lost, as new acquisition of similar contracts and equipment are not lost, and there is no decrease in the value of the contract. The write off is allowed only when all locations are lost.

To combat the tough position the Treasury Department has taken with respect to the amortization deduction in the so-called "mass asset" cases, the taxpayer will be required in the purchase and sale of routes.

In this case, the taxpayer can be allowed to treat the contract or not to treat the contract as an asset and have a deduction for exhaustion. The Internal Revenue Code reads in part "General rule—there shall be allowed a depreciation or amortization of intangible assets... with respect to which is not subject to exhaustion, wear and tear, or depletion" as used in the trade or business of, or nonreal property held for production of income.

The Treasure regulation 1.167(a)-3 defines intangible asset as "If an intangible asset is known from experience or other factors to be of use in the business or in production of income only for a limited period, the length of which cannot be estimated with accuracy, or to be of such a nature that its exhaustion is impossible, or to be subject to exhaustion, wear and tear, or depletion and which is not subject to amortization..."

Thus under the regulations, if the useful life of intangible property such as a contract is definitely limited a deduction may be allowed for the amortization of that property. The requirement that the life of the contract asset be determinable and that the contract have a cost basis.

Also in the Indiana Broadcasting Co. 97 TC 76—March 15, 1961 the court ruled that the mere fact that a vending contract, even though renewable may have a determinable life based on industry reports.

In a case handed down a few weeks ago—The Seaboard Finance Co. (TC Memo 1961-242) the court held that the value placed on operators of small loan companies. The amounts paid for these companies were in excess of the market value of the contracts which the companies had outstanding. The court found that the company had certain other assets acquired with the property. The court in all cases had set a 30% or 36% as goodwill were erased from the third sale or assignment. The case was treated very heavily, which you will see was for goodwill and therefore not depreciable.

Both the Indiana Broadcasting Co. and The Seaboard Finance Co. cases showed that the court would not allow a write off in the "mass asset" context. In each case, however, the factors were considered and properly presented. Also a private ruling was obtained by the purchasers of the Cleveland Brown football team wherein they were able to take a value set on players contracts over 4 1/2 years. This was mentioned in Fortune Magazine for November, 1961.

Another factor which could help the determination the mere fact that contracts are determinable and consequently subject to depreciation is the case of United States Dist. Court, Southern District New York U.S. Cigarette Machine Co. (97 TC 302—Docket No. Civil 92-388 dated January 29, 1962) for which the type discussed may not be entered into for more than 3 years under any contract or lease. In the fact that the purchase for the re-acquisition of a contract, the Treasury seemed to press the point that the life of the contract was not determinable.

Prior to 1962 it was of considerable importance to determine how the machines and location contracts were treated as capital assets as a basis for depreciation as that depreciation was deducted from ordinary income. Since 1962 it has effectuated the property used in trade or business to be taken between the selling price and the adjusted asset on the books was taxed. This was a capital gain provided, the property was held for more than 6 months currently such favorable tax treatment on sale is no longer available. This change was made after date of section 1231 Stock Car Co. 1961 IRC (1243).

Now the recovery of any depreciation taken after date was suspended. In the case of a new in contract, the contract must be considered as ordinary income, and the taxpayer must be in agreement with the tax court taking another position.

If the Treasury Department allows no amortization of the cost of location contracts under section 1531, the company will have no economic loss as this becomes an additional cost when the routes are sold. However, as most routes are purchased by installment notes, which must be paid for out of the current income, any recovery such a loss may be caused by taxes on that current income increases the length of time necessary to pay for the route. This increases the cost to the operator because of the interest which must be paid for a longer financing term in general.

If an allocation of cost can be made to apply to contracts then the amortization of the cost of the contract income, which would reduce the tax impact and increase the cash flow.

In the case of a normal cigarette contract may extend for 3 years and music contracts for 5 years. When these contracts are renewed and as they are renewed these bonuses are amortized over the life of the new contract. A study of location contracts and music contracts reveals that the life of the contracts varies from 4 to 10 years for each location. If this is done by the entire industry as was done in the Indiana Broadcasting

Cash Box—December 5, 1961

New York Ops
Get New Contract

(Cont'd from page cm-10)

Hills Auto Music Co. (Albert & Fran Bodkin), Gil Music Co. (Harry Schwartz), All Music Co. (Ben Feinberg), Jacks Presents, Inc. (Harry Brodsky); Jacko Vending (Bill Kohler); Jacks Music (Jack Millowitz); Kingdom Music Co. (Louis Hirsch); Reliable Music Co. (Ben Feinberg); Musical Moments (Sam Morrison), Ocean Auto Music Co. (Harold Kaufman-Max Gilson); Siltvone Music Co. (Louis Hirsh), Simon Vending Co. (Sheldon Simon); Supreme Music Co. (Harry Schwartz); Turtle Music Corp. (Sheldon Simon); Union Auto. Music Co. (David Sachs & Norman Bieber); Abraham Weisberg Service Co. (Abraham Weisberg); Reliable Music Corp. (Ben Kinnein). Non Members in attendance were Metro Urban Music Co. (Salvatore Bello); Reliable Music Co. (Sam Kramer) and John Stark.

A minute's silence was conducted, following reading of minutes, for the father of Harry Block, the father of Jack Erlieh and the late John F. Kennedy in observance of his first memorial, the 13th anniversary of his death. The meeting was held on the successful Nevely Country Club outing in September and advised that the 56 annual meeting would meet again in January, 1962. Dinner preceded the meeting.

