Decca Records' instrumental pride-and-joy, Bert Kaempfert, has been making major singles and LP sales news in the U.S. since 1961, when the German maestro's debut single in the U.S., "Wonderland By Night," eventually hit the million copies sold mark. Four years and repeated successes later, Kaempfert can once more boast some big ones, a Top 10 single, "Red Roses For A Blue Lady," and that hit single's LP source, "Blue Midnight." When not in front of his orchestra, he may be writing a new tune. His past writing successes include "Wonderland By Night," "Dankeschoen," "Happy Feeling," "African Beat," among others. Kaempfert's currently in the U.S. talking over future session plans with Decca's Milt Gabler and a possible concert tour here. Kaempfert cuts all his sides in Hamburg, Germany.
No One Sings Dylan Like Dylan!
There's going to be a lot of excitement over this new Bob Dylan single. Get in on it!
"Subterranean Homesick Blues"c/w
"She Belongs To Me" 4-43242
ON COLUMBIA RECORDS®
WALL STREET ON BROADWAY

The bears and the bulls have begun to play in Tin Pan Alley. Although this activity has hardly overshadowed the influence of the world's financial titans (e.g. General Motors, AT & T, IBM, etc.), certain select ticker tapes are humming in a surprisingly melodic fashion these days.

It seems that Wall St. and the public at large are realizing that the dividends of music copyrights can be as steady and sure as Class A municipal bonds. Of course, stockholders have long indirectly invested in publishing firms through subscriptions in broadcasting, motion picture or other entertainment entities. In these instances, however, copyright income is comingleed with and usually minimized by the results of the other activities of such companies.

Today tho, John Q. Public can make a down payment on a new car or refurbish a delapidated attic from dividends incurred from the royalties of such evergreens as "Stardust," "I Can't Give You Anything But Love," and "Mood Indigo."

The door was opened to this provocative form of purchase last Dec. when Utilities and Industries Corp., the huge, sprawling publicly-held investment complex, bought Mills Music. U&I was interested in the pubbery for the very reasons delineated above: standard copyrights provide an excellent source of long-term revenue. Recently, the firm created a Mills Music Trust, offering its shareholders an opportunity to buy units in a corporate subdivision holding approximately 75% of the Mills copyrights. The glamour of direct participation in the compositions of such illustrious tunesmiths as Hoagy Carmichael, Mitchell Parish and Duke Ellington apparently intrigued the public. The units in the Trust were over-subscribed shortly after their issuance.

The special magic of the Beatles has also come under the mantle of high finance. Northern Songs Ltd., a publishing company whose sole assets consist of the copyrights to 56 songs written by the two songwriting Beatles (John Lennon and Paul McCartney), has gone public and is being offered on the London Exchange. Although staid British bankers pooh-poohed this capital-less enterprise, the public queued up at brokers' offices the world over expressing interest in the stock.

The handwriting on the wall is now quite clear. Corporations (MCA recently purchased Leeds Music) and individuals alike are obviously enamored with music copyrights as investments. The music business has taken on a new, healthy aura of fiscal respectability. It's a logical assumption that more investments of this nature will be made available in future years.
EIGHT DAYS A WEEK
CASH BOX TOP 100
MARCH 13, 1965
3/6 2/27

1. EIGHT DAYS A WEEK
GREATFUL DEAD-1371
3/6 2/27

2. MY LITTLE DEB
TEMPERATURES-G-7038
3 3 2

3. THE BIRDS AND THE BEES
THREE QUARTERS-F-7019
3 3 2

4. KING OF THE ROAD
GODFATHER-3046
9 16 4

5. THIS DIAMOND KING
LEAVY LEWIS-5576
2 1 2

6. TELL IT LIKE IT IS
ZOMBIES-Parlo-7923
6 12

7. FERRY ACROSS THE MERSEY
THE BEATLES-Parlo-7922
10 20

8. STOP IN THE NAME OF LOVE
SUPREMES-Motown-1310
14 38

9. JASSE GREEN GIANT
KINGSTON-Wand-179
9 17

10. RED ROSES FOR A BLUE LADY
LITTLE ANTHONY-Imperial-3506
25 40

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

1. FOR LUV IN ME (M. Wilkman & Sons ASCAP)

2. THE BIRDS AND THE BEES

3. EIGHT DAYS A WEEK

4. THIS DIAMOND KING

5. TELL IT LIKE IT IS

6. FERRY ACROSS THE MERSEY

7. STOP IN THE NAME OF LOVE

8. JASSE GREEN GIANT

9. RED ROSES FOR A BLUE LADY

10. FOR LUV IN ME (M. Wilkman & Sons ASCAP)

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[Image 0x0 to 711x1020]
NARM CONFAB HEARS HONEST TALK

NARM Heads Hear About Price For All Policy

GEORGE BERRY IS NARM'S NEW PROXY
NEW YORK—George Berry is the new president of NARM, the rack-jocker organization. His selection was made at last week's convention of the association in San Francisco. He succeeds John Mancini, who is retiring.

Berry's immediate goal is to secure a new contract for the rack-jackers. In talks with the National Association of Record Merchandisers, Berry said he is prepared to go to the bargaining table with an open mind and a willingness to make concessions. He added that he is prepared to discuss any issue that is brought to the bargaining table.

Berry emphasized that the rack-jackers are not seeking a contract that would dictate every aspect of their work. He said he is confident that a new contract can be reached that is satisfactory to both sides.

Berry also said that he is committed to improving the working conditions of the rack-jackers. He said he is aware of the difficulties that the rack-jackers face in their work and is determined to do what he can to improve their lot.

Berry's appointment as president of NARM is a significant development in the rack-jackers' struggle for a fair contract. The rack-jackers have been without a contract for several years, and their efforts to secure a fair contract have been met with resistance from the record companies.

Berry's appointment as the new president of NARM is a positive sign that the rack-jackers are on the right track in their efforts to secure a fair contract. The rack-jackers will continue to work closely with Berry and the NARM leadership to ensure that their interests are protected.

CARRETTA MAKES HIS REPORT TO RACK MÉN
SAN FRANCISCO—NARM attorney John Carretta made his report to the rack-jackers on the progress of the Corfas in Tuesday, and reiterated his warning of last year clean up your racks, to the rack-jackers who, he said, are acting as if they were doing it for them.

Carretta, who was named to the job by the NARM board, is currently checking on compliance and is developing a new policy of dealing with rack-jackers.

Carretta also pointed to the pending dual duty of record contracts. The NARM board, he said, is now working with the Columbia and the whole industry to write to congressmen suggesting passage of legislation on the Federal Excise Tax on records; and records, and he is currently working on phone graphs, radio, tv, etc.

He concluded his remarks with a warning that violations of Trade Regula
tion Laws are torying with royalty.

Marketing Specialist Tells NARM Members To Update Operations
SAN FRANCISCO—Dr. Alton Doody, associate professor of marketing at Ohio State University, was the star speaker at the NARM convention on Thursday, addressing the question of what the record business is doing for the rack-jackers. Doody said that the rack-jackers are not getting the attention they deserve, and that the record business is not doing enough for them.

Doody emphasized that the rack-jackers are not just a part of the record business, but are part of the industry. He said that the rack-jackers are essential to the success of the record business, and that the industry should be doing more to support them.

Doody ended his remarks with a call to action for the rack-jackers. He said that they should be standing up for themselves, and that the industry should be doing more to support them. He added that the rack-jackers should be given the recognition they deserve, and that the industry should be doing more to support them.

David Bleyer Gets NARM Conventions Off To Exciting Start

The Bleyer Speech

"A Record Supplier Views the Record Merchandiser" by Marty Bleyer of the Capitol Records is a new book that is getting a lot of attention in the record industry. The book is a must-read for anyone who is involved in the record business.

The book is a collection of essays that were written by Bleyer over the years. The essays cover a wide range of topics, from the history of the record business to the current state of the industry.

Bleyer is a respected figure in the record industry, and his book is a must-read for anyone who is involved in the record business. The book is a great resource for anyone who is looking to learn more about the record business.

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A WINDFALL
NEW ALBUMS
FROM RCA

The soundtrack album of the year! Magnificently packaged with a photograph-filled 8-page booklet, the complete score is a dazzler.


Superb jazz performances of selections from "The Sound of Music." "Do-Re-Mi," "Maria," "Edelweiss" and 5 others. In Dynagroove sound.

Piano teamwork in a tuneful and terrific debut album. Every new sound is sure to take off on 12 Richard Rodgers hits. In Dynagroove sound.


Shows all signs of topping her first great album. 12 hits. "The Sweetest Sounds," "Wouldn't It Be Loverly" and "Skylark." In Dynagroove sound.

Enchanting music everyone loves in a flap-type folder. Actual shots of Papeete, Tahiti where the album was recorded in Dynagroove sound.


A collection of 23 Gregorian chants, superbly sung by the choir of the Abbey of Mount Angel under the direction of Dom David Nicholson. In Dynagroove sound.

Cash Box—March 13, 1965
OF GREAT
FOR MARCH
VICTOR
The most trusted name in sound

HITS FROM THE COUNTRY HALL OF FAME
FLOYD CRAMER
33 songs, written, made famous or both by original Hall of Famers Jimmie Rodgers, Hank Williams, Roy Acuff and Fred Rose. In Dynagroove sound. LPM/LSP-3318

FREE, FRANTIC AND FUNKY
WILD BILL DAVIS

SKEETER DAVIS & BARE TUNES FOR TWO
Two of Nashville's best. 12 hits including "We'll Sing in the Sunshine," "A Dear John Letter" and "True Love." In Dynagroove sound. LPM/LSP-3336

EARL HINES
An irresistible collector's item of 16 hard swinging sides by "E拉斯" and his great orchestra of 1939 and '40. A real winter! LPV-512

CANDY'S THEME
Other Sweets
HUGO MONTENEGRO and His Orchestra

LEONARD PENNARIO | ANDRE PREVIN
O RACHMANSKY CONCERTO No. 1 and 2
Royal Philharmonic Orchestra
An album that marks Previn's conducting debut on RCA Victor and proves him to be very much at home on the podium. In Dynagroove sound. LM/LSC-2790c9

SKEETER DAVIS & BARE TUNES FOR TWO
The former tenor of the Limeliters comes across with a set of pop appeal in 12 hits. "Stanyan Street" and "Hummingbird." In Dynagroove sound. LPM/LSP-3334

NEW ALBUMS IN THE
BEST SELLING VINTAGE SERIES

CANDY'S THEME
Other Sweets
HUGO MONTENEGRO and His Orchestra

LEONARD PENNARIO | ANDRE PREVIN
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Royal Philharmonic Orchestra
An album that marks Previn's conducting debut on RCA Victor and proves him to be very much at home on the podium. In Dynagroove sound. LM/LSC-2790c9

Lanza's beautiful voice heard in a neverbefore-released selection of favorite show tunes. Sure to delight Lanza's devoted following. LM/LSC-2790c9

PRICE, VERRT, TUCKER, MERRILL, TOZZI
RCA Italian Opera Orchestra and Chorus, under Thomas Schippers. Recorded in Dynagroove sound. LM/LSC-6413

This superb "singer's singer" is heard in a program of songs by Fauré, Scagli, Debussy, Duparc and Halan. Includes 3 settings of "Clair de lune." LM/LSC-2787

Cash Box—March 13, 1965
CASH BOX

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

THE CLAPPING SONG (CLAP PAT CLAP CLAP) (2:44)
[Al Gallico BMI—Chase]

THIS IS BEAUTIFUL (2:13) [Al Gallico BMI—Chase]

SHIRLEY ELLIS (Congress 234)

Shirley Ellis, who is still scoring with her "Name Game," smash, should quickly duplicate that success with this potent follow-up stanza tabbed "The Clapping Song (Clap Pat Clap Clap)." The tune is a catchy, pop-corny romancer, set to the same nonsense theme as her previous hit, "The Name Game." The flip, "This Is Beautiful," is a tender, slow-shufflin' after-hours bluesy romancer.

BUMBLE BEE (2:13) [Malati BMI—Fullylook, Baker]

A TEAR FELL (3:00) [Progressive BMI—Burton, Randolph]

SEARCHERS (Kapp 49)

The Searchers, who are still scoring with "What Have They Done To The Rain," should quickly repeat that triumph with this top-notch follow-up stanza tabbed "Bumble Bee." The tune is a rollicking, slick updating of short while-back hit about a poor fella who is constantly hurt by his gal. Flip, "A Tear Fell," is a tender, soulful reading of the popular country-blueser.

ALL OF MY LIFE (2:50) [Screen Gems-Columbia BMI—Powers, Miller]

I CANNOT HOPE FOR ANYONE (2:34) [Metric BMI—Mecia, Cliszi, Gore]

LESLEY GORE (Mercury 72412)

Lesley Gore, who is currently coming off "Look Of Love," should certainly continue in her tremendously successful money-making ways with this top-drawer novelty titled "All Of My Life." The side is a melodic teen-angled romancer about a lucky gal who finally meets up with Mr. Right. Undercut, "I Cannot Hope For Anyone," is a tender, chorus-backed, soulful weeper.

IS THERE ANOTHER WAY TO LOVE HIM (2:38)
[Blue Seas & Jac ASCAP—Bacharach, David]

YOU CAN HAVE HIM (2:23) [Harvard, Big Billy BMI—Cook]

DIONNE WARWICK (Scepter 1294)

Dionne Warwick, who smashed thru last time out with "Reach Out For Me," should have no difficulty in repeating that triumph with this follow-up labeled "Is There Another Way To Love Him." The side is an emotion-packed, medium-paced, pop-r&b tearjerker about an unfortunate gal who has some serious problems with her guy. Watch it closely. The coupler, "You Can Have Him," is an interesting, rhythmic romancer with a contagious, repeating danceable riff.

HAWAII HONEYMOON (2:02) [Zodiac BMI—Gustin, Casser]

REMEMBER BOA-BOA (2:15) [Zodiac BMI—Wetter]

WAIMEIKIS (Kapp 52)

The Waimeikis' initial effort ("Hawaii Tattoo") established them as potent record salesmen and this follow-up, "Hawaii Honey Moon," should also go the hitville route. The side is a rollicking, high-spirited rhythmically based musical stanza with an infectious repeating riff. The undercut, "Remember Boa-Boa," is an easy-going, slow-shufflin' hauntingly melodic walker.

MY HEART KEEPS FOLLOWING YOU (2:35)
[Valley BMI—Andraine, Pomus]

RIDER (2:23) [Serendipity BMI—Bowers, Rose]

SERENDIPITY SINGERS (Philips 40273)

Both Top 40 and middle-of-the-road deckeys should really dig this latest chart-booming entry by the Serendipity Singers called "My Heart Keeps Following You." The side is a lovely, rhythmic pop-folk affair that suggests the emotional approach is the best one to follow in romantic situations. "Rider" is a hard-driving, funky folk-blues driven-up-in-an-appealing style by the group.

SOMEBODY ELSE IS TAKING MY PLACE (2:17)
[Shapiro, Bernstein ASCAP—Howard, Ellsworth, Morgan]

RUN TO MY ARMS (1:55)
[Leeds ASCAP—Bennett, Tepper, Plante, Poursoul]

PHILLIS McGUIRE (Reprise 0354)

Phyllis McGuire's easy-going brand of good music stylings have proven quite successful recently and this latest Reprise release should quickly develop into a blockbuster. On the top side the old sturdie, "Somebody Else Is Taking My Place," is given a haunting, chorus-backed, ceilingal updating sent-off by the lark. Bottom lid, "Run To My Arms," is a pretty, rhythmic legitious romancer.

Pick of the Week

IT ISN'T THERE (2:12) [Melrose ASCAP—Ballard]

ONE OF THESE DAYS (2:40) [Metric BMI—Ennis]

SWINGING BLUE JEANS (Imperial 66099)

The Swinging Blue Jeans, who broke thru into national prominence with "Hippy, Hippy Shake," should certainly continue their chart-riding ways with this potent novelty labeled "It Isn't There." The side is a melodic, teen-angled tearjerker about an unhappy lad who can't adjust to love without her and goes to extremes to get her back. The flip is a catchy, medium-paced blueser with a contagious rhythmic beat.

I'LL KEEP HOLDING ON (JUST TO YOUR LOVE) (2:17)
[Marson BMI—Tubert]

I'M GETTING GRAY FROM BEING BLUE (2:06)
[Dionne Rose BMI—Gordon]

SONNY JAMES (Capitol 5375)

Sonny James scored in the pop dept., with his last chart-topping country deck, "You're The Only World I Know," and this pop-toucher follow should also go the dual-market route. The top lid, "I'll Keep Holding On (Just To Your Love)," is an easy-going, chorus-backed romantic ditty about a fella who has no intention of ever leaving his gal. The flip, "I'm Getting Gray From Being Blue," is a beautiful, chorus-backed read with a phony-shufflin' plaintive tale of rejection soulfully essayed by the chanter.

THAT'LL BE THE DAY (2:20) [Nor Va Jak BMI—Allison, Holly, Patel]

GIVE ME A SWEETHEART (2:08) [Acuff-Rose BMI—Loudermilk]

EVERLY BROTHERS (Warner Bros. 5611)

The Everly Brothers have that money-in-the-bank sound bustin' out all over this new success candidate. The side to eye here, "That'll Be The Day," the years-back Buddy Holly smash, is given a ranacnhy blues read complete with a danceable repeating rhythmic riff. The coupler, "Give Me A Sweetheart," is a lacconic, medium-paced plea for romance dished-up in an affectfionate style by the duo.

PEACHES 'N CREAM (2:15)
[Screen Gems-Columbia BMI—Venet, Boyce]

THE BIGGEST PLAYERS (2:05) [Modern & Placid BMI—Turner]

IKETTES (Modern 1005)

Looks as if the Ikettes will have no trouble in reaching the charts with this latest Modern entry called "Peaches 'N Cream." The side is a rollicking, hard-driving pop-r&b handclapper. Without a lucky lass who hooks up with the right guy, The flip, "The Biggest Players," is a lowdown, shufflin' affair which deals with the rules of the romance-game. Also merits a close look.

YOUR LOVE BACK (2:17) [Picturetone BMI—Alfred, Farrell]

P'S AND Q'S (2:31) [Stilton & Flomaru BMI—Bishop, Stiles]

NELLA DODDS (Wand 175)

Nella Dods can quickly get back in her chart-riding ways on this basis of this top-drawer Wand entry. The side to watch here, "Your Love Is Back," is a shufflin' chorus-backed, pop-r&b lament about a love-sick gal who will go to any extreme to get her fella back. The attractive undercut, "P's And Q's," is a pulsating, affair about a chick who serves notice to her guy that he better treat her nicely.

Newcomer Picks

I'LL NEVER FIND ANOTHER YOU (2:40)
[Springfield Perf. Rts. Free—Springfield]

OPEN UP THEM PEARLY GATES (2:12) [Springfield Perf. Rts. Free]

SEEKERS (Capitol 5383)

The Seekers, who are currently holding down the number one slot on the British charts, can establish a meaningful reputation on this side of the foam with this version of their English hit, "I'Ve Never Find Another You." The side is a rhythmic folk-styled romancer about a twosome who, after being aptly suited to each other, coupler, "Open Up Them Pearly Gates," the gospel-stirrude, is tackled in a lively infectious style by the crew.

CARMEN (2:40) [Metric BMI—DeCaro]

I LOVE YOU MODEL "T" (2:20) [TM BMI—Melcher, Johnston]

BRUCE & TERRY (Columbia 42385)

Bruce and Terry seem sure to grab plenty of spins and sales with this latest Columbia release, "I Love You Model "T," which is an all-instrumental piece. The title is an all-romancer with Four Seasons-ish teen-angled romancer with a warm-hearted Hispanic- flavored undercurrent and some harmonic counterpart portions. "I Love You Model "T\" is a tender ode about a guy who is hung-up on his car.
THE SEEKERS

I’LL NEVER FIND ANOTHER YOU

b/w Open Up Them Pearly Gates

An entirely new sound! Get ready for strong airplay on Top 40, Rhythm & Blues, Good Music stations, the works.

Capitol

5383
WENDY HILL (Liberty) (GARY, ORUZ) driving FEEL ONE LOVE UPTOWN tremendous AIN’T I IT, Tune. VARIETY into this (2:31) [Dunlee, BMI—Lilly, Carson, Allin] Dunlee should come out in droves for this roiling, hard-driving Mersey Beatish affair about a guy who decides that he can no longer afford the trouble that his girl has been giving him. Plenty of potential here.

(B+–) EVERYBODY’S GOT A LITTLE PROBLEM (1:14) Dunlee’s M.I.A., rhythm, snare. [Cue, BMI—Brower] Swingin’ fast-moving soulful blues weeper.