Co. case then perhaps the industry may be permitted to amortize the cost of location contracts over 3, 4, or 10 years as industry experience would reflect. A method should be worked out to allocate the amortization to the location contracts as in the Seaboard Finance Co. case. Our attitude has been to appeal this case and have the contract income, earned by each location over the term of the lease as cost, for example. If a location earns a certain amount of money per week, the cost of the contract will run when the cost be allocated to the contract or lease.

In conclusion, I wish to state that it is my firm belief that the only tax cut decision will cause the Treasury Department to change hght its location on contract. I don't believe it to be a case for one of the large public companies to lead the way, or the forced capitalization of location contracts would cause a profit picture, consequently this problem is not as pressing for these companies as it is for you.

I do not believe that the annual life of contracts should be set on an industry wide basis. If the amortization on location would be as detailed possible listing for each location if value of equipment, contract value and any rights the contract does not have if this is done there may be more favorable treatment of this matter of the future.

www.americanradiohistory.com
Britain Raises Loan Rate To 7%

LONDON—In an attempt to curb devaluation of the British pound, the Government here last week raised its bank rate from 5% to 7%, the British interest rate which controls the flow of credit in this country. Because of the increased bank rate, the cost of borrowings money automatically rises. Commercial banks generally charge up to 2 percentage points over and above the bank rate or the rate paid to the Bank of England for money lent to Treasury bill dealers. It is the unofficial key lending rate here.

The pound sterling was strengthened immediately in the money markets going as high as $2.70. A U.S. Federal Reserve discount rate for producer goods was initiated immediately thereafter. The rate was raised from 3½% to 4½%.

The move came on the heels of an increase in British tariffs of 1½% announced two weeks ago (CB Nov. 14). Already hire-purchase finance rates are up one per cent for photomats and automatic vending machines. Amusement equipment is up two per cent and gambling units up three per cent. These increases coupled with the 2 ½ per cent surcharge will mean either fewer transactions or a change of supply sources.

The eventual effects of the bank rate on the short volume of coin-operated equipment was not immediately learned but it is doubtful if the increase will help to generally pessimistic situation. The British common will simply pay more for working capital.

On Thursday, British sources reported that the pound traded as high as $2.70 7-16 and closed at $2.70 1-16.

Rowe-Runyon Hold 'Open House For Full Line

Rowe AC Mfg. and Runyon Sales excee pictured (1 to r) above at Runyon's Open House celebration held Nov, 20-21 at their Tenth Ave. outlet to officially announce their exclusive sale of Rowe vending line in the NY metro area are: Lou Wollberg, Runyon Sales; George Kiersey, Rowe AC; Carl Koreman, Nate Sagerman and Irv Kempner of Runyon; and Dick Gluck of Rowe.

Gottliebs Rescue Eight From Burning Miami Charter Boat

CHICAGO — Dave Gottlieb and his brother Sol Gottlieb were credited in Miami, Florida with the spectacular rescue of eight people who were trapped on the "Gypsy Queen," a charter fishing boat, which burned and sank at sea.

The Gottliebs brothers received the s.o.s. while they were fishing aboard the "Flipper II" and rushed to the rescue.

All hands aboard the burning ship jumped into the ocean, and were immediately pulled on board by the "Flipper II" by Dave and Sol.

Cleveland Coin Wins Award

CLEVELAND—Merris Gisser, Cleveland Coin International head, advised Cash Box that his firm is being considered for the US Government's "E" Award for Export Expansion and is awaiting the decision of the Award Board. "We'll be the pennant in our office if we receive it," exclaimed Gisser.

Milwaukee Memories...

The snow was heavy in the Milwaukee area last week, but this had no negative effect on coin-op sales. According to most common in Wisconsin, were brisk despite the rugged weather. A busy man-on-the-go in Wisconsin and Michigan is Bob Runyon, of Empire Coin Machine Exchange. Bob's territory includes Northern Wisconsin, and he assures us (unnecessarily) that it gets mighty cold up there during the blustery winter months.

MOA Presy Clint Pierce, of Pierce Music Co., helped break ground (with his wife, Maric.) of a new factory in Brodhead, Wisconsin. We refer to Clint as the "Snowbird of Brodhead," since he is just about the most dedicated citizen there where civic and community affairs are concerned.

Nate Victor, of S. L. London Music Co., reports good sales with Seeburg's L-600. An installed store and Seeburg Vending Machine, Inc. A couple of absent-minded chaps are Sam and Jack Hastings, of Hastings Districts. They waited such a long time to remove their game machine from Lake Michigan that they had to chop ice around the boat to get it out of the harbor and put it in storage for the winter.

Orville Carmine, presy of Badger Novelty Co., trudged off to Boulder Junction last week to hunt deer, only to be snowed in by the blizzard. He blanked out at the top of Osceola Mountain. No action at the showrooms was covered by Ray Van Tour, Dick Wegener, Jim Polowski and Mildred Berna... Harry Jacobs, Jr., of United, Inc., returned recently from sunny Florida where he wallowed in the sun while his dad, Harry Jacobs, Sr., shivered at the officing the store for.
## Kaye Ships ‘Ring-O’ Round Table

**New Kaye Ring-O round pool table features 3-zone playfield for faster play.**

**Brooklyn, N.Y. —** Irving Kaye, President of the Irving Kaye Company, amusement machine manufacturers, has announced two-week delivery on the firm’s new Ring-O Pool Table. A pool table which is perfectly round, not elliptical, measures fifty-six inches in outside diameter, and features a three-zone playfield in three corresponding colors, red, white, and blue.