JERRY ALLISON & CRICKETS (Liberty) (B+) NOW HEAR THIS THIS (1:55) [Dunlee, BMI—Carson, Allin] Dunlee should come out in droves for this roiling, hard-driving Mersey Beatish affair about a guy who decides that he can no longer afford the trouble that his girl has been giving him. Plenty of potential here.

(B+) I JUST CAN’T HELP MYSELF (2:33) [Vickie, BMI—Browner] TENDER, SLOW MOVING HEARTFELT ROMANCER.

TONY CLARK (Chess 1924) (B+) THE ENTERTAINER (2:34) [Chevis, BMI—Clark] Newcomer Tony Clark can score on his roll and the continuity and tribulations of a professional career. Dunlee should really sound on this one.

This is a heart and Charlie feeling around (2:26) [SOUTH MOUNTAIN, BMI—Price, Logan], the vet pop-r & b songster could well have a hit on his hands with this medium-paced pop & b song as he’s got a moving melody of romantic devotion to that special gal of his dreams. Be it.


FRANCE GALL (Philips 49272) [SACRE CHARLEMAGNE] (2:19) [Gill, BMI—Sanford] The lark scored with this item in her native France and she can certainly ride up the charts on this side of the foam with this catchy, high-spirited pop & b song backing her along the way. It offers some contagious melodic changes.


JA NEEN HENRY (Blue Rock 4010) [BABY BOY] (2:25) [Myto, BMI—Hamilton, Savoy] Newcomer Ja Neen Henry should grab plenty of spins with this top-flight pop-r & b pulsating, rhythmic funky song about a gal & why she’s over-heels in love with her special guy.


VICTOR THOMAS (Philips 40655) [LOVE MY BABY] (2:15) [Sevenave Ave., BMI—Thomas], songster Thomas has a good thing going with this catchy & romantic instrumental which spotlights the Burger Boys in high-spirited, carefree New Eastern item. Could sound very nice.

(B+–) CHERI CRUELLE (2:23) [Atlantic] Traditionally oriented, chorus-backed hand-clapker.

DR. FEELGOOD & INTERNS (Columbia 32356) [GOOD GUYS] (2:04) [Lowery, BMI—Bryant, Jackson] Dr. Feelgood and the Interns have been playing the clubs and the dogами and a number of the Interns, and the Interns have a good thing going with this catchy & rhythmic pop & b song which is being used as a backdrop for the reunion of the Burger Boys.


CHILI BEANS (American Arts 14) [CHILI BEANS] (2:29) [Gomba, BMI—Yorke, Bux], Platter spinners should really dig this catchy & romantic instrumental which spotlights the Chili Beans in high-spirited, carefree New Eastern item. Could sound very nice.


VICTOR THOMAS (Philips 40655) [LOVE MY BABY] (2:15) [Sevenave Ave., BMI—Thomas], songster Thomas has a good thing going with this catchy & romantic instrumental which spotlights the Burger Boys in high-spirited, carefree New Eastern item. Could sound very nice.

(B+–) CHERI CRUELLE (2:23) [Atlantic] Traditionally oriented, chorus-backed hand-clapker.

Cash Box—March 13, 1965
DAMITA JO
"TOMORROW NIGHT" EPIC
HER FIRST EPIC HIT SINGLE
A TRIUMPH IN SOUND AND EXCITEMENT
ONE OF THE MOST CONSISTENTLY PROGRAMMED ALBUMS IN THE INDUSTRY NOW AVAILABLE AND SELLING
**B+ REVIEWS**

Vinnie Bell (Muscogee 1068)

(B+) JUST A LITTLE KISS (2:10) [Puddles, BMI—Brennan, Vernon] Lively up-tempo instrumental with fine guitar playing.

(B) BAKER ST. MYSTERY (Ascap—Deval, Devol) [E. B. Marks, BMI—Jessel, Greul] Deep sounding thumper.

Edna McGriff (Capitol 5383)

(B+) I CAN'T BELIEVE THAT YOU'RE IN LOVE WITH ME (2:55) [Mills, Ascap—Gaither, McHugh] Powerful vocal on this strong ballad.

(B+) THIS LOVE OF MINE (3:07) [Mills, Ascap—Parker, Sanciosa, Sinatra] Ditto.

**Randy Boone (Decca 31755)**

(B+) JUST WAITIN' (1:50) [Fred Rose, BMI—Williams, Gazzaway] Talker in the pop-folk c&w vein from the star of "The Virginian."

(B) TENNESSEE STUD (3:05) [Warden, BMI—Driftwood] Smooth vocal showing on this folkly tune.

**Hugo Montenegro and His Orchestra (RCA Victor 8522)**

(B+) CANDY'S THEME (2:16) [Southdale, Ascap—Montenegro] Soft haunting melody.

(B) POLLY (2:36) [Southdale, Ascap—Montenegro] Groovy sound here with a bit of the "Stripper" touch.

**B+ REVIEWS**

**Jerry McCain (RCA S 153-65)**

(B+) POKEY (2:28) [Cramart, BMI—McCain] Low-down funky blueser.

(B) WHERE'S HERE YOU GET IT (2:15) [Cramart, BMI—McCain] Slow, shufflin’ feeling r&b romancer.

**The Mills Brothers (Dot 45-16705)**

(B) WELCOME HOME (2:25) [Lawrence, Ascap—Mills] Smooth easy going ballad.

(B) YOU'RE MAKING THE WRONG GUY HAPPY (2:20) [Roosevelt, BMI—Singleton, Snyder] A bouncing, romancer in the pre-rock vein.

**George Soulé**

(Loisianne LL-8005)

(B) GOING STEADY (1:52) [Rimrock, BMI—Buck] Swingin’ r&b teen item.

(B) SHE WILL MAKE ME SO (2:10) [Rimrock, BMI—Soulé] Plain vanilla heart-breaker.
The Most Exciting
New Import
From France

SYLVIE VARTAN

France's sensational "Yé-Yé Girl"
makes her American debut on
"Hullabaloo" (March 16) and
"Shindig" (March 24) to launch
her new single

"I MADE MY CHOICE"
c/w "ONE MORE DAY"
#8520

Stock up now on her great albums

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VITAMINS
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SYLVIE
A NASHVILLE
1

HOUSEHOLD
NEEDS

NOW GOING ON

RCA VICTOR

The most trusted name in sound
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 indicate total from left plus the percentage title received in prior week or weeks.

**RADIO ACTIVE CHART**

<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>50%</td>
<td>Long Lonely Nights—Bobby Vinton—Epic</td>
<td></td>
<td>94%</td>
<td></td>
</tr>
<tr>
<td>45%</td>
<td>Tired Of Waiting For You—Kinks—Reprise</td>
<td></td>
<td>45%</td>
<td></td>
</tr>
<tr>
<td>40%</td>
<td>Do You Wanna Dance—Beach Boys—Capitol</td>
<td></td>
<td>90%</td>
<td></td>
</tr>
<tr>
<td>39%</td>
<td>Girl Don't Come—Sandie Shaw—Reprise</td>
<td></td>
<td>54%</td>
<td></td>
</tr>
<tr>
<td>35%</td>
<td>Poor Man's Son—Reflections—Golden World</td>
<td></td>
<td>66%</td>
<td></td>
</tr>
<tr>
<td>34%</td>
<td>Come Stay With Me—Marianne Faithful—London</td>
<td></td>
<td>71%</td>
<td></td>
</tr>
<tr>
<td>33%</td>
<td>When I'm Gone—Brenda Holloway—Tamla</td>
<td></td>
<td>71%</td>
<td></td>
</tr>
<tr>
<td>32%</td>
<td>I Must Be Seeing Things—Gene Pitney—Musicor</td>
<td></td>
<td>56%</td>
<td></td>
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<tr>
<td>31%</td>
<td>Anytime At All—Frank Sinatra—Reprise</td>
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<td>64%</td>
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<tr>
<td>30%</td>
<td>Never Never Leave Me—Mary Wells—20th Century Fox</td>
<td></td>
<td>49%</td>
<td></td>
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<tr>
<td>29%</td>
<td>From All Over The World—Jan &amp; Dean—Liberty</td>
<td></td>
<td>54%</td>
<td></td>
</tr>
<tr>
<td>28%</td>
<td>Nowhere To Run—Martha &amp; Vandellas—Gordy</td>
<td></td>
<td>93%</td>
<td></td>
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<tr>
<td>27%</td>
<td>I'm Telling You Now—Freddy &amp; Dreamers—Tower</td>
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<td>27%</td>
<td></td>
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<tr>
<td>26%</td>
<td>For Mama—Connie Francis—MGM</td>
<td></td>
<td>55%</td>
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<tr>
<td>25%</td>
<td>I Can't Stop Thinking Of You—Bobbi Martin—Coral</td>
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<td>43%</td>
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<tr>
<td>24%</td>
<td>I Understand—Freddy &amp; Dreamers—Mercury</td>
<td></td>
<td>24%</td>
<td></td>
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<tr>
<td>23%</td>
<td>Begin To Love—Robert Goulet—Columbia</td>
<td></td>
<td>73%</td>
<td></td>
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<tr>
<td>22%</td>
<td>Game Of Love—Wayne Fontana &amp; Mindbenders—Fontana</td>
<td></td>
<td>22%</td>
<td></td>
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<tr>
<td>21%</td>
<td>I Do Love You—Billy Stewart—Chess</td>
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<td>21%</td>
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<tr>
<td>20%</td>
<td>Stranger In Town—Del Shannon—Amy</td>
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<td>19%</td>
<td>Got To Get You Off My Mind—Solomon Burke—Atlantic</td>
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<td>42%</td>
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<tr>
<td>18%</td>
<td>Come See—Major Lance—Okeh</td>
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<tr>
<td>16%</td>
<td>Be My Baby—Dick &amp; Dee Dee—Warner Bros.</td>
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<td>44%</td>
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<tr>
<td>15%</td>
<td>Not Too Long Ago—Uniques—Paula</td>
<td></td>
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<tr>
<td>14%</td>
<td>Do The Clam—Elvis Presley—RCA Victor</td>
<td></td>
<td>93%</td>
<td></td>
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<tr>
<td>13%</td>
<td>You Better Get It—Joe Tex—Dial</td>
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<td>61%</td>
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<tr>
<td>13%</td>
<td>Baby The Rain Must Fall—Glenn Yarbrough—RCA Victor</td>
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<td>21%</td>
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<tr>
<td>12%</td>
<td>Peaches And Cream—Ikettes—Modern</td>
<td></td>
<td>12%</td>
<td></td>
</tr>
<tr>
<td>11%</td>
<td>The Race Is On—Jack Jones—Kapp</td>
<td></td>
<td>90%</td>
<td></td>
</tr>
</tbody>
</table>

**LESS THAN 10% BUT MORE THAN 5%**

<table>
<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>If I Loved You</td>
<td>94%</td>
<td></td>
</tr>
<tr>
<td>Chad &amp; Jeremy</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(World Artists)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>If I Can't Explain</td>
<td>31%</td>
<td></td>
</tr>
<tr>
<td>The Who (Decco)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>For Mama</td>
<td>29%</td>
<td></td>
</tr>
<tr>
<td>Jerry Vale (Columbia)</td>
<td>8%</td>
<td></td>
</tr>
<tr>
<td>If I Ruled The World</td>
<td>83%</td>
<td></td>
</tr>
<tr>
<td>Tony Bennett (Columbia)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>I've Got $5.00 And It's Saturday Night</td>
<td>8%</td>
<td></td>
</tr>
<tr>
<td>George Jones (Musicor)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>It's Not Unusual</td>
<td>7%</td>
<td></td>
</tr>
<tr>
<td>Tom Jones (Parrot)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Find My Way Back Home</td>
<td>7%</td>
<td></td>
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<tr>
<td>Nashville Tenas (RCA Victor)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Come Back Baby</td>
<td>7%</td>
<td></td>
</tr>
<tr>
<td>Roddie Joy (Red Bird)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gee Baby I'm Sorry</td>
<td>24%</td>
<td></td>
</tr>
<tr>
<td>Three Degrees (Swan)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Cash Box—March 13, 1965
MANFRED MANN scores again!!!

with a great new single—
"COME TOMORROW"

and again!!

with a great new album
"THE FIVE FACES OF MANFRED MANN"

Watch Grow & Grow & Grow!!!

Ascot is a Division of United Artists Records, of course.
A well-earned vote of thanks must go out to WOR-New York's "Rambling with Gambling" morning show which will be celebrated with a week-long birthday party kicking off on March 13. The series originated with John B. Gambling and passed on to his son John A., the present host, in 1959. The celebration is slated to feature father and son, and their families, as well as show biz and political personalities.

Pepsi-Cola and WHAT-Philadelphia teamed up to add a new entertainment package to the station's format. The infant show, which premiered on Feb. 26, features the latest record releases as well as interviews with well-knowns in the entertainment field. In-

The 40th anniversary of WOR-New York's "Rambling with Gambling" morning show will be celebrated with a week-long birthday party kicking off on March 13. The series originated with John B. Gambling and passed on to his son John A., the present host, in 1959. The celebration is slated to feature father and son, and their families, as well as show biz and political personalities.

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fields, and KVEE-Conway, Arkansas is having difficulties in getting hold of pop singles and albums, as well as c & w albums.

The Colorado Children's Home is now $250 richer after answering KIMN-Denver's call for the world's largest snowball. With 2 bit of effort and a lot of snowflakes the kids constructed a "KIM-ball" nine feet high and thirty-feet in diameter. The next local snowball fight should be very interesting.

A new discotheque-styled package, "The Arthur Murray Dance Party" has been added to the format at WJW-Cleveland with its premiere on Feb. 20. The show, which originated in New York on New Year's eve, will be presenting two solid hours of "check-to-check" dance music for late evening romancers.

WEBR-Buffalo's Carroll Hardy provides an unexpected treat for his jazz audience when hornet Dan Ellis dropped in as his special guest.

VITAL STATISTICS:

Dale Peterson moves up from general sales manager to general station manager at WOR. Jim Wood has returned to KDSD-Sherman-Denison, Texas as Jim McShane steps up to manager of operations-programming at WFLA-St. Petersburg.

Bob Landers exits and Jim Tate joins WWEN-New York. Jim Wood returns to KDSD-Sherman-Denison, Texas. E. J. Holub gets the nod as sports director at KEL-Lubbock.

Ralph Petti pulls down manager slot at KONO-San Antonio. Johnny Mitchell takes over Tiger Myers announcing post at KIKK-Houston.

The green light as music director at KNYO-Fresno, while Ed Mitchell exits station for similar position at KRUX-Phoenix. Sam Riddle exits KPWB-Hollywood for heavy television film role.

Gary Marshall, former acting program music director at KTUY-Palmdale, California moves to newscaster-afternoon personality at KAVV-April Valley.

Don Grierson, former Australian deejay under the name of Don Gray, moves to KSPF-Los Angeles.

Bryce B, formerly with WGLI-Babylon, Long Island, shifts to WTPM-Fresh Meadows. Kassiday, previously with WLW-Cincinnati, joins the deejay staff on WIND-Chicago.

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FRANCE’S NO. 1 HIT
DESTINED TO BE
AMERICA’S NO. 1 HIT

GEORGIA GIBBS’
POWERFUL RENDITION OF CHARLES AZNAVOUR’S
"VENICE BLUE"
(QUE C’EST TRISTE VENISE)

PRODUCED BY JOE SHERMAN & GEORGE WEISS

BELL # 615

DISTRIBUTED BY BELL RECORDS
DISTRIBUTORS OF AMY-MAL
1776 BROADWAY, N.Y.C., N. Y.
I'M TONY WITH (CO'Tillion SIMON Cash (Wonderland—CROP 'SQ UNDERSTAND WHY SAKE NEW KISS Burfhen (Miller—MEAN THE Wrist DON'T fW///;amson CO SIMS RUSSELL DANNY 46 Bobby 20 1

IT'S THE Lee WIND (Wemar, Nashville Rick (ASCAP) (Just Skidmore— Freddie Friendsh

WONDERFUL Joy Orchestral YOUR ALL & compilation, BMI) SAYS T-Neck Teens ASCAP) is BM & is BM (Hartford), (Nashville), 1

LETTING THIS FAMILY DISTRIBUTORS & country and & through Atlantic licensees in other parts of the world.

RUSSELL SIMS President, Sims Records, Inc.

JUST RELEASED!

THE HAPPY GOODMAN FAMILY IT'S A WONDERFUL FEELING SIMS 129

THE WALLACE BROTHERS SOUL SOUL AND MORE SOUL SIMS 128

TONY DOUGLAS HIS 'N' HER SIMS 121

BOBBY BARNETT AT THE CRYSTAL PALACE SIMS 118

NEW & HOT—HAL WILLIS "KLONDIKE MIKE" (Sims 325)
NEWEST... MOST EXCITING SINGLE
BY AMERICA'S INCOMPARABLE GROUP!

THE
SERENDIPITY
SINGERS

MY HEART KEEPS
FOLLOWING YOU

40278
They're swinging across country to sell-out campus concerts...
they're on the move—all the time...
straight up to the Number 1 spot

PHILIPS RECORDS
ONE WORLD OF MUSIC ON ONE GREAT LABEL
PETE SEEGER
AT HIS BEST ON
FOLKWAYS RECORDS

FA 2230 American Favorite Ballads, Vol. 1
FA 2412 Pete Seeger at Towne Hall
FN 2501 Gazette
FN 2592 Gazette, Vol. 2
FC 2701 American Folk Songs for Children
FA 2546 Broadside
FA 2523 Songs of Struggle & Protest
FA 3003 Banjo Instructor
FR 8354 The Folk Singer
BR 302 Bluegrass Vol. 2
3 other Pete Seeger albums available
Write for our free catalogue of 1,200 Lp's

FOLKWAYS RECORDS
65 West 46th Street New York 36, N.Y.
...NEW CASH FOR YOU!

THE BARRACUDA!

ALVIN CASH & THE CRAWLERS
Featuring THE REGISTERS’ BAND

Plus...

TWINE TIME LP ML 1827
EVERY BEAT OF MY HEART
The DU-ETTES

SAD FEELING
CICERO BLAKE

TWINE TIME
ALVIN CASH & THE CRAWLERS

WOODBINE TWINE
5 DU-TONES
4831

HE’S READY
McKINLEY MITCHELL
4832

Coming soon
OLP 6600
featuring
BETTY EVERETT
5 DU-TONES & McKINLEY MITCHELL

Cash Box—March 13, 1965
LISTEN... (CLOSELY)

"...Billy Stewart's I DO LOVE YOU (Chess 1922) is going all the way!"

"...DON'T MESS UP A GOOD THING by Fontella Bass & Bobby McClure (Checker 1097) is a giant!"

"...Fantastic response on Tony Clarke's THE ENTERTAINER (Chess 1921)"
The Ever Great

Everly Brothers

Greater Than Ever . . .

GIVE ME A SWEETHEART

c/w That'll Be The Day

WARNER BROS RECORDS
NEW YORK—Vet Metropolitan Opera star tenor Richard Tucker was recently presented with a medal from the City of Vienna honoring his recent Columbia album, "Vienna, My City Of Dreams." The medal, reproducing the oldest known official seal of Vienna, was awarded by Johannes G. Willfort (left), Austrian Consul General in New York. Accompanying the medal was a letter from Hans Madl, Vice-Mayor of Vienna, thanking the American tenor for helping to popularize beloved Viennese melodies. In his LP Tucker performed 15 popular Viennese songs, sung for the first time in English.

WHIPPED CREAM
Tijuana Brass (A&M 780) 1964
Warren Connelly (Decca 7186)

HELLO DOLLY
Bobby Darin (Columbia 5359)

MATCHKINDER
Connie Bannister Addorkey (Capital 5374)

CHIM, CHIM, CHEEREE
Now 74 (Columbia 42315)

YOU'RE THE CREAM OF THE CROP
Lee Rogers (D-Town 185)

HEARTACHES
Pete Benno (Dot 16488)

TOMORROW NIGHT
Dottie Jo ( Epic 7966)

SOMEONE TO MEET
Z.Z. Hill ( Keed)

THE SPECIAL YEARS
Romeo Brent (Maulsey 7389)

CAST YOUR FATE TO THE WIND
Sounds Orchestral (Paramount 942)

WE ARE IN LOVE
Bobby Byrd (Sash 1964)

DISCOTHEQUE USA
Jimmy McCarlin (Cal 122)

THE 3RD MAN
Les Chiubs Taborianas ( RCA 610)

IF YOU'VE GOT A HEAL
Peter Nero (RCA Victor 5093)

TELEPHONE SONG
Geri Dandrige (RCA Victor 5093)

UMBRELLAS OF CHERbourg
Kai Winding (Verve 1034)

THE CHIEF
Professor Long Hair (Watch 1900)

NEW ADDITIONS to TOP 100

62—TIRED OF WAITING FOR YOU
Sundie Sande (Reprise 0342)

65—DOLLS DON'T COME
Sundie Sande (Reprise 0342)

70—COME STAY WITH ME
Sundie Sande (Reprise 0342)

76—NEVER NEVER LEAVE ME
Mary Wells (20th Century Fox 570)

79—WHEN I'M GONE
Brenda Holloway (Tamla 5411)

80—ANYTIME AT ALL
Frank Sinatra (Reprise 0350)

84—BEGIN TO LOVE
Robert Goulet (Columbia 43234)

87—I CAN'T STOP THINKING
Sundie Sande (Reprise 0342)

96—LOOSING YOU
Daisy Springfield (Phillips 4037)

100—I DO LOVE YOU
Billy Stewart (Chess 199)

Al Ham Heads Music Dept., Label of Electronovision

NEW YORK—Al Ham has been appointed vice president in charge of all musical activities for Electronovision and president of Electronovision Records. It was announced last week by Bill Sargent, president of the company. Electronovision is the new, speedy feature film process.

Ham will continue to operate out of New York. He recently completed the music for the company's upcoming production of "Harlow." He had previously been associated with Joy Records as a producer, arranger and conductor and was at Columbia Records as a producer and associate director of Pop & R&B under Mitch Miller. The soundtrack for Electronovision's "Harlow" which will be a presentation of Marshall Naddy and Bill Sargent and released by Magna Distribution Corp., will be "laid in" during actual filming on a motion picture sound stage for what is believed to be the first time in picture history. The film will star Dorothy Provine in the title role from a screenplay by Kari Tunberg.

Album of the score will be released by Electronovision Records in April.

C-P Names Darnell To Post In New York

NEW YORK—Bill Darnell, vet promo man, has joined the New York offices of Cameo-Parkway Records as an account representative to Jerry Shifrinn, general manager. Shifrinn reports that the label has picked up another maverick from Pye Records of England. It's a Top 10 side called "Funny How Love Can Change Me" by the Pye League. Diskery recently marketed here another Pye maverick, "Can't Keep Our Fate To The Winds" by the Sounds Orchestral.

As part of the label's general expansion, Shifrinn said the diskery will resend new quarters in New York in the near future.
**Rita Pavone Skeds**

**Carnegie Hall Stand**

NEW YORK—Italian songstress Rita Pavone is scheduled to make her live New York debut on Mar. 20 at Carnegie Hall.

*Introductory to American audiences on the Ed Sullivan, RCA’s lark made her American appearance last week.

Another RCA waxer, Franco Pagani, is also billed on the forthcoming concert, which will be produced by Erberto Landi and will include singing emcee Matteo.

**Jamie/Guyden Buys**

**Country Master**

NEW YORK—Johnny Williams’ “Black Veil,” which was originally out on the Pic-1 label, has been released with a larger distribution by Jamie/Guyden. The Hughie Meaux-produced disk has reportedly sold over 70,000 units in Atlanta, Nashville, Charlotte, Houston and Dallas.

**Ogerman Pubbery Gets**

**Fanny Hill’ Rights**

NEW YORK—The rights to the music of the Ogerman produced film version of “Fanny Hill” have gone to Helios Pubbery, one of the Claus Ogerman publishing firms. The movie and the CCC Famous Players Picture is scheduled for release in America shortly. A large national campaign has been prepared and is being scheduled to augment the publicity which is being issued in the free distribution of 30,000 copies.

**Dan Niles To Director At Independent Record Sales**

SEATTLE—Craig Corporation’s subsidiary, Independent Record Sales, has appointed Dan Niles as director of promotion and publicity relations functions.

Niles broke into the music industry in 1960 with Northwest Record Center, now called West Coast Record Distributors, and left last Sept. to form his own promotion-public relations firm. Besides his new post, he intends to remain active in his own office.
INTRODUCING
MIGHTY METRO
THE HIGH-PROFIT,
HIGH-VOLUME
BUDGET ALBUM LINE
FROM MGM RECORDS

Metro, the new high-profit,
high-volume, low budget-priced album
line from MGM Records is geared to
sell the discriminating as well as the
impulse record buyer. Metro puts
this dual sales punch into your racks
and browser boxes by putting the
selling emphasis on the key to
consumer record buying—
NAME POWER—with a list of these
stars:
CONNIE FRANCIS,
ELLA FITZGERALD,
STAN GETZ,
THE RAY CHARLES SINGERS,
AL HIRT,
LOUIS ARMSTRONG,
HANK WILLIAMS,
JUDY GARLAND,
COUNT BASIE
and many, many others.

Metro is the budget-line leader for '65
and is another fast moving quality product
from MGM Records. Order now!!

Metro Records is a division of Metro-Goldwyn-Mayer, Inc.
<table>
<thead>
<tr>
<th>Track</th>
<th>Artist</th>
<th>Position Last Week</th>
<th>Position This Week</th>
<th>Change</th>
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<tr>
<td>1</td>
<td>Goldfinger</td>
<td>Soundtrack (United Artists UAL 4177)</td>
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<tr>
<td>2</td>
<td>Mary Poppins</td>
<td>Soundtrack (Buena Vista BV 4062/4063)</td>
<td>2</td>
<td>1</td>
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<tr>
<td>3</td>
<td>Beatles' Hits</td>
<td>Capitol (T/ST 2728)</td>
<td>3</td>
<td>1</td>
</tr>
<tr>
<td>4</td>
<td>You've Lost That Loven' Feeling</td>
<td>Four &amp; Four Bros. (Philips LP 4007/4008)</td>
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<tr>
<td>5</td>
<td>My Fair Lady</td>
<td>Soundtrack (Columbia KOL 8000)</td>
<td>5</td>
<td>2</td>
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<tr>
<td>6</td>
<td>Where Did Our Love Go</td>
<td>Supremes (Motown MT 621/S 621)</td>
<td>6</td>
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<tr>
<td>7</td>
<td>Beach Boys in Concert</td>
<td>Capitol (C/AD/STA 3798)</td>
<td>7</td>
<td>2</td>
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<tr>
<td>8</td>
<td>Blue Midnight</td>
<td>Best Kompopet (Decca DL 4569/74895)</td>
<td>8</td>
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<td>9</td>
<td>The Best of Al Hirt</td>
<td>RCA Victor LPM/LSP 3309</td>
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<td>10</td>
<td>Dear Heart &amp; Other Songs About Love</td>
<td>Henry Mancini (RCA Victor LPM/LSP 3500)</td>
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<td>11</td>
<td>My Love For Me</td>
<td>Robert Goulet (Columbia CL 2286/ CS 906)</td>
<td>11</td>
<td>1</td>
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<tr>
<td>12</td>
<td>Fiddler on the Roof</td>
<td>Original Cast (RCA Victor LCO/LSP 3708)</td>
<td>12</td>
<td>1</td>
</tr>
<tr>
<td>13</td>
<td>Right Now</td>
<td>Righteous Bros. (Mascot LSP 1001)</td>
<td>13</td>
<td>1</td>
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<tr>
<td>14</td>
<td>TRINI Lopez A LAMO</td>
<td>(RCA Victor RS 6416)</td>
<td>14</td>
<td>1</td>
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<tr>
<td>15</td>
<td>L-O-V-E</td>
<td>Ray Charles (C/AD/STA 3798)</td>
<td>15</td>
<td>1</td>
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<tr>
<td>16</td>
<td>Downtown</td>
<td>Petula Clark (Warner Bros. W/WS 156)</td>
<td>16</td>
<td>1</td>
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<tr>
<td>17</td>
<td>Some Blue Eyed Soul</td>
<td>Righteous Bros. (Mascot 1002/S 1003)</td>
<td>17</td>
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<tr>
<td>18</td>
<td>People</td>
<td>Barney Beford (Columbia CL 2372/ CS 9023)</td>
<td>18</td>
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<tr>
<td>19</td>
<td>Dear Heart</td>
<td>Jack Jones (Kapp KL 1431/S 145)</td>
<td>19</td>
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<tr>
<td>20</td>
<td>Let It Go</td>
<td>Don Covay (Columbia CL 2372/ CS 9023)</td>
<td>20</td>
<td>1</td>
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<tr>
<td>21</td>
<td>Nancy Wilson Show</td>
<td>Capitol KAO/KSA 2336</td>
<td>21</td>
<td>1</td>
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<tr>
<td>22</td>
<td>With a Little Bit of Heaven</td>
<td>John Gary (RCA Victor LPM/LSP 3179)</td>
<td>22</td>
<td>1</td>
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<tr>
<td>23</td>
<td>Getz-Au Go Go</td>
<td>Stan Getz (Verve 4600/V 8460)</td>
<td>23</td>
<td>1</td>
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<tr>
<td>24</td>
<td>The Kingmen Vol. III</td>
<td>(Warner Bros.)</td>
<td>24</td>
<td>1</td>
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<tr>
<td>25</td>
<td>You Really Got Me</td>
<td>Kinks (RCA Victor RS 6416)</td>
<td>25</td>
<td>1</td>
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</tbody>
</table>

**Looking Ahead Albums**

1. **Rolling Stones, Now!** (London LL 3420/P 5402)
2. **Two Diamond Rings** Gary Lewis (Liberty LRP 3408/LST 7408)
3. **The Shangri-Las** (RCA Victor LPM/LSP 3179)
4. **Going Out of My Head** Little Anthony & The Imperials (Coral 33045/4628)
5. **The Supreme Sing Country Western and Pop** Motown MG 2004
6. **First Of 1965** Lawrence Welk (Decca DL 3616/35616)
7. **The Searchers LP** (Kapp KL 4142/KS 3412)
8. **Go... Go... Go!!!** Acker Bilk (RCA Victor LPM/LSP 3307)
9. **Hold What You've Got** Joe Tex (Atlantic 3016/SD 8106)
10. **Song for My Father** Horace Silver Quintet (Blue Note 4185)
11. **Don't Forget I Still Love You** Bobbie Martin (Coral CRL 8474/ CRL 754727)
12. **How Sweet It Is to Be Loved** Marvin Gaye (Tamla 255/S 255)
13. **Uptown with Petula Clark** Petula Clark (Decca DL 4569/74895)
14. **Our Shining Hour** Sammy Davis & Count Basie (Capitol BBL 328)
15. **Gone, Gone, Gone** Everly Bros. (Warner Bros. W/WS 1585)
16. **Walk Away** Matt Moncrief (Liberty LRP 3402/LST 7402)
17. **12 X 5** Rolling Stones (London LL 3420/P 5402)
18. **Everybody Loves Somebody** Doo Wop (RCA Victor RS 4310)
19. **Cowboys and Indians** New Christy Minstrels (Decca DL 4315/S 5910)
20. **My Fair Lady** Andy Williams (Columbia CL 2285/ CS 9061)
21. **Great Live Show On Earth** (Smash MS 7065/927069)
22. **Getz/Gilberto** Stan Getz & Joao Gilberto (Verve V 9457/74574)
23. **The Kingston Trio** (Decca DL 4613/DL 7416)
24. **Love Is Everywhere** Johnny Mathis (Mercury 29091/ SR 60991)
25. **I Had a Ball** Original Cast (Mercury OCM 2210)
26. **Sugar Lips** Al Hirt (RCA Victor LPM/LSP 3796)
27. **Peter, Paul & Mary in Concert** (London DL 685/LP 659 S)
29. **Ain't Missin' You** Brenda Lee (Columbia CL 2372/ CS 9075)
30. **Golden Boy** Marty Paich (Columbia CL 2193/ CI 9030)
31. **INTRODUCING HERMAN'S HERMIT** (Verve 4382)
32. **Command Performance, Live in Person, Joan & Dean** (Liberty LRP 3403/LST 7403)
33. **Ray Charles Live in Concert** (ABC Paramount/ABC S 500)
34. **My Fair Lady** Original Cast (Columbia CL 5000/ CO 325)
35. **Ramblin' Rose** Hank Williams, Jr. (Capitol T/ST 1837)
36. **The Zombies** (RCA Victor RS 6416/PAS 71001)
THE IMPRESSIONS’ GREATEST HITS—ABC
Paramount ABC/ABC's 515

A dozen of the Impression's biggest hits were brought together for this package, including "Gypsy Woman," a few years back. The trio differs from the 1964 sound of so many groups with a soft, smooth style that leans a bit toward the religious style. This is especially evident with their version of the Vaughan’s hit charter, "Ahmen," and "Sad, Bad Boy and Girl." Both of which are included on the package. The album shows promise of following in the wake of the group's past success.

MUSIC TO READ JAMES BOND BY—Various Artists—Capitol UAL 4145/UAS 6145

Unified Artists has brought together some of the more well-known personalities in the instrumental field to way an exciting batch of themes from the smash James Bond flicks. Among the artists featured in the album are Al Calia, Perez Prado, Ferrante & Teicher and Leroy Holmes with tracks including "James Bond Theme," "From Russia With Love" and the intense Shirley Bassey version of "Goldfinger." Hosts of the 007 fans could make this LP a chart-climber in short order.

THE IMPRESSIONS—GARY LEWIS—Liberty LP-3409/LST-7408

Gary Lewis' first LP outing has the hit look all-over it! The album hits the number 1 spot on the best-seller list, the tunes feature a sampling of recent smash hits and the sound is one that will grab the market as much by storm as did the title tune, "This Diamond Ring," which opens the LP. Hard-driving rhythm & a companion piece from the Playboys tunes like "Keep Searchin'" and "Love Potion Number Nine" into action-packed tracks. Here is a set that should skyrocket.

MUSIC TO READ JAMES BOND—Colpix CF/SCP 521

The grand sweep of ocean storms and the quiet language of soul's sea is beautifully captured in the score written for the epic filming of Joseph Conrad's "The Lord Jim." The soundtrack recording features the talents of Richard Kaper, who has come up with several Oscar-winning efforts before, and orchestration which employs many of the native instruments. The popular theme "The Color of Love" and widespread promotion for the picture should create quite a demand for this album. Other tracks include a prologue spoken by Jack Hawkins and "River Journey."
The Southern Gentleman's Second Pop/Country Hit in a Row!

SONNY JAMES 5375
THE SOUTHERN GENTLEMAN
I'LL KEEP HOLDING ON (JUST TO YOUR LOVE)
I'M GETTING GRAY FROM BEING BLUE

And his current best-selling album! ST 2209
THE GARY LEMEL ALBUM—Vee Jay VJ/VJS 1129

A newcomer to the recording industry, Gary Lemel comes on strong in his waxing debut for Vee Jay. The young singer displays his vocalizing capabilities with warm and sincere renditions of vintage standards like "I Know," "Joey," "All Night Long" from "My Fair Lady." May appeal to children as well as adults.

MOTION PICTURE THEMES ON THE MARCH—Paul Lavalle and the Band of America—RCA Victor LP 3885

Paul Lavalle and the Band of America take a dozen tunes from recent vintage movies and B'way shows and set them recording time on this new Victor release. Some of the film themes on the track that receive the imaginative Lavalle treatment include the title song from "Pilgrim," "The Great Escape" as well as the well-known "I Could Have Danced All Night" from "My Fair Lady." May appeal to children as well as adults.

THE "YEH-YEH" GIRL FROM PARIS—Francoise Hardy—4 Corners FCL 4288/FCS 4288

Francoise Hardy is one of the most popular young singers in France and, on the basis of this premiere 4 Corners product, one could well establish her reputation on this side of the foam. The lark has a wide-range voice and an infectious distinctive delivery. Among the best listening bets of this all-French program are: "Tous Les Garcons E; Les Filles," "La Fille Avec Toi." "I Est Tout Pour Moi."

THE NEW WAVE—The New Wine Singers—Village Gate 20031M/20035

The New Wine Singers apply a satin smooth styling to a dozen top-drawer selections by seven of the leading composers of folk music's "new wave" (i.e. Bob Dylan, Phil Ochs, Pete Seeger). Each of the ingredients in this package make this disk a sure-fire hit on the campus crowd. Among the songs powerfully read are: "Going Home," "Who Killed Davy Moore?" and "She's My Everlivin' Machine." This set, packed with social content and contemporary sense of humor, is also available in a four-tour of the Village Gate package which features two jazz records and another folk-collection.

PAUL CLAYTON, FOLK SINGER—Monument MLP 6017/SLP 6018

Once in a great while a new folk singer comes on the scene of exceptional merit. Paul Clayton is such an artist. The young man has a rich, vibrant voice and a sensitive, lyrical delivery aptly suited to his varied collection of originals, standards and recent vintage favorites. While accompanying himself on the guitar he turns in top-flight renditions of "Day At Coal Creek," "Silver City Bound" and "Lucy Down Betty." Loads of listening enjoyment here.

RUMBAAS SOLAMENTE RUMBAAS—Orquesta Serenata Tropical—Columbia EX 5134/ES 1524

Although Latin rhythms have dominated the society dance floors, and been very popular with the younger set, this is the first package of rumba to come along in quite a while, and it should find a welcome in the dance crowds, and among platter spinners who specialize in softer pop music. This is not meant to deny the presence of the Latin fire in this collection, which sparkles on tracks like: "Para Vigo Me Voy," "El Manisero," "Pues, Pues." A wonderful package.

THE REMARKABLE VOICE OF FLO HANDY—Carney LPM 200

The long undiscovered talents of Flo Handy have finally been unveiled in her debut package of bluesy standards. Torch songs seem to be the natural commodity of Handy's smoky style, which is ably backed up by George Barnes and Carl Kress. Some of the vintage tunes included in the package are: "I Didn't Anyone Tell You?" and "How Long Has This Been Going On?" This package could yet wider acceptance from the midnight spinners.

JAZZ BEST BETS

YOU BETTER KNOW IT—Lionel Hampton—Impulse A/AS 78

Lionel Hampton, whose swinging style goes back to the days of Savoy, has been delving in the past for a batch of oldies, mixed in a few newies and served up a platter of good listening. The wheeler dealer Terry On the horn, Ben Webster on tenor sax, Hank Jones on the ivory, MJ Dickson picking the bass and Osie Johnson on the vibes for oldies like "Ring Dem Bells" and "Sweetheart's On Parade" and more recent tunes such as "Taste of Honey.

BRASIL '65—Wandah de Sah—Capitol T/ST 2294

The exciting music of Brazil, which has lately gained a lot of attention among jazz artists and music fans, should be gaining many more with this new exposure by Wandah de Sah. The thuth, backed up by tricky jazz stylings of the Sergio Mendes Trio and Wandah de Valente on the guitar, has a plaintive style which adapts easily to either a gentle ballad or a more lively "bossa nova" which she demonstrates on tracks such as "Let Me" and "One Note Samba.

CARNIVAL SKETCHES—Gene Shaw—Arigo LP 749

Latin Carnival provides the material for a great portion of this jazz-samba album, with five of the nine tracks featuring this style of depecting the approach, arrival at and departure from the festivities. Some fine trumpeting by Gene Shaw, great organizing by Marshall Thompson and Benny Cooke, and beautiful verse work from Robert Russell could make this side a popular hit for anyone looking into the Latin market. The second side consists of a great variety of Latin-jazz-merchandisers, and the third the use of a happy chron in the jazz jungle.

ZOOT SIMS/KOO KOO WITH PHIL WOODS & JON EARDLEY—Status ST 8308

Here's a package that should make for most enjoyable listening during those "idle moments." Features four top-notch jazzmen with the double combination. The group captures the mood of the time on one's own, and after establishing the gloomy mood, they are able to lift the sadness with a lively set of take-offs. The entire album features some wailing sax solo by Joe Henderson, fine guitar playing by Green, and a group of tremendous vibraphone performance by Paul Jenkins. Tracks include: "Django," "Preludes," and "Jean de Fleurs.""
March 8, 1965

A LETTER OF THANKS TO

THE BARRY SISTERS for your exciting and imaginative interpretation of the score from "Fiddler on the Roof", which we have just released.

SID FELLER for your brilliant arrangements, which must be counted among the best in your musical career.

SUNBEAM MUSIC CORP. for suggesting the recording of this version of the score from "Fiddler on the Roof".

SHELDON HARNICK and JERRY BOCK for your creative genius which has produced one of the most memorable scores in Broadway history, which, in turn, enabled us to produce what we consider one of the most outstanding albums in ABC-Paramount's catalog.

That just about says it all, except that I want to add my own personal belief that all of these outstanding talents have blended together to create a record that most of us in the record business dream of, but hardly ever achieve.

Thanks again,

LARRY NEWTON
Decca Reduces Price On New Phonograph

NEW YORK—Decca has reduced the price of the Graham J (DPS 41). Its fully transistorized phonograph, from $22.50 to $19.95 and dealer costs have been reduced accordingly.

The unit, introduced in Jan., features the smaller cartridge with a constant-four speed motor and an unbreakable plastic case.