Each zone offers a spot in corresponding color, as opposed to the one zone, one spot principle used on the elliptical games. "The Ring-O Pool Table is the result of several months of study by our factory engineers and location reaction of players who have taken to this new principle of pool table play," stated Kaye last week in an interview with Cash Box.

Kaye said that the three-zone idea overcomes the problem of ball obstruction which can happen when a single shot principle is used to determine a shot. With three zones, the player has freedom of play and the speed of play is accelerated, according to Kaye. Kaye, Sales Manager, who added that while the playfield is a solid color, the corresponding rail portion of each zone is red, white or blue, with corresponding color spots. Actual lines drawn on the playfield separate the zones.

The three-zone idea is an exclusive feature and is copyrighted with patent pending, according to Kaye.

### Kaye Production Head

Kaye, production head, Arnold Kaye, advised that cabinet construction is "perfectly round," with no protrusions. Ball drawer is view in front, with the sides, which are tapered toward the bottom. The legs of the table are designed using x-configuration for rigidity, and there is one hole in the playfield, and the game uses nine balls plus a cue. The Plexiglass ball viewer sets is a drawer which can be completely removed. The table has a full slate top, which incidentally, requires special equipment for cutting and precision installation. The mechanism used is identical to that used on the Kaye El Dorado model. The cabinet is finished in red and white with forming top frame using five-inch leg cabinets and a proven coin mechanism.

Both Irving and Howard Kaye agree that the round table will never replace the standard 6-pocket table but see a definite market for this game in many locations. "It's a fast game," commented Irving Kaye, "and it has been built with the operator's viewpoint in mind. At any game that can be played on a 6-pocket table can be played on our Ring-O Table."

There are many variations of games which can be played including rotation, 9-ball, standard play, and the discretion of the players, slant shots can also be used. Kaye is taking orders on the table with a 2-week delivery date promised.
LOS ANGELES—A record registration of members of the vending industry attended the annual National Automatic Merchandising Association Western Conference and Exhibit held at the Los Angeles Ambassador Hotel, November 20 through 22.

General Chairman of this year's event was Emo A. Kandier, Chairman of ARA Services, Los Angeles.

Friday's program opened with a Board Meeting of the Northwest Automatic Merchandising Council of the NAMA with attending Northwest area operators invited.

Mr. Robert O'Malley, on Friday, presented a film on the subject of "The Western School Market." In the evening a General Conference Session was held on Saturday morning with Emo Kandier presiding and Joe R. McKee acting as moderator.

The operators were given an opportunity to take advantage of the many improvements in the vending industry brought about by the new Automatic Mercantile Association (NAMA).

A special session was held on Sunday with the theme "What the vending industry needs to build a complete collection of machines and to aid in the growth of our industry.

Operator-Moderator for the evening was Richard Haraway, Director of Vending, Suga Food Service, Palo Alto, Calif. A General Conference Session was held on Saturday morning with Emo Kandier presiding and Joe R. McKee acting as moderator.

The operators were given an opportunity to take advantage of the many improvements in the vending industry brought about by the new Automatic Mercantile Association (NAMA).

A special session was held on Sunday with the theme "What the vending industry needs to build a complete collection of machines and to aid in the growth of our industry.

The West Coast Vending Show

The West Coast Vending Show was held in mind in Los Angeles Ambassadors Hotel.

Canev Doubles Dividend Rate

CHICAGO—The Board of Directors of Automatic Canteen Company of America, at their meeting last week increased the regular quarterly cash dividend payable January 2, 1965, to 21¢ per share, double the previous 5¢ per share.

In making the announcement, Pat- rick L. O'Malley, President of Auto- matic Canteen, stated that the board established the 10¢ per share rate as a regular payment for five years.

O'Malley said it was felt that the doubling of the regular dividend was justified in view of the company's es- timated earnings for the fiscal year just ended and projections of earn- ings for future years.

Bibliography Of Vending

Published By AMA-NAMA


Dave J. Davidson, chairman, re- ported preliminary unaudited sales and earnings in fiscal 1964 rose to $230,306,000—an increase of fifteen per cent over the previous year. Net income after taxes was $8,351,000— an increase of 21 per cent over fiscal 1963. Earnings per share were $1.15—an increase of fifteen per cent on a larger number of shares outstanding.

There were 3,186,608 shares out- standing at the end of fiscal 1964 and 3,027,382 shares the year before.

Mr. Davidson also pointed out that in the 1963 fiscal year now underway, ARA sales and revenues indicate a continuing upward trend. He said that the company's sales departments are adding new clients and that the highest rate in the firm's history.

ABC Names Strassman

PHILADELPHIA—Morris Strassman, widely known pioneer in the food and confectionery business, has been appointed Vice President and General Manager of ABC Coin-operated Corporation (for- merly ABC Vending). He was pre- viously Executive Vice President and Member of the Board of Directors of a company he served for forty years, Evening from a railroad station, Strassman is a recognized author- ity on food service for the retailing public and an expert in concessions operations. In his new position, his responsibilities will be in the fields of Industrial Feeding, Stadiums, Toll Roads, Airports, and similar conces- sions. ABC Consolidated has such feeding operations in 4 States plus Canada.