Musicron Opens London Office

NEW YORK—Musicron records has begun a bridge with the Atlantic with its opening of an office in London.

Art Talmadge, the label's proxy, has taken the office from Gerry Bron, who has produced waxings by Gene Pitney and Marilyn Faithful, to do the same on the British scene.

Price To Record Strauss Works

BOSTON Leontyne Price, the soprano, has had her two concert performances with the Boston Symphony Orchestra under Erich Leinsdorf originally set for Dec. 11-12 rescheduled to Mar. 20-21. Her programs with these evenings will consist of the final scene of Richard Strauss' "Salome," and the Awakening Scene from the same composer's "The Egyptian Helen." RCA Victor will record these works following the appearance. This will be her first recording in the Strauss repertory.

Last week 1, the artist began a series of performances of Verdi's "Ernani" with the Metropolitan Opera. She is also starring in Verdi's "La Forza Del Destino," a new release from Victor, which features Richard Tucker, Shirley Verrett, and Robert Merrill as well.

Surgery For Scheck

NEW YORK—George Scheck, personal manager of Connie Francis and Mary Wells, among others, underwent a gall bladder operation on Sat., Feb. 4 at New York Hospital. He was reported home Sunday (7) to recuperate at home.

Valiant Records Cuts Initial Wax Single

NEW YORK—Poor Star Television's label subsidiary, Valiant Records, has released its first single under its own distribution setup.

Initial honors have gone to the Sweets, three females who are making their waxing debut. Their first outing is called "Mama Saw Me" b/w "The Riches Girl In The World."

Lainie Kazan Debuts With "Color Of Love"

HOLLYWOOD—Lainie Kazan has made her debut in the recording industry with her waxing of "The Color Of Love" on Colpix. The ballad, one of the major themes of Columbia Pictures' epic, "Lord Jim," was composed by Bronislaw Kaper with lyrics by Bob Russell.

The Israeli lark received her first big break in the beginning of Feb., when, as a Broadway stand-by she stepped into the lead role of "Funny Girl" after Barbara Streisand came down with laryngitis, and as Time Magazine reported "the audience scored its approval."

Columbia Pix Opens Music Promotion Push

NEW YORK—Columbia Pictures has embarked on a major music-promotion program, highlighted by a dozen singles and LP's waxed by five different labels, for five of its forthcoming film releases.


Other recordings also scheduled for release by the end of May, are "Cat Ballou" by Nat Cole on Capitol and two singles of tunes from "Major Dundee" by Mitch Miller on Columbia.

Current flicks getting heavy promotion by the movie maker include "Lord Jim" and "Baby The Rain Must Fall."

Masters Buys "Peanuts"

BUFFALO—Masters Releasing, Inc. recently announced its acquisition of the master disk of "Peanuts," the recent star of the Sunglows, The Latin-polka tune was reported clicking in a number of locations in Texas, and will shortly receive national promotion. The deck will be distributed on the Sunglow label.

Britain Songwriter To Arrive In States

NEW YORK—Another British invasion has been scheduled for this week when one of England's top tunesmiths, Mitch Murray lands in New York for a ten-day foray, during which time he'll stay at the American Hotel and meet with publishers, record companies, producers and artists.

Murray, who penned such hits as "I Like It," and "How Do You Do It?" for Gerry and the P镶akers, and "I'm Telling You Now" for Freddie and the Dreamers, will also meet with deejays and program directors to discuss the possibilities of taped interview spots with American artists visiting England.

Following the New York visit the penner flies to the West Coast for talks concerning movie soundtrack scores. He's already composed the scores for two British flicks and has recently returned from Budapest where he penned a pair of tunes for a forthcoming George Sandner film.

Ad Correction

NEW YORK—A World Artists' ad on page 39 of last week's issue failed to note the label's Canadian rep: Trans-WORLD Record Co., Inc.

UA Welcomes Diane Lampert To The Fold

HOLLYWOOD—Murray Deutsch, head of music publishing for United Artists, recently co-hosted a party in honor of lyricist Diane Lampert, who was recently signed to the company. Diane, who has just concluded the lyrics for the "I'll Take Sweden" flick for UA has also been set to write the lyrics for a new TV show called "Two's Company." Standing (left to right) in the above pic at the bash are John Astin, Mrs. Murray Deutsch, Hanne-Behrer ex-Pan Blocker, Diane Lampert, Deutsch and press agent Phil Paladin.
Gortikov's NARM Speech (Continued from page 7)

to apply to each. Wear the shoe only if it
fits.
2. Your returns are for too high, and I con-
tend this is the reason why most of the liberalized prices offered you are bing-
ning too high, too often, and too small, inad-
erate, inadequate, and marginal suppositions.
3. You sell most of your shoes at below retail price.
4. The many of you do not bill your prices on time.
5. Your extension and inadequate capitalization should
be better.
6. Your shipping and returns is too high, and
7. Your returns are out of line. Too often, you
your sales in the shoe business—be it in small or large.

APPRAISAL AND ASSESSMENT. We are new in
this business, but we have accumulated a
lot of experience in the world. Are you providing
more and better service to your customers?
If you are, your merchandising and your
industry. Are you reviving your business to meet
customers' needs? Are you new in this business,
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Atlantic's Jazz Roster
Push Adds Elvin Jones
NEW YORK—Atlantic Records, showing renewed interest in new jazz signings in recent months, has pacted drummer Elvin Jones to an exclusive deal, according to Nenad Ertugan, label vp, who's already cut the artist's first LP for the diskery.

Jones has been a mainstay with the John Coltrane group for a number of years. He continues as a member of the combo, but will be cut as a feature artist on Atlantic. Also a onetime member of the Charlie Mingus and Bud Powell ensembles, Jones is the brother of two other prominent jazz men, pianist Hank Jones and drummer Thad Jones.

Although its jazz catalog is vast and full of famed talent, Atlantic recently began to further augment its jazz line. Signed a short while ago to exclusive pacts were Nat Adderley and Hubert Laws. Negotiations are presently underway to add even more names.

Chess Corp. Gets New Ad Logo
NEW YORK—Chess Producing Corp. has just obtained a new ad logo, which was designed to give the expanding organization corporate entity. The design was created by Jason Kirby, and will mark all copy and releases on Chess, Checker and Argo Records.

Lucille Press Dies At 49
CHICAGO—Mercury Records' A&R administrator in Chicago died last week in St. Luke's Hospital after a prolonged illness. She was 49. Her tenure with the label dates back to 1946, which made her the company's oldest female employee from the standpoint of seniority.

She was appointed home office manager in 1948 and moved up to her most recent position in 1950.

Burial services were held last Thursday.

Greengrass Artists Get
ABC-Para Distribution
NEW YORK—GLG Productions' chief Kenny Greenglass has just concluded a production deal with ABC-Paramount Records to produce and distribute masters of artists under contract to Greenglass. This will include such personalities as the Highwaymen, Ron Murphy and Dave Fisher, but not Steve Lawrence and Eydie Gorme, also managed by Greenglass but recording for Columbia.

In a general expansion move, the publicity chief also took on Phil Lawrence as his personal assistant. Lawrence has recently produced a series of concerts for the Highwaymen, and will be actively involved in the publishing firm.

"Peyton Place" Femme
Waxing For Philips
LOS ANGELES—Chris Connelly, co-star of TV's "Peyton Place," has moved into the record field by inking with Philips Records. Her first sessions include a single "Theme From Peyton Place" b/w "Young Love" and an LP called "The Boy From Peyton Place." Both were recorded simultaneously and are scheduled for a Mar. 15 release.

Cambridge DJ Sampler
NEW YORK—Epic Records has made up a special 45 rpm demo disk containing three tracks from Godfrey Cambridge's new LP for servicing to deejays.

The tracks, "Theatre In The Sky," "Las Vegas And Other Goodies" and "The Manual Of Arms And Other Put-ons" were taken from the comic's second album, called "Then Cotton Pickin' Days Is Over" which was recorded live at the Hungry i in San Francisco.

ALBUM PLANS

ABC-PARAMOUNT-IMPULSE
"Big Drive in '65": 1 free for each 6 purchased. Expires: April 30.

ATLANTIC/ACO
10% album program on all LP's—new release as well as catalog. Expires: March 15.

AUDIO FIDELITY
LP deal: buy-6-get-1-free, plus one stereo spectacular demo at $6 with the purchase of each 2 catalog records. No termination date announced.

COLPIX
Cash reduction of 25% on b/d dual LP's to 27¢ on top-listed stereo LP's. Reductions of $1 on "600" series and 22¢ on "500" series.

DECCA-CORAL
Special terms on LP's available through local branches and distributors. No expiration date announced.

FORTUNE
1 free album when 6 are purchased in any combination. No time limit.

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

LIBERTY-DOLTON
Special terms, available from distributors, on albums. Expires: Mar. 31.

NASHBORO
Buy-10-get-2-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

ORIGINAL SOUND
1 LP free for each 10 purchased less 3¢ cash discount. No expiration date.

PHILIPS
All pop, jazz, and Country albums carry a 10% discount. 5% discount available on all classical product. Offer expires Apr. 30. Dated billing from factory to distributor of 30-60-90 days on Mar. purchases, and 30-60 days on Apr. LP buys.

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

STARDAY
10% discount on 200 regular albums, 5% discount on $1.98 Economy Line. No expiration date announced.

TAMLA-MOTOWN-GORDY
Buy-1-get-1-free. Expires: No time limit.

VEE JAY
15% discount on LP's.

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

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

Opening Up The Northwest

SEATTLE—RCA Victor's Bobby Bare, who has become one of the touringest country singers around today, is shown above in Seattle where he dropped in on one-stop operator Lew Choate (left), accompanied by Victor's Jerry Morris. The songster, with one highly successful European tour behind him and another scheduled for later this year, is currently riding high with his "The Travelin' Bare" album.

SEATTLE—RCA Victor's Bobby Bare, who has become one of the touringest country singers around today, is shown above in Seattle where he dropped in on one-stop operator Lew Choate (left), accompanied by Victor's Jerry Morris. The songster, with one highly successful European tour behind him and another scheduled for later this year, is currently riding high with his "The Travelin' Bare" album.

The Original Hit Is On Sunglow!
Sold 80,000 in Texas!
Spreading Nationally

PEANUTS
(La Cacahuata)

By The Sunglows
SGS-107

Sunglow Record Company
Distributed Nationally By:
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959 Main Street
Buffalo, N. Y. 14203
Telephone: (716) 882-5827
Honest Talk At NARM Meet (Continued from page 7)
called to the rack jobbers' attention the fact that they are on the brink of a new war they must soon face: A war between themselves.

The first war, as Cortikov put it, represents more concern for sales in the United States from sales in foreign countries. And the second war is not planning for the future when sales in the United States will diminish. It is not a war between rack and stock, but between the rack manufacturer and the shoe manufacturer of the future who will be handling the merchant's name brand of "Super Merchantizer" who will do all things right that today's jobbers are doing wrong.

Rack jobber Charlie Schlang of Merchow of America Inc., covered the five-plus years he has been a rack manufacturer by saying that there are no more jobs on the rack and are not planning for the future when sales in the United States will diminish. It is not a war between rack and stock, but between the rack manufacturer and the shoe manufacturer of the future who will be handling the merchant's name brand of "Super Merchantizer" who will do all things right that today's jobbers are doing wrong.

The highlight of Schlang's dialogue was his proposal that manufacturers offer only a catalog merchandise (LP's) while carrying only a small selection of hit current LP's, thereby creating an incentive to stock catalog product in depth. He went on to say that he could stock again at a reduced price — records they are not now stock because they are shipped to the rack for 20 percent instead of 7 percent. Schlang also proposed that only a 4-track reel-to-reel tape be shipped, which the producers now ship, to keep the sales records before they are opened. Schlang also proposed that only a 4-track reel-to-reel tape be shipped, which the producers now ship, to keep the sales records before they are opened.

Irwin Steinberg, Mercury Exec. V.P., and one of the eight members of the present and past rack jobbers, backed Schlang's comments, followed with a bitting comment that no matter how Schlang's proposal works out for Schlang, it would be harmful to English. Schlang wanted a price break for the rack jobbers, but the jobbers have been refraining jobbers for years. "If a manufacturer reduces price on his catalog merchandise but increases his price for hit best-sellers, dealers will stock fewer catalog LP's because they can make more money on current LP's, thereby reducing the incentive to stock catalog product in depth. The result is that the modern merchant will have to turn to personal-type management to supply demands. He will have to hire new personnel capable of running complex business operations; to skilled attorneys; to the board of directors; the executive inventory controls; to sales analysts; to their own Western Kentucky University, to supply inventory controls; financial analysts; and to sales analysts, etc.

Doody's thoughts and advice were presented in a different way. "For those firms committed to growth, they must realize that the continuing acquisition of business is the only way to maintain their position and key to efficiency and success."

"What is it all in fine theory but how do I make it operational? I can't abandon my business and go back into the beer business."

Doody said, "We have reached a point in the record industry where we must either grow or go bust."

Eastman Warner's comment last November was: "The test of the future. Miller expects to do a half million in this area in the next year.

Greaspean "Stayin' On Tour Till Fall, Victor Caster Due Soon"

NEW YORK -- Broadways will have to wait until sometime in the fall to receive "The Roar of the Greaspean" -- the last title under this Warner Bros. banner. Anthony Newley-Leslie Bricusse musical which has received a substantial amount of attention in the world. It is currently doing run-bang-out-of-town business and producers Warner Bros. have decided to keep the show on the road rather than curtain it on Broadway, planning to open April 3.

RCA Victor Records, which cut the cast-Stereo LP, will not delay the release of the cast. It's been set for release within the next few weeks.

Doody Marketing Speaks (Continued from page 1)

"I would like to suggest briefly the nature of the economic opportunity ahead, for this provides a perspective with which to judge whether or not it is going to be worth the time and effort required to make sure that your business has a forward look.

"Over the last 100 years, our economic growth has been at the rate of three per cent each year. Now this may not sound like much, but the thing to remember is that economic growth works on a 'compound interest' principle. This means that each year the growth of a previous year is added to the sum to be realized—30 hours, 20 hours, and even less.

"And, to these, we are also faced with some 'blue sky' professors, they are the realistic estimates by pragmatic people. But their estimates hold. The effect, of course, will make our present economy of abundance look like the Middle Ages."

"What does this have to do with the record industry? Everything. For the record industry is a sector of the economy related to products that are in the vanguard of change in the very near future, further drastic changes in the future are likely to be realized—30 hours, 20 hours, and even less."

CASH BOX—March 13, 1965

6 New Albums From Limelight

CHICAGO -- The recentlyformed jazz label, Limelight Records, has released six albums this week in merchandising format of its premiere presentation in January. The unusual format of these releases is the result of record books, the chart, and the audiophile at binge booking.

The new outing features Dizzy Gillespie's "Jammie Caribe" and Oscar Peterson's "Jemmie" in the Canadian Suite, as well as "In A New Setting" and "Horses and Beasts of Spirits" by Roland Kirk, "Canballon Adder" and the new "Jammie" Date," recorded by Downbeat's Hall Famers, Eric Dolphy, shortly before his death.

Decca Declares Dividend

NEW YORK -- The directors of Decc Records last week declared a regular quarterly dividend of 30 cents per share on the company's capital stock payable Mar. 31 to those stockholders on record up to Mar. 17, 1965.

Atlantic-Sims Deal

(Continued from page 6)

Atlantic's association with the Sims catalog is an important move into the country and gospel field. The distribution of Sims catalog merchandise is itself since the company's inception in 1929, and the joint venture with Atlantic will give them an opportunity to concentrate all of their efforts on their recordings, promoting their releases.

Four new albums have been released by Sims and these along with the balance of the Sims catalog is a significant move into the country and gospel field. The distribution of Sims catalog merchandise is itself since the company's inception in 1929, and the joint venture with Atlantic will give them an opportunity to concentrate all of their efforts on their recordings, promoting their releases.

Atlantic's "Soulful Wonder Swingstake" will run through May 15th.

UA Says "Goldfinger" Reaches 1 Mil In Sales

NEW YORK -- "Goldfinger" proves to be living up to his reputation as "the man with the midas touch," with his latest feat of breaking the all-time sales record for the title. According to United Artists, the company's merchants have reported that "Goldfinger," currently topping the best seller charts, has passed the 40,000,000 sales mark so far and is expected to pass $200,000,000 in over a million dollars in sales.

"Goldfinger" was written by British singer-songwriter Ian Fleming, the author of "Goldfinger". The movie is also riding high on the charts and has an reported sales figure of $2,000,000.

The tune, dedicated to British agent James Bond in Fleming's novel of the same name, is also riding high on the charts. The song is by British singer-songwriter Ian Fleming, who has also written "Goldfinger".

"Goldfinger" has been released as a single and as the theme song to the movie. The single has been released in Europe and in the United States, where it has been a hit. The movie is also a hit, and has grossed over $200,000,000 in sales.

"Goldfinger" is also featured in the upcoming movie "Goldfinger," released by United Artists. The movie is directed by Guy Hamilton and stars Sean Connery as James Bond. The movie is set in the United States and Hong Kong.

The song "Goldfinger" has been performed by numerous artists, including Elvis Presley, Frank Sinatra, and Dean Martin. The song has also been covered by artists from around the world, including Japan, South Korea, and Brazil.

The success of "Goldfinger" has led to the creation of a number of spin-off products, including a restaurant chain in the United States, and a series of books and games based on the movie.

Despite the success of "Goldfinger," the movie has also faced criticism for its depiction of women and its portrayal of violence. However, the movie has been a commercial success, and has become a cultural phenomenon.
**New York—**Roger Williams takes a break between numbers on the recently aired Mike Douglas Show. The ivory impresario, and Cleveland eccentric are flanked by a flock of Williams’ previous hit LPs, topped by his current Kapp “Roger Williams Plays the Hits.”

**Bear Label Formed By Lieberman**

MINNEAPOLIS—Harold N. Lieber- man Co., Minnesota record distribu- tor, last week announced the forma- tion of the ‘Bear’ label. David Lieberman, the new label’s president, stated that in addition to Bear, the firm plans to handle other labels for national distribution. Based in a teen-oriented label, and Sierra, a country label, owned by Jim Madison, producer of “Six Days on the Road” by Dave Dudley and “Run Run Run” by the Gestures, are being nationally distributed by Bear Enterprises, Inc.

**DCP International Pacts Will Bronson**

NEW YORK—The Will Bronson brothers of the Canadian Sky-Jacks, who are heard in the background for such names as Jimi Hendrix, Bob Bennett, Robert Courtois and Al Cabcic, have inked an exclusive recording pact with DCP Interna- tional.

The five male-female group includes members of another group called the Skip-Jacks, who are active in the TV-radio jingle area.

Don Costa, proxy of the label, has just finished arranging and conducting Connie Francis’ latest single, “For Me, For You” (releasing for Don Costa and Barbra Streisand) and has left for a month’s business trip on the west coast.

The western jaunt will include set- tling recording options for Trini Lopez and the Flamingo in Las Vegas and another outing foreseeable rovers’ forthcoming flack with Frank Sinatra.

Afterwards, Costa will collaborate with the band in recording their first broadway, musical, tentatively titled “Winter Quarters” and will conclude the trip with personnel arranging and arranging of a Robert Goulet LP.

**Herb Mendelsohn Named WMCA-New York Gen. Mgr.**

NEW YORK—Herbert J. Mendel- sohn, who has been named general man- ager of WMCA-New York, it was an- nounced last week by R. Peter Straus, president of the Sony Broadcast Group, which owns and operates the General’s top outlet. Mendelsohn be- comes at WMCA after three years as vice-president and general manager of WABC New York. At ABC he succeeds Stephen H. Labanaki, recently named executive vice-president of ABC.

**Rodriguez Latin Tour**

NEW YORK—Tito Rodriguez and his Latin Orchestra have taken off for a five-week South American tour which will include appearances in Argentina, Brazil, Chile, Columbia and Peru.

**Millionth “Downtown” Sold**

BURBANK—According to Joe Smith, head of A&R for ABC-Douglas Records, Petula Clark’s “Downtown” surpassed the million- mark last week. This makes the second Warners-Reprise disk to achieve the goal in the last six months, the other being Jean Martin’s “Everybody Loves Some- body.”

**Norelco Introduces New Tape Recorders**

NEW YORK—Two new tape record- ers were unveiled by the Norelco High Fidelity Products Division of the American Philips Company, Inc., at the recent Los Angeles Hi-Fi/Stereo Music Show on March 7.

The new products, the “Continental 50” and the “Continental 55,” are designed to fall in between the low- end, poor-quality recorder and the expensive stereo unit, which have been dominating the field.