ARA Announces Record Earnings

CHICAGO—A 47-page annotated bi--ography of "Automatic Merchandisi- ing" listing more than 300 separate books, articles, pamphlets, theses, dis- theses and dissertations has just been published by the American Marketing Association (AMA) in cooperation with the National Au- tomatic Merchandising Association (NAMA).

Compiled by Dr. Charles R. Goeld- lich, a research professor at Southwestern College, Kansas City, the book is the result of a project on the Library of Automatic Merchandising at St. Louis University, St. Louis, Mo., and on files of the National Au- tomatic Merchandising Association.

Included are 13 books, 58 bulletins and reports, 144 separate articles, 26 theses and dissertations as well as listings of periodicals and directories.
California Clippings

Sales of both new and used equipment sparking brisk sales with whole salesmen and distributors along the West Coast. . . . A semi-truck load of Valley Pool Tables being unloaded at Paul A. Laymon, Inc.'s Ball swim in San Francisco and local operators are extremely pleased with location reaction to the really new shufflle alley action. All models of Rock-Ola phonographs on display or in their photograph frames are now completely installed in the phonograph repair department, and Jimmie Wilkins said all operators are invited to bring in their phonographs for the new facilities. Secretary, Britt Edelman, home ill with a cold for a few days, has been replaced by Simon Distribution for a week. New equipment is to be used as background in a segment of the "Ozziie anf Harinne TV show. Jerry Brenner of Chicago in visiting with Frank Mencken of Chicago. . . . Our Trimark reporting the in the new facilities. Secretary, Britt Edelman, home ill with a cold for a few days, has been replaced by Simon Distribution for a week. New equipment is to be used as background in a segment of the "Ozziie anf Harinne TV show. Jerry Brenner of Chicago in visiting with Frank Mencken of Chicago. . . .

J. F. FRANTZ MFG. CO.
1940 W. Lake St., Chicago 12, Ill.
Tel. Taylor 9-2399

N.Y. SLA Rules No $100 OP Alteration Charge

NEW YORK—The New York State Liquor Authority has ruled the installation of coin-operated equipment in taverns as "an exception" to the regulations calling for a $100 alteration filing fee provided the equipment doesn't necessitate a change in seating capacity. Prior to this ruling, all applications had to be accompanied with a non-returnable $100 check. Applications still must be filed, however, with the SLA. Where seating capacity is affected application must be accompanied with floor plans before the change and after the change, and the $100 fee. No application is needed to remove an amusement device or to replace a machine previously approved.

Applications must be filed in triplicate with the local ABC Board of the County in which the location is situated except in the City of New York where forms are filed with the NYC ABC Board. The ruling represents a victory for the NTSCMA and NYS Guild, two upstate groups led by Mrs. Millie McCarthy, Mike Mulqueen and Jack Wilson.

Our modern new factory is devoted exclusively to manufacturing SCHMELKE QUALITY CUE STICKS

Professional Design—Long Life

Write for details.

SCHMELKE MFG CO.
SHAKOPEE, MINNESOTA

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

THE CASH BOX
1780 BROADWAY
NEW YORK 19, N. Y.

Enclosed find my check.

$15 for a full year (12 issues) subscription
$30 for a full year (Airmail in United States)
$45 for a full year (Airmail outside U. S.)
$30 for a full year (outside United States)

NAME
FIRM
ADDRESS
CITY
ZONE
STATE

Please check proper Classification Box as indicated on the following equipment:

JUKE BOXES
GAMES
CIGARETTES
VENDING MACHINES
OTHER

Be sure to check business classifications above!

Philadelphia Fare

J. F. FRANTZ MFG. CO., another shipment of United Polaris' Bowlers arrives, the last and more 'Orbit' Shuttles momentarily proof of the popularity of these goods. Despite limited up of pinballs in Southern California, Miami's 2" center will be available. Chicago at a first reception. Miami's 'Triumph Gun' developing into a standard, and still selling well, several months. Ed Ratajczak, the Yale & Towne manager, enjoying a visit with Charlie Robinson... Tony Lowy of Kip Reports stopped in at Leonhagen's Record Bar, plugging the new Freddie Hart, a telepath singing well recorded. Arthur Arrillur, the owner of the Bull's Eye Lounge. . . . Arthur Brian, sales manager; William Gross, treasurer, and William Harmon, the owners of the Bull's Eye Lounge staying in town a couple days after the NAMA convention to enjoy a short fishing trip with Al Weymouth and Ed Wilkes of Weymouth Distributors, Co., Chicago. . . . Bar, managing the Wurlitzer Factory Branch spending some time in New Orleans enroute home from the Wurlitzer national distributor meeting in Florida. Cliff Nugent and Bart Bartholomew both on the road calling on the operators... At Advance Automatic Sales Co., Sonny LaVergne said that Chicago's Coin-op Inc.'s new location and used equipment moving at a steady pace. C. N. McDonald, general manager of Advance Automatic Sales in San Francisco paying a visit to the local offices. Coin Machine vet Don Dunholue and Mrs. Dunholue returned to town after a highly enjoyable trip to Europe.

Boffice Speciality's Jimmy Ginsburg, who's been Philadelphia's outlet for the Automatic Products 'Starlite' coin vend for two years now, has been quite successful in building both the line's prestige and location reaction to the very new line. Over area, he commented last week, and is anxiously awaiting the arrival of the company's new 'Candyshop' candy machine. Advanced publicity on each machine, plus the reputation of the coin vendor, has brought a sizable number of queries from coin ops wanting to know when the vendor will be available... Jimmy has a chief responsibility for that well-ordered, well-stocked and well-organized parts department is former Banner mechanic and now parts manager Buzz Woodard... at integral meeting at the Banner team was a large contingent of Bud Robinson Inc.'s most illustrious visitors into David Rosen Inc. last week were Morris Shubkin (Trinidad), Tony Nogins (Trinidad), C. J. and Art Silverman (Trinidad), association president. Roy hello to Jimmy Eral the next time we're down a Rosen's. Don't let the name fool you—Jimmy's Dave's very efficient girl Friday—pretty too! Brunswick's manager on the N tym last week included: Leo Willen of Capitol Vending, N.Y.; Alex Elowitz at Louis Loheli of Bayard Enterprises (Coney Island arcades owned by Murray Paris (New London, Conn. arcade owner) . . . . Frank Ash of Act Amusement reports that the excellent cash receipts garnered by ops for Gottlieb's 'Happy Clown' while on test location have continued... Now the game is officially available from the distrub... Seems like test location theory is as valid as ever... March Berger, sales manager, due back in town late last week after exhibiting his company's 'Candis' candy machine at the NAMA Western Show... Jim Clement, Philadelphia parts and supplies house, drove up to Jersey City last week for a meet with Bucky Van Wyck, The two common discussed cue sticks and the pool tab business in general. Jim supplies a large number of wholesalers with supply and has been reaping the harvest of the pool table boom during recent year. Bill was at Jack State Company plant, incidently, to do some running but the guy is up and at 'em again, without missing a stroke... Mark Stein, The Mailman" on display in the showroom used last week for operating those Pirk-A-Philes in Philly schools and libraries, the Jere Sil Co. suppliers of school products in this area and in quite a number of other states. Stein said the company continues to do well report-wise from the operation of the general merchandisers.

Happy Birthday This Week To:
Announce Your 1965 Sales Program
In the December 26th Issue Of Cash Box

......start the year with new business!

FEATURES:

- **1964 REVIEW OF INDUSTRY EVENTS:**
  A review of industry news, opinions and problems during the past 12 months.

- **THIRD QUARTERLY EXPORT VOLUME REPORT:**
  Find out where the export sales were made (and why) in a penetrating report on a $40 million industry business.

- **VENDING**
  The part the coin machine operator plays in this automatic merchandising business and what to expect from him in 1965.

- **HOLIDAY GREETINGS:**
  For the company who wants to express good cheer to all of those people who helped make 1964 a successful year—the simple expression of Holiday Greetings can be the answer to reaching the trade around the world with an expression of thanks.

- **SALE ADS**
  The backbone of the distributor with a large backlog of used equipment. A year-end clearance can lighten the inventory and clear the showroom floor for a bright new start in '65.

CALL COLLECT TODAY-JJudson 6-2640
AND ASK FOR A SPECIAL ADVERTISING LAYOUT
FOR YOUR FIRM AT NO CHARGE.

ALL COPY MUST BE IN NEW YORK OFFICE WEDNESDAY, DECEMBER 16TH!

Cash Box
Serving the Coin Machine and Vending Industry Around the World

1780 Broadway New York 19, N.Y.

CHICAGO: 29 E. Madison Street Financial 6-7272
HOLLYWOOD: 6290 Sunset Blvd. Hollywood 5-2129
LONDON: 9a New Bond Street

HOLLAND GERMANY ITALY SCANDINAVIA FRANCE AUSTRALIA BELGIUM MEXICO ARGENTINA BRAZIL CANADA JAPAN SPAIN
Irving Kaye Co. sales manager Howard Kaye and his wife Ellen are the proud parents of a brand new baby girl, Susan Lynn, who arrived last Friday, Nov. 20th, at time to see that the Kays' three-year-old daughter Gail celebrated her birthday with a brand new baby sister. The parents were delighted (match) and the whole Kaye family rejoiced with the news. On the subject of the new production, Mr. Kaye is quoted as saying that it's a three-player playfield table that has its new round pool table, the "Ring-O," is scheduled for 2-week delivery. The new "Ring-O" ("perfectly round") table (introduced at the MOA show by other firms) several steps further. First off the table is circular in shape, so elliptical, takes the single-spot idea and presents it in a three-time playback. (See the details in a story elsewhere in this issue.) Ed Ratajzack, Kaye sales rep. of 13 years, Gravela to almost everyone on the business with much success, according to Howard. Ratajzack was appointed by Kaye during the MOA Convention and has been on the road almost all year since then. Incidentally, Kaye production chief Arnold Kaye was shooting for the two-week delivery date for the "Ring-O" and says "production is really rolling along" and we couldn't agree with the guy.

At "Senator" Bodkin asked ops at the MONY meet last week to contribute to the Cardinal Spellman Servicemen's Club drive. The industry here has a mailing from Atlantic New York Corp. for funds for servicemen. Bodkin was accompanied by his lovely wife Fran, whom we don't see as often as we'd like to these days. "Thank heavens for the pool table," exclaimed Bodkin, in discussing the operator's plight of today. . . . Condonnies to Jack Erlich on the death of his father, and to the parents of Mr. Milly McCarthey the new SLA ruling which enables ops to install an amusement machine, providing seats are not removed, without paying the $100 filing fee with application.