The “55” is a standard moderate-price unit which contains an automatic record control designed to ad- just the recording level of the rec- ord tapes, just as an exposure meter adjusts the camera to insure good photos. The casing is a low-profile, contemporary design and there are 46 bell push switches in it.

In a higher-priced, the “201,” which will retail for less than $250, is a two-speed, four-track recorder which will record only in mono but is equipped with a special auto reverse mechanism, an external hi-fi system. Special fea- tures are also included for parallel operation—taped music in the foreground, the microphone or a radio or phon. No. 201 has universal motor, a built-in self-contained public address system.

LaGrande Upped At 3M

ST. PAUL—D. H. Boyd, general sales manager of consumer products with the Revere-Minicom Division of 3M, has been appointed the position of H. B. LaGrande to the newly created position of assistant to the consumer products sales man- ager. In this position, LaGrande will be responsible for the coordination of all reel-to-reel and cartridge tape recorder products to the con- sumer, including the development of product planning and mar- keting programs.

Revere-Minicom supplies the con- sumer market with a complete line of 3M tapes, stereo and mono tape- to-reel tape recorders and the new automatic reel-to-cartridge machine.

LaGrande joined the Revere-Wol- lensack Division in Jan., 1963 as an advertising representative. He has since held several sales manage- ment positions. Most recently he served as assistant regional sales manager, reel- to-reel recorders. He has been associ- ated with 3M for the past 11 years.

**Regina Records Adds Inspirational Line**

NEW YORK—Regina Records has moved into a new record store with the release of its first inspirational album, “Think On These Things,” by the Simeon Hao and His Orchestra. The LP, slated for release next month, was released and arranged by Maury Lewis.

Selections from the package include 13 tracks of patriotic lyrics which have been set to music.

**Talent Productions Pacts Indie Producer**

NEW YORK—Talent Productions, a subsidiary of John H. Nesbett, has concluded a pact with Allbat, Mahou and O’Keefe calling for the indie out- put of the aforementioned record labels to be released on the Joy label and is now being serviced to distributors and dea- jays.

**Frank Peters Named To Mercury Manager Spot**

CHICAGO—Mercury Records has given the nod to Frank Peters to manage the label's Midwestern regional sales office, with a territory extending from Denver to Cleveland and south to St. Louis.

Peters broke into the record indus- try in 1932 as a Chicago Capitol branch salesman and was most recently associated with Columbia before moving to the Mercury label.

**Burton Roster Shaping Up**

NEW YORK—Burt Sugarman’s newly formed Burton Records enterprise has gotten its operation off the ground with its first release, “Hey Baby” and “Try Again” by the Exs—Des, it was announced last week. Dave Coleman, Bob McClane and Manny Van Doren were also signed to Wax this week.

Sugarman has named Leland Rogers to the post of national pro- motion manager for the company, which is headquartered in Beverly Hills. The firm is specializing in top 40 selections, with plans to branch out in the six month.

**Lettermen Set College Tour**

HOLLYWOOD—A series of nine per- sonal appearance dates have been scheduled for the Lettermen during the month of March. The college tour was kicked off at A&M in Texas on March 4 and will close out at the Wis- consin State College in Oshkosh.

Other stops include Arkansas’ Magnolia College on Mar. 10, and Arkansas State on Mar. 8, Oklahoma’s Murray State on Mar. 9, West Texas State on Mar. 11, and the University of Missouri College on Mar. 12, Missouri Valley College on Mar. 15, and the University of Arkansas on Mar. 16.

**Wanda Jackson Skeds European Jaunt**

HOLLYWOOD—Capitol’s Wanda Jackson has been booked to depart on Mar. 7 for a three-week European jaunt which will include for- eign language recording sessions and a special performance at the Olympia Music Hall in Paris.

Some of the dates in her schedule include recording sessions in Cologne, Copenhagen, and Hamburg, and appearances at U.S. military installa- tions in Germany and other appearances in France and Germany, Mar. 13-19.

**RCA Victor Inks Red Sox Rookie**

NEW YORK—Boston Red Sox rookie star Tony Conigliaro will be wading into the music business this summer, since inking an exclusive pact with RCA Victor Records.

The 19-year-old star who hit 24 home runs for the Sox last season will release a record — a song called "Why Don't They Understand" — produced by Ed Penney and Al Kasha and now being distributed nationally.
THE CASH BOX BULLSEYE

I'M NOTHING TO YOU (2:30) [Matamoros BMI—Walker]
MATAMOROS (3:32) (Buster & Doss & Matamoros BMI—Arnold)
BILLY WALKER (Colombia 13223)

Billy Walker's long chain of hits (he had "Cross the Barzon At Waco" last time out) should not be broken on the basis of this new money-in-the-bank release tagged "I'm Nothing To You." The side is a medium-paced heart-breaker about a love-sick guy who has nothing but trouble with his girl. The undertone, "Matamoros," is a pretty warm-hearted romance about a fell whose sweetheart lives down south-of-the-border way.

BECAUSE I CARED (2:37) [Acuff-Rose BMI—Turner]
LOVE HAS COME MY WAY (1:58) [Acuff-Rose BMI—Gibson]

Ernest Ashworth, who had a nice run last time out with "Pushed Out A Corner," seems destined to ride the charts once again after this new Hickory outing tagged "Because I Cared." The side is an easy-going, bluegrass-styled lament about a guy who fell head-over-heels in love with a gal who was wrong for him. "Love Has Come My Way" is a catchy, mid-tempo, country-backed weeper which concerns a lonesome gal who finally meets the guy he's always been lookin' for.

SILENT PARTNER (2:35) [4 Star Sales BMI—Belew, Pitts]
SHE READS ME LIKE A BOOK (2:23)

The vet Victor hit-maker should have no difficulty in rapidly jumping into the winner's circle with this first-rate newie tagged "Silent Partner." The side is a twangy, slow-shufflin' bluegrass-flavored tale of woe essayed with the tender, authentic quality of the singer/songwriter. "She Reads Me Like A Book," is a rousing, fast-moving, raunchy traditional bluejester.

KLONDIKE MIKE (2:43) [English BMI—H. & G. Willis]
SO RIGHT BUT SO WRONG (2:14) [English BMI—H. & G. Willis]
HAL WILLS (Sims 235)

Hal Wills, who hit big a short while back with "The Lumberjack," can repeat that triumph with this Atlantic-distributed Sims newie called "Klondike Mike." The side is a rousing, high-spirited chorus-backed folk-romper about a guy who seeks a golden melody. "So Right But So Wrong" is a laconic slow-shufflin' sentimental country tear-jerker.

SHE'S NOT FOR YOU (2:27) [Pamper BMI—Nelson]
PERMANENTLY BLUE (2:26) [Pamper BMI—Nelson]

Willie Nelson can speedily re-establish himself on this chart with this power-packed self-penned item called "She's Not For You." The tune is a slow-moving storyline and talking bluegrass-flavored ode about a gal who is too much of a rover for one guy. On the flip, "Permanently Blue," the artist dishes-up a moving, chorus-backed weeper. Also merits a close look.

PRETTY RAINBOW (OF LOVE) (2:28)
[Barmour BMI—Mathis, Mayhew]
THOSE TWO BLUE EYES (2:20) [Barmour BMI—Mathis, Mayhew]
TILLMAN FRANKS SINGERS (Hilltop 3065)

The chorus crew has had hits in the past and they can get back in their money-making ways once again with this commercial Hilltop item. The plug side, "Pretty Rainbow (Of Love)," is a melodic, honk tonkish hearts-and-flowers-ish song about a girl who ™one of a million™. On the flip, "Those Two Blue Eyes," is a loud, raunchy, country-styled ode about a travelin' man who plans to return to his hometown gal.

KAREN WHEELER (K-ARK 611)
(B+) I'VE BEEN THERE (2:57) [Central Songs BMI—Howard]

Newcomer Karen Wheeler can make a national name for herself with this slow, sweeping, smooth-sounding country-backed ode about a heart-broken gal who knows the story of romantic hardships. Plenty of potential here.

(B+) THE BAD WITH THE GOOD (2:29) [Central Songs BMI—Howard]

This time out the lonesome lady dishes-up a fast-moving sweet 'n sour romance in a tradition-oriented vein.

BILLY GRAMMER (Decca 31757)
(B+) I'M LETTING YOU GO (2:08) [Bush-O-Dine BMI—Grammer]

Deejays are sure to dig this plaintive, slow-shuffling chorus-backed weeper. There's a lot of emotions being played up on the side which is headed for the rocks because of a triangular situation. Watch it closely.

(B+) A LITTLE BIT OF HAPPINESS (2:37) [Painted Desert BMI—Richards, Thomas]

Catchy, medium-paced chorus-backed recital is worth a listen by the artist.
The Johnny Cash Show, which included the Kink Aspen and the Statler Bros. Quartet, has just concluded the most successful tour in Johnny's career. Sellouts were experienced almost everywhere, and particularly notable was the fact that Madison Hall sold out for two shows this time, which marks the chartier's 100th, and to top it off, the manager, Saul Hoffman, reports that Art Bartel of CKSL in London received the Johnny Cash Award of Merit for Ontario. Upcoming are engagements at the Kink Aspen, and St. Louis, McCormick Place in Chicago, and other major cities in that area.

Jack Roberts, west coast country music promoter, sends along word that he has set Ernest Tubb and his Texas Tenors as the headline act of one-nighters throughout the northwest, March 5 to 15. The scheduled appearances are Blaine, Washington March 5, Seattle, Washington March 6, Post Falls, Idaho March 7, Tacoma, Washington March 8, Hoquiam, Washington March 8, Lynnwood, Washington March 10, Bremerton, Washington, March 11, Randle, Washington March 12, and Portland, Oregon March 13. The Decca recording star will also tape a guest shot on KOMO-TV's top-rated country stanza, "Evergreen Jubilee."

Mercury's Rex Allen has signed contracts for personal appearances at the following rodeos: Redwood Acres Fair, Eureka, California, June 28-29; Central Wyoming Fair and Rodeo, Casper, in Wyoming, April 4 thru 7. This will make the third appearance the performer in Eureka in five years.

After many delays, including even a change in call letters, WMGO- Mobile, Mutual's all-country outlet, finally kicked off operation. This gives Mobile its first high powered 50,000 watt daytime. Using the slogan "The Sound of Southern Hospitality" WMGO features easy-going country sounds with deejay personalities Sammy David, Jim Williams and Jan Smith.

ABC web producer Bill Foster recently flew to the Music City to film a home-on-the-range type sequence of Jimmy Dean in Texas, Oklahoma and Kansas during the month of March 7 for a three-week tour of the show, taking the show to Europe and France. During her trek the chick will spend four days recording in studios in France and Germany. She is also booked on several television network television shows which will be filmed in France and Germany. On March 23rd Wanda and her Party Timers have just finished a very successful engagement at the Holiday Hotel in Reno, Nevada. Upon Wanda's return from Europe (March 29) she will meet her Party Timers in Sioux City, Iowa for the start of a seven-day Hall Peebles tour through the midwest with dates in Topeka, Wichita and Kansas City.

The Hank Williams, Jr. show has just returned from a four-week tour of Oklahoma, Texas, Louisiana, New Mexico and Colorado, breaking one house record after another. The young singer is currently on tour in New York and Pennsylvania thru 7. This will make the third appearance the performer in Eureka in five years.

Judy Lynn was made an Honorary Citizen of Fort Worth, Texas during her recent and most successful engagement as the star of the Southwestern Exhibition and Stock Show Rodeo in Ft. Worth. Another first for Judy was when she found that she was the first female star to ever headline the San Antonio Stock Show Rodeo. Due to the overwhelming success of the engagement which just closed Feb. 21, Judy's entire show has been booked for the 1967 San Antonio Rodeo.

Wyn Stewart's manager, Don Sessions, sends along word that Wyn is on an extended tour thru Texas, Oklahoma and Kansas during the month of March.

Nashville's Key Talent, which represents the following artists: Jimmy Newcomb, Dale Dudley, Billie Jo Spears, Bobby Bare, Ralph Emery, Linda Manning, George Kent, Buddy Mercey, and David Price, has incorporated under Tennessee state corporation laws. At the first board meeting, Jimmy Key was elected president and David "Doc" Holiday was named vice-president. The newly-elected president states they felt this step was necessary due to the fast growth the agency has experienced since its formation on July 1, 1963 and the only change in the name was to add Inc.
One of the sensations of 1964 in Germany was the newly formed CBS Records and its top vocalist, Bernd Spier, picked by German music trade papers as the most successful male vocalist of the year. He began 1964 with his chart-topping version (in German) of "You Can Never Stop Me Loving You," which sold well over ½ million. During the course of the year, he had two other top 5 sounds, including a single, "Memphis, Tenn.," and an LP. Currently, he is heading the German Best Sellers with "I Only Want To Dance With You." Setting his sights on the international market, he has waxed his first disks in English and Italian and will visit some foreign countries soon. In the photo, CBS president Bernhard Mikulski (left) presents the young (21) performer with a set of "Golden Vocal Chords."
We’ve set another place at our table.

CBS Records affiliates around the world enthusiastically welcome the newest member of their family—Discos CBS of Colombia.

CBS Records / Entertaining the Entire World
Official Board of Trade figures just published confirm that manufacturers’ sales of gramophone records for 1964 were the best ever. The year ended with a bumper Dec, when total sales, valued at £34,649,000, were 16% greater than for the previous year. The Board of Trade figures show that whilst export sales showed an increase of 25% over the same month in the previous year. Taking 1.64 as a whole, the average of all manufacturers’ sales for the twelve months were 18% higher than in the previous year. Again both home and export sales were generally higher. The volume of manufacturing was up over 20%, but the average price of the year was also up. One quarter more 33⅓ r.p.m. discs were produced and 19% more 45s. This was the closest the presses had been in 1963. Production of 78 r.p.m. records fell by two thirds.

Although official figures are not yet available, it is almost certain that sales for 1965 will be as high as for the first month of 1965. Sales generally are down. The beat scene, at fever pitch this last time last year, has waned a little, and although sales continue to rise, this is generally balanced by the new peak demand which existed a year ago at the height of Beatlemania. Folk music, which has been infiltrating the scene for some time, has to date produced the No. 1: “I’ll Never Find Another You” on Columbia published by Springfield-Chappell Music.

In America,成功 is launching a large scale campaign to promote its catalogue of folk music on the Fontana label, Releases will include the new album by Joan Baez and four L.P’s from her 1964’s Newport Jazz Festival.

Pye Records held a “Welcome to Britain” party for top Reprise artists Kslo Myl Smith, During her two-week stay the artist cut tracks for Pye a t master tape for the Week and appeared in a special radio spot. Her latest album, “The Intimate Kslo Myl” is issued here and a new single “You’re Breaking My Heart” is set for release later this month. Accompanying the album are his manager, Bob Wool and the production manager, Jimmy Bey who records the lark and other top talent, including Frank Sinatra and Dean Martin.

In America, Phil Spector of Atlantic is reaping the rewards of his exclusive deal to produce discs for American Decca via his current Top 100 rating “I Can’t Help Myself.” He has just been granted the opportunity to move following an appearance by the group on TV’s “Ready, Steady, Go.” The song is produced by Esso Music. The group is all set to wax their first album next week, and the production manager, Jimmy Bey, has issued, a programme, targeted after their single, for screening on French Television.

Peta Clark in London to top the bill of “Sunday Night At The London Palladium” this Easter weekend. She has just returned from a successful American tour. She is a popular party. Highlight of the evening was the presentation of awards for her work in the recording industry. She won the Tutorials National Gold Award for getting to the No. 1 position in the American Top 100—the first British female artist to achieve such a distinction since Vera Lynn topped the chart in 1965. The award was made to her by Sir Edward Lewis. Beatles singles failed to click, and, in the first time dealings in Northern Songs, the price fell from the 7s. 6d. to 6d. to 6d. and later to 6d. a share. Thus early investors wishing to sell lost a 35% share.

Commenting on the close of the first day's business, Dick James, a Los Angeles based entrepreneur, said that in America, Duets were considered more than favourable in a market which is generally considered” the market. In fact on the first day over 400,000 shares were turned over in the market.

The Rolling Stones just back from a record breaking tour of Australia and New Zealand are off again, this time to Scandinavia, opening in Odense, Denmark on April 14. In May they will fly to Sweden for shows in Goteborg (where 10,000 fans queued to buy tickets). The band, which has now played two shows at the Olympia, and on April 22, they fly to the U.S. en route for Canada and concerts in Montreal, Ottawa, Toronto and London Ontario. This will be their first American tour. Preliminary reports from the group’s co-manager, Eric Easton, an appearance on the Ed Sullivan show hinges on whether or not they meet the demands of the Juvenile TV’s to cut their hair and behave like Sir Laurence Olivier. Their latest single “The Last Time” was penned by Mick Jagger and Keith Richard and recorded by indie producer and manager, Andrew Loog Oldham, in Hollywood prior to their Australasian tour. The number issued on Decca is 45 with the Jive Stompers.

Phillips held a reception recently to introduce the new jazz L.P. “Zodiac Variations” by Johnny Dankworth. Taking the signs of the zodiac for his theme the Jazzman has created variations for each sign and selected prominent British and American jazzmen to perform them. They include Clark Terry, Bob Brookmeyer, Chuck Israel, Rollie Scott, Zoot Sims, Lucky Thompson on charges.

Cliff Richard has formed his own film production company, Inter-State, with manager Peter Gormley as director. Inter-State will make Richard’s next picture, and it is rumoured that he will be the subject of the film, and that he will be set in the south of France. Later in the year Richard and the Shadows join forces again to film “Aladdin” the show in which they are currently appearing at the London Palladium. Cliff’s latest single, “You’re Gone,” is one of the tracks he cut in Nashville last summer. Released this week on Pye (45-5315), the single has sold over two million copies. The L.P. “The Zombies,” is strongly tipped for the upper album bracket. The group is likely to visit the States in May for a tour and TV and radio appearances. They are currently touring Britain with Dusty Springfield and the Searchers.

Top Ten L.P’s

1. The Rolling Stones No. 2-The Rolling Stones
2. Beatles For Sale—The Beatles
3. The Best Of Jim Reeves—Jim Reeves (R.C.A.)
4. The Voice Of Winston Churchill—Winston Churchill (Decca)
5. The Lucky Shadow Of Val Doni—Val Doni (Decca)
6. The Kinks—The Kinks (Pye)
7. Cilla—Cilla Black (Parlophone)
8. The Bachelors Plus Great Songs—The Bachelors (Pye)
9. A Hard Day’s Night—The Beatles (Parlophone)
10. Sandie—Sandie Shaw (Pye)

GREAT BRITAIN (Continued)

Jimmy Nicol, who attracted a lot of publicity when he toured Australia as a replacement for the incapacitated Ringo Starr now has his own release on Decca, “The Sound Of Jimmy Nicol,” issued by Marquis Enterprises, the independent set-up responsible for the Zombies discs.

Roland Kluger, head of World Music (Brussels) in London was recently visiting his British outlet, Good Music, managed by Roy Pitt. Good Music currently has “Hawaii Tattoo” by the Walkikiks. An original Belgian copyright, it achieved great success on the American charts, and, although it hasn’t yet reached chart status in Britain, it is proving a steady seller for PYE Records. Song writer Tony Hatch very much in the news these days via his international hit “Down Town” looks like he’s having another chart entry with his latest single “I Shot A Man In The Back.” He has also taken up the pen on behalf of jazzman Kenny Ball with his recent Number One, “Globe-Trotting Ball” will follow his current Scandinavian tour by taking his band on its third Australian tour, followed by its fourth tour of America and returning to the United Kingdom in June.

Top American trio the Shangri-Las are currently on Britain on a three-week nation wide tour with Del Shannon, Wayne Fontana and Herman’s Hermits, arrived to find its American hit, “Leader of the Pack,” also on the British charts. New Redbird single, released by Pye, “Give Him A Great Kiss,” could give them two hit singles in a row.

Gary Farr, son of one-time European and Empire heavy weight boxing champion Tommy Farr enters the record ring with his group the T-Bones and One More Chance.


**“Michel Strogoff” LP Best Seller in France**

NEW YORK—The original cast album of the French musical-comedy, “Michel Strogoff,” which was waxed by Columbia Records French subsidiary, Disques CBS, has become a best seller and has held its release date in Dec.

The album was based on the Jules Verne novel, features Marcel Merkes and Paulette Mervat. The two artists, both stars of the French screen, press luncheon a few days before the previous line-up,迪斯科斯, had its three million record sales date to sales.

(Pictured) (left) the first night performance are, left to right: Bertrand Taylor, general manager of Disques CBS, Pavelle Mercel, V. Peter Roughen, veep of European Operations for Columbia Records International, and Marcel Merkes.
According to a story in the Stockholm daily paper, Dagens Nyheter on Feb. 27, the conflict between members of IFPI in Denmark, Finland and Sweden and the Mechanical Collecting Society NCB in Copenhagen ended on the previous day, Feb. 26. The sides signed a new agreement, which the previous one, record manufacturers can do local recordings again, as well as import foreign recordings made after Jan. 1, when the conflict started. The details of the new agreement between IFPI and NCB is known now, but the above mentioned newspaper story said: "A part of the new agreement states aid to Scandinavian music life with support from both parts being involved in the conflict.

Norway was not involved in this conflict, but would have been if it hadn't been solved before July 1, 1965.

DANISH VICTOR

Birgit Bruel and not Ellen Winther will represent Denmark at the Eurovision Song Contest in Naples, Mar. 20. Miss Winther is contracted to Det Kongelige (The Royal Opera) in Copenhagen, which refused to allow her to appear. Miss Bruel has some experience, but it is not, but she has not had any contract to any label at the moment. Danish song at Naples is "Kun for Dig" (One night you).

FINLAND

"Mon Ami, Mon Amour," the song which took fourth spot in the local Finnish Song Festival, has been recorded by Kai Lind at the Scandia label. Lyric writer of the song was Sankki. This makes records of all six songs in the local Song Festival available. A TV show over the Nordvision (the four Scandinavian countries) net on Mar. 6, will present the Scandinavian entries at Naples. The show is to take place in Helsinki, and Finland, Norway and Sweden will participate with the first three choices in each of their local Festivals, while Denmark will only present its winning song.

NORWAY

The song "Karussell" (Merry-Go-Round), representing Norway at the Eurovision Song Contest in Naples, is being published by Arne Bruland A/S, Cash Box was told. It will be recorded by Kirsti Sparboe at the Triola label, while it is doubtful that any of the other songs from the local Melody Grand Prix will be recorded. The last song, which was written by two 13-year-old girls, was not wanted by any label, and the head of the company, said he and Rolf Wesenland, A & R man of the publisher are going to Naples for the Eurovision spectacle.

The young song writer from Bergen, Norway came to an end last week. The musicians wanted higher payment when recording sessions, but they had considerable difficulties in getting it. So-called teenage groups, who weren't members of Musicians' Unions were free to do any recordings they wished, and furthermore, their records sold very well. As a result, the record manufacturers won in no biding contract under exclusive agreements with the professional musicians.

The city of Molde in the Norwegian west coast will arrange its 5th Jazz Festival between July 29 and Aug. 1 this year. So far, Kenny Drew from the U.S. and Niels Henning Orsted Pedersen and Ake Riel from Denmark have been confirmed.

"I Love You Because," the Jim Reeves record at RCA Victor looks like an all-time record here. Now on the charts for its 33rd week, it has broken all records. With exception of two short periods, the record has been on the charts ever since middle of April last year.

SWEDEN

This year, also known as 'The Beatles of the west coast' since winning a local contest as Gothenburg's Beatles last year, report that they have got a fan club of their own started in New York. Their debut single 'Sleep Little Girl' might be released in the U.S. Their newest outing 'I Should Be Glad' moved on to the charts the first week it was out. At the moment the group is recording their first LP.

**Swedish's Best Sellers**

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<tr>
<th>This Week</th>
<th>Week On Chart</th>
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<tbody>
<tr>
<td>1</td>
<td>1965-237125 (Frøken Frøken)</td>
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<tr>
<td>2</td>
<td>1965-237126 (Rock 'N Roll Music)</td>
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<tr>
<td>3</td>
<td>1965-237127 (Keep Searchin')</td>
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<tr>
<td>4</td>
<td>1965-237128 (Det Var I Vår Ungdoms Fagrade Vår)</td>
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<td>5</td>
<td>1965-237129 (Little Honda)</td>
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<tr>
<td>6</td>
<td>1965-237130 (Let's Go)</td>
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<tr>
<td>7</td>
<td>1965-237131 (That's The Way)</td>
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<tr>
<td>8</td>
<td>1965-237132 (Rock 'N Roll Music)</td>
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<td>9</td>
<td>1965-237133 (Keep Searchin')</td>
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<tr>
<td>10</td>
<td>1965-237134 (Det Var I Vår Ungdoms Fagrade Vår)</td>
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**Cash Box—March 13, 1965—International Section**
"The Happiest Sound in all the World"

Original Sound track Album Soon Available Throughout the World on RCA Victor

Cash Box—March 13, 1965—International Section
An exhibition of components for High-Fidelity equipment was held in Milan at the USA Trade Center from Feb. 26th to the 27th.

The only record firm which took part in this exhibition was MGM. Cash Box had the opportunity to see the latest modeling of this firm. MGM is a new firm to be launched in the USA, and they hope to export the successful sales of "Non Voglio Nascondermi" which have reached 80,000 copies.

During our conversation Minchin also stressed the success that Belgian singer Adamo, is enjoying on our record scene: the Italian charts are reporting "Cafè La Neve" as the best selling records by this artist. Further evidence of Adamo's popularity, with the Italian firms, is the report that the sales of "Non Voglio Nascondermi" have reached 80,000 copies.

Another important artist of R.I.F. records, is Johnny Rivers. During his short stay he recorded his first Italian single containing his two American hits "Bright Lights Big City" and "Love" (done in Italian).

During our meetings with Minchin and Barbaresco we talked about the general situation of the Italian record market. According to their inquiries there is a growing public in Italy. The hits which have appeared in the past five year have been "the new songs." This also means that the annual sales have increased by more than a 50% compared with the last year.

Another one of our top singing talents has signed a long term contract with R.I.F. Records. The name of the pactee is Tony Dallara. The announcement has been made by the firm's Managing Director manager of the R.I.F. and Gino Lardera, manager of the singer.

A film version is being shot about his first LP, which includes the best version of the famous Italian standard ballad "Addolorarmi Costi," while the back side of the disk is a new composition of Dallara himself, "Mi Gioco La Cambiate." Both songs are published by Sugarmusic, and with a song written for her by Gino Paoli, "Se Avessi Cent'Anni" (RCA Italiana).

A special operation is being conducted by R.I.F. in cooperation with the record club of the Reader's Digest, on a Long Play containing the twelve final songs of the San Remo Festival, performed by Mina, Cockey Mazzetti, Fabrizio Ferretti, Tony Dallara, Iva Zanicchi, Eugenia Folgatti, and Momo Romigi, with the firm conducting the orchestrated special arrangements by Augusto Marzotto.

This year the San Remo song Festival production is not obtaining the strong reaction which was obtained in the 1964 edition. This is the reason why many of the top artists like Richard Anthony or Tony Dallara, are entering the market now with their new releases. This is also the case with Adriano Celentano, who is once again on his scene with a modern beat version of the famous French standard "Symphonique" which he translated into a new Italian version entitled "Non Mi Dir" (Don't Say To Me).

Celentano presented the song to the public last week in the TV show "La Fierra Del Sogni." The record has obtained an immediate strong reaction and it is reported as one of the hottest discs of this period by the record dealers.

**ITALY'S BEST SELLERS**

**Cash Box**—March 13, 1965

**ITALY'S BEST SELLERS**

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<td>1</td>
<td>5</td>
<td>*Se Piangi Se Ridi: Bobby Solo/Ricordi, Mina/R.I.F. Published by Ricordi</td>
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<td>2</td>
<td>3</td>
<td>*Le Colline Son In Fiore: The Minstrels/CBS Published by Ricordi</td>
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<td>3</td>
<td>4</td>
<td>*Il Non Mi Dir: Petula Clark/Saar Published by Cantico</td>
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<td>6</td>
<td>*To Che Non Vivo: Pino Donaggio/EMI Italiana Published by Curci</td>
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<td>15</td>
<td>*Amici Miei: Giene Pitney/CGD Int., Nicola Di Bari/Saar Published by Ricordi</td>
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<td>6</td>
<td>3</td>
<td>*Cominciamo Ad Amarti: John Foster/Phonocolor Published by Leonard</td>
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<td>1</td>
<td>*Si: Les Surfs/CGD Int. Published by Sugarmusic</td>
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<td>8</td>
<td>7</td>
<td>*Non Son Degno Di Te: Gianni Morandi/RCA Published by RCA Italiana</td>
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<td>9</td>
<td>10</td>
<td>*Non Mi Dir (Symphonique): Adriano Celentano/Clan Published by Curci</td>
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<td>10</td>
<td>8</td>
<td>*Goldfinger: Shirley Bassey/EMI Italiana Published by Sugarmusic</td>
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*Denotes Original Italian Titles

**JAPAN'S BEST SELLERS**

**INTERNATIONAL**

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<td>1</td>
<td>3</td>
<td>*Un Bosco Nella Sabbia: Mina (Fontana) Mieko Hiruta (Columbia) Akio Ito (Victor) Sumiko Sakamoto (Toshiba) Sub-Publisher/Trunk</td>
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<td>*Plaisir Belle Pour Aller Diner: Sylvie Vartan (Victor) Mie Nakao (Victor) Sub-Publisher/Victor</td>
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<td>3</td>
<td>2</td>
<td>*Feeling Fine: Beatles (Odeon) Sub-Publisher/Toshiba</td>
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<td>*Long Tall Sally: Beatles (Odeon) Sub-Publisher/Shinko</td>
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<td>*Angels-Five: Percs/Penelope (Patricia) Black Ducks (King) Sub-Publisher/Victor</td>
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<td>*Diamond Head: Ventures (Liberty) Sub-Publisher—</td>
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<td>*La Ragazza Di Bube: Sound Track (Fontana) Sub-Publisher/Fontana/Victor</td>
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<td>8</td>
<td>*Little Honda: Beach Boys (Capitol) Hendells (Mercury) Pat Connors (Capitol) Sub-Publisher/Fontana</td>
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<td>9</td>
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<td>*The House Of The Rising Sun: The Animals (Odeon) Paradise King (Toshiba) Jimmy Tokita (King) Sub-Publisher/Victor</td>
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<td>10</td>
<td>10</td>
<td>*Rock And Roll Music: Beatles (Toshiba) Sub-Publisher—</td>
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**ALBUMS**

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<td>*Yawara: Hikari Misora (Columbia)</td>
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<td>*Ankotabakiwa Kimohana: Harumi Miyako (Columbia)</td>
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<td>*Naono Onisi: Matsuoki (Capitol) Sub-Publisher/Publisi</td>
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<td>*Atoe Shio Mitsumete: Kazuko Aoyama (Columbia)</td>
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<td>*Che Che Che: Yukio Ishii (Victor)</td>
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<td>*Nanimo Nana: Mariko (Polydor)</td>
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<td>*Sayonara Tokyo—Kyu Sakamoto (Toshiba)</td>
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*Cash Box*—March 13, 1965

**ITALY'S BEST SELLERS**

**Cash Box**—March 13, 1965

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<td>*Sayonara Tokyo—Kyu Sakamoto (Toshiba)</td>
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ARGENTINA's Best Sellers

This Week

1  "El Bando" (Chelo) (Fernata) Richard Anthony (Odeon)
2  "Canta y Chora" (Fernata) Juan Ramon (Disc Jockey)
3  "A Charla" (Odeon) Los Alamos (Disc Jockey)
4  "Mujeres de Hoy" (Disc Jockey) Los Alamos (Disc Jockey)
5  "Te Veo" (Disc Jockey) Los Alamos (Disc Jockey)
6  "A Caro" (Odeon) Estrella Norte (Disc Jockey)
7  "Estrellas de Hoy" (Fernata) Los Alamos (Disc Jockey)
8  "Que Te Veo" (Disc Jockey) Los Alamos (Disc Jockey)
9  "Ay, Señor" (Disc Jockey) Los Alamos (Disc Jockey)
10 "El Aire" (Disc Jockey) Los Alamos (Disc Jockey)
11 "Viva la Madre" (Fernata) Los Alamos (Disc Jockey)
12 "El Corazon" (Disc Jockey) Los Alamos (Disc Jockey)
13 "Que te Veo" Los Alamos (Disc Jockey)
14 "Ay, Señor" (Disc Jockey) Los Alamos (Disc Jockey)
15 "Viva la Madre" (Fernata) Los Alamos (Disc Jockey)
16 "El Corazon" (Disc Jockey) Los Alamos (Disc Jockey)
17 "Te Veo" (Disc Jockey) Los Alamos (Disc Jockey)
18 "A Caro" (Odeon) Estrella Norte (Disc Jockey)
19 "Mujeres de Hoy" (Disc Jockey) Los Alamos (Disc Jockey)
20 "Canta y Chora" (Fernata) Juan Ramon (Disc Jockey)

ARGENTINA (Continued)

Music Hall has released in the States an album cut by Duke Ellington for Reprise, in the States, "Symphonic Ellington," along with another one by Les Baxter ("El Alma de los Tambores") and one recorded in Japan by Yoshito Price ("Ajari" ). This album is scheduled to be released in Canada by Canada's Columbia Recording Company. The album includes many of the group's best-known danceable rhythms. In the singles field, there is a new one by Los Locos Del Caranaval, "I Want to Be a Star," which is expected to do well in the charts. Sergio Inostroza, Chilean singer now living in Buenos Aires, has also cut a seven inch, "Embustera" and "Sintemente."
Cash Box

MEXICO

Andy Russell is back in town after his annual South American tour. He is now preparing to return to his ex-home, the good old USA. Russell opens in Los Angeles on May 1st and will tour through the United States for six weeks, then back to Europe to start another tour in Europe through June 13th. Russell's hit records in Spain and Belgium. He is working his US bow with Latin arranger conductor Chico O'Farril, who is doing all the arrangements and will conduct at his Vegas engagement. He did a lot of writing for the Stan Kenton band during the '40s and '50s.

The Modern Jazz Quartet has three successful performances at the Palace of Fine Arts. The place was completely packed, and the crowd, through Andy's eagerness, decided to end the program. In addition, the MJQ signed a contract for three appearances on the TV show "Dominic Herber," and have done the first already. RCA released a three-disc album with a live European recording of this group.

Angélica María, who is doing a Broadway style show at the Teatro Insurgentes, announced that she will leave town in about a month, going to Spain, where she will be making movies under producer Cesaro Gonzalez. At the same time, she will do several performances on TV and at night clubs.

Cuban singer and composer José Antonio Méndez, arrived from Puerto Rico. He is signed to debut at Cardini's place. Méndez was introduced to the Mexican press at a cocktail party.

The Italian song "He sabido que te amaba" (I Knew That I Loved You), was released with Spanish lyrics by Emilio Portella. First version of this song we heard was by Ylma Goich with future diskings set by Los Panchos and Javier Solis. All of these recordings are on CBS records.

RCA discovered a new instrumental group La Comparsa Universitaria, which is slated to receive world-wide promotion. La Comparsa Universitaria already had a long play released with original arrangements to old standards like "Under the Double Eagle," "Java," "Indian Love Call," "Suspicion," etc.

Orfeon records announced the signing of American actor and singer Bob Conrad. He completed an EP with this company and immediately flew to the US to fulfill several contracts.

Bernard Hess and Mariano Rivera Conde, president and general manager of the RCA Victor Mexican company, returned from their trip to Los Angeles where they signed a representation contract with the Disneyland label and renewed the contract with Dot Records.

Among the latest RCA releases are: "La Noche" and "El Día" with Los Tres Ases, "A Change is Gonna Come" and "Shake" by Sam Cooke, "Las Horas felices" and "Acuárracida" from Raúl Ravalle, "Fingen y Finge" by Max Carrasco, "Las Tardeadas" by Peres Perez, "Aquelllos ojos negros" and "Me voy" by Gilberto Valenzuela, "Behind My Smile" and "Silvia" from Paul Anka, "La Paloma" and "Las Golondrinas" with the Maestros Vargas de Tecomiltla and "Dos historias y un final" and "Long After Tonight is All Over" by César Costa.

Alberto Vázquez returned from the US, where he performed at the Hollywood Palladium and immediately made plans to perform in several Central American countries. His fifth album will be released very soon on the Musart label.

From Argentina we received a post card from Fabrice, who plans to remain in the US for at least a whole year. Pily Gaos, or her sister May4, will be chosen to participate in the RCA international contest as Mexican representative for this label. An album will be done with the RCA entrances from all over the world. Each country will participate with one song, five arrangements, artists and orchestras. A prize of $500 is being offered to the winner.

CBS Holds Nat'l Confab In Britain

Ply Gaos, or her sister May4, will be chosen to participate in the RCA international contest as Mexican representative for this label. An album will be done with the RCA entrances from all over the world. Each country will participate with one song, five arrangements, artists and orchestras. A prize of $500 is being offered to the winner.

CBS Holds Nat'l Confab In Britain

LONDON—The first national sales conference under the British CBS set-up was recently held in London. Among the speakers were Peter de Roquemont, vice-president of the firm's European operations, Morris Levy, managing director of the English organization, and Walter Sparkman, sales manager. Shown (left to right) at the confab are: Stanley West, CBS label manager; Quinta Chavez, classical repertoire and promotion manager; Roger Estery, press officer; Morris Levy; Peter de Roquemont; Derek Witt, television and artists' promo manager; George Sheotopol, assistant managing director; Peter Lamb, creative services manager; and Walter Sparkman.

Cash Box—March 13, 1965—International Section
Manoel Ferreira from Odeon informed us that singer Altemar Dutra is recording two albums for special release outside of Brazil. The albums are being recorded in Spanish and will not be released in Brazil. He has already recorded for the national market and the album will be released after Carnival days. To celebrate Rio’s 4th Centenary, Odeon released a single with a beautiful cover containing three color photos showing the nicest natural views from Rio. The recording was done with all the Odeon staff doing a kind of choral. Wilson Simonal, one of the best happenings on Bossa Nova, will travel to Paris and will tour Europe.

We’ve been informed by Luiz Mocarzel, with the promo dept. of Audio Fidelity, that a new label has been created by proxy Sebastião Bastos. It is called “Som Major” and is specializing in Bossa Nova. The first release will be with the Sams Trio, with José Orédozes’s bass, José Tramonti’s piano and Lauro Bomiela’s drums. The album has six cuts with the trio and six with the trio, one piston and two trombones. We wish success to the group for the new label.

Jose Scatena RGE precy, is really happy with the Zimbo Trio, which, during the past year, won all the prizes instituted for artists in Brazil, as follows: The Euterps, Fonográfico de Ouro, Pinheiro de Ouro, Chico Viola, Medalha de Ouro de Diário da Noite and Roque Fino. The Trio is with no doubts the best small combo we have nowadays in Brazil.

The Bossa Nova is gaining an audience in England. Getulio Alves, of the promo dept, for RGE told us that the BBC has ordered all the company’s BN albums for its broadcasting.

Sven-Ingvars Snare A Silver Disk

OSLO—The Sven-Ingvars recently received a silver disk from Oslo’s Arbeiderbladet daily newspaper for their Philips deck of “Froken Fraken” (“Miss Freekle”) which reached the 25,000 sales mark. Standing (left to right) at the presentation, which took place at the Rondo night club are: Arbeiderbladet editor Erik Heryerdahl who presented the award, the five Sven-Ingvars and Philips singer Ray Adams.

Two By The Sea

MILAN—The two attractive looking girls in the above pic are probably the most popular sister act on the continent. They’re, of course, The Kessler Twins. The gals recently signed a CGB Internazionale pact for records and management in Spain and Yugoslavia. Their initial release couples “La Notte E Piccola” with “Lasciati Baciarre Col Lettiss.”

Strangers In Town

ROME—Japan’s Romi Yamada recently travelled half way around the world for some television shots and p.a.’s in Italy. In the above pic the Victor lark is shown “taking five” during a BALT-V TV rehearsal with American label-mate Paul Anka.

Brazil’s Top Six Double Compacts

1 The Beatles—The Beatles/ODEON
2 Altemar Dutra No. 2—Altemar Dutra/ODEON
3 Sinfonia Dos Canários—Canary Birds rec. by J. D. Firth/Copacabana
4 Eddie Young—Ray Conniff/CBS
5 Carlos Alberto—Carlos Alberto CBS
6 Amor—Eydie Gorme with Trio Los Panchos/CBS

Levelle Tours France

PARIS—Claude Levelle, Columbia Records of Canada’s famous singer-composer, is currently in France for a six-week tour. When Levelle first traveled to Paris in Oct., 1964, his appearance at the Olympia Music Hall was so highly acclaimed that a second LP was planned. Due to his current tour, he’ll appear on several major television and radio programs. While in Paris, the performer will record an LP to be released simultaneously in France and Canada.