Ben Chiccofsky's wife Molly advised that Ben is "recooping" just fine after surgery. . . . We missed Elaine and Max Weisman from Chicago. They've congratulated the company on being re-elected to the Presidency of MONY and to the entire slate who were also returned. Denver has not asked Bodkin to deliver their own discretion of course, in order to ease the burden of credit which plagued the unformed ops. . . . Nate Sugarman, Lou Wolberg, Carl Korvin and Irving Kerkmanner, were all in town for the talk at the Friday night meeting. . . . Harold Kaufman and Max Gulin, of Musical Distributors, attended the luncheon in the words of Bob Kaye "a few more last Tues. . . . the Holiday Inn, where the conceit took place, sets of dinners and a meeting and adds a meeting room for the session, and not a stroke is lost in the program.

MONY's VP George Holtzmann advised that we'll all be back at the Neve next Sept. when all associations in the State get together. . . . Welcome to MONY's newest members, Reliable Service Co., Watertown Service Co., and Reyben Music Co. all new members. . . . The State Liquor Authority requires that all licensees report loans up to $1,000. See those folks in the following meet. . . . MONY continues to appeal the Consent Decree after losing in lower court. The Association's Gal-Friday Sophie Selinger has the nicest personality of anyone we've ever met. That smile on her face never leaves. . . . Jim Newlander, Fred Pollak and the Rowe AG gang are all back from the west coast NAMA show. . . . A. D. Palmer reportedly working just about a full-time day now that he's almost totally recovered from his recent illness.

Mike Munner see mechanic Willie Gaines, who's been out several weeks recuperating from an operation, will be back on the job sometime this week, according to his good friend Al Elowitz. Al, who owns several arcades in Long Beach, thinks he's going to need at least another month. Last week he visited the hospital, drove him back home after the operation and just might drive him into the hospital again this week. . . . Last week Allison's Grande Hotel advised that a guest was shot, but not seriously, on weekends due to the good weather and nice crowds still out at Coney. Two gamblers shot a turkey in the parking lot that turned out to be a turkey. . . . Southland's 'Time Trials' and Royale's 'Water Polo.' They state that Water Polo has been chalking up nothing less than "excellent receipts" and the belief is that it will forever carry on.

Sol Lopkin, national sales rep for American Shuttleboard reports that the company's general manager Nick Melone, down recently with a minor illness in the hospital, has again adding still another of his five sons, is growing bigger and more active as the days go by. Sol also advises the nation's ops to look for something new to come from American soon. . . . Charlie Litchman and his associate Al Sweetwood, of the New York Distributing Co. have begun to talk over a joint show, the Manhattan was that in session last week, was a real treat to fans of the sport and also opened new insights into some interesting coin specialties.

Murray Pavia, president of the Westchester Operators Assn., announced last week that they will be combining their regular meeting with a Christmas party for members and their wives on the 15th of Dec. at the Roger Smith Hotel in White Plains. . . . Sam Morrison, N.Y. music op and ardent collector (who isn't?), advises ops who generally play 'Santa Claus' at the various locations during the upcoming holiday season (and who doesn't) an excellent and economic item for dispensing to customers and friends is the Kennedy half-dollar piece. Speaking of coins, Sam further advises all who are interested that a joint show in Chicago last week that Kansas City in a week session last week, was a real treat to fans of the sport and also opened new insights into some interesting coin specialties.

Murray Pavia, president of the Playland Arcade, Ocean Beach Park, in St. Louis, Conn., said last week that he has kept his doors open to the pub during the week ends since the season opened. . . . The weather here has been cold and nice weather. Murray, however, won't be too angry when the cold days are in the order is also an ardent skier. . . . Mortie, the pin machine and route collector at Westside, is in a bind as thruO through vending machines fell after the Surgeon General's report last ja but only for two or three weeks before they climbed right back to where they were previously.

Cash Box—December 5, 1964

---

**Eastern Flashes**

**N.Y. Op Lauds Little LP's**

**NEW YORK—** Sam Morrison, Musical Moments, metro operator here, has developed the Little LP in tandem of his locations here, to the point where choice locations are now programmed with thirty of the 33 rpm stereo discs. "For the right location," he says, "they answer to the increased collections, commented Morrison.

A major attraction of the new special music (foreign, folk and comedy) on 45 rpm or 33 1/3 for use on the play where the location demand warrants the increased price.

---

**Snack time?**

**time for ROWE AMI music**

---

**SCOTT CROSS COMPANY**

1732 Foirmont Ave., Philadelphia, Penna., Tel. Center 6-4444 (even code 255)
Chicago Chatter

The recent blizzard weather played havoc with the coin machine business in this area. However, everyone seems to have “shovelizes” out fairly well, and it’s business as usual. Collections for a short while suffered because of the heavy snows, and are back on the rise again. . . . Ross Scheer, head of the Pilsner Amusement Co., returned from his eastern swing. Tuesday and reports that the hunting up in Maine was poor, but his business arrangements with Unique Industries excellent. The factory is in full production, trying to shove out as many kiddie ride back orders as possible. Overseeing production are Carl Herzog, president of Unique Industries, and his right-hand-man, John Valentine.

Paul Hershbein, Rowe AC’s regional manager, hit the road just before the Thanksgiving holiday, expecting to return home to feast on the traditional turkey. . . . Bill Donnell, proxy of Bally Mfg. Co., and Herb Jones are thrilled over the healthy sales reaction with Bally’s “Big Day” four-player amusement game. Herb says they’ve never had such success with a four-player before.

Edward G. Doris, executive vice proxy of Rock-Ola Mfg. Corp., reports steady, heavy sales with Rock-Ola’s “Grand Prix” and “Princess Royal” coin-operated pinball machines. Ed’s son, Peter Doris, is a promising student at Notre Dame. We extend sincerest condolences to Empire Coin’s Leonard Zeidman, whose father, Joseph Zeidman, died last Monday, November 23. He was 80. Funeral was last Tuesday afternoon at original Weinstein Funeral Home. The entire Empire Coin gang—Gil Kitt, Les Robin, Jack Burns, Bill Minter, et al.—attended the funeral. All her friends are congratulating Empire’s Caroline Weintraub and her husband Bill, who became grandparents for the 16th time! That’s right! They now have 16 grandchildren (and she still looks like a slick chick!).

While in South Bend, Indiana for the Music Operators Society of St. Joseph Valley shingled Nate Feinstein, of World Wide Distributors introduced the Chi distrib’s newest addition in the sales department. Harold Shaffer, Howie Freer informs that the service schools at World Wide will be renewed at a later date. Meanwhile everyone is looking forward to the Thanksgiving Holiday. . . . Just to mention a few of the operators we met in South Bend last week: Mr. & Mrs. (Gordon and Ruth) Ford, of Ford Music Co.; Mr. & Mrs. Carl Zimmerman, of “Gal Friday,” Lucy; Mr. & Mrs. Paul S. Paden, Amy and Fred Kiedeisch, Frank Fabiano, Al Evans, Joe MacQuay, Verna Daly, and many, many more. By the way, Caroline Weintraub tells us that her new granddaughter’s name is Julie Ann Weintraub. She’s the prettiest, little daughter of Louis and Carol Weintraub.

It was Dave and Sol Gottlieb to the rescue, literally. They were credited with saving eight lives when a charter fishing boat the “Gypsy Queen” leered and sank off the Florida coast. Dave steered his fabulous “Flipper II” at full speed toward the sinking vessel and he and Sol pulled all of the passengers and crew members on board. . . . The remodeling job at Empire Coin and sales offices at United Mfg. Co. is proceeding on schedule, according to Bud Lurie. Meanwhile, Sam Stern, Herb Oettlign, Bill Dobelman and Jack Mittel are busy writing up sales orders on “Whoopie” flipper “Polo” tag ball bowler, and “Orbit” pack shuffler alleys. Sam Stern just returned from a sales trip to the Scandinavian Countries.

Atlas Music’s Stan Levin tells us the local distrib will hold a phone service school class, Dec. 9, featuring Rowe-AMI’s M-200 “Tropicana” coin-operated phonos. Bill Phillips and two of his hunting guests, Carroll Usry, of C & K Amusements, and Harvey “Curley” Styer, of Reo-KdFord, Illinois, enjoyed a rare experience last week while hunting deer during the blizzard. With just the shotguns slung between them Styer managed to bag two deer with the one shot.

This pasteler from Joe Schwartz and Mort Levinson, of National Coin Machine Exchange: “Big surprise doings stirring at National Coin—more later.”

Hank Ross and “Iggy” Wolverton are still sweating out their decision on the prospective new plant facilities (70,000 square feet) in Franklin Park. They have several weeks yet to decide. Meanwhile, Hank says he and Iggy are as much concerned with easing the transportation problems for their employees as they are with their need to expand considerably.

Johnny Frantz and Don Condon, J. F. Frantz Mfg. Co., will be in the same exhibit booth at the Parks Show, near the entrance, they were in last year. Ms. Condon, however, the Frants exhibit include: “Kicker & Catcher” and “U.S. Marshall,” and—of course—Frantz’s “Shooting Gallery” . . . While in South Bend we visited with Bud Moore and Paul Hertel.

Nort Secore, sales director of Chicago Dynamic Industries, informs that he and Ralph Wyckoff are getting terrific reaction from all over the country on the firm’s new “Pop-Up” (popping-ball) amusement game. The plant is running smoothly at peak production . . . While Marvel Mfg. proxy Ted Halsey and Estelle Bie were planning to enjoy a delightful Thanksgiving Day with their families, they expressed much delight in the way Marvel’s retention scoreboards for shufflerboards are moving out in shipments to the trade.

Cosm Box—December 5, 1964
NOW! ANOTHER GOTTFLIEB 4-PLAYER MONEY-MAKER! 

No one-point values anywhere on the playfield and the clown jumps up and down. His eyes sparkle like a star! Dynamic action plus cute clown artistry attract players 10 to 50. 

- **Spinning-Numbers** indicate target value and "Shoot-Again" feature. 
- When all letters in C-O-W-N allow target to score 10 times the value of Spinning-Numbers. 
- After hitting C-O-W-N second time, targets score 100 times indicated value. 
- Two No rollovers, 2 side targets and 2 kick-out lights activate "Spinning-Numbers" feature. 
- Pop bumpers and bottom rollovers light in random for high score. 
- Bumper rings protect playfield under pop-bumpers. 
- Steady metal "Jevel-Pots" 3 or 5 ball play. 
- Stainless cabinet trim. 
- Match features.