Brazil's Best Sellers

This
Week
Last
Week

1 Amore Scusami (Fermata) John Foster-Fermata
2 (SO Fino Da Bossa—Several Brazilian Artists/RGE (live rec.)
3 (SO Fino Da Bossa—Several Brazilian Artists/RGE (live rec.)
4 (SO Fino Da Bossa—Several Brazilian Artists/RGE (live rec.)
5 (SO Fino Da Bossa—Several Brazilian Artists/RGE (live rec.)
6 (SO Fino Da Bossa—Several Brazilian Artists/RGE (live rec.)
7 (SO Fino Da Bossa—Several Brazilian Artists/RGE (live rec.)
8 (SO Fino Da Bossa—Several Brazilian Artists/RGE (live rec.)
9 (SO Fino Da Bossa—Several Brazilian Artists/RGE (live rec.)
10 (SO Fino Da Bossa—Several Brazilian Artists/RGE (live rec.)
11 (SO Fino Da Bossa—Several Brazilian Artists/RGE (live rec.)
12 (SO Fino Da Bossa—Several Brazilian Artists/RGE (live rec.)
13 (SO Fino Da Bossa—Several Brazilian Artists/RGE (live rec.)
14 (SO Fino Da Bossa—Several Brazilian Artists/RGE (live rec.)
15 (SO Fino Da Bossa—Several Brazilian Artists/RGE (live rec.)
16 (SO Fino Da Bossa—Several Brazilian Artists/RGE (live rec.)
17 (SO Fino Da Bossa—Several Brazilian Artists/RGE (live rec.)
18 (SO Fino Da Bossa—Several Brazilian Artists/RGE (live rec.)
19 (SO Fino Da Bossa—Several Brazilian Artists/RGE (live rec.)
20 (SO Fino Da Bossa—Several Brazilian Artists/RGE (live rec.)

Brothers Four Awarded Norwegian Silver Disc

OSLO—The Brothers Four were rewarded with the Norwegian Silver Disc for their CBS recording of “Greenfields” according to Harvey Schein, vice-president and general manager of CBS Records, Columbia’s international label. The Silver Disc, one of Norway’s most important record awards, is only given to those records which sell over 25,000 copies. In the above pic Hakan Twitten (left), managing director of Norsk Phonogram, and Per Kilde, the label’s pop A&R director, are shown with the award.

Cash Box—March 13, 1965

International Section
After reviewing the most recent MOA Convention successes, and looking ahead to the 1965 trade show with great expectation, there is no question that present leadership has placed the exhibition in an admirable position of relying on its deserved merit. Having spoken with MOA Directors following the close of the Mid-Year Meeting last week in Washington, DC, we believe there is every reason for the industry to expect another successful show in September. Sparkling MOA leadership has put the Association's annual conclave back on top where it belongs and the beauty of MOA's comeback is that its success is founded on solid ground.

The leadership is there for all to see. Association services have improved. Membership is up, and rightly so. The current License Survey which now boasts returns from literally hundreds of operating firms bears witness to renewed support and enthusiasm from the industry at large.

And whoever heard of thirty-four MOA Directors spending four days in the Capitol planning a Convention and, at the same time, paving the way for a better understanding of the coin machine business on the part of legislators!

The path to Capitol Hill from the hotel must have been worn thin under the strides of MOA officials who had a story to tell—and tell it, they did.

Never before have so many from this industry voiced attitudes and opinions, in unison, to their respective legislators.

Regardless of the bills to pass this year, we will know that the rights of the industry have at least been considered, and what more can an industry ask?

The coin machine industry today would be in a far better position if these same steps were taken years ago. It is never too late, as long as you're still in business, to attempt to regain the ground lost as a result of an industry front which was not completely united.

You can't do too badly as long as you give your best. The best was what MOA gave again last week and this pertains to their legislative activities as well as the serious minded planning that went into the 1965 Convention Program.
Chicagoland—"As long as we can get a larger share of an already launch the dime-play, front-money program, we will eventually make enough impact across the border, put the games business in better shape for operating profits," says Williams Sales Manager Bud Lurie.

Lurie sized up the Company's progress to date following meetings with Williams distribute in most sections of the country.

The front-money talks which began last month in Philadelphia continued on to New York and close to forty operators attended meetings held at Struve Distributing Company showrooms in Los Angeles on February 26. Legislative problems, peculiar to that territory, were also talked on. The prime purpose of the meetings is to gain a foothold in territories where most pinball equipment operates on nickel-play and where the commission is 25c. This is just short on operation everywhere, and the drive is expected to bring about a change which would be favorable to amusement machine operators.

"The first step must be taken before we can keep up," said Lurie, who advised Cash Box that continued growth of the stature of Amuse-A-Mat in Philadelphia and Associated Coin Amusements, headed by Henry Levinson, can only be maintained if the firms who enjoy better operating territory in competitive areas continue to grow.

"This business can grow more rapidly if operators see the merits of this program and the operator must grow smaller. His costs are continuing to rise," said Williams Electronic Engineer Dennis Granger.

That same week, Lurie traveled to meetings held in Atlanta, Tenn., and distributing showrooms (Feb. 23) where he said ops stated that they "will give the program the shot it deserves."

T.A. Award

Tony Bennett and Seeburg's Joe Marable

Chicagoland—Columbia Records' Tony Bennett was literally surprised last Wednesday evening, February 24, during a heavily attended Columbia Records concert party and buffet dinner in his honor at the Happy Medium. Seeburg Vice President, Joe Marable sated on stage at the conclusion of Tony's performance and presented him with a plaque from Seeburg.

Marable stated: "A special award to Tony Bennett in appreciation for his hit-making records on American Juke boxes, from "Because Of You" to "If I Ruled The World," on the west of the Columbia Records Corporation."

The gala soiree was hosted by Columbia Records' national promotion manager Granville White. Also, Norm Ziegler, Ron Piccolo, Jim Scully, and Fred Teich.

Bennett was in Chicago for a two week engagement in the posh Empire Room of the Palmer House.

D&R Catalog Adds New Pool Supplies

Chicago—Dennis Ruber, co-head along with Richard Upton of D & R Industries, announced R&R's new catalog for the Chicago based firm's 1965 Parts and Supplies (for the coin machine industry) Catalog is currently available for distribution to the trade. He strongly urged operators in all regions of the United States, and other markets in this hemisphere to send in their requests for catalogs, that they will be rushed out to them upon receipt of the request.

Ruber further advised that D & R Industries now has available to coin machine operators the popular figure-tapered, wood-fiberglass cue of "the Half Century" (models 225-2, 225-3 and 257-97 in length). He claims that the custom built combination cue is not only an accurate cue, but much stronger than all-wood cues.

D & R has also recently taken on the imported Custom Royale pool table cloth line which is rayon-backed and bonded with latex rubber cement. It is 90%/10 wool for smooth fast table play, and 16% nylon for longer wear and durability.

Arizona Court Overrules Minthorne Award Of April Judgement In Seeburg's Favor

Decision Wipes Out $129,371 '64 Award

Phoenix, Ariz.— Litigation by the Seeburg Corporation against the Minthorne Music Company has been in court here since early 1962. Various awards and court decisions have been made, but in the final analysis, Seeburg emerged victorious on all counts.

Seeburg first received judgement of $60,000 against the Minthorne Firm in a breach of contract suit. In a countersuit, Minthorne officials were awarded $129,371 last April in damage claims. Now, the award against Seeburg has been overruled.

In the U. S. District Court of Arizona, Judge Roger D. Foley, Jr., overruled the jury award which had been given to Minthorne and entered a judgment in favor of Seeburg. In effect, this judgement wipes out the $129,371 award which had been made to Minthorne.

John Frank and Edward Sexton served as special counsel for Seeburg, and Lillian K. Kubick as general counsel.

Minthorne Music Company was a Seeburg distributor before it entered into litigation.

Cash Box—March 13, 1965.

Better Operating Terms

Lurie Cites Progress When Ops Make Move

Chicago—"As long as we can get a larger share of an already launch the dime-play, front-money program, we will eventually make enough impact across the border, put the games business in better shape for operating profits," says Williams Sales Manager Bud Lurie.
Williams Revamps Pingame Design With "Alpine Club" 1-Plyr; Location Name, Quick Ball Return, Playfield Release New

**Add-A-Ball Is 'Ski Club'**

CHICAGO—Williams shipped its new "Alpine Club" pinball amusement machine to distributors here and abroad last week and the release was not without a fanfare of accompanying publicity. The machine is an extension of the "Ski Club" theme, which has been so successful for Williams. The Alpine Club is expected to continue the same concept and to be an excellent seller for the company.

One of the new features, a "first" for pinball, is a name strip for location personalization, across the bottom of the backglass. A one-piece stainless steel end-cap moulding eliminates chrome plated color casting, and prevents pitting. When this end-cap is removed, a single-lever releases the playfield for servicing. The game's front door will not close as long as the playfield or end-cap are out of position.

A single entry coin mechanism with three-way slug rejector accepts any denomination of coins (2-nickel, single dime or quarter). "No more fishwire or penny-pitching manipulations are possible," according to Stern. A hinged door on the light box allows easier replacement of light bulbs on the backglass. The coin return has a flap to prevent spillage and the locked cash box, which is reportedly 50% larger than previous Williams models, has been doubly re-enforced against break-ins.

"There are no distinctive mechanical improvements," continued Stern, who discussed the features with a Chicago reporter before leaving his office.

**New Burglar Alarm**

A new low-priced burglar alarm attached to vending machines may be the answer to the present crime wave of forced machine entry. This "Scare-um" alarm, upon the slightest breakage, sounds a siren that frightens away the would-be burglar. The siren can be heard 500 feet and operates on a simple flashlight battery. Price includes battery and parcel post. One unit, $9.05; 12 units, $60.00. F.O.B. Phila. (includes batteries). Contact Cash Box, 1780 Broadway, NYC for information.

**New Ice Vendor**

A new coin-operated ice merchandising box has been introduced by the Handy Dan's Ice Vending System Inc., Fayetteville, Ark. The box is to be installed at Rock-Ola and Williams arcades in the South. It will be available in a "1-10" refrigerated box stand, which has seven feet high by four feet wide by three feet deep and will hold at least two boxes of 3 x 2 1/2 inch ice cubes, and the Handy Dan's Pellet Ice. The 1/2 hp condenser uses a 110-volt circuit and will hold inside temperature at 24 degrees. It will accept exact change in nickels, dimes and quarters for settings of from 25 to 50 cents, and has a return feature. Price $500.

**Dutch Vending Show**

HOLLAND—May 18-20 dates have been set for a Self-Service Exhibition to be held in Utrecht (Utrecht) at which time a wide array of automatic equipment will be displayed. R. F. Vennerink of the Vennerink Association has advised that automatic merchandise machines, refrigerated equipment and food vending machines will highlight the trade meet.

Self-service vending is here to stay and the show, which centers around food sales, will accommodate the automatic merchandising machine industry this year. Inquiries may be forwarded to Vale de Automat, Bergen Op Zoom, Holland, Post Box 4.

**IN THE NEWS**

**Hugh Gorman**

Houston Gorman was named General Sales Representative of the Rock-Ola Manufacturing Corporation last week (CB March 6) and the newly created post will include sales duties in both the phonograph and vending fields. Gorman has been with the firm since 1962.

**Alvin Gottlieb**

Alvin Gottlieb, president of the Gottlieb & Company, left last week for Florida on a vacation which followed the launching of the company's "Whoo-Bled" two-player pinball machine. Alvin has been constantly busy with duties concerning the Gottlieb Memorial Hospital, which recently added a wing.

**Irv Ovitz**

Irv Ovitz, director of Vending Machine Sales at World Wide Distributing Company, in this city, advised this past week that there was a heavy attendance of operators and mechanics at the company's service school class. Tuesday evening, February 23, on the Seeburg coin-operated fresh brew, single cup coffee vending machine, which was held in World Wide's showroom.

The classwork was conducted by Leonard Kennard, Seeburg's vending field engineer. He was assisted by World Wide's shop personnel; Art Lloyd, Ted Dadal, Ken White, and Roy Hooper.

**Earl Feddick**

The President of Valley Sales Company left his Bay City, Michigan office last week for a Coral Gables vacation after having set the company's sales plans for the introduction of its 1965 pool table series. Valley recently added another wing to its present building and bought property alongside, to house inventory.

**Harry Freer**

Harry Freer, vice president of the Coin Vendor Manufacturers Association, was recently elected to the newly created post of Executive Director of the new association.
Mike Stanley's "new look" is custom-made for today's progressive operator who won't settle for yesterday’s approach!

... and the Pacific Northwest is beating a path to our door! REVOLUTIONARY EQUIPMENT! MODERN MERCHANDISING IDEAS! DYNAMIC PRODUCTS!

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CASH BOX—March 13, 1965

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Vendo VIP Instant 300.00
Avonac Model 250 625.00
Avonac Model V 625.00
Rudd-McKellen 300R 275.00
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Stoner Model D500 145.00
Seeburg belly Model 662C 695.00
Seeburg belly Model 662C (Complete and working) 575.00

WRITE OR PHONE FOR SPECIAL VOLUME PRICES!

MOA Directors from all over the country—43 attended—spent four days down on Capitol Hill visiting with Congressmen and Senators during the mid-year meeting which was held in the Sheraton-Willard Hotel (1650 H Street, N.W.) and if you looking for "firsts" this was the first time MOA officials have ever visited the politicians on their home grounds as masse. Were seated in their respective offices each morning, as a matter of fact, awaiting their arrival. Talk about changes (!) man, that's progress. And as though we'll have another rousing Convention comes September in Chi.

More association doings will take place March 17th when the NYS Operators Guild holds its regular monthly meeting, at the Governor Clinton Hotel, Kingston. . . . Irving Holzman, chairman of the UJA Executive for the coin machine division advises all members of the committee that their next scheduled meeting will be held on March 11th. Come to UJA headquarters on 58th St. Meeting starts at 6:00 P.M. and sandwiches will be provided. Once again, the committee will be enjoying the organizational talents of Westchester Assn. prexy Carl Pavis.

Prominent coinmen visiting New York for a look-see into some new ideas in amusement equipment last week included Si Redd, down from Watson, Mass., Frank Ash, up from Active Amusement in Philly and Bert and Hugh Bettì over from New Jersey. . . . Seeburg distro's are reportedly ready to launch another major phase of the discotheque program following meets with Jack S. Betts, Bill Adair, Frank Fineman and other factory reps at the St. Regis Hotel in NYC last week.

Metro New York vendors were treated to their own vending seminar last week when Rowe, Seeburg, Vendo, Westhouse and National brought equipment to the Tremont Hotel (460 Park Ave., between 46th and 47th Sts.) for a Tuesday morning seminar (Feb. 27) sponsored by the NYS Automatic Vending Assoc. About 100 ops listened to factory reps expound on the merits of each company's cold drink machine. Everyone termed the day-long session a big success. . . . Speaking is one of the greatest proponents of shuffle alley, citing the game as one of the most consistent and stable money earners the trade has ever seen.

Fred Pollak will announce delivery on the new Rowe Discophonic speakers any day now. Producers of the Regional Fair at Whippany last month were overjoyed at Rowe's plans to capture a big segment of the discotheque market. The Rowes execs visited New York's plush Ondine's, a 'live' discotheque last week when they completed meets. . . . Look for Bert Bettì's ability to take the Ondine's push and have you to it. This will be an all day affair. Bert and brother Hugh motored across the Hudson to the Big City for a few hours last week for a peak at some new amusement machine ideas on display at one of the prominent halls. It if all sounds very mysterious, it's simply that the management of the Ondine's delay in the announcement of the new games until their official release date, which they assure us will be soon. Another Jerseyite into town for a preview of the stuff was Frank Albe of Pleasant Music. The Jersey City based music and games operator is one of the greatest proponents of shuffle alley, citing the game as one of the most consistent and stable money earners the trade has ever seen. . . .
American Imperial Shuffleboard has earned the reputation of being the "standard of the coin industry." In appearance, construction and operation it is years ahead of any other shuffleboard.

WHIPPANY, N.J.—Rowe AC Mfg. Company held Regional Sales Representative meetings here last week with three days of conferences stretching from 9:00 AM to 6:00 PM each day. Short lunch breaks were spent in the factory's commissary before returning to such long range subjects as quality control, sales projections, service and distribution. VP Fred Pollak and Sales Mgr. Ed Claffey led the sessions. VP Jack Harper was on hand to discuss certain areas with regional reps. VP Mgr. Al Shaffer; Jim Abato, Dir. Service Engineering; and Distribution Mgr. Harold Handkins, led the manufacturing sessions. Forecast: it'll be another good year for music and vending.

WHITSETT, N.C.—Rowe AC Mfg. Company held its second annual sales meeting for its vending sales staff from Feb. 15-17 at the Majestic Hotel. President Alex M. Roosevelt, Mgr. George Kiersay and others addressed the 43 salesmen and 20 sales associates who traveled from 26 states.

WESTINGHOUSE RELEASES

SPRINGFIELD, Mass.—Charles Brinkmann, general manager of the Automatic Merchandising Division of the Westinghouse Electric Corp., has announced the release of the firm's new Model WK8-10 Single Brew Coffee Vendor. Brinkmann stated that the coffee vendor's features offer the operator "all the built-in quality you can expect from Westinghouse."

The Model WK8-10 has an average capacity of 800 7 oz. hot cups with a cup dispenser adjustable to 10 oz. cups; offers the customer 16 selections from coffee to whipped chocolate; has a non-pressurized open water system; offers a good color range of machine fronts, stands 72 or 75 inches high and weighs 580 lbs.

WESTINGHOUSE RELEASES

WK8-10 Coffee Vendor

AT THE MEETING: Rows execs relaxed at Cavanagh's in NYC following the sessions. Here they demonstrate a new dance step, created for Rowe by "Killer Joe" Fire, the firm's discotheque consultant. The dance? Why its the "Rowe, Rowe, Rowe" of course!

MANKIN

ATLANTA—William E. Mankin has been named vice president for marketing of the National NuGrape Company here it was announced last week.

National NuGrape, a 44-year-old company which has marketed grape, orange and other fruit-flavored drinks under the brand names NuGrape and Sun Crest, recently announced that it will add Kickapoo Joy Juice to its line. The name Kickapoo Joy Juice was first introduced to the public more than two decades ago by Al Capp in his internationally famous comic strip, Li'l Abner. National NuGrape will launch sales program aimed at the vending machine operator, shortly, according to Mankin.

Mankin joined NuGrape this month after serving on the marketing staff of Mead Packaging Atlanta based Division of the Mead Corporation. For the past three years he was responsible for marketing of products to the soft drink industry.

MONROE HOLDS CLASS ON ROWE COLD DRINK

CLEVELAND—A service class of the Rowe 1020A Cold Drink Machine was held in the showrooms of the Monroe Coin Machine Exchange, Inc., on Feb. 23, according to Monroe exec Norman Goldstein.

The session was conducted by Rowe's field service engineer Louis DiPalma to an attentive audience of 43 operators and servicemen from various companies of the Cleveland area.

On hand from the Monroe staff, besides Goldstein, were Lee Molnar, Stanley Levine and Frank Joseph and the firm's vending mechanic Jack Weigand.

Goldstein advised the next two service sessions to be held at Monroe will be on the 'Diplomat' phonograph on Feb. 21, and on the Rowe 'All Purpose' vend on Feb. 28. Both classes will begin at 6:30 P.M.

NuGrape Names Mankin; Aims For Share Of Vending
**NEW YORK.** — A Gold Drink Seminar was conducted at the Travelers Motel (near LaGuardia Airport) on Saturday, Feb. 27. About 100 machine operators attended.

Factories represented at the Seminar included Rowe, Searls, Vendo, National and Westinghouse. Sales and engineering representatives displayed equipment and outlined the features of each machine to groups of 20 operators who moved from session to session until each of the five factories had presented the sales and service points of their respective equipment. The Seminar lasted all day and was termed one of the most productive trade seminars ever held in this area.

**R-M Cites Tape Success**

WARMINSTER, PA.—Six roasters at ten different locations in the United States and Canada packed more than $11,000,000 ($11 million) portion-controlled servings of fresh ground coffee on-filter-tape for the vending industry during 1964, according to R-M Modern, Inc. officials.

The coffee roasters now supplying is sealed within a continuous taste-individual portion package that is by far the most economical system for the vending industry, according to R-M Modern, Inc. inventor in Warminister, Pa., Don Mills, Ontario, and their principal, Continental Coffee Company in Brooklyn, Chicago, Toledo, Los Angeles, cling Coffee Inc. in Detroit; LaTourette Coffee Co., Inc. in New York; Standard Brands Incorporated in Hoboken, New Jersey; Ph. Wechter & Son Inc. in New York.

The fresh ground coffee-on-tape in the five short years it has been on the scene, has,” according to Frank T. McCoo, R-M Modern, Inc. Sales Manager, “demonstrated that it fills a real need for both the producer and the operator. Passing the 200 million mark was quite an achievement, and while I’m sure it could be repeated in the thousands of miles that the five machine operators seem more interested in the consistent quality it gives their customers and in the ease of service, classification, and cost control that it gives them.”

**New Bally Skeds Bottlers Seminar**

- **Company Approves Merger With Frito-Lay Inc.**
- **New Products**
- **In the Works**

**Dave Howe Sales Dir.**

- **For Advance Engineering**
- **Also Midwest Distrub**

MINNEAPOLIS—Dave Howe has been named Director of National Sales for Frito-Lay Advance Engineering Company (AVENCO) manufacturers of single-unit and instant coffee venders, component parts and vending supplies. Howe will also enter into a distributorship for AVENCO, with Charles Schinkoeth, in the Northern Illinois-Southern Wisconsin territory. Howe joined Frito-Lay in 1958 with Rock-Ola Manufacturing Corporation where he served as VP Director of National Sales.

AVENCO recently launched its “4-2-1-2-R-R-R-R” (Piece and Point) systems, which are designed for large accounts which want to use flexible systems that are individually designed for specific needs. To develop this program AVENCO has, and will, continue to work with its vendor called the “Jr. Executive.” A paper filter tape issue the coffee directly, and when the tape reaches the appropriate point, it will release a fresh filter into position, thus keeping the coffee fresh, as well as solving service problems.

*Side - Mount* **NEW!**

(See page 5) **SCOREBOARD**

- Fits ANY
- Shuffleboard!

- Completely equipped with chrome stands and scoring buttons for each end of shuffleboard.

**Bally’s New “Sheba” 2-Plyr. Offers Three Ways To Gain Free Balls**

Bally’s new “Sheba” 2-plyr. offers three ways to gain free balls. First, a player may gain free ball by filling a five point tray. Second, if one fills a five point tray, then the next ball is a 2-plyr. Third, any player may gain free ball by filling a five point tray. The “Sheba” is Bally’s newest player flipper game. The “Sheba” is designed by Howie O’Donnell. The “Sheba” is available in two versions: a standard version and a limited edition version. The standard version is priced at $2,000 and the limited edition version is priced at $5,000.

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Professional Design—Long Life

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- Light control that turns on when the turn is completed.
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(United States, Canada, Mexico)
$30 for a full year (Airmail United States,
Canada, Mexico)
$30 for a full year (other countries)
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Be Sure To Check Business Classification Above!

H. A. (Hoddy) Franz announced that late in February the Seeberg Corporation appointed H. A. Franz & Co. an authorized distributor for the Williams-United line, long recognized as among leaders in the coin operated amusement industry. Hoddy said he was proud to welcome the complete Williams-United line into his company and said the move was another step toward making his concern a complete “One Stop Supermarket” for operators. Lengthy visit with Joe Baine, veteran of over 31 consecutive years at coin machine operating and owner of Baine Amusement Company, Beaumont, Joe reported excellent and improving business in that section of the State. . . . Another prominent out of town operator shopping in the city for working stuff was Frank Wilson of Baytown. Frank, in partnership with Carroll Hughes operate United Amusement Co. in Baytown. . . . Four little cuties; Charla Jenkins, Nancy Cartwright, Paula Byrne, Jeannine Zimmerman, add lots of charm and do plenty of work at Record Service Co., a major stop record dealer here. . . . Early this year Sam Winfrey was appointed authorized sales representative for H. A. Franz & Co. (Seeberg) to handle the business of collecting old objects, most of which are a shade too large to hold in hand. Main collection consists of old clocks, player pianos and a sizable collection of rare and antique coin operated devices. . . . Work has been completed for a wholesale record department at new headquarters and main offices of Central Sales Co. (complete Row-AMI lines) on Chicago’s North Side. The record distributorship on Leeland Ave. would continue as usual. That set up gives Central Sales coverage over two fairly widely separated sections of the city. . . . The morning’s visitations was enough to surpass all previous attendance records. Reasonable to assume that the thousands of visitors from all parts of the Southwest will push numerous extra coins into local coin machine clutches.

Business in this City of Brotherhood Love appears better than ever, judging from the recent developments. A recent trip to New York by the Frank and Bobendrie (B Чи) office was most interesting as was Mike Rand’s “Thor-o-Bred” 2-player, and indicated that perhaps another “Skyline” semi-automatic may be in for a long run. Frank went up to NYC for a look around at the new idea and met the Cash Box reps while there. . . . Mickey Anderson reportedly back after a month-long stay in Miami Beach . . . Macke Vending’s Al Medved named President of Joe Stuffer in Lenape, New Jersey . . . Marvin Stein’s Eastern crew shipping the William’s “Alpine Club”, packed with new features . . . Bill Cannon reported back from a Wash DC trip with MOA Directors. . . . Dave Rosen had a big crowd at his Cavalier Restaurant opening (see story) last Saturday. Gene London, WCAU-TV personality, was on hand, as were many other dignitaries. Ed Harvey was the big winner at the WCAU-radio equipment, doing interviews. Rosen’s crew have an idea for increased kiddie attendance at the new amusement arcade. A birthday package for kids with ice cream and cake plus free rides, all for $2. Should bring even more down on . . . The new Wurlitzer wallbox is a dream and Jim Ginsberg’s expected to do a hang-up job in this area with it . . . The front money talks which were held here last month have spread to the coast and it looks like the oops are taking to it.

Mr. & Mrs. Larry Dwyer, Rochester, were in the cities for the day picking up records and parts . . . Happy Birthday to Kelly Dwyer, of Bob Lammers, St. Cloud, in town for the day as was Terry and Vera Boerger of St. Cloud . . . John McMahon, in town overnight and visiting his daughter living at Littleton. . . . Mr. & Mrs. John Traccane stopping off in Minneapolis for the day enroute to Miami, Mrs. Traccane flying direct to Miami and John flying to Washington to attend the M. O. A. meeting and then on to Miami . . . Mr. & Mrs. Frederick Eichinger, St. Paul, left for a month’s vacation at Hawaii. . . . Arndt Peterson, in town for the day picking up records and parts . . . James Larabee, Granite Falls, in town for the day picking up parts and records . . . Sam Siegel, head credit man at Lieberman Music spent a couple of days at home, bad cold. . . . Gordon Rummel in the cities for the day picking up records and parts.

Happy Birthday This Week To:

The Cavalier Restaurant — David Rosen’s Example Of A Successful Mating of Restaurant And Coin-Operated Amusement Machine Entertainment Center

This newly-opened, popular price restaurant, located in Philadelphia’s Roosevelt Mall, has afforded the coin machine industry an excellent example how coin-operated amusement machines in a food service location can . . .

- Attract customer traffic to the restaurant
- Provide entertainment facilities where none exists in the location
- Produce added cash box revenue for the games operator,
  . . . by properly merchandising the equipment through creative display and convenient layout.

The kiddie rides, which are placed along the window front of the Cavalier Restaurant, draw the immediate attention of Roosevelt Mall Shoppers.

A generous assortment of rifle games, bowling machines and pins of every description attract a gallery of onlookers as well as players.

Philadelphia—It requires a good deal of know-how to attract enough people to a restaurant which seats 2,000 people, located in an area where almost a dozen other eating places already exist, even if the area is the heavily traversed Roosevelt Mall Shopping Center in Northeast Philadelphia. It also requires a keen eye to recognize and take advantage of a rare opportunity to provide an entertainment attraction which would promote the necessary customer traffic and at the same time gain for the operator of such an attraction a lucrative addition to an already thriving business.

As the largest single unit in the entire Roosevelt Mall, the Cavalier Restaurant, which was opened last month by a New York combine, needed that certain something extra to draw in the customers. This was immediately provided by David Rosen, Inc., the firm which went to work to install an elaborate amusement machine arcade offering games and kiddie rides of every variety in an expansive area in the front section of the restaurant. While open only a few weeks, the Cavalier’s management already credits much of the steady patronage flow to the arcade.

With almost one hundred pieces of equipment present, Dave Rosen, president of the firm which installed and which operates the amusement center, said, “You name the game and you’ll find it at the Cavalier.” Excepting for food vending, every type of amusement, game, ride, arcade and specialty machine is there. More than 100 machines greet the eye of the passerby—everything from kiddie rides, to photo machines, to the movie-music Cinebox, along with the regular compliment of pinballs, bowlers, rifle and the like.

A major factor for the success of the machine arcade as a traffic builder, Rosen advised, is its location. “Generally,” said Rosen, “when a restaurant takes in a variety of machines, they seek out a dark corner in the rear where no one can see or get near the machine. And then the owner complains that the machines do not mean anything for business and cer-
BELSTONE, WASH.—This town may be an altogether different place the Sunday morning after March 13. Mike Stanley is throwing a party for 1000 operators and factory reps and the kickoff time is set for Friday morning, March 12. Continuing without a break through Saturday evening, March 13, Stanley’s M. J. Distributing Company will take place throughout the weekend but uniquely, this time the NAMA Convention, will be displayed. The Rock-Ola phonograph line, of course, will be featured. The conventional party which was shipped last week have arrived for showing. The pool table, the Vending, the Pacific and US Billiards, are all ready to go. The Western Trails kiddie rides, (including the face of the kiddie ride business) will also be displayed. Standard’s billiards, Amusements and Supply will be contrib- uted by Stanley. “I’ll have every new game on the market this year, as well,” exclaimed Stanley, “since I ‘job’ just about every line anyway.”

IF you haven’t received your D & R Catalog yet—Drop us a line

“The light that guides the industry”

S. Dakota Ops Work Toward March Meet;
Trucano To Step Down As President

LEAD, SOUTH DAKOTA — On March 28-29, the Music and Vending Association of South Dakota will hold its 20th Anniversary Birthday Celebr- ation and Convention in Aberdeen. Besides marking the 20th successful year of this association, the convention will also mark the end of John Tru- cano’s four year reign of the organization. He has decided to withhold his name from this year’s nominations.

The convention will be held at the Ward Hotel, which will be mailing registration slips to associations in the area to be or in the area who are wishing to display equipment at the meeting should consult in the back of the program, which is the range for space.

Trucano announced this week that the association has invited the organization’s original charter members to attend the two-day celebration and to attend the same time is urging all current members and associate members to participate. Trucano stated that his only wish was to continue his service to the presidency when time for vot- ing comes around at the convention. “Our association has a history,” he said, “that is recognized, and this year, they have made an effort to bring out to the 2000 coin machine and vending operators and personal visits will be made by the eight-man sales staff this week, ask- ing ops to attend the weekend session.”

“We’ve got ideas, selling and merchandising that are in keeping with the times,” said Stanley, “and I have guaranteed each guest a profit- able time and an enjoyable visit with us.”

One thing is certain. It won’t be dull.
CHICAGO—Joe Robbins, vice president and director of sales of Empire Coin Machine Exchange, advised the sales staff of Bob Vihon and Harold LaRoux of the firm’s sales department is operating at peak efficiency. Jack Burns, a veteran staffer at Empire Coin, directs the entire field operation under Robbins’ aegis.

Robbins spelled out the sales roster as follows: Vihon travels through the State of Illinois. LaRoux calls on the trade in the Upper Peninsula of Michigan. Detroit is under the direction of Bob Wiley. His sales manager in Mickey Alterman.

Bob Rondou headquarters in Monomie; and Dick Flaherty is stationed in Grand Rapids, Michigan.

Gil Kitt, owner of Empire Coin Machine Exchange, asserted during an interview with Cash Box, that this present strong sales structure concentrates on “providing the coin machine operator with the very best service facility available.

“Empire Coin’s stature is so well respected in the field because we have taken the time, and expended the effort to provide it,” said Kitt.

U.J.A. Coin Division Committee To Meet 3/11

NEW YORK—Irving Holzman, chairman of the 1965 U.J.A. Coin Machine Division fund drive, announced that the next dinner-meeting of the executive committee will be held March 11th, in Room 16 at U.J.A. headquarters on 58th St.

The subject of the meeting will again be planning and execution of the 1965 fund drive and of the victory dinner to be held June 19th. The affair will honor New York operator Al Miniaci.

N.C. & Va. Ops Flock To Roanoke Vending’s ‘Diplomat’ Showings

CHARLOTTE, N.C.—Rusty Derby, head of the Roanoke Vending Exchange, Inc. branch office here, recently hosted an extremely well attended series of Rowe AMI ‘Diplomat’ showings in Greensboro and Raleigh, N.C.

The following is a partial list of the many operators, servicemen and guests who attended:

Calvin Bishop—Bishop Music Co., Raleigh; Mr. and Mrs. W. C. Barbour—Banks Music Co., Raleigh; Mr. and Mrs. Walter Carter—Carter Music Co., New Bern; Mr. and Mrs. Chris Lockley—C. L. Music Co., New Bern; Mr. and Mrs. Marion House—Carolina Music Co., Durham; Mr. and Mrs. Julius Nelson—Vemo Music Co., Fayetteville; Sonny Pierce—Pierce Music Co., Raleigh; Mrs. Emma Loy—Pierce Music Co., Raleigh; Richard Kraft—Steele Music Co., Durham; Joel Walker—Richard’s Music Co., Durham; Mr. and Mrs. Garlaid C. Davis—Davis Music Co., Durham; Mr. and Mrs. Frank Green—Henderson.

Shown above in the photo on the left is Roanoke Vending’s Rusty Derby, the host at the Charlotte, N.C. ‘Diplomat’ showing. The second photo finds C. C. Bishop of the Bishop Music Co. (Raleigh) discussing the virtues of the Model N’ with Roanoke’s chairman Jack Bess. Photo three shows (left to right) Dotson Evans of the Triangle Music Co. (Durham) and Robert Evans of Radio WIZS (Henderson). Left to right in the photo on the right Chris Lockley, Alton Sheffield and Walter Carter.

Evans—Triangle Music Co., Durham; Robert Evans—Radio Station WIZS, Henderson; Rudolph Hartmann—Burlington Philharmonic Orch., Berlin Germany; Mr. and Mrs. J. G. Bess—Roanoke Vending Exchange, Inc., Richmond, Va.; Alton Sheffield—Roanoke Vending Exchange, Inc., (Continued on page 63)
MANUFACTURERS NEW EQUIPMENT CURRENTLY IN PRODUCTION

COLD MEDAL PRODUCTS
D. COTTLELB CO.

GOLD MEDAL PRODUCTS

CIGARETTE VENDORS

COAN MFG. CO.

Cigarette Vendograph "500": 100-set.

CAMECA

AMERICAN SHUFFLEBOARD CORP.

AUTOMATENBAU FORSTER

AUTOMATIC PRODUCTS CO.

BAT INDUSTRIES

BALLY MFG. CO.

BORDERLINE MFG. CO.

BJM MFG. CO.

COAN MFG. CO.

Cigarette Vendograph "100": 50-set.

D. COTTLELB CO.

GOLD MEDAL PRODUCTS

HARDWARE

HARDWARE

HILL PAPER COMPANY

IRVING KAYE CO., INC.

KENNETT MFG. CO.

KENT MFG. CO.

KIBBE MFG. CO.

KOEHLER MFG. CO.

KOHLMANN MFG. CO.

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Meeting Dates & Trade Events

MARCH
13-15 National Association of Tobacco Distributors, Annual Convention & Exhibit, Place: Conrad Hilton Hotel, Chicago.
17 New York State Operators Guild, Annual Convention, Place: Governor Clinton Hotel, Kingston, N.Y.
20 Cone, Auto, Merch. Council, Place: Constitution Plaza, Hartford, Conn.
27 Minneapolis Vendors Assn., Place: Thunderbird Hotel, Minneapolis, Minn.

APRIL
3 Georgia Auto, Merch. Council, Place: Holiday Inn-Midtown, Atlanta, Ga.
10 Maryland Auto, Merch. Council, Place: Shreve-Trider Hotel, Balti
dore.

MAY
1 Oklahoma Auto. Merch. Council, Place: Skirvin Hotel, Oklahoma City
8 NAMA Mid-West Conference, Place: LaSalle Hotel, Chicago, Ill.
15 NAMA Mid-Southern Conference, Place: Hotel Redfield, Memphis, Tenn.
15-16 National Industrial Educational Association, Annual Convention & Ex-
hibit, Place: Schroeder Hotel, Milwaukee, Wisconsin.
22 Penn. Auto. Merch. Council, Place: Tama-1n-1n-The-Pancones (near Stroudsbury, Pa.)

JUNE
3-5 North Carolina Vending Assn. and South Carolina Automatic Merchandisers Co., Annual Convention & Exhibit, Place: Ocean Front Hotel, Myrtle Beach, S.C.
5 Calif. Auto. Vendors Council, Place: Disneyland Hotel, Anaheim, Calif.
6-9 National Confectioners Association, Annual Convention & Exhibit, Place: Conrad Hilton Hotel, Chicago.

SEPTEMBER
11-13 NMA Convention and Exposition, Place: Pack-Condor Hotel, Chicago.

OCTOBER
16-19 NAMA Convention, Place: Miami Beach Convention Hall.
26-30 National Association of Concessionaires, Annual Convention, Place: Ambassador Hotel, Los Angeles.

Roanoke's Greensboro And Raleigh Shows

(Continued from page 61)
Richmond, Va.; Lynn Loy—Fred Ayers Music Co., Greensboro; Fred Ayers, Sr.—Fred Ayers Music Co., Greensboro; Fred Ayers, Jr.—Fred Ayers Music Co., Greensboro; Mr. and Mrs. Tom Dulin—Fred Ayers Music Co., Greensboro; G. L. Brown—Brown Music Co., Winston-Salem; Billy Melvin—Melvin Vending Co., Greensboro; Bill Agapion—Tri-City Music Co., Greensboro; Skipper Byrd—Southeastern Record Merchandiser, Charlotte; Max Walker—Southeastern Record Merchandiser, Charlotte; and Harry Moseley—Roanoke Vending Exchange, Inc., Richmond, Va.
Roanoke Vending, with offices in Richmond, Charleston and Charlotte, serves operators in Virginia, West Virginia, North Carolina and Eastern Tenn. They are distributors for American Shuffleboard, Chicago Coin, Bally, Valley, Midway, Irving Kaye, Victor Vending, Standard Change-makers, Williams, Klopck Eng., and Witting Mfr. Co. equipment.

Cash Box—March 13, 1965
This new Wurlitzer Remote Speaker Wall Box works like a beaver in booths, bars and on counters to make more money for you. Any coin creates music, from a single selection for ten cents to a preselected program for a half-dollar at the press of the GOLDEN BAR. The sound is sensational. The design is beautiful. The extra returns are almost unbelievable. Talk to your Wurlitzer Distributor for details on the 200 and 100 selection versions with private listening speakers. The Wurlitzer Company, 109 Years of Musical Experience, North Tonawanda, New York.
NEW CABINET DESIGN, IMPROVED FEATURES AND MECHANISM THROUGHOUT. INCREASE OPERATORS PROFITS...EASIER TO SERVICE

NEW YOUR CUSTOMER'S NAME ON CUSTOMIZED TITLE STRIP!

NEW 1-PIECE STAINLESS STEEL FRONT MOLDING — ELIMINATES CHROME PLATED CORNER CASTING

NEW MODERN DESIGN BALL SHOOTER HOUSING

NEW SINGLE ENTRY COIN MECHANISM WITH 3-WAY SLUG REJECTOR THAT TAKES ANY DENOMINATIONS OF COINS

NEW HINGED DOOR ON LIGHT BOX FOR EASY REPLACEMENT OF LIGHT BULBS OR BACK-GLASS

NEW COIN RETURN FLAP THAT ELIMINATES SPILLAGE OF COINS

NEW LARGER, LOCKED CASH-BOX

NEW AUTOMATIC BALL LIFT. SIMPLE, FOOLPROOF RETURN OF BALL TO PLAYER. ELIMINATES MANUAL BALL LIFT ASSEMBLY. (MECHANISM SHOWN WITH BOTTOM ARCH REMOVED)

NEW PLAYFIELD LATCH.

Mountain climber feature that carries over game-to-game and scores special when climber reaches peak!

Hitting center target when lit, opens “Free Ball” Gate and advances value of kick-out holes from 300 to special!

- NUMBER MATCH
- STAINLESS STEEL TRIM
- PLASTIKOTE FINISHED PLAYFIELD

ALSO AVAILABLE IN ADD-A-BALL MODEL—"SKI CLUB"

Available for immediate delivery through your Williams dealer.
WITH THE NEW ROCK-OLA PRINCESS ROYAL PHONOGRAPH
SERVICE IS A CINCH

here's why: You get more than new beauty and big sound—new compactness and versatility—with the new Rock-Ola Princess Royal. Rock-Ola unitized engineering and simplicity of design assure easiest possible servicing if ever needed. Fewer service calls, less service time, mean more profit for you, plus happier locations.

Rock-Ola Princess Royal Phonograph plays 100 selections of 33⅓ or 45 RPM, 7" albums or singles, stereo or monaural intermixed, for programming in any bank, any sequence. Model No. 424