UPPER MID-WEST MUSINGS

Congratulations to Gordon Stout of Pierre, S. Dakota, who is the newly elected state senator from his district. Duane Heimer and Herb Patermon have leased out their taverns and are giving all of their time to their operating business. John Mangle of Huron, now retired, is spending his time relaxing and getting in plenty of fishing. In the past ten days, it seems that all roads lead to Las Vegas as Kenny Glen of the K. C. Sales Co., St. Paul, and Mrs. Glen flew there for a little vacation. Kyle Nesting joined a charter flight to Las Vegas and spent several days there taking in the sunshine and shows. Mr. and Mrs. Earl Porter of Mitchell, drove to Las Vegas recently and were gone for ten days. Heard that Earl made his expenses at the dice tables. Mr. and Mrs. Lawrence Jenkins spent a very pleasant weekend in Minneapolis last week. They decided they could use a few days of relaxation. Ike Pierson spent two weeks in the hospital with a case of bleeding ulcers, like is feeling much better now, in spending all of his time resting and will take off for St. Petersburg, Florida in another week. Sons Brad and Bill will take over. 

End-Of-Year Clearance

We're Loaded With Goodies
SEND FOR NEW MACHINE LIST

We ★ ARCADE
Advertise ★ GAMES
Only What ★ VENDING
We Have ★ MUSIC
In Stock ★ RIDES

Wire ★ Phone ★ Write Today
Prices Marked Down To
New Lows Of The Year

Exclusive Rowes AMI Distributor

D A V I D R O S E N I N C
855 N. BROAD ST., PHILA., PA. 19123
Phone: (215) Center 2-3900

NOW DELIVERING UNITED'S "ORBIT" AND "POLARIS"

Banner Specialty Company

Philadelphia, Pa., 1641 N. Broad St. • Pittsburgh, Pa., 1500 Fifth Ave.
YOU HAVEN'T HEARD THE HALF OF IT!

The full story of the extra earning power of the Wurlitzer Ten Top Tunes for Fifty Cents feature is still being told . . . in thousands of locations . . . to hundreds of music operators . . . on collection days.

It's a real thriller.

Want to hear more of it . . . and how you can share it?

Stop in at your Wurlitzer Distributor's.

WURLITZER 2800

THERE'S MONEY IN IT FOR YOU

THE WURLITZER COMPANY • 108 YEARS OF MUSICAL EXPERIENCE • NORTH TONAWANDA, N.
Williams and United offer

NEW 4-PLAYER REPLAY

WHOOPEE

TWO LANE "CENTER TRAP" BALL ACTION

- Target Values Increase 100 to 500 Points When Balls Go From Lane to Lane
- Score Specials When all 5 "Trapped Balls" Move to "Lit" Lane
- Two Shooters At Bottom of Playfield Shoot Balls Back Onto Playfield For Extra Play and Scores

4 SCORING DRUMS FOR EACH PLAYER

- Number Match
- Plastikote Finished Playfield
- Stainless Steel Trim
- Slug Rejectors
- 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

lighted strike and spare indicators

13' and 16' standard lengths 4' and 8' sections available

Williams ELECTRONIC MANUFACTURING CORP.

3401 NORTH CALIFORNIA AVE. CHICAGO, ILLINOIS 60618

Cable Address: WILCOIN, CHICAGO
we’ve said it before...we’ll say it again!
NOBODY...BUT NOBODY...GIVES YOU
THE OPTIONS THAT ROCK-OLA DOES!

The Princess Royal: New, compact, stereo-monaural phonograph (Model No. 424)—
Only 30½" wide, 43½" high. Plays 100 selections of 33⅓ or 45 RPM, 7" albums or singles
stereo or monaural. Exclusive Mech-O-Matic intermix. Everything you need and options
to crack any location in a compact, high-fashion cabinet. Low in cost, very big in
value. Full Dimensional Stereo sound system—optional. Famous Rock-Ola quality.

add where and when you need to:

Full Dimensional Sound: Add Full Dimensional stereo sound system to the Princess Royal at any time. Easy to
install. For larger spots where even finer sound is desired, but where compactness and cost are still important.

Automatic Coin Counter: Not every location needs a
coin counter. Rock-Ola leaves the decision to you. You
needn’t pay for accessories you do not require. Where
desired, the Rock-Ola Automatic Coin Counter is unex-
celled; fits any Rock-Ola phonograph; counts nickels,
dimes, quarters and half dollars. Gives exact total of re-
cipts. Reading visible through window.

and for larger
locations:

The Grand Prix: The prestige
stereo-monaural phonograph. Plays
160 33⅓ or 45 RPM records, 7" LP
albums or singles in any intermix.
Full Dimensional Stereo. The ulti-
mate in grand styling, the Grand
Prix opens the doors to your plush-
est locations. Traditional Rock-Ola
dependability and simplicity of de-
sign make the Grand Prix the finest
phonograph on the market!
Model 425

YES—OPTIONS MAKE THE BIG DIFFERENCE
IN ROCK-OLA! Greater flexibility, greater versatility,
choice of machines, to satisfy every location’s need—
without a big investment or costly inventory.
A difference that makes more profit for you